

DANCING ON THE GLASS CEILING

WOMEN WHO'VE REACHED THE HEIGHT OF THEIR PROFESSIONS



Monday
April 15, 1996
 7:00 and 9:00 p.m.

Sunday
April 21, 1996
 6:00 p.m.

Everyone has heard about the Glass Ceiling -- the invisible barrier that many women hit as they attempt to move up the corporate ladder. This show will introduce you to women who've broken through and are now in positions to not only Dance, but to help other women follow their lead.

Sponsored by:

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- **PAMELA COKER, PH.D.**
 President, CEO & co-founder, AcuCobol Incorporated, a multi-million dollar computer software company
- **MARTHA DENNIS, PH.D.**
 Vice President, Engineering, Pacific Communication Sciences Incorporated (PCSI), a wireless communications company
- **LINDA HOFFMAN**
 Managing Partner, San Diego office of Coopers & Lybrand, one of the largest accounting firms in the world, and co-founder of Entrepreneurial Advisory Services in San Diego
- **BYLLE SNYDER**
 Group Vice President and a member of the executive committee of Drake Beam Morin, Incorporated, a leading corporate out-placement and career management consulting firm

BARBARA BRY, CONNECT Director of Programs, is the moderator and executive producer. Shannon Bradley, UCSD-TV, is producer. For information about purchasing a copy of this episode of The CONNECT Show, please call UCSD CONNECT at (619) 534-6114.

UC	Southwestern Cable	15
SD	Over The Air	35
TV		

 **UCSD CONNECT**

Calendar of Events

For information about any upcoming events, please contact CONNECT at (619) 534-6114 or by email to connect@ucsd.edu. CONNECT produces a weekly newsletter which provides up-to-date information about our members, as well as policies and issues affecting the high-tech and biotech industries. If you would like to receive this newsletter, please send your email address to tmhahn@ucsd.edu. This newsletter can also be viewed on our website:
<http://www.connect.org/connect>

April 18
PUBLIC RELATIONS:
IT DOESN'T COST -- IT PAYS

7:30 - 10:00 a.m.
Hyatt Regency La Jolla

Public Relations is a cost-effective way for executives and senior managers to reach a variety of audiences including customers, employees, potential customers and employees, venture capitalists, media and other target publics. Find out how to effectively use different public relations strategies and tactics to create the image and impact needed with these audiences.

For further information, please contact
 CONNECT at 534-6114 or
 email amoser@ucsd.edu

May 15
GOING PUBLIC IN THE IPO
MARKET OF THE 1990s

A Workshop for Small and Mid-Cap Companies
7:30 a.m. - 1:30 p.m., La Jolla Marriott

Do you have tremendous expansion opportunities in your marketplace, but are constrained by lack of capital? Do you need liquidity to keep and attract employees and strategic partners? Are your investors clamoring for an exit? Have you considered going public but thought that your company was too small?

In 1995, companies with \$20 million or less in annual revenues represented over half of the initial public offerings. Moreover, 40 percent of all U.S. public offerings raise less than \$20 million in capital. These companies have been able to successfully raise money and attract investors. At this workshop, you will learn how your company can take advantage of the stock market's interest in emerging companies.

For further information, please contact
 CONNECT at 534-6114 or email bbry@ucsd.edu

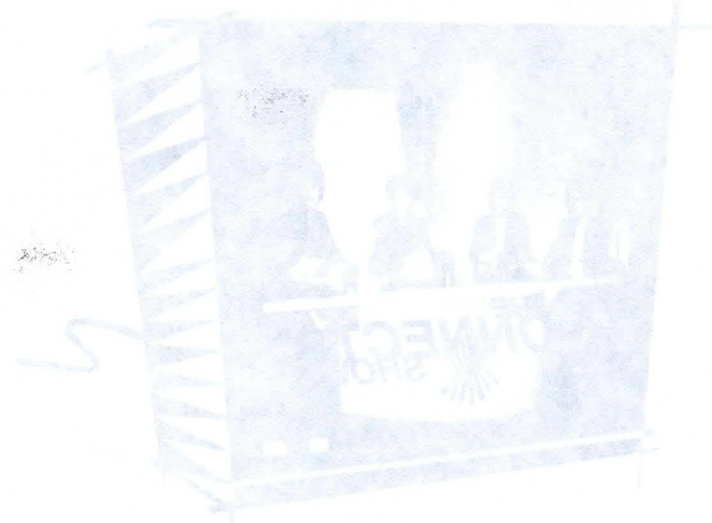
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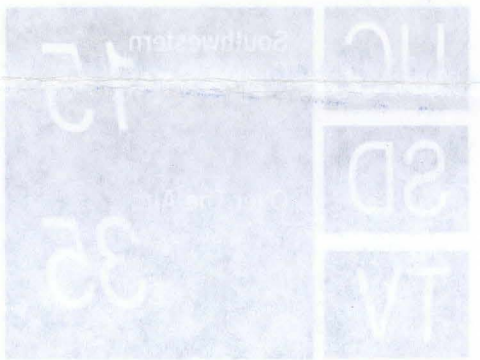


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IT DOESN'T GO PUBLIC RE

7:30 - 10:00
Kraft Regan

Public Relations is a critical function for executives and senior managers. This program will provide you with the latest information on public relations including: how to effectively use different public relations and tactics to create the image you want with these audiences; how to identify potential customers and employees; how to use media and other target audiences; and how to use public relations to effectively use different public relations and tactics to create the image you want with these audiences.

For further information, contact CONNECT at 534-8114 or email connect@ucsd.edu

Amy,
Please send to [Bill] Fantozzi.
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Call + very address, + add to filemaker
The Taurin