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TODAY

Flu shots are available for University students in the Century Rooms of the EMU from 9 a.m. to 5 p.m.



INSIDE

Jerry Garcia is just one of many celebrities who members of The Journey have visited with

Local hiking trails offer students a variety of options for year-round enjoyment

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WEATHER

Scattered Showers.
High 55. Low 40.

University of Oregon
Eugene, Oregon

Oregon Daily Emerald

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GORE

Al Gore visits campus today

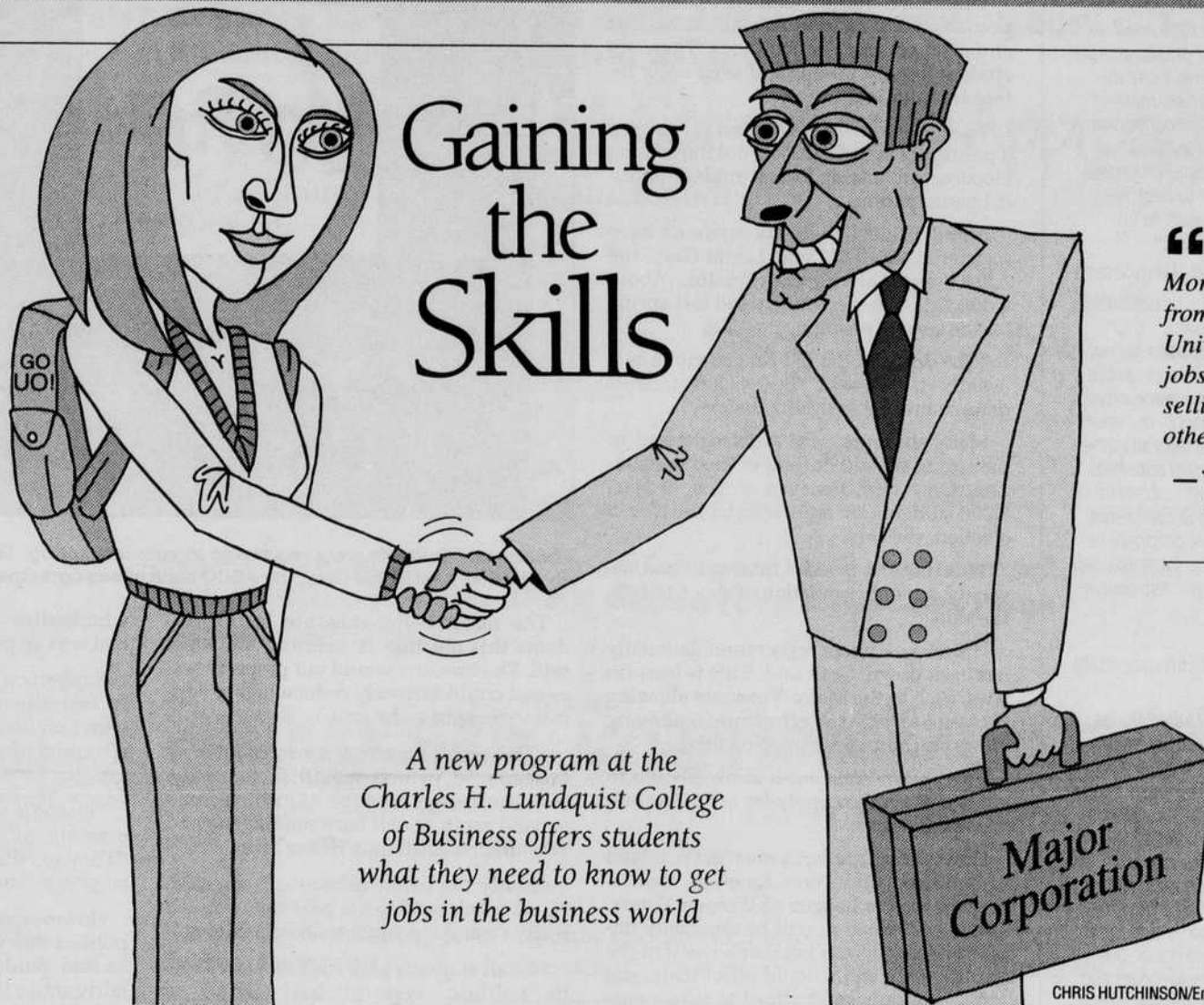
Vice President Al Gore will speak this morning at 10 o'clock in McArthur Court. There is no admission charge and the public is welcome. Here's a look at who he is and what he stands for.

■ BACKGROUND: Reporter, *The Tennessean*, Nashville 1971-1976; Farmer, 1973-1977

■ EDUCATION: B.A., Harvard University; Vanderbilt University Divinity School; Vanderbilt University Law School

■ PRIOR GOVERNMENTAL EXPERIENCE: United States Army 1969-1971 (Vietnam); United States Congressman, Tennessee 1977-1985; United States Senator, Tennessee 1985-1993

SOURCE: Clinton/Gore '96 General Committee, Inc.



A new program at the Charles H. Lundquist College of Business offers students what they need to know to get jobs in the business world

By Ben Kwasney
Higher Education Reporter

Integrity, communication, listening, problem-solving and people skills are attributes of successful salespeople, according to a list developed by faculty of the business school and top managers of a major corporation.

And now students at the University will be able to develop these skills through a new program at the Charles H. Lundquist College of Business.

"More graduates from the University take jobs in sales and selling than any other area," said Timothy McGuire, dean of the College of Business.

The business college is managing this program specifically for stu-

dents who want to sell and those who want to be successful at it.

The Director of the new Business and Industrial Sales Program, business Professor Bill Daley, said the program is the first one of its kind in the country. The program focuses on curricular, extra-curricular and field experience. Business majors and minors are eligible to participate in the program.

"You can't go to any other campus and find a group of students who are trying to work toward a career in professional sales," Daley said.

The idea for a program that would link students interested in selling with businesses and a more focused course structure came about when President and CEO of

the Papé Group Inc., Randy Papé came forward. The Papé Group employs nearly 1200 employees and is based in Coburg. The company sells heavy machinery.

Paul Meyerhoff, director of corporate development for the Papé Group, said they were able to identify a need for such a program after finding there were no similar programs out there.

"This would be the first of its kind and there's a need for it," Meyerhoff said.

Papé, a University graduate and member of the Board of Trustees, said he proposed the idea of the business and industrial sales program because schools haven't been doing much to prepare students with a future in sales.

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More graduates from the University take jobs in sales and selling than any other area,

— Timothy McGuire
Dean of the College of Business

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CHRIS HUTCHINSON/Emerald

"We have a need for sales people, and we found we're not getting the kind of education that prepares people for a sales career," Papé said.

Daley and McGuire both point toward the lack of prestige or respect thought of with sales as the key reason no other institution runs a program like this.

"An awful lot of people turn their nose up at selling," McGuire said. "Selling is a proud and noble profession when it's handled by honorable people."

Daley said sales doesn't get the recognition of other careers.

"There just hasn't been a whole lot said or known about the posi-

Turn to **BUSINESS**, Page 8

City Council torn over expanding dog, skateboard ban

■ RESOLUTION: City Council votes to name the new downtown plaza, "Broadway Plaza"

By Jennifer Schmitt
Community Editor

Supporters and opponents of the dog and skateboard ban will have to wait two more days before the issue of expanding the ban along 13th Avenue is decided.

City Council had planned on making a decision concerning the proposed ban expansion at Monday night's council meeting, but after hearing public testimony councilors decided by a vote of 4-3 to wait a few more days until making a decision.

"It is not unusual to expect ample time for us to be able to discuss this issue before we have to vote on it," said Councilor Nancy Nathanson. "I anticipated a lot of testi-

mony concerning this issue and now that I have heard what people have to say I would like time to mull it over before I make a decision on how to vote."

Some councilors were against postponing a decision on the ban.

"I don't see a reason to postpone a decision until Wednesday's meeting," said Councilor Barbara Keller. "We have had

work sessions about this and it seems to me that we are asking people not to be allowed to see us make a decision."

More than 20 residents spoke to the city council regarding the proposal to extend the ban along 13th Avenue to Pearl Street. The current ban extends along 13th Avenue from Kincaid Street to Ferry Street and along Alder Street between 12th Avenue and 14th Avenue.

Supporters of the ban urged the council to expand the ban in the hopes of alleviating the problem which seems to have just moved down the street a few blocks.

"I'm not against dogs or skateboards," said one 13th Avenue resident. "But there is a real problem and any help you can give

would be appreciated."

A business owner on 13th Avenue asked the council to expand the ban that has served as a greater resource for police and the Rapid Deployment Unit in fighting the high crime in the area.

Other residents felt the ban was not addressing the problem and urged the council to vote against expanding the ban.

"I don't see how they can ban one type of transportation," said one Eugene resident. "I ride a skateboard as transportation instead of a bike. It's really dumb that you could get a ticket for trying to get somewhere on time."

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