

The Daily Guardian

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University of California, San Diego

Friday, November 9, 1979

UC Hospital Seems Seismically Safe

By Peter Mortensen

The report card on University Hospital's seismic stress resistance is in and, according to Vice-Chancellor for Business and Finance Herm Johnson, "it is not an unfavorable report."

And Dr. Richard Brune, associate director of Scripps Institute of Geophysics and Planetary Physics gave a sketchy idea Wednesday of what might be contained in the report to a meeting of the University Board of Overseers.

According to Brune, there is "no life safety problem" foreseen in the vicinity of University Hospital during the next 100 years.

The Rose Canyon fault system surrounding University Hospital in the Hillcrest area has not been active in recent

UCSD to Lobby For Helicopter Ambulance

By Kathy Huffer
Associate News Editor

University Hospital officials will lobby skeptical statewide health planning representatives one last time today in an effort to gain necessary support for approval of a helicopter emergency care service.

The state representatives, who oppose the helicopter plan for "somewhat unclear" reasons, will meet here informally with proponents of the service to "work out their differences," says Mike Stringer, Associate Director of the hospital.

UCSD is attempting to dissolve a "roadblock up north" that threatens state approval of the ambulatory service, following the local

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years, said Brune, noting that the only earthquake of any size to come from the system registered "only" 5.6 on the Richter Scale.

Brune said present technology allows scientists to predict the probable damage from an earthquake to within 10 km of its fault. Inside that 10 km limit, though, Brune warns that damage prediction

is a "big uncertainty."

Aside from the optimistic comments of Johnson and others, university officials have chosen to remain silent about the content and details of the report. Copies of the study were received by Vice Chancellor Bernard Sisco today, Johnson said, but "it is not in the best form to discuss it now." Sisco was unavailable

for comment.

The study, which was submitted today to concerned parties at UCSD and the university system, will be reviewed by the Regents in special meetings next Thursday and Friday.

"It's a little premature to try to second-guess the interpretations made by the Regents," said campus architect Chuck

Powers, adding that it would be "much wiser to discuss the report's content" and effects after the Regents have taken official action.

The study, commissioned by the Regents, was prepared by Seismic Engineering Associates, Ltd. in Los Angeles. It was not disclosed how much money the research firm received for completing the report.

UCSD School of Medicine officials have indicated that one of the motives for the report was the fact that the Regents are considering purchasing the University Hospital from San Diego County.

In addition, the study was instituted because, according to both Johnson and Brune, the hospital does not meet state and federal earthquake safety standards.

Iran Spurns PLO Offer For Talks

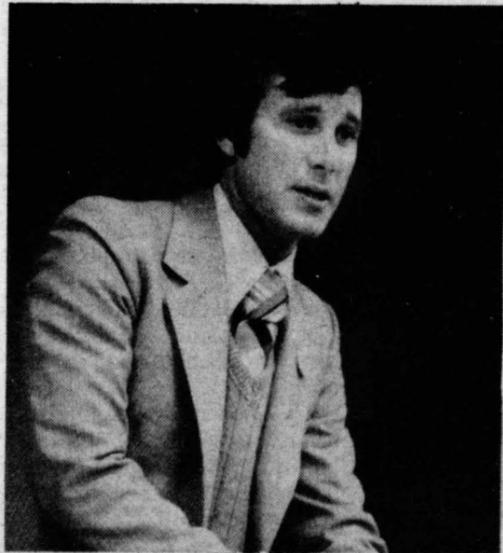
The Iranian students holding the US Embassy in Tehran rejected a bid by the Palestine Liberation Organization yesterday to negotiate freedom for their 60 or more American hostages, Tehran radio reported.

In a grisly display of their anti-American zeal, a student protester set himself afire outside the embassy yesterday, Iran's Pars news agency said. He was later reported near death in a Tehran hospital.

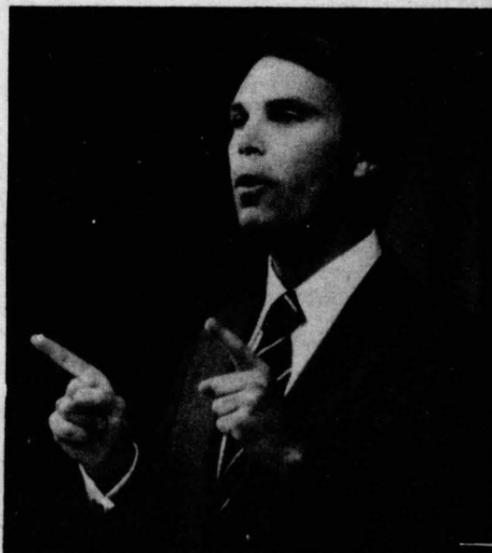
The students, meanwhile, released what they said was embassy correspondence showing that US officials had planned last summer to allow Shah Mohammad Reza Pahlavi into the United States permanently.

The rejection of the PLO mission seemed to kill one of the best hopes for ending the explosive situation quickly and peacefully.

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Mike Gotch



Steve Wittman

Ballots Found, Gotch Keeps Win

Mike Gotch's tenuous hold on the Sixth District City Council seat, which for a while Wednesday seemed to ride with a misplaced ballot box, is secure today as ballots from the errant box show that Gotch maintains a 196 vote lead over opponent Steve Wittman.

The lost box, which might have necessitated a special precinct election, turned up yesterday morning in the trunk of a car which was being used to transport ballots election night.

Gotch, a 32-year-old graduate of San Diego State University, who brings to the

council a history of community involvement, was on his way to a Hawaii vacation yesterday afternoon, but said early yesterday that his election was "the biggest political upset in San Diego history."

Wittman, who was favored to win, waged an expensive media blitz. But the former city council aid was hit hard during the election for his alleged use of city funded staff for work on his campaign.

Wittman may now call for a recount, which he must pay for, according to allection officials. A full recount would cost between three and four

thousand dollars, the officials said.

Though a spokesman at Wittman's office said yesterday afternoon that he was still considering asking for a recount, they admitted that he currently has no money to pay for it.

And the Associated Press reported yesterday that sources close to Wittman were discounting the possibility that the San Diego attorney, who is also 32, would ask for a recount.

Slightly more than 500 absentee ballots have yet to be counted, according to the San Diego County Registrar's office, but they are not expected to alter the election's outcome.

Survey Shows

Faculty/Student Contact Decreases

By Bill Averill

The results of a UC faculty time use study released yesterday show a significant decrease in the amount of time that faculty members spend in direct contact with students compared with results from a similar study completed last year.

The study, conducted by the non-profit Institute for Research in Social Behavior and sponsored by UC systemwide administration, shows little difference from a similar study last year, except that the average weekly number of hours faculty members spent in direct contact with students declined from 13.0 to 11.8.

According to the study, make at the state's request, full-time regular faculty members spent "an average of over 61 hours per week on University-related activities," about the same as last year.

This includes 26.1 hours spent on instructional activities, such as regularly scheduled course instruction, non-credit instruction, supervision of independent study, student advising, course preparation and oral

examinations. There is an additional 23.2 hours on research and creative activities, 7.7 hours on university service activities, and 4.4 hours on professional and public service activities, according to the study.

Richard Scheffer, Systemwide Academic Planning and Program Review staff member, who served as liaison to IRSB, says he is "very happy" with the results of the study, which show that "faculty are working very, very hard."

Scheffer "can't tell" if the decrease in direct faculty-student contact represents a trend because some variation is expected in the data from year to year.

A similar study will be conducted by systemwide in winter and spring this year and the data obtained from it will help determine if such a trend exists, he says.

Paul Saltman, UCSD Vice Chancellor of Academic Affairs, felt that the decline in the hours spent in direct contact with student is "not a major change." He added that if the total hours spent on teaching by the average faculty member decreased from "26 hours to

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Eskimo Art — See Page 14

TODAY'S WEATHER

Fair through Saturday with coastal highs ranging from 67 to 73 degrees. Winds will be light and variable. The ocean water temperature is in the mid-50s.

Letter to the Editor

Literature Rapped

Editor: Philosophy chairman Henry Allison has argued convincingly (Daily Guardian, Oct. 10) that if publishing the Dos Equis ad condoned sexism, allowing the appearance of spurious "research service" ads condones cheating. I agree wholeheartedly with his assessment that the ads are offensive and trust the Guardian will take steps to remedy the situation. Professor Allison has done a service to the campus community by raising the issue and ought to be commended. But while he is examining the campus scene, it would be nice if he could reflect a moment on why 90 percent of entering graduate students in his department never complete their degrees. Why students are informed one week before fall quarter begins that they will not be allowed to pursue the PhD and are summarily stripped of their TAs. Why in one year the entire entering graduate class in philosophy was dismissed/withdrew. Admission to an institution generally implies a positive evaluation of a student's potential to successfully complete a program. And while one must always allow for error in any admissions policy, we would suggest that a 90 percent margin of error is a bit excessive and would seem to indicate the need for a) revision of the department's policy or b) acknowledgement by the department of a certain deception in its dealings with students. Surely (as Professor Allison pointed out with respect to "research services") there can be no appeal to ignorance in this case. Idle speculators might suppose the department to be padding graduate enrollment to secure its complement of FTE's (faculty jobs) only to eliminate the students later when a degree might make them potential competitors with the faculty for the few jobs available in a singularly unphilosophical market. Let the speculators rave. We would merely point out that the treatment of graduate students by the department is offensive. KEVIN J. O'CONNOR

Abortion More Than Politics Life is Sacred

Editor: John Taylor's Nov. 2 column on abortion seems to confuse the issue by trying to classify it as a "liberal" — "conservative" political football. The truth of the matter lies in the following self-explanatory statement rendered by the West German Supreme Court in striking down an "abortion-on-request" law: "Let other nations do as they please. We know from bitter experience the enormities that result from denial of the sanctity of human life; the assumption that some lives are 'worthless' and hence disposable at the whim of the individual or the will of the state...Human life represents an ultimate value. It is the living foundation of human dignity and the prerequisite of all other fundamental rights. Considerations of socio-political expediency, even necessities of state, cannot overcome this constitutional limitation. Even a change of viewpoints dominant in the general population...on this subject would change nothing. The process of human development is a continuing process, permitting no sharp

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A Reply

Kevin O'Connor sent a copy of his letter to Philosophy Department chairman Henry Allison. We received this reply yesterday: The letter of Kevin J. O'Connor contains a scurrilous and uninformed attack on the policies and procedures of the Philosophy Department. It charges that

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CalPIRG: Direct Sales

They Make Up Your Mind

By Nina MacConnel Salesmanship is a sophisticated combination of showmanship, psychology and subtle manipulation. The salesperson is highly trained and motivated to make you want to buy. After all, salespeople earn their living from the commission they make on closing sales.

This is the first of two parts. Nina MacConnel wrote this story for CalPIRG.

A great deal of research has been done to determine what works in convincing different types of prospective buyers to buy. The methods are tried and tested. If they don't increase sales, they are discarded.

The following sales techniques are compiled from Big League Sales Closing Techniques by Les Dane and Effective Selling Through Psychology by Buzzotta, the books written by and for the sales profession. The language used is theirs, not ours.

The salesmen's first job is to evaluate you. They are taught that you are one of four basic types of buyers (professional, individual, family or female) and then by correctly categorizing you they can utilize the strategy of selling that works best for you.

The typology perpetuates social and sexual stereotyping. Single women, referred to as "unattached females," are one group in whom author Les Dane specializes. He writes that women are susceptible to every trick known to the sales profession: "She is susceptible to flattery, can't resist beauty, is sympathetic and rarely forceful."

He continues "the real beauty of selling the woman lies in one trait every woman has: she rarely knows what she needs or wants."

The homespun psychologizing about "family men" is not much more flattering. The same author recommends to be sure to also sell to the family man's wife and children because few "fellows" can resist their wives' and children's happy persuasion.

Every personality type is labeled. You might be "you-can't-kid-me-because-I've-been-warned" type or the "I'm-going-to-go-slow-and-look-at-each-detail-minutely-so-you-can't-take-advantage-of-me" type. If you are the "scardy-cat-can't-make-a-decision" type, or one who tries to make up excuses, they have a technique for you. They will change their tactics if you are a "shop around." A salesman's goal is to complete a sale on your first visit. Every time he has to follow up he loses a percentage of possible sales. Advice to the salesman focuses on one theme — how to close a sale.

The salesman needs to win your confidence. To do this he is taught how to "probe" you. The more he listens to you and knows about you, the better equipped he is to focus his sales pitch on the feature of his product that match your specific concerns. A good salesman wants you to be happy because that can lead to future sales.

If you are afraid of making a big purchase decision, the salesman is told to try to identify with you or with a person that you turn to for advice. If he can establish a trust he has a platform to show you why he feels that his product will satisfy you.

If you are a person who is insistent about shopping around before making a decision you are more of a problem because he wants to be sure he doesn't lose a

potential customer. Instead of trying to convince you that his product is the best, the salesman is advised to encourage you to shop around, and then report back what you find. Then he will show you why his product is the best buy available. He will rarely reveal the specifics before or he'd lose his persuasive hold. Remember that the best deal is not necessarily synonymous with the lowest price; quality is an important consideration.

To close a sale the salesman is told that he needs "indecision melters." To help you make up your mind, he might advertise or make a "today only" deal. He might tell you the item is the last of a particular model or color or that it is the last day the item is available at a particular price. If you want to make up your mind, he'll say, you might lose your opportunity.

The basis of the indecision melter is subtle or not so subtle persuasion. A salesman is taught to always be positive, to constantly nod his head and say things like "don't you agree?" One book explains that salesmanship works like mass hypnosis, keeping you in a positive frame of mind. You will notice that a salesman will rarely ask you a yes or no question but rather will offer you choices. He will not say, "Do you want this car?" but rather, "Would you like to look at the specifications or should I draw up the papers?" He will direct the conversation without trying to overcome each one of your objections, talking instead about each feature you are interested in. He might direct you right to the close: "Well, it looks like we found the perfect model for you. Will this be cash or charge?"

Tag teams and double teams are two other techniques taught to salesmen to persuade you to buy. The "tag team" is a method of utilizing an outsider in a seemingly coincidental way to provide an outside confirmation that the buyer will be making the right choice. It might be a secretary or a waitress at the coffee shop where the salesman takes you who just happens to say how glad she is that he sold her the car he did. In a dress shop it is classically another customer who spontaneously tells you

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ASSOCIATED PRESS NEWS BRIEFS

INTERNATIONAL

Zaire Massacre

PARIS — The International Federation for the Rights of Man announced yesterday that it had confirmed reports that 215 persons were massacred last summer by government soldiers in Zaire. The Zairean Embassy here denied the report. Daniel Mayer, president of the federation, which serves as an umbrella organization for about 20 national human rights groups, said the information about a massacre in Zaire's eastern Kasai Province last summer came from Zairean sources three days ago. It has since been verified, he said. Amnesty International, the London based human rights organization which won the 1977 Nobel Peace Prize, said it had received conflicting reports on the incident and did not have sufficient information to make any judgment.

PLO Offer

Continued from page 1 The students said Ayatollah Ruhollah Khomeini, supreme leader of Iran's Islamic republic, and his secretive Revolutionary Council backed them in rebuffing the two-man PLO mediation team, Tehran radio reported in a broadcast monitored in Kuwait. They would not "open talks with anybody or accept any mediation," the students said, until the United States met their main demand — sending the exiled shah back to Iran for trial. Talks cannot deliver Iran "from the claws of the USA," they declared. Despite this latest blow to their efforts, diplomats around the world continued to work feverishly to try to defuse the explosive situation. Before the PLO mission was rebuffed, US officials reported that former Attorney General Ramsey Clark, President Carter's special envoy, was meeting with a PLO representative in Istanbul, Turkey, to try to speed up the mediation process.

NATIONAL

Iran Cuts Oil

NEW YORK — Iran is cutting fourth-quarter crude oil deliveries to major oil companies worldwide by 5 percent retroactive to Oct. 1, spokesmen for the companies confirmed yesterday. Word of the announcement by the National Iranian Oil Co. came from British Petroleum Co., Iran's largest customer, and from others including Exxon Corp., Ashland Oil Inc., Gulf Oil Corp., Shell Oil International and several large trading companies in Japan. It was not immediately known if the cut represented a drop in oil production or the diversion of oil from contract sales to the more lucrative spot market, where oil prices are more than 50 percent higher. "We were encouraged by the news," said Ashland spokesman Dan Lacey. "It seems to imply the Iranians intend to keep exports moving" after widespread reports suggested Iran may have halted oil shipments. The Iranian government and national oil company have denied that exports ceased this week at the key Kharg Island oil port on the Persian Gulf, and US government and industry spokesmen have said shipments are continuing.

Brown Declares

WASHINGTON — California Gov. Edmund G. Brown Jr. formally began his quest for the Democratic presidential nomination yesterday, declaring himself the only political leader capable of awakening the United States — "the sleeping giant" — from its malaise. "The sense is pervasive that something is wrong, that our nation is divided when it should be decisive and acting with clear purpose," Brown said in his announcement of candidacy.

STATE

Iranians Protest

LOS ANGELES — A small group of angry Iranian students scuffled yesterday with other students at the University of Southern California, but police said there were no injuries and no arrests. Southwest Division police officer Steven Harer said Los Angeles police were called in to bolster campus security as more than 100 Iranians gathered on the USC Campus Commons during the noon hour. USC has a total of 700 to 750 Iranian students in the total university student body of about 25,000, "a decline of about 300 Iranians since last spring," Peterson said. There were 110 new Iranian students this fall, he said. "Of them, only one actually was from Iran," Peterson said. "The others came from schools in the states."

SD Gangs Armed

SAN DIEGO — San Diego is plagued by more than 40 organized street gangs, say police, who are afraid 34 guns stolen earlier in the week may have fallen into hands of lawless youths. Investigators think the pistols were seized by one gang last night to replenish its armory. A police official said yesterday that gangs in some parts of San Diego already "are a dominant influence over the lives of people who live there." At least 15 killings in San Diego have been blamed on street gangs since 1977. In addition, they've believed to be responsible for a growing proliferation of crime, including 45 assaults with deadly weapons and more than 300 robberies in two years. Robert Burregen, assistant police chief, said gang members brag that "within 15 minutes any time, they can get their hands on a loaded gun."

Soft Contact Lenses \$118 Dr. D.A. Rorabaugh & Associates. Optometrists. 272-2211

DON'T WAIT FOR CINCO DE MAYO to meet the Tecate Trio Bravo. An icy red can of Tecate Beer imported from Mexico, topped with lemon and salt. Bravo! Your big thirst has met its match.

womancare a feminist women's health center Self-help Well woman Pregnancy screening abortion up to 16 weeks birth control childbirth 3686 4th Avenue San Diego, CA 92103 or call: 298-9352

Bullock's/Bullock's Wilshire CAREER OPPORTUNITIES Bullock's/Bullock's Wilshire, southern California's leading department and specialty store, is seeking December graduates interested in a business management career. Training program for December graduates in all majors. Bullock's/Bullock's Wilshire, southern California's leading department and specialty store, is seeking December graduates interested in a business management career. Training program for December graduates in all majors.

UCSD THEATRE presents THE GREAT AMERICAN QUIZ SHOW SCANDAL directed by Alan Schneider A startling new play by Louis Phillips (author of The Last of the Marx Brothers Writers) takes us behind the scenes in the Television industry. November 8, 9, 10, 11 and 14, 15, 16, 17 8:00 pm - UCSD THEATRE STUDENT \$3.25 GENERAL \$4.50 PHONE: 452-4574

UCSD CATHOLIC COMMUNITY WEEKEND MASS SCHEDULE: Saturday 5 pm Sunday 8:30 am, 10:30 am, 5 pm

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Less Time With Profs Survey Says

Continued from page 1
84 hours, I would be really upset."
Saltman also noted that the hours spent in preparation for a lecture do not enter into the category of direct student contact, and that long hours spent on preparation may result in a "firstclass lecture" even though spending time in this way might "look lousy in the survey."

The study was conducted through diaries of 797 full-time regular faculty members from all UC campuses over a 48 or 72 hour period. They were then asked to report their hours on a confidential questionnaire.

Allison Responds

Continued from page 2
the department has an attrition rate of 90 percent among its graduate students, which is simply false. It also implies that this attrition rate is the result of a cynical effort on the part of the department to keep our enrollment artificially high and even to protect ourselves from competition for jobs from our students by refusing to award them degrees. The latter charge is too ridiculous to comment upon.

First for some facts. According to our own records, 84 graduate students have enrolled in the department since the fall of 1970.

This includes the approximately 30 students currently in residence. Of this total only two have so far received their PhDs. This, however, is not surprising when one considers that the average length of time in this country for earning a PhD degree in philosophy is well over seven years. During the same period only 10 students have been dismissed or "flunked out," while 31 others have left voluntarily for a wide variety of reasons. Among the present group of students, seven have been advanced to candidacy, and at least three or four more are expected to be advanced by the end of the academic year.

Mr. O'Connor also charges that students can be dropped from the program one week before the beginning of the quarter and "are summarily dismissed from their TAships." The first part of the charge is technically correct but very misleading. As a result of a revision of our PhD requirements, which

According to Scheffer, the diary method is "far more accurate" than a survey that asks for the average time spent on various activities.

"I have a lot more faith in our study than in any other study I've seen."

The study does not break down results by campus. This was "a basic ground rule of the study" according to Scheffer.

In a letter sent to participating faculty members prior to the study, he says they were promised that the results "would not be used to compare individuals, departments, or campuses." This was done "to encourage frank reporting" of faculty members' hours.

was requested by the students themselves, it is possible for students to be dismissed shortly before the beginning of the third year. This, however, never happens without considerable forewarning. We believe in being thoroughly honest with our students and in keeping them adequately informed with regard to their progress. The second part of the charge is simply false. No student in our department has ever been "stripped of their TAship" summarily or otherwise.

Finally, I would like to say a word about a serious issue that Mr. O'Connor does manage to raise, perhaps inadvertently. This is the difficulty besetting PhD programs and graduate level education generally in the humanities in the United States today. The source of the difficulty is the rather bleak career prospects in academia for the PhD. It takes people of considerable dedication to devote six or seven years of their lives to a discipline as demanding as philosophy, a discipline which demands among other things competence in at least two foreign languages. This is particularly true when the chances of a successful career as a reward for one's efforts are so dim. Given this, it is no wonder we have a high attrition rate. To my mind the remarkable thing is that we have been able to attract a small but steady number of students with the required intellectual ability and dedication. As long as this continues, philosophy will be alive and well at UCSD.

HENRY ALLISON
Chairman, Philosophy Department

Freshmen Rate UC Campuses For Satisfaction

By Jeff Beresford
News Editor

At what school in the UC system are freshmen best adjusted?

Davis, with its centralized student community? Santa Cruz, with its Monterey Bay location?

The answer, according to a random survey of students on each of the system's eight undergraduate campuses, is the smoggy, isolated Riverside campus.

That is the impression left by a year-and-a-half long study measuring whether student services and programs leave freshmen satisfied with their first year in the system.

Most students, the study shows, like their school. Campuses averaged about 90 percent "generally satisfied" responses, but Riverside was easily the best liked (94%), and UCSD and Berkeley finished last (at 85%), dominating the bottom of most evaluation lists.

Most campuses are presently generating their own survey reports (UCSD's is scheduled for release next week), but the Davis analysis is completed, with figures on each campus.

UCSD, for example, is last in the system in "friendliness of student," "entertainment presented on campus," "campus social activities" (by over eight percent), and "interaction with faculty," according to its own respondents.

UCSD was also near the bottom in ethnic cultural programs, availability of places to study, and quality of classroom instruction.

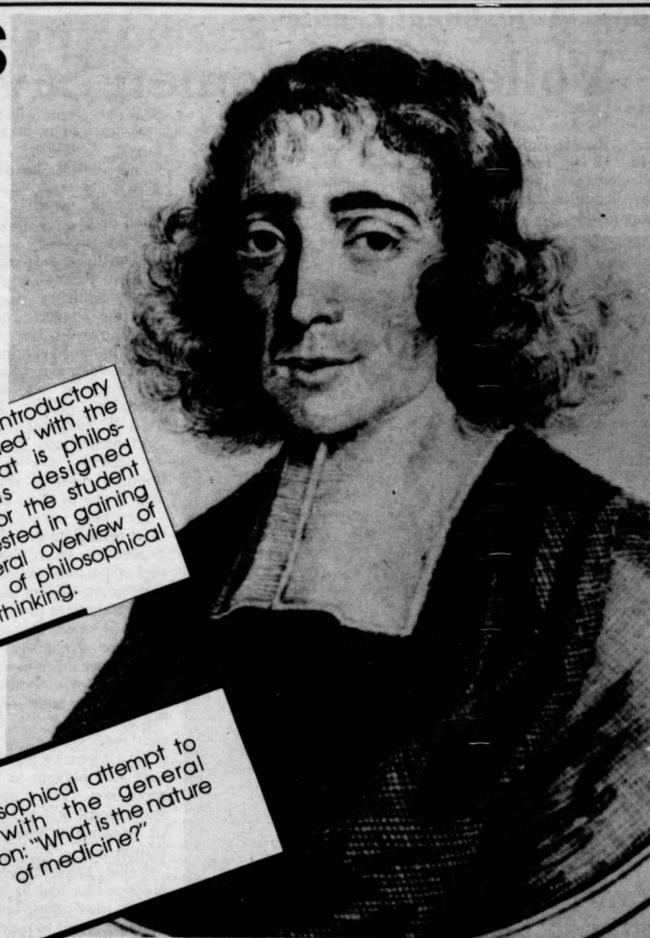
Riverside, though, was first in library facilities, study availability, living arrangements and average class size, as well as an aggregate category, "general UC experience."

The study does not, survey officials stress, measure quality, but rather freshman perception of campus life and facilities.

Since the study measures satisfaction with services, Riverside's underpopulated campus is given by one study analyst as the reason for its popularity.

"Of course Riverside students are happier. There isn't anybody there, so they can use all their facilities," she said.

NEW COURSES PHILOSOPHY DEPARTMENT WINTER, 1980



**Philosophy 1—
The Nature of
Philosophy**
Gerald Doppelt
MWF 2:00-2:50
HL 1438

This is a new introductory course concerned with the question: "What is philosophy?" It is designed specifically for the student who is interested in gaining some general overview of the nature of philosophical thinking.

**Philosophy 118—
Philosophy of
Medicine**
Ronald Munson
(Visiting Professor)
MWF 11:00-11:50
HL 1148

A philosophical attempt to deal with the general question: "What is the nature of medicine?"

**Philosophy 124—
Contemporary Moral
Issues**
Barbara Winters
T/Th 3:00-4:20
USB 3070

This course will examine moral issues involved in causing death, focusing on such issues as the killing of animals, abortion, suicide, and war. Can causing death ever be justified (surely yes, or even vegetarianism could not be defended), and if so, under what conditions?

**Philosophy 185—
Philosophical Issues
in Psychiatry and
Abnormal
Psychology**
Ronald Munson
MW 3:00-4:20
USB 4050 A

This course will deal with the major trends in current thinking about "mental illness." It will be run as a seminar with enrollment limited to 30.

For further information concerning these and all Philosophy Department courses, consult the course brochure in our department, HL 3112.



EARLY PRE- REGISTRATION

is available to all disabled students thru Friday, November 9th.

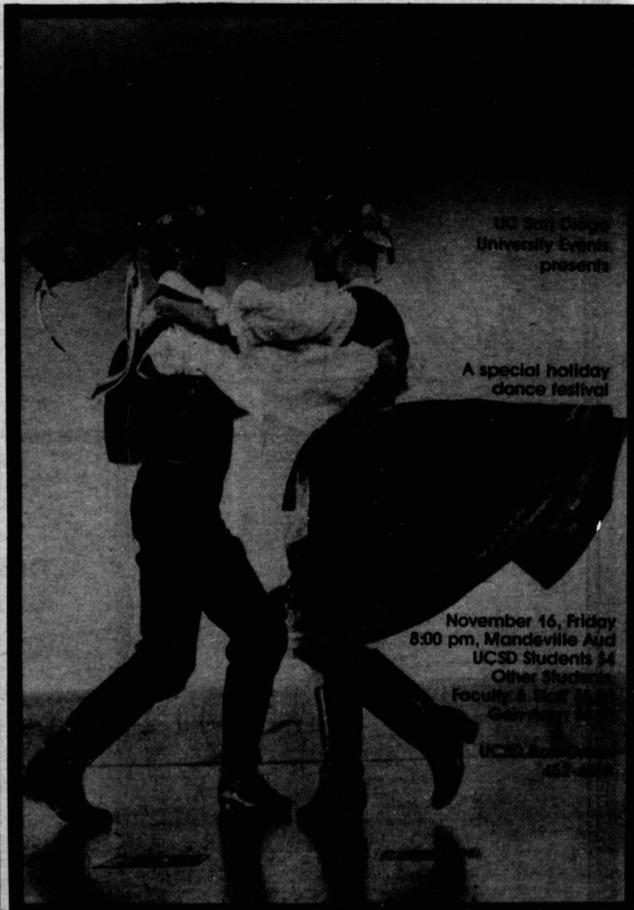
Turn in preferred programs to Disabled Student Services or the Disabled Students Union—both in the Student Center.

If you are a disabled student, you may be eligible for services from State Rehabilitation or Disabled Student Services.

For more information, contact:

Randy Woodard or
Joni Miller
Disabled Student Services, 452-4382

Medical documentation is required for the delivery of disabled student services.



UC San Diego
University Events
presents

A special holiday
dance festival

November 16, Friday
8:00 pm, Mandeville Auld
UCSD Students 44
Other Students
Faculty & Staff 20

Some Adjustment Problems

Volleyball Women Savor Winning Ways

By Jon Goetz Sports Editor
In 1978 the women's volleyball team had the kind of season that doesn't impress many people. They lost all 10

games at the All-Cal, only beat two of the five junior colleges they played, and finished the season with seven wins against 13 losses. Prospects for 1979 didn't

look much better for the team. Grace Greenberg quit as coach during the offseason, and the new coach, Dough Dannevik, wasn't officially hired until a few days before practice started.

Something happened in the last two months, however, as new confidence has settled over the athletes. They have rolled up an 11-3 record so far. They are seeded number one in the Westmont Tournament this weekend, and they will probably qualify for the AIAW regional finals in Sacramento later this month.

Dannevik is even talking about a national championship in two or three years.

The new success began at the opening of the season in September when the coach and athletes decided that they were going to play to win this year, instead of just to have a good time. Exhausting workouts eventually cut the team roster down to eight, but each team member has accepted her team responsibility and refined it in the past eight weeks.

"(Last year) a lot of people were just playing to have a good time...There are a lot more people willing to work a lot harder this year, Cheryl Wright said.

Yelling at the players during practice has had its negative effects sometimes, but seems to help correct mistakes.

"I'm low-key at times, but I'm excitable. I don't think

they're used to that," Dannevik said. "They began crawling into a shell when I criticized them. I had a couple of girls cry because they thought I was being too hard on them."

He had to hold some team meetings to explain his philosophy — that he only yells to avoid having mistakes happen again. Yet the athletes weren't used to that under their past coaches, who were generally approaching the season less intent on whipping the women into shape.

After a while, they began to adapt to Dannevik's perfectionist but enthusiastic style. His Zeal began to rub off on the rest of the team.

"Because Dough is very enthusiastic, everyone else is too," said Wright.

"We're more competitive

because we've been winning," said Beth Prather, a hitter for the team. "Once you start winning, you want to win it all."

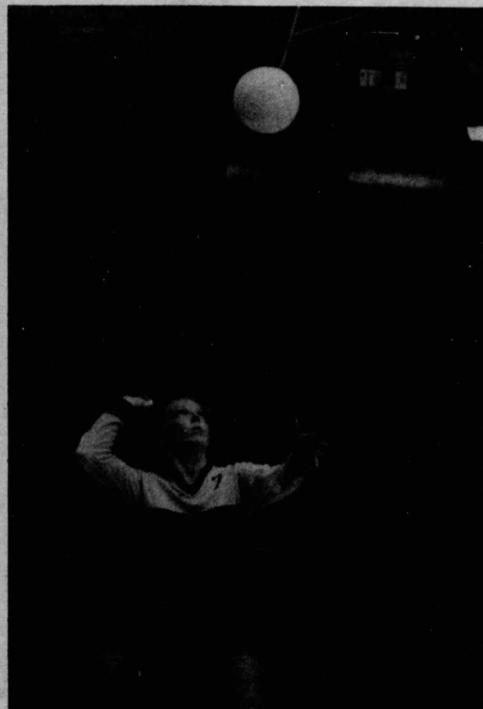
A blend of increased confidence, refined skills, and better communication has fueled the fire of enthusiasm.

"They now have a winning attitude," says Dannevik. When they lost to Azusa Pacific in three straight games Tuesday, the team was upset.

Azusa is the probable favorite to win the AIAW national championship this year, yet team members honestly believed that they could have beaten them, under the right conditions.

"That's the attitude I've tried to develop — feistiness, hustle," said Dannevik.

Next year, he feels, will be Please turn to page 8



Lori Melvin serving for the 11-3.



Coach Dough Dannevik gives some gametime advice to (left to right) Elaine Bergman, Beth Prather, Cheryl Wright.

Student Places 3rd In 'Mr. San Diego'

By Barbara Haas Staff Writer

Imagine being forced to eat nothing but tuna and water for two weeks. Now imagine adopting such a diet involuntarily. Warren freshman Greg Isaacs not only can imagine it, but he does it regularly.

Isaacs is a body builder. In fact he placed third in last Sunday's Mr. San Diego contest.

Isaacs, originally from Johannesburg, South Africa, has been body building for only three years. His first exposure to the sport was at a 1972 Mr. Olympia competition in South Africa. There he met several well-known performers, including well-known body-builder Arnold Schwarzeneger, star of the movie-documentary Pumping Iron. When he was 15 years old he started training for competition.

The Mr. San Diego contest was the first intercollegiate competition he entered. His third-place standing was especially successful, since he competed against older and more experienced men.

Body building competitions differ markedly from women's beauty pageants. Men cover their shaved bodies with oil that makes their bodies glisten under stage lights. The competitors flex their muscles for the judges, being scored on the symmetry and definition of muscle structure.

A major preparation for any competition is the task of dieting. Isaacs severe diets of tuna and water for the two weeks preceding a contest are designed to caused striation to form in the muscle.

"What we call it is getting cut, or getting ripped. You try to get rid of all the body fat in order to make the muscles stand out -- so there's no fat on the body," said Isaacs.

His English accent is still prominent after two years in the United States. He first came to the US to be with his father in Connecticut, then came to California to attend UCSD.

Isaacs felt that he was finally up to the standard of competition in Connecticut and entered his first contest in 1977, a scholastic event in which he placed fifth. Later he continued to enter contests and subsequently won some and placed in the others. "The contest costs \$6 just to enter. If you win, all you get is a trophy. Plus there are the vitamin supplements - which I would take anyway - and the cost of joining a gym. This adds up."

Enjoyment of the sport is the main reason Isaacs continues to devote so much time and money to body building. He enjoys his workouts which consist of six times a week for one a half hours of Please turn to page 8

Dynasty Forgetting How to Lose 'Unbeat Meat' Lost One: 4 Years Ago

By Tim Liotta Staff Writer

Every sport has one team that exemplifies a winning tradition. Baseball has the New York Yankees. Football has had Vince Lombardi and the Green Bay Packers. Hockey has the Montreal Canadiens. UCSD IM Football has Unbeat Meat.

The Meat began in AA competition calling themselves Raw Meat. Though they lost their first game, they immediately turned around and won their next eight games in a row, capturing the AA Title in 1976. They returned in 1977 trying the best UCSD has to offer. Calling themselves Freddie's Teddy, they marched through the AAA competition with the same results as the year before - a perfect record and their first AAA title.

Last year, Raw Meat II emerged to carry on the tradition of the two previous seasons. One by one they stormed over their opponents, capturing a place for themselves in the championship game with heralded Chocolate City. The game went into overtime. Though it was close, the tradition held firm once again as Raw Meat II brought home their second AAA title.

This year they returned once again as Unbeat Meat. They started the year by beating Scripps Seamen 19-6 and Rocky Mountain Oysters 12-6. "We must've scored ten touchdowns in those first games," said Meat's Quarterback Bob Mulick. "Five of them were called back on penalties."

In their third game they began to get the feel of playing together as they bested Los Borochos 18-0 and then won a heartstopper over a tough Black Death 14-13. Last Sunday

they ended their regular season play with a 27-6 romp over the MS-4's.

"Everybody plays their position," added Mulick. "They're willing to play a set role in order to get the job done."

The balanced offense makes it look like the team grew up playing together. Pete Thompson, Guy Woodman and Matt Wright provide Mulick with the best offensive line

...turned around and won their next eight...

anyone could ask for. It takes a lot of heart to go out week after week and play line. There's little thanks and not much publicity, but these three provide the Meat's offense with the necessary time to set up their plays.

The Meat's receiving corps consists of Donny Elmagian and Dave Wiesehan. Elmagian contributes speed and a serious long ball threat while Wiesehan uses a Fred Biletnikoff approach to pass receiving.

"It's amazing," said Mulick, "Dave always manages to get open. I don't know how he does it, but every time I look for him, he's all by himself."

Meat's offense is rounded out with Mark Lochtefeld who doubles as a running back and wide receiver. He's even thrown a few passes, which keeps an opponent's defense always guessing.

Bob Mulick runs the offense on the field. He throws the prettiest pass in the school. He calls the plays in the huddle after he sees what will work. But he's the first to admit that the real mastermind behind the Unbeat Meat offense is Rich Wiesehan, who coaches the team from the sidelines.

"He's the best play caller I've ever seen," admits Mulick. "He's the real key to our offense."

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Student Builds Body

Continued from page 7

rigorous weight training. He splits his training into a three day series. One day is devoted to development of the legs, one to the chest and back, and the third day is for the improvement of his arms and shoulders. He also runs occasionally. Sunday he reserves for rest.

In order to get ready for a contest, Isaacs shaves his legs and chest and oils his body.

"The first time I did it I felt weird, but now I accept it. It's part of the sport. If you don't have any hair your muscles show more. Under the lights the oil will make the cuts shine out. It really makes a big difference in seeing more definition of the muscle.

Isaacs is proud of the condition of his body, but still he prefers to remain inconspicuous. He's been told to not be conscious of his well-proportioned form by others in the sport. "I don't like to advertise that I'm a body builder. I don't need to show off," he said.

If he decides to compete again soon, the next competition will be a teenage competition on Nov. 18.

Volleyball

Continued from page 6
the year that the Tritons surpass their league opponents.

Dannevik, however, plans to stay around for at least four more years, because he refuses to recruit an athlete and then leave for a better job

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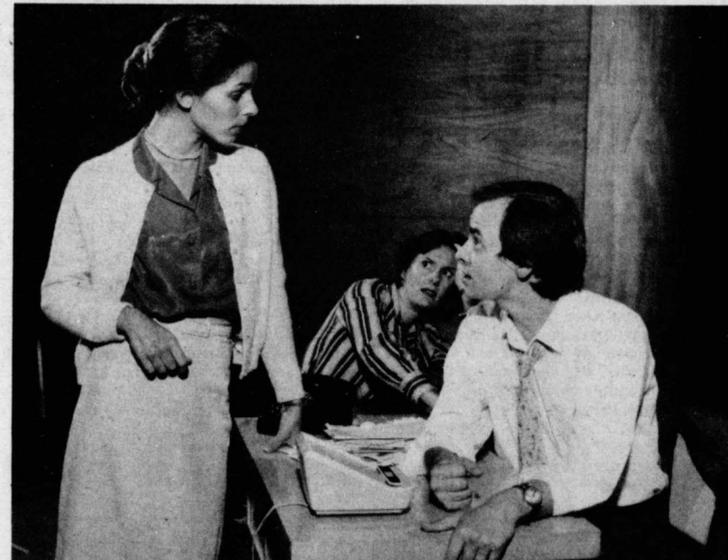
Naivete Lost to Quiz Shows in Premiere

Top Director Debuts Here

By William E. Gibson

Senior Staff Writer Louis Phillips' *The Great American Quiz Show Scandal* received its world premiere last night at the UCSD Theatre in a rapid-fire production directed by Alan Schneider. Schneider came to UCSD this fall from New York, where he has been a consistent champion of new and avant-garde theatre, directing US premieres of plays by Edward Albee, Harold Pinter and Samuel Beckett on and off Broadway. His efforts in this direction won him the rare honor of being the only director ever to win an Obie and Tony award in the same year.

Playwright Louis Phillips is also at UCSD as a Regents' Lecturer and consultant for the *Quiz Show* production. He is a widely published poet and author, and his *The Last of the Marx Brothers Writers* won critical acclaim when it premiered at The Globe here in San Diego. Phillips has some firm ideas about modern theatre, and carries them through in his own work. He feels that theatre is "becoming little more than



"The Great American Quiz Show Scandal," with Jeanmarie Dumouchel, Jeanne Paulsen and Larry Paulsen premiered last night at the UCSD theatre.

conversation" or "warmed-over television," and suggests instead that the theatres be used "to present spectacle and sweep." Schneider agrees and the resulting production is a frenetic mixture of laughter and trauma. *Quiz Show* recounts the story of a glib young man, Marion, with a freakishly good

memory. He becomes a quiz-show star on the eve of a congressional investigation into the practice of revealing answers to contestants before they appear on the air. Marion needs no help, but beguiled by promises of big money, he is continually pressed by supposed friends and the show's producers. Mark McQuery is excellently

cast as the illiterate egghead Marion, and proves here as he did in last year's *Streetcar Named Desire* that he is capable of carrying a show. Marion is surrounded by a crew of villainous money-grabbers who speak in a confused, schizoid manner completely inconsonant with human nature. Though these characters

are incoherent, the acting is not; it is uniformly good, as the cast brings to life the hysterical crew. The best of them is Jeanne Paulsen, the twitching, gag-happy associate producer, compulsively downing martinis and moving from broad jocular to explosive panic in a moment. Like the rest, the character is hard to sustain, and she makes a good show of it.

The only consistent laughs in this comedy are drawn by the roistering drunks Marion meets on the train to New York City, headed by Jacob Bellow (UCSD professor Floyd Gaffney). Phillips seems more comfortable in his writing here, drawing in drifter dialect a portrait of low-lives, moving from one card game to the next. Gaffney's Jacob shifts from wilfulness to petulant self-pity. His effect on Marion provides one of the few touching moments in the play.

The rest of the card-sharks are effective foils to Jacob's maundering, with Kip Baker and Chris Graham filling these comprehensible roles effectively. Another fine performance is turned in by Elizabeth Ross as Marion's only real friend, Judith. Her girlish love for Marion is an apt counterpoint to the others' greed.

Marion, however, remains the central character
Please turn to page 13

Movie Guide

DOWNTOWN

Aztec, 665 5th (239-9239)
Call theater for program information

Balboa, 4th and E (233-3326)
Skiatlow USA, Thank God It's Friday, and Chain Gang Women, from 11/9

Broadway, Broadway at 8th (232-4600)
Spanish movies

Cabrillo, 329 Plaza (239-8719)
Enter the Dragon, Hot Potato, and Master of Violence

Casino, 643 5th (232-8878)
Youngblood, The Mack, and Coffy, from 11/9

Guild, 3827 5th, Hillcrest (295-2000)
La Cage aux Folles

Piazza, 323 Plaza (232-0501)
The Clonus Horror, The Psychic, and Prime Cut, from 11/9

BEACHES

Cove, 7730 Girard, La Jolla (459-5404)
Fiddler on the Roof, from 11/9

Fine Arts, 1818 Garnet, Pacific Beach (274-4000)
Nosferatu, the Vampire
Volunteer Jam, 11/9 midnight
The Grateful Dead Movie, 11/10 midnight

Frontier Drive In, 3601 Midway Dr. (222-6996)
Theater 1: The Main Event and The In-Laws, from 11/9
Theater 2: The Clonus Horror and The Psychic, from 11/9

Loma, 3150 Rosecrans (224-3344)
Sleeping Beauty

Midway Drive In, 3901 Midway Dr. (223-8342)
10 and The Frisco Kid

Pacific Drive In, 4860 Mission Bay Dr. (274-1400)
Running and The Concorde - Airport 79

Sports Arena Sixplex, 3350 Sports Arena Boulevard (223-5333)
Theater 1: Winds of Change
Theater 2: The Main Event and The In-Laws, from 11/9
Theater 3: Young Frankenstein
Theater 4: Jesus
Theater 5: Running
Theater 6: 10

Strand, 4950 Newport, Ocean Beach (223-3141)
Norma Rae and The Front, 11/8
Beyond the Valley of the Dolls and Last Tango in Paris, 11/9 and 10
Elvis on Tour and Jailhouse Rock, 11/11
The Three Musketeers and The Four Musketeers, 11/12 and 13
Barbarella and Flesh Gordon, 11/14 and 15

Unicorn, 7454 La Jolla Blvd., La Jolla (459-4341)
Call theater for program information

CLAIREMONT-KEARNY MESA-UNIVERSITY CITY

Clairemont, 4140 Clairemont Mesa (274-0901)
Theater 1: Jesus
Theater 2: The Main Event and The In-Laws, from 11/9

Mira Mesa Cinemas, 8118 Mira Mesa Blvd. (566-1912)
Theater 1: Filipino movies
Theater 2: Moonraker and The Spy Who Loved Me, from 11/9
Theater 3: The Orion Field and Cross of Iron, from 11/9
Theater 4: Time After Time and Avalanche

University Towne Centre 5, 4525 La Jolla Village Dr. (452-7766)
Theater 1: The Fish That Saved Pittsburgh, from 11/9
Theater 2: Young Frankenstein
Theater 3: Running
Theater 4: 10
Theater 5: Winds of Change
Theater 6: Halloween

MISSION VALLEY

Center 3 Cinemas, 2120 Camino del Rio North (297-1888)
Theater 1: The Orion Field and Go Tell the Spartans
Theater 2: The Fish That Saved Pittsburgh, from 11/9
Theater 3: Life of Brian

Cinema 21, 1140 Hotel Circle North (291-2121)
And Justice for All

Fashion Valley 4, 110 Fashion Valley (291-4404)
Theater 1: Luna
Theater 2: Yanks
Theater 3: Time After Time
Theater 4: Meteor

Valley Circle, Mission Valley Center West (297-3931)
Starting Over

STATE UNIVERSITY

Campus Drive In, 6147 El Cajon Blvd (582-717)
The Fish That Saved Pittsburgh and Capricorn One, from 11/9

Century Twin, 54th and El Cajon Blvd (582-7690)
Theater 1: Skiatlow USA and Thank God It's Friday, from 11/9
Theater 2: The Main Event and The In-Laws, from 11/9

Cinerama, 5889 University Ave (583-6201)
Apocalypse Now

College, 6303 El Cajon Blvd (286-1455)
Theater 1: Time After Time
Theater 2: 10
Theater 3: Running
Theater 4: Fiddler on the Roof, from 11/9

Ken, 4061 Adams Ave (283-5909)
A Brief Vacation and No Time for Breakfast, 11/8
Fantastic Animation Festival and Fantastic Planet, 11/9 and 10
The Frisco Kid and Movie Movie, 11/11 through 13
Autumn Sonata and Interiors, 11/14 and 15

State, 4712 El Cajon Blvd (284-1428)
Enter the Dragon and Hot Potato, from 11/9

EL CAJON-LA MESA

Ace Drive In, 8000 Broadway, Lemon Grove (469-5328)
North Dallas Forty and The Longest Yard, from 11/9

Aero Drive In, 3rd and Broadway, El Cajon (444-8800)
Call theater for program information

Grossmont, 5500 Grossmont Center Dr., La Mesa (465-7100)
Promises in the Dark

Parkway Theatres, 1286 Fletcher Parkway (449-7800)
Theater 1: Meteor
Theater 2: Winds of Change
Theater 3: Life of Brian

Spring Valley, 1057 Elkton Blvd., Spring Valley (465-6633)
Skiatlow USA and Thank God It's Friday, from 11/9

UA Cinemas, Interstate 8 at Magnolia, El Cajon (440-0306)
Theater 1: Jesus
Theater 2: Young Frankenstein and High Anxiety
Theater 3: When a Stranger Calls and a second feature

SOUTH BAY

Big Sky Drive In, 2245 Main, Chula Vista (423-3377)
Fists of Fury, Part II and Blood of the Dragon

Fiesta Twin, 475 5th, Chula Vista (422-5287)
Theater 1: Time After Time
Theater 2: Moonraker and The Spy Who Loved Me

Harbor Drive In, 32nd and D, National City (477-1392)
Time After Time and The Frisco Kid, from 11/9

South Bay Drive In, 2170 Coronado, Imperial Beach (423-2727)
Call theater for program information

Vogue, 226 3rd, Chula Vista (425-1436)
Jesus

Village, 820 Orange Ave., Coronado (435-6161)
The Amityville Horror and The Evictors

NORTH COUNTY

Avo, Vista Way (726-3040)
National Lampoon's Animal House and Old Boyfriends

Bijou, 509 East Grand Ave., Escondido (747-6635)
Apocalypse Now

Casino Cinema 4, 2253 El Camino Real, Oceanside (433-9144)
Theater 1: And Justice for All
Theater 2: Starting Over
Theater 3: Yanks, from 11/9
Theater 4: Young Frankenstein

Cinema Plaza Theatre 5, 2565 El Camino Real, Carlsbad (729-7147)
Theater 1: Apocalypse Now
Theater 2: Fiddler on the Roof, from 11/9
Theater 3: Sleeping Beauty, from 11/9
Theater 4: Running
Theater 5: Meteor

Crest, 102 N. Freeman, Oceanside (722-6561)
The Clonus Horror and The Psychic, from 11/9

Flower Hill Cinemas, 2630 Via de la Valle, Del Mar (755-5511)
Theater 1: Moonraker and The Spy Who Loved Me, from 11/9
Theater 2: Fiddler on the Roof, from 11/9
Theater 3: Time After Time

La Paloma, 471 First St., Encinitas (436-7469)
Closed for repairs

New Valley Drive In, 3840 Mission Ave., Oceanside (757-5556)
Theater 1: The Orion Field and Halloween
Theater 2: When a Stranger Calls and Nightwing, from 11/9
Theater 3: Young Frankenstein and Oh God
Theater 4: Skiatlow USA and Just You and Me, Kid, from 11/9

Plaza Twin, 345 N. Escondido Blvd., Escondido (745-5087)
Theater 1: Jesus
Theater 2: The Fish That Saved Pittsburgh, from 11/9

Poway Playhouse, 12845 Poway Rd., Poway (748-7110)
The Main Event and The In-Laws, from 11/9

Star, 402 N. Hill, Oceanside (722-2895)
Enter the Dragon and Hot Potato

Towne, 217 N. Hill, Oceanside (722-2155)
Blue Money, Four Horsemen of the Kung Fu, Apocalypse, and Patton, through 11/10
Fistful of Hell, Blood on the Sun, and Cindy and Donna, 11/11 through 11/10

Twin Cinemas, 1529-22 East Valley Parkway, Escondido (743-1222)
Theater 1: 10
Theater 2: Starting Over

Imagination on Stage: 'Man of La Mancha'

By Beth Accomando
Senior Staff Writer

In writing *Don Quixote*, Miguel de Cervantes' intended purpose was to ridicule the trivial romantic novels of his time through the madness of his title character. As the novel progressed, however, Don Quixote's enchanting idealism grew so infectious that not even Cervantes was immune. So, what began as a satirical attack on outdated chivalric values became an affectionate, humorous and poignant portrayal of the conflict between idealism and realism. Don Quixote became a reflection of Cervantes himself. Sensing this affinity between hero and author, Dale Wasserman with Mitch Leigh and Joe Darion created *Man of La Mancha*, a stunning musical that allows Cervantes' identity to merge with that of his creation, Don Quixote. This

classic musical is now being given a spirited, expert production by Southwestern College.

Man of La Mancha is set in a Spanish prison where Cervantes, awaiting a trial by the Inquisition, undergoes a mock trial at the hands of his fellow prisoners. In order to ransom his uncompleted manuscript from the prisoner/judges, Cervantes offers, as his defense, a performance in which he enacts the role of Don Quixote.

Directed by William Virchis, the Southwestern production superbly captures the atmosphere of illusion. The onstage transformation (Cervantes donning makeup to become Don Quixote; changing an empty space into a confessional) are captivantly handled and draw the audience into the magical realm of Cervantes' imagination. Virchie smoothly and energetically

orchestrates the action whether it is a complicated fight scene between Don Quixote and the muleteers or a simple staging of the number "I'm Only Thinking of Him."

The role of Cervantes/Don Quixote is an extremely difficult one since it must embody imagination but Dave Caylor meets these demands with a fine performance. As Don Quixote's companion Sancho Panza, Gregorio Ruiz Flores Jr. turns in a strong, funny performance. Flores, though, could use some fattening up, because the physical difference between Sancho and Don Quixote symbolizes their difficult approaches to life: the idealist vs. the realist. Sandra Sorah as Dulcinea/Aldonza seems a bit artificial at first but she soon overcomes this and delivers a moving characterization.

Standouts among the well-cast supporting players are Robby Stewart

in a delightful portrayal of the housekeeper; David Alberto giving a forceful performance as Pedro, the leader of the muleteers; Daniel Feraldo turning in an affecting portrait of the Padre; and John R. Padilla in an effective characterization of Duke and Dr. Carrasco.

The impressive scenic design by Linnea Cook and the costumes by Tara A. Johnson are additional assets to this production. The acoustics in this theatre are a bit inadequate so that the orchestra is sometimes too strong.

The beauty of *Man of La Mancha* is that by the end of the play the infectious spirit of Don Quixote has enchanted not only the play's characters but also the audience. The Southwestern production captures this beauty. *Man of La Mancha* will run November 8, 9 and 10 at Southwestern College's Mayan Hall, 900 Otay Lakes Road.

Mandeville Art Speaks for Itself

By Melanie Neilson

Claire Meyer covered her tracks admirably. She went into the Mandeville Annex Gallery (Room B118, Mandeville Center downstairs,) put up 18 pieces of her work and left without a word. Not a word. The 10 paintings and eight color xerox copies have no titles and they need them. She leaves the viewer no information besides the works themselves about her technique, materials or ideas.

A written "statement" by the artist can usually be very valuable especially in a student gallery such

as this where the emphasis should be on the sharing of ideas and the exchange of information -- as professional as possible. The absence of such a statement in Meyer's case, whether out of indifference (highly unlikely) or out of her desire to let the pieces "speak for themselves" is the major weakness of this show. But Claire makes up for it.

The paintings are spray-painted through stencils onto sheets of Visqueen plastic sheeting, a material used in industrial foundations and as a moisture barrier beneath concrete. Each

piece is made up of painted layers of plastic with stenciled numbers, letters and various animals she might have taken from a child's pajamas or nursery curtains. At their worst, these pieces are rather drab and boring; at their best they become as dreamy and unexpected as the two near the entrance. One with a gun is "Oswald's Dream" to me.

The two largest xerox pieces are the best. In one a nude woman (the artist) is seated in a radiation-charged landscape beneath a crowd of iodine-pink clouds. I like the tension and colors in this one. (I

would call it "Portrait of the Artist As A Young Punk".) A series of these would provide an interesting opportunity to explore the self-portrait and artist-in-wonderland ideas already found in much of her work.

Meyer says she has been influenced by painting classes she has had with Pat Patterson and Kim McConnell. McConnell in particular "reinforced" her decorative impulses which can be seen in the patterns and wallpaper effects in her paintings.

In any case, I think that her work is worth a gawk.

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LOOK: IT'S NATIONAL LAMPOON'S NOVEMBER LOVE ISSUE

NATIONAL LAMPOON'S LOVE ISSUE
Nov 1979 \$4.50

This issue of National Lampoon contains some pretty spicy material. Some people unused to such spicy humor had to drink glass after glass of water while reading the love issue.

You can learn alot about all kinds of love from the November issue. If you're really ignorant, you can learn one hell of a lot.

But don't take our word for it. Pick up a copy at your bookstore or newsstand today. And if you get some kind of a disease, don't blame us. You picked up the magazine. It's your fault.

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Peggy Seeger & Ewan MacColl

Peggy Seeger (yes, she's Pete's sister) and Ewan MacColl have been singing and sharing the songs of the British Isles since they met in London in 1956.

MacColl is the author of *The First Time Ever I Saw Your Face*. *Freeborn Man*, and *The Shoats of Herring*. Peggy Seeger's best known song is *Gonna be an Engineer*—an anthem for women in their struggle for equal rights and status.

They are singers, songwriters, filmmakers and authors. Don't miss this rare appearance by two of the world's best folksinger/musicians!

November 15, Thursday, 8:30 p.m.
Revelle Cafeteria
UCSD St. \$3.00, G.A. \$4.00
U.E.O. Box Office 452-4559

Around Town

'Under Milkwood' Set



The four drowned sailors from "Under Milkwood," running Nov. 28 through Dec. 1 at the Mandeville Recital Hall.

Under Milkwood, by Dylan Thomas, will be presented at 8 pm Nov. 28 through Dec. 1 in the Mandeville Recital Hall.

The play, considered by many to be Thomas' masterpiece, is a moving and hilarious account of a spring day in a small coastal town in Wales. *Under Milkwood* begins with dreams and ghosts and moves through a brilliant, noisy day. The play closes, in Thomas' own words, as "the rain of dusk brings on the bawdy night."

The play includes a cast of graduate and undergraduate students wearing authentic costumes and speaking in traditional Welsh dialect. Graduate student Tom Humphrey is the director.

Tickets cost \$2 and can be purchased at the UCSD Theatre Ticket Office or at the door. For ticket information, phone 452-4574 or 452-3362.

Under Milkwood is a Department of Drama production.

Woyzeck, a tragedy by German playwright Georg Buchner, will be presented at 8 pm Nov. 14-16 in the John Muir Theatre at UCSD.

The theater is located in room 2250 of the Humanities and Social Sciences Building on the Muir campus. Tickets cost 99 cents at the door.

Woyzeck is the story of a German soldier who is brutalized by his military superiors and the people of the village in which he lives. He finally commits a horrible crime, but his action is more than just a reflection of his own personal madness.

Buchner, born in 1813, was a brilliant student who was forced to flee Germany because of his radical political beliefs. He settled in Switzerland, where he died of typhoid at age 23. His play, *Woyzeck*, is considered to be a forerunner of German expressionist literature.

Please turn to page 12

WE ARE NOT ALONE

CLOSE ENCOUNTERS OF THE THIRD KIND

Mandeville Center Auditorium
November 9, Friday, 7:00 & 9:30 pm
Tickets UEO Box Office \$1.75
Presented by the University Events Office

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Ewan MacColl and Peggy Seeger will be in concert Nov. 15 in the Revelle Cafeteria.

Around Town Seeger/MacColl Duo Scheduled

Continued from page 11
The John Muir Theatre is UCSD's arena for "lean" theater productions. The ensemble attempts to realize the text of the play through the actors, with minimal emphasis on scenery and costumes. For more information contact Leslie Franz, 452-3120.
Ewan MacColl and Peggy Seeger will present a concert of folk music at 8:30 pm Thursday, Nov. 15, in the Revelle Cafeteria.

Admission to the concert is \$4 for the general public and \$3 for UCSD students. Tickets can be purchased in advance at the UCSD Central Box Office, or at the door the night of the performance.

MacColl was born into a working-class family in Lancashire. He first became known in Britain for his involvement with experimental theater. He wrote a number of plays which have been translated into several languages before his interest turned to folk music.

A member of the musical family which includes her brother, Pete, Peggy Seeger has had extensive training in both classical and folk music. She met MacColl in London in 1956 and the two teamed up and began performing and writing songs in the folk idiom. Among their better-known songs are "The First Time Ever I Saw Your Face" and "Gonna Be An Engineer."

Seeger and MacColl now are married and have collaborated on a number of books, films and television and radio documentaries. They are recognized in Britain and the United States as two of today's most important performers and collectors of folk music.

The concert is sponsored by the University Events Office.

Please turn to page 13

Shady Salesmen Exposed

Continued from page 2
how great you look in the dress you are trying on. Some salesmen carefully set this type of interaction up. Others know how it elicit it.

Double teaming is a well rehearsed two-man approach to selling, based on the theory that two can break down your resistance faster than one. It is a technique to get around personality clashes, stalemates and indecision. The second might be just a friend, or a senior salesperson with more authority. He is frequently used to cinch a sale by telling an appropriately timed and aimed story, usually about someone with circumstances amazingly similar to your own with the result that their purchase decision brought them good luck or their failure to make a decision brought them bad luck.

One example was given of a senior lady hedging on buying a new car to replace her adequate but older model. Since she was not interested in style, power or status, the second was solicited and

to focus on safety and security. Feigning no knowledge of her situation, he just happened to relate a newspaper story of how an old man's car broke down and he was beaten and robbed. "What is this world coming to?" She said, and then bought the new car. These stories are always told as if they are incidental and are

not meant to be moralistic parables to convince you to buy.

A seasoned salesman is an actor. He knows all of your "alibis" for not buying and ways to break them down. Be as prepared as he is before you make a purchase. Know what you want, need and can afford. Be sure you get it.

Quiz Show

Continued from page 9
thoughtout. As the play progresses, one gets the feeling that the subject of Phillips' play is not so much the corruption in 50's quiz shows as Marion's obsession with facts, to the exclusion of anything else. During his interviews with a brain specialist (Jade Wu), Marion is unable to see the value inherent in universal laws, and reacts to suggestions in this vein by spewing facts, an act born of tremendous insecurity.

The fabulous set of Quiz Show Scandal is an integral part of its meaning, especially during the studio scenes,

where the flashy chrome and corresponding phoniness of the announcer make a mockery of Marion's honest, useless knowledge.

The play, as Phillips concedes, is a difficult one to do. There are twelve entirely separate scenes, each essential to the plot, and Schneider directs the play at a pace which leaves no room for pauses or stumbling. Though the play is entirely unresolved and unsatisfying, and the

characters diffuse and unreal, the UCSD Drama Department should be commended for creating this difficult new play.

Int'l Folk Dance

Continued from page 12

Holiday dances from all over the world will be performed by Aman, the International Folk Dance Ensemble, in a holiday dance festival Friday, Nov. 16, at UCSD.

The professional dance ensemble will perform at 8 pm in the Mandeville Auditorium. Tickets cost \$6.50 for general admission; \$5.50 for students and UCSD staff and faculty, and \$4 for UCSD student.

Since Aman was formed at UCLA in 1964, the troupe has grown into a professional company of 45 singers, dancers and musicians. Members have travelled extensively to research the music and dance of a variety of cultures, and many members have become experts on folklore and ethnic arts.

Most of the troupe's costumes are purchased from village craftsmen in the countries where each dance originated. Musical accompaniment is provided on authentic folk instruments ranging in size from the small Serbian fipple-flutes to the Roman cymbalom.

In a typical performance, the troupe will use more than 300 different costumes and up to 75 instruments from its impressive collection.

Among the dances which the troupe will perform in its UCSD appearance are the Moscow quadrilles, the Egyptian Moulded el Nour, a traditional Appalachian barn dance, a wedding dance from Tunisia and a festive dance to an all-string Yugoslavian tamburica orchestra.

The event is sponsored by the University Events Office. Tickets can be purchased at the UCSD Central Box Office.

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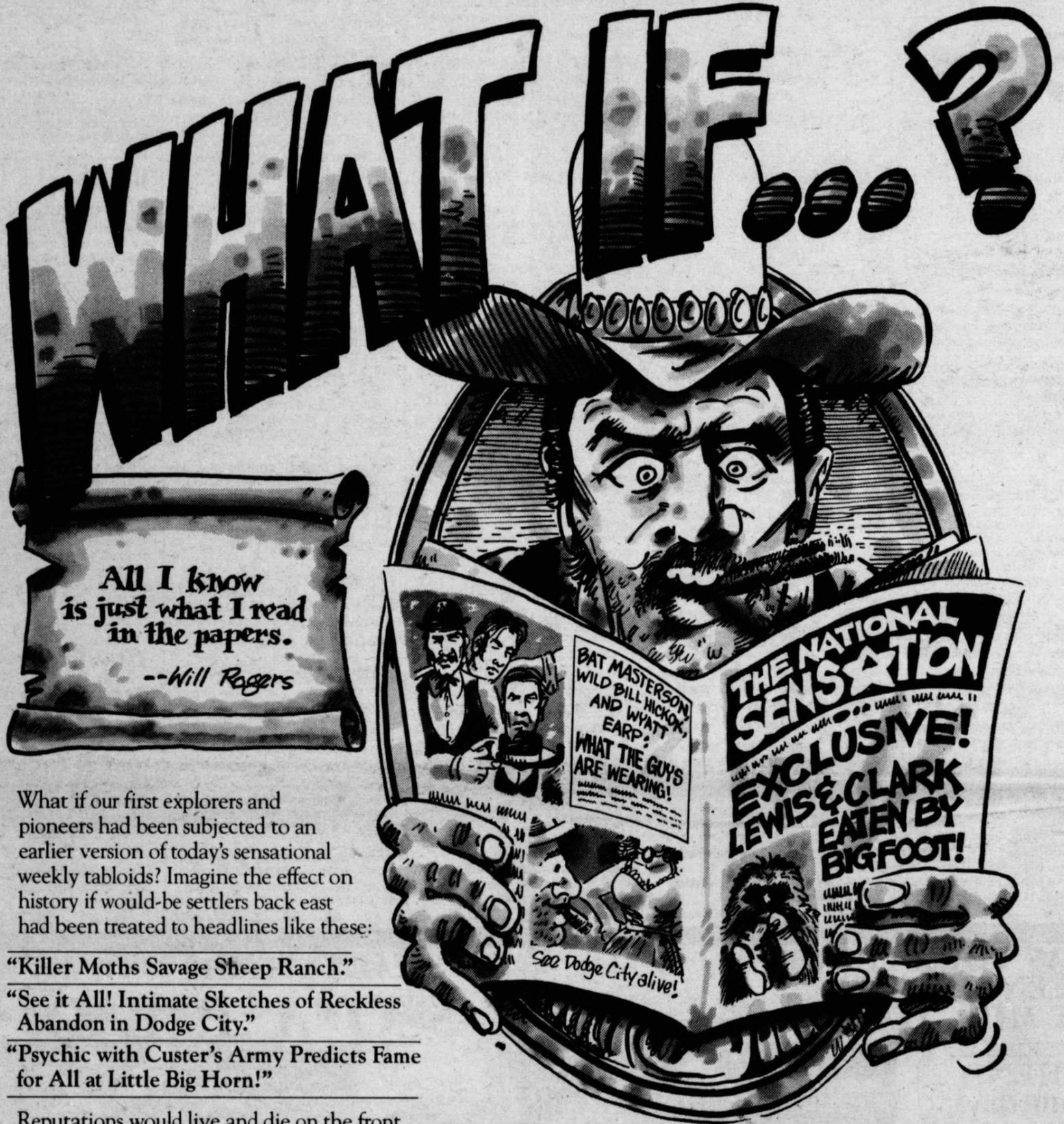
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