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## Management program excels Executive Development Center gains recognition

By Sherri Roberts

Special to The Battalion

"Management is management is management." Not exactly Shakespeare, but rather a philosophy that has propelled Texas A&M's Center for Executive Development to the rank of 16th among North American universities in the number of participants attending its executive education programs.

Duke Hobbs, director of the center and a management lecturer, said concepts covered in the management programs can be applied by executives from a diverse array of industries. Strategy development and implementation, techniques to sharpen communication skills and motivate employees, capital investment and keys to marketing success are among the topics covered in the programs.

The self-supporting center, established in 1953, offers three programs throughout the year: a week-long management seminar geared for first and second-level managers, a two-week management development program for mid-level managers and a three-week advanced man-

agement program for top-level executives.

Hobbs said the programs, which are limited to about 40 participants and range in cost from \$1,100 to \$4,700, attract executives from many industries, including AT&T, the Turkish Petroleum Company in Turkey, General Dynamics, Saudi Telecom and IBM.

Hobbs, a 1947 A&M graduate who left his position as vice president at the food broker company, the Gordon Company, in 1986 to return to A&M as a lecturer, said, "They come here, see the beautiful facilities, friendly campus, and it's all a positive thing for A&M. By developing better managers who have better managerial skills, the center is helping the United States to become more competitive in the world marketplace."

But all work and no play makes for a dull executive. So participants in the program take a break from the program sessions, which typically run from 8 a.m. to 5 p.m., to receive a dose of Aggie tradition. This includes a campus tour and a film on A&M narrated by, among others, Texas physician Red Duke, Class of '50 and a former yell leader.

Hobbs said A&M's top twenty ranking in the number of participants attending its executive

education programs (Harvard and Columbia are among the universities ranked in the top five) can be attributed partially to the programs' comprehensiveness, a thought echoed by participants.

Gary Ralston, an administrator at Houston Lighting and Power who is attending the management development program currently being conducted by the center, said, "Nothing can compare to this in comprehensiveness. All facets of a manager's role are covered."

"We exchange ideas with managers from different countries — we're all curious about the same things."

Indeed, the program roster reflects the cultural smorgasbord of ideas concentrated in the group, which includes executives from Venezuela, Sweden, Saudi Arabia, New Jersey and Florida.

As to the center's role in helping A&M achieve status as a world-class university, Hobbs noted that for A&M, though in the forefront of executive development in the world, world-class status is nothing new.

"We've been a world class university for a long time," he said.

## Legislator proposes increasing 'sin taxes' to help fund schools

AUSTIN (AP) — Smokers and drinkers would face a \$723 million state tax increase for public schools under a proposal unveiled Monday by a Texas lawmaker.

Rep. Dan Morales said legislators also should consider other money-raising measures, including a state income tax, to ensure a solid school finance system, since the Texas Supreme Court ruled the current system is unconstitutional.

The court, in a unanimous decision, ordered the Legislature to change the state's school financing method because it allows property-rich schools to spend more on education than property-poor districts.

Morales, who is seeking the Democratic nomination for state attorney general, said increasing so-called "sin taxes" would be the easiest way to raise immediate funds for poor schools until the Legislature can overhaul both the tax and school systems.

"Those who deny the need for additional state investment in our children are leading Texas directly down the road to ruin," Morales said.

His San Antonio legislative district includes the Edgewood school district, which was the lead plaintiff for poor schools in the lawsuit against the state.

Morales proposed raising the state cigarette tax 10 cents, from 26 cents to 36 cents per package; doubling both beer and liquor taxes, from \$6 to \$12 per barrel of beer and from \$2.40 to \$4.80 per gallon of liquor; and increasing from 12 percent to 20 percent the tax on mixed beverage sales.

The increases would bring \$723 million to state coffers over two years, in addition to the \$250 million already approved by lawmakers for equity school funding this year, said Morales, a member of the House tax-writing committee.

But liquor and cigarette lobbyists quickly criticized Morales, saying his proposal targets a specific group to fix a statewide problem, hits the poor the hardest and would end up reducing state taxes.

Smokers and drinkers would either lessen consumption, or buy in neighboring states with lower taxes, they said.

"It would be a substantial inducement to at least casual smuggling (of cigarettes), if not smuggling on an organized basis," Walker Merriman, vice president of the Tobacco Institute, said.

But Morales said the tax increase would show a good-faith effort by the Legislature to con-

**"Those who deny the need for additional state investment in our children are leading Texas directly down the road to ruin."**

**— Dan Morales, State representative**

vince the Supreme Court to extend its May 1 deadline to correct the funding disparities, so that lawmakers could later make major changes to the state tax system to maintain school funding.

He said lawmakers should look at the state income tax, but added it will not become law unless the public determines it is the fairest tax.

"When we reach that point, I am going to be willing to support the public in that endeavor," he said.

Morales also criticized claims that a tax increase could be avoided through establishment of a state lottery. A lottery would not produce enough revenue and the state should not promote gambling, he said.

## Group offers free self-defense clinic

By Pam Mooman

Of The Battalion Staff

Women have the ability to defend themselves, and the American Protective Tactics Association is offering a course to help them polish self-

fense skills.

Joe Lapaglia, president of the association, said the course will cover basic karate techniques, awareness, escape and evasion, home safety, rape prevention, legal issues and property identification procedures.

"A lot of women believe they are

the weaker sex," Lapaglia said. "That's not true."

Women need to be taught effective ways to defend themselves, he said.

Besides offering a free self-

fense class, the American Protective Tactics Association points out unsafe spots in members' homes, hires private investigators if a member's home is burglarized and helps the elderly safeguard their homes.

Lapaglia has taught martial arts for 28 years, and has taught karate in Bryan-College Station and in three surrounding counties since 1971. He said the free self-defense course for the general community is new to this area.

The self-defense course will begin Wednesday at 8 p.m. at the Brazos Center, at 3232 Briarcrest Drive in Bryan. It will continue Thursday and Friday at 8 p.m. Participants need to attend all three nights, Lapaglia said.

If enough interest is shown, the course will be expanded to eight weeks starting next week, Lapaglia said.

## Officials say toxic waste needs big reduction

AUSTIN (AP) — State water officials Monday called on lawmakers and industry to help cut hazardous waste production in half by 1995, in light of possibly more stringent federal disposal regulations.

Texas Water Commission Chairman B.J. "Buck" Wynne III said the Legislature should consider waiving sales taxes on the purchase of equipment used to reduce hazardous waste.

He also urged permitting additional waste facilities, continued "aggressive enforcement" and the formation of a compact with neighboring states for hazardous wastes.

Through regional planning, the interstate compact

could avoid using up its capacity through the importation of waste from other states, Wynne said.

In calling for a comprehensive waste management study, Wynne said, "Tax credits as well as other financial incentives for waste reduction and legitimate recycling efforts should also be explored."

Wynne's recommendations grew out of a commission staff report that was presented to the Environmental Protection Agency.

The report assures the EPA that Texas has sufficient capacity to manage hazardous wastes for the next 20 years, Wynne said. He said if the state was unable, Texas would have lost millions in federal funds.

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