

Instructor notes power of one to one communication

by JAN COOLEY

Saying what you mean may be easier than you think.

Our bodies do more than half the work when we communicate, said Mt. Hood Community College instructor Jan Cobb at a recent Women's Resource Series program. Another 35 percent of our communication is through the voice: the use of emphasis, tone, volume and even silence.

Only about 7 percent of communication is accomplished through words.

Words may convey ideas and logic, but the body conveys feelings and attitudes, said Cobb. Eyes, hands, facial expression, posture—even the use of space—at test to the truth, or fiction, of what we say.

Cobb asked her audience to test that theory by pairing off and conversing while standing back to back, then side by side and finally face to face. As people's voices became louder and more animated, she reminded them how often we hold conversations while bending over a sinkful of dishes or hiding behind a newspaper.

Face-to-face communication conveys a powerful message. Being aware of body language can make people more sensitive to the messages they send and receive, said Cobb.

"When the words and the voice and the body language don't match... almost 100 percent of the time people will believe the body and discount the words."

Some of the signals we send are subtle forms of those we used as children. When young children don't

want to hear something, they cover their ears. When they don't want to say something, they cover their mouths. As adults, the impulse to make those same gestures are there, but we control them, said Cobb.

A person hearing criticism may nod and smile, while all the time tugging at her earlobe or rubbing her ear. A person telling a little white lie may put his finger to his lips, nose or chin.

Cobb cautioned her audience not to label body language, however. Interpret it in the context of the relationship and the conversation.

Some body language, such as use of space, can convey power or authority. Often, men will sprawl out, hands clasped behind their heads, elbows out.

"But a woman can't do that," she said. "On the contrary, a woman has to do exactly the opposite to maintain femininity."

She told of a friend who was appointed to an important committee and discovered she was the only woman in the group. At first she complained about not being taken seriously, until she realized her closed posture was sending a message of helplessness and worthlessness. So she assumed a different, more open pose and was surprised at how quickly her ideas were accepted.

Distance also conveys power. A distance of 12 feet between speaker and listener is used often by politicians, teachers and entertainers because it suggests authority. When confronted by strangers or transacting business, people usually maintain a space of about 4 feet. When circumstances, such as being on a crowded elevator, make this distance

impossible, people can become very uncomfortable, Cobb noted.

Studies show they go through all sorts of contortions to keep from touching one another and refuse to look at each other.

Intimate space, a distance of 18 inches, "is reserved for your most intimate relations," she said. "It's by invitation-only that people are allowed to come that close."

Such invitations may be issued without uttering a word. They may be communicated through eye contact, a slight shift of the body or extending an arm, leg or even a toe toward another person.

Portland artists set exhibit, sale at Municipal Building

The Portland Fine Arts Guild will be holding an exhibit and sale of paintings at the Gresham Municipal Building, 1333 NW Eastman Ave. from Feb. 1 through Feb. 28. Hours are from 9 a.m. to 5 p.m.

All art work is original and done by

Senior Center news

Senior dine-out set in Sandy

Sandy senior citizens will be staying close to home for this month's dine-out, which will be Wednesday, Jan. 30 at T.J.'s Fireside Restaurant.

There will be a choice of breast of chicken with dressing, or veal cutlet, for \$6.50, which includes salad, baked potato, bran muffin, coffee or tea and gratuity. Another choice is soup and a roast beef sandwich with coffee or tea for \$3.75.

For additional information call the Sandy Senior Center, 668-5569. A \$1 deposit is required upon registration.

A tour of the Round Table Pizza restaurant in Gresham is planned for Friday afternoon, Jan. 25. They will demonstrate how to make dough and

sauce, get the ingredients ready and put a pizza together.

Seniors having a January birthday will be honored guests at the birthday party on Tuesday, Jan. 23 at 12:30. A concert by the Silvertones will be featured.

The Center has free tickets available for the donkey basketball game, which will be held at the high school at 7:30 p.m. Saturday, Jan. 26. The tickets were donated by Alpine Tree Service and the profits from the game will go to the FFA Club.

Beginning Wednesday, Feb. 6 a trained VITA volunteer will be available to assist seniors with income tax, property tax and rent relief forms. The service will be available each Wednesday by appointment from 9 a.m. until noon

through April 10.

The tax booklets received in the mail, copies of last year's returns, property tax statements, and income records should be available to expedite preparation of the returns. Appointments can be made by calling the Sandy Senior Center at 668-5569.

MHCC class to build confidence

Confidence, a class to help students evaluate and develop their confidence levels, will begin Feb. 19 at Mt. Hood Community College.

The class will be held from 6:30 to 8:30 p.m. Tuesdays through March 12. The fee is \$15. For information, call Judy Moore at 667-7319.

The Sandy Post

(USPS 481-180)

MEMBER Oregon Newspaper Publishers Association National Newspaper Association and U.S. Suburban Press

Published weekly Thursdays by the Outlook Publishing Co. Box 68 Sandy, Oregon 97055 Second class postage paid at Sandy, Oregon

668-5548 SUBSCRIPTION RATES

In Clackamas County per year	\$9.00
Multnomah County	\$10.00
Elsewhere in Oregon	\$11.50
In Northwest and Pacific Coast States Outside Oregon per year	\$14.00
Outside Northwest and Pacific Coast States per year	\$17.00

Sandy Post, Sandy, Oregon 97055

No. 4

Jan. 24, 1985

Living Way Fellowship to present movie 'Victor'

Living Way Fellowship Church in Sandy will present a movie entitled, "Jesus Is Victor," on January 27 at 6 p.m.

"Jesus Is Victor" is a 40 minute long film which tells of Corrie Ten Boom's experiences in Nazi-occupied Holland during World War II. She and her family were responsible for saving the lives of hundreds of Jews

through their work.

The film is Ten Boom's final appearance on camera—just prior to her stroke in 1978.

The movie is produced by World Wide Pictures, which has produced more than 100 Billy Graham films.

There will be no charge for the movie, however a free-will offering will be accepted.

Slide show to illustrate history of the Oregon Trail

"The Oregon Trail and The Barlow Road Revisited," color slides with synchronized sound, co-ordinated and given by Mr. and Mrs. Orson Goodrich of Gresham, will be presented at Immanuel Lutheran Church in Sandy on Sunday, Feb. 3 at 2 p.m.

This color slide show highlights the important events and places on this famous trail from Independence, Missouri, to Oregon City, Oregon.

"The Oregon Trail Revisited" is approximately one hour and 20 minutes in length and "The Barlow Road Revisited" is approximately 30 minutes. A refreshment break is planned between the two parts. Due

to the length of the show, it is advised that small children not attend. Please feel free to invite friends. All are welcome to attend this historical presentation, which is sponsored by the local branch of the Aid Association for Lutherans.

Sandy High grad enters Air Force

Eric Craig, a 1984 graduate of Sandy High School, left earlier this month for basic training at Lackland Air Force base in San Antonio, Texas.

Distinguished speaker to talk at dinner meeting

Maxine Arndt of Beaverton, a past state president of the Oregon Federation, will speak on the challenges facing the International Federation of Business and Professional Women at a Feb. 6 dinner meeting at T.J.'s Restaurant at 7 p.m.

Arndt has attended several international meetings as a representative of the United States, along with the past president of the International Federation, Maxine Hayes of Junction City.

At the Jan. 16 Fireside Meeting, new member Marilyn Martin of Sandy, a second grade teacher at Estacada Elementary School, spoke about her experience as an applicant for the space shuttle program.

She is interested in the potential for growing plants and raising animals in outer space.

Sandy members planning to attend the winter board meeting of the Oregon Federation on Feb. 2 and 3 at the Chumaree Inn in Salem are Roberta Kennedy, president, and Ruth Baumbach, Judy Beebe, Rosella Bourgo, Lani Staab and Florence Schmitz.

The Feb. 20 Fireside Meeting will be held at the home of Shirley Jewett, 38255 S.E. Lusted Road at 7 p.m.



COLONIAL DRUG

See The Difference

162nd & Stark
256-0971



Don't let the cold freezing weather catch you unprepared.
It's time for a Fall Tune-up and Winterization for your car.

Deane Wesselink
Deane's Auto Repair

1 1/2 Miles East of Sandy • 41951 S.E. Hwy. 26
Call Today For An Appointment
668-4563

Now Open 24 Hours!

SANDY SENTRY

39181 Pioneer Blvd. • 668-7418



JANUARY CLEARANCE SALE!

SALE

All Sale Merchandise Priced 20-70% off

Sale Includes . . .
Men's & Women's Wear and Men's & Women's Shoes

All Sales on Sale Merchandise are final.

STONES

GRESHAM, 665-2015 SANDY, 668-8258

GRESHAM HOURS:
MON.-THURS. 9:30-6:00
FRIDAY 9:30-9:00
SATURDAY 9:30-5:30

SANDY HOURS:
9:30-6:00
FRIDAYS 9:30-7:00
SATURDAY 9:30-5:30