

# Harmful

President Carter's voluntary wage-price guidelines are debatably helpful at best and in certain instances — their application to Penn State being a case in point — obviously harmful.

The ceilings proposed for raises and spending designed to slow inflation would, among other things, discourage the University from raising its tuition level more than seven percent.

That in itself sounds good for students. But in the long run, it could mean getting less of an education.

What the guidelines seem to

ignore is that some universities' fickle funding systems can at times be so generous as to allow reduced tuition, as happened to Penn State in the 1960s, or leave them with no money.

If the state legislature decides to hold our appropriation ransom as it did last year, forcing administrators to take out expensive loans to pay the Fall Term bills, or if there is a drastic reduction in research grants, the University might not be able to absorb a loss through internal budget cuts and still maintain an ac-

ceptable level of educational quality.

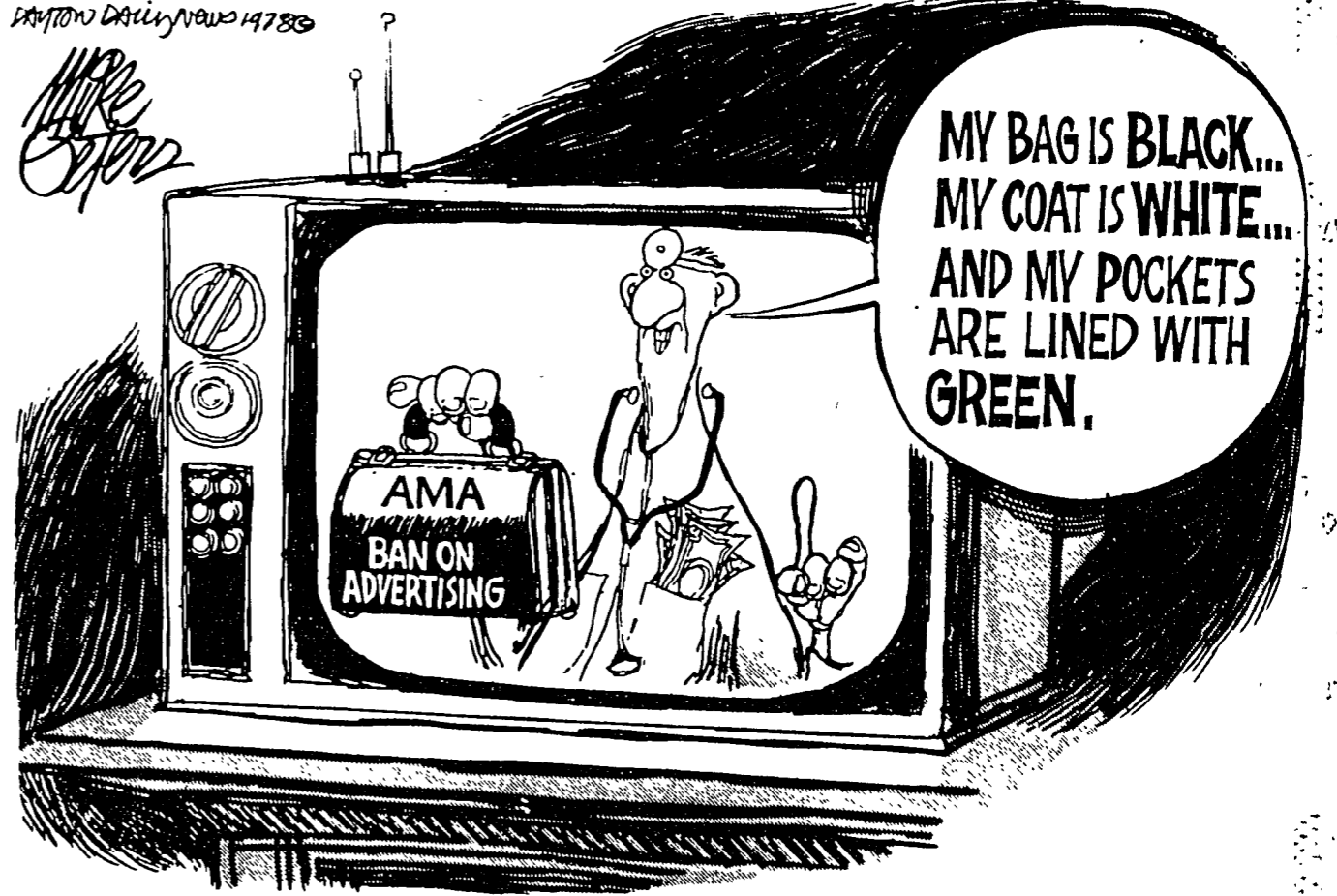
In such very possible circumstances, the University might be forced to raise tuition more than seven percent. This would be regrettable, but necessary.

Also, there is no clear evidence that tuition is inflationary.

While we sympathize with Carter's and the nation's problem, it appears colleges and universities would merely become a casualty in the war against inflation if they obeyed the proposed guidelines.

DARTON DAILY NEWS 1978

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# Letters to the Editor

## Mix-up

Editor's note: The following was sent to University President John W. Oswald.

Dr. Oswald: I am very sorry about the mix-up with The Daily Collegian reporter in reference to the article appearing in Friday's paper dealing with the gun investigation. You made it very clear to me at our meeting on Thursday that the Provost was handling this incident and you never mentioned a word about opening a reinvestigation.

There are a few misquotes in the article but it is basically my fault for confusing the reporter with your statements and the goals of the USG Executive Council. I regret that this has happened and I will correct this matter with the Collegian.

David K. Haberle  
President, USG  
Dec. 15

your comments about this team, I expected to see a hustling, scrapping team and I did not.

I also expected to see a tough defensive team and I did not. The offense was dismal at best.

The Penn State basketball team, unlike the football team, lacks the motivation to become a winner. I was very impressed with the spirit of the St. Francis team. The Penn State team looked like a bunch of scared rabbits — afraid to make a positive move and scurrying everywhere when they were pressured.

I feel, Mr. Harter, that this is due to your coaching ineptitude. Your comments after the game about the team's chances of winning if St. Francis had stayed in their 3-2 zone were totally uncalled for. From what I saw, it was you who held the ball outside, forcing your opponents out of their zone. So, Coach Harter, please give us the "Harter" team that we have been told to expect.

Stephen A. Brookes  
8th-management  
Dec. 14

Is Eisenhower Auditorium anywhere near the University Auditorium?

How do you pronounce Deike Building?

Why does the University Park Airport have a Bellefonte exchange phone number?

If a University is a collection of books, as it says on Pattee, what are all these students doing here?

Thomas Winslow  
12th-astronomy  
Dec. 6

## the Collegian

Dave Skidmore  
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Judy Stimson  
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Formal grievances may be sent to Gerry Hamilton, Collegian, Inc., executive secretary, 126 Carnegie Building, University Park, Pa. 16802.

The Daily Collegian encourages comments on news coverage, editorial policy and campus and off-campus affairs. Letters should be typewritten, double spaced, signed by no more than two persons and not longer than 30 lines. Students' letters should include the name, term and major of the writer.

The editorial editor reserves the right to edit letters, and to reject them if they are libelous or do not conform to standards of good taste.

## Shock

President Carter's decision to normalize relations with Communist China comes as a shock to the Chinese students on campus. It is evident that this move does not consider the future safety of the island of Taiwan. After 30 years of trust with the American government, it appears that the United States is severing a cord which will eventually mean the domination of Taiwan by the Communist mainland.

The United States is once again allowing the Communist form of government to inch forward and grasp another piece of the world. The people of Taiwan are very disappointed in the recent turn of events and caution the United States that the trust being given to Communist China is a very risky gamble. And, the economic and social downfall of Taiwan is a sure bet!

Liang-chi Fan  
graduate-vocational and occupational studies  
Dec. 17

## Promises, promises

Dear Coach Harter, I was quite disappointed with the performance of the basketball team during the loss to St. Francis of Loretto. From

## Complain, complain

I'm tired of hearing about the gun issue. How long has it been now? Could you please find something else wrong with the University to complain about for a while.

Jim Brady  
2nd-psychology  
Dec. 15

## Questions

Over the years that I've been here at University Park a number of questions have come to mind. I was hoping that some of these questions might be answered before I finally graduate, so that I can leave Penn State with some peace of mind:

Who decides what letter to use as the schedule code for each term?

What would happen if someone did take more than one dessert from the line in the dining hall?

Does anybody ever use the pedestrian underpasses at the corner of Pollock and Shortlidge Roads?

Why don't they call Old Main, New Main since it was rebuilt in 1929?



COOPER

"IN ESSENCE... WE, THE... UNITED STATES... OF AMERICA... ARE SCREWING... TAIWAN... THANK YOU."

## Christmas: The time for holiday wishes?

Christmas break is a time for Penn State students to count their blessings. It's a time when visions of sugarplums and January 3 exams dance in their heads. So, in the spirit of the holidays, let me present some of the sadder stories of this Christmas.

1) An old, bearded fat man last night entered Irvin Hall by its chimney and was gunned down by campus policemen. In addition, the unidentified victim's sleigh and attached reindeer were ticketed for parking violations.

Director of University Safety David E. Stormer commented, "Ho, ho, ho — I guess we made a mistake. The officers report they saw red, suspected a Communist and fired."

University President John Oswald is not expected to abolish the arming of campus police because of the incident. His exact response was "Bah, humbug."

2) Tragedy struck the North Pole today as an elf was smothered to death

by a Dolly Parton doll which toppled on him. The victim, Toby Small, was making a 10-gallon bra for the doll's western costume when the accident occurred. Funeral arrangements will be made as soon as morticians can wipe the smile from the elf's face.



Mark Harmon

3) Governor-elect Richard Thornburgh, an outspoken advocate of the death penalty, has urged his fellow Pennsylvanians to conserve energy during the holidays. To demonstrate his

point, Thornburgh decorated his tree with fluorescent-dipped, death-row convicts and electrocuted them. Later his family gathered around the tree and sang for "Peace on Earth, Good Will Toward Men."

4) One of the saddest places each Christmas is the orphaned politicians home in Modesto, California. When I visited, George Wallace was hustling wheelchair races, Edward Brooke was paying his alimony and crying over his checkbook, and former Japanese premier Fukuda was fixing a broken strand of lights on the tree.

They had just finished a Christmas dinner of turkey from the Salvation Army and rice from Tongson Park. I talked to a few residents.

"Hello," said one. "I'm Jeremy Thorpe and no one wants to bunk with me."

Another moaned, "My name is Willy Brandt and someone has stolen my

Nobel Prize and my choo-choo." "I'm just visiting," said one named Teng Hsiao-Ping. "But my parents send me here every time they have a fight. I've been in and out so often I'm charged by the hour."

One last political orphan sat huddled in the corner by a suitcase covered with European stickers.

"And who are you?" I asked.

"I am not a crook," he said.

5) Collegian fame has taken its toll on columnist Mark Harmon. Yesterday he was walking with a horde of admirers known as "Communist Groupies" when they passed under some mistletoe. Harmon is now being treated for severe lip lacerations and bruises, and specialists who had been working on a dead elf are expected to treat his delirious grin.

So much for holiday wishes. Mark Harmon is an 11th-term broadcast journalism major.



I AROSE A MOTHER IN ISRAEL — JUDGES V-7

# Seeking helpers: All it takes is a little confidence

In a way, getting something for nothing is as much a part of The American Dream as the "self-made man." From the loftiest perches of political office all the way down the line to the local volunteer help center, the art of coaxing, convincing and cajoling people to work for no pay or to supply favors still ranks as America's most accepted con game.

But it's a very misunderstood con game. To believe that all ends and means to this business are inherently bad, we must dismiss all the good that comes from our volunteer work forces, including firemen, charities and a host of others.

Getting something for nothing, then, should not always be regarded as Machiavellian and deceitful, but sometimes as a way of getting something worthwhile done when finances are at a low ebb.

The trick — or better, the art — in getting people to do something for nothing is not to "use" them, but to inspire them toward a greater if not a more valuable reward than a paycheck.

The problem remains: how does one person or group inspire others to work for an ideal? To

answer this, we must make a few generalizations about the people with whom we'll be dealing.

Though virtually everyone does something for nothing at one time or another in their lives, not everyone can be convinced to do whatever it is that you want them to do. No matter how they are approached, they just will not work for no money. Forget them.

## Bob Carville

Other people, however, wouldn't have it any other way. And it's very likely that they'll ask you if they can help before you ask them, once you've made yourself known somehow. But however available and welcome they are, they offer no challenge for the help seeker. Furthermore, this breed is rapidly becoming an extinct species. Forget about them, too, for the moment.

The great thrust of your efforts, therefore, should be directed at the overwhelming majority of people who may or may not help you depend-

ing on what you say and do to convince them.

The task now becomes one of increasing your chances of success with the borderline "unemployee."

Professor Lawrence S. Wrightsman of the University of Kansas and author of the book Social Psychology offers at least two strategies which may help. One is to make yourself hard to ignore, and the second is to establish a bond of obligation.

Eric Hoffer, author of the book "The True Believer," implies that it is also important to examine various interest groups before Wrightsman's stratagems are initiated. In this way, Hoffer argues, you can almost predict which group of people is more likely to join your cause. This is invaluable advice if you have a very limited advertising dollar.

To expand on both these men's reasoning, let's say you are organizing a fund drive to support research on a particular disease. What do you do?

Following Hoffer's advice, you should first examine who is more likely to help if approached in the right way. In this case, you might direct

your publicity or pitch at those people commonly afflicted by the disease.

By playing up this angle, you could expect to gather help from people who are not stricken by the ailment but could be. On a psychological level, their bond of obligation is almost immediately established with your cause. No doubt there are many other angles you could exploit for this example.

But how strong is that bond? It's only as strong as you are persistent, Wrightsman says. Once you've reached an audience, don't let go. Take every opportunity to get your message across.

Basically, what you want is to be always on their minds, eventually to the point where they become dedicated to helping you. You should also keep in mind not to be belligerent and obnoxious, or the result could turn out the opposite of what you want. Wrightsman does suggest a few guidelines that may make your pitch more digestible and the bond of obligation more reliable.

Wrightsman suggests that establishing credibility with yourself or your cause is very important. Simply, if they don't believe you need

help or they think you're pulling a fast one on them, they will not help you.

Secondly, there is the matter of what, if anything, the volunteer can gain by helping you. On one level, there are the intrinsic rewards of helping another human being or society at large. On another level, there are the special rewards of advancing a particular cause and being part of that advancement. On a third level, the experience generated or the knowledge gained by helping out may pay off in cash at some future date. Personal connections and insight are often helpful to the volunteer in a career-related project.

What all this amounts to is the selling of nothing — at least nothing you can take to the bank. Still, it doesn't take a managerial genius to understand that money isn't everything to all workers.

But at the very base of every influence you exert on another person, for whatever cause or reason, lies the single most important element in any success story — the good faith in what you're doing.

Bob Carville is an 11th-term journalism major.