

Students receive tips on using power

By L.A. HILL
Collegian Staff Writer

Wielding power over administrators' decisions does not occur magically for many student leaders at universities and colleges across the country, nor is possession of that power a born talent.

Instead, the ability to affect administrators' decisions is a skill student leaders should learn, said an administrator from the Virginia Polytechnic Institute of Technology who attended the National Association of College and University Resident Halls convention held on campus May 26-29.

Steve Janosik, assistant director of housing and residential life at Virginia Tech, said student leaders often are unaware of their potential power or use their power incorrectly.

Regardless of the environment, be

it personal or business, three types of power can be utilized to affect change, he said.

A person could use the power that is inherent in his position. By virtue of his authority as a student leader, Janosik explained he may teach others.

However, Janosik said, "Using power by virtue of your position is not a good idea in the long run."

These power strategies, he said, emphasize the need for quality interpersonal relationships that should exist. Also, although they are effective momentarily with subordinates, they are ineffective with superiors.

Student leaders may also employ another type of power—coercion—to affect outcomes. But Janosik warned that student protests, one type of coercive power, have not been effective in the last 12 years. The frequent use of coercive power, he said, in-

creases the distance between individuals in an organization and decreases communication.

Instead, Janosik suggested that student leaders learn how to use influence effectively.

The initial step, Janosik explained, is to create influence by establishing of dependent relationships with administrators and other student organizations members. Janosik referred to this as the "you scratch my back, I'll scratch yours" theory.

"Dependence creates the opportunity to influence someone else," he said. "That dependence of other people allows you to influence them."

Part of a student leader's agenda should be to create these dependent relationships and begin building on them, he said.

"The more dependent they can be on you, the greater your ability to affect outcomes," he said. "Strength-

er should follow some simple guidelines to cement the relationships. These rules are "common sense," he said, but nonetheless important.

When meeting administrators, Janosik also suggested students dress appropriately.

Students, he said, should also tactfully "test the water" when talking to administrators. Often, Janosik said, the student forgets to ask the administrator: "What do you think?"

Student leaders should also always prepare their proposals in writing for administrators, he said. "Administrators are forgetful creatures," he said. "They're very busy people, so they won't forget your proposal."

Secretaries are an important source of information, Janosik continued.

"This is the most wasted resource in universities," he said. "Secretaries can give you all kinds of valuable information."

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The student leader, he said, cannot only be opinionated; he or she must be knowledgeable. Student leaders, he said, frequently make the mistake of only knowing about their side of an issue.

If a student leader wants to influence others he or she must also obtain and control information. This, he said, reverts to the dependency notion. "If you have information you can be recognized as one who has the stuff they need," he said.

Obtaining this information can be a challenge on some campuses where administrators control the information flow. "You've just got to be creative sometimes," he said.

Janosik suggested that students talk to faculty members, not just those in administrative positions, and top. "Establish relationships with those administrators who are in positions to make decisions," he said.

Janosik provided several tips for success in establishing these relationships and ultimately increasing the student organization's credibility.

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sports

Watson opens defense of U.S Open title today

By BOB GREEN
AP Golf Writer

OAKMONT, Pa. — Tom Watson, who said he isn't playing particularly well, opens defense of his U.S. Open Golf Championship today on what he says is the toughest course he's ever seen.

The Oakmont Country Club course — with narrow fairways, deep rough and fast greens — is so difficult, he said, it automatically eliminates most of the field of 146 pros and 10 amateurs as potential winners.

"I don't think there are more than 20 players who can win here. You

have to look at the high-ball hitters, people who hit the ball high and soft," Watson said, then named a few:

"(Jack) Nicklaus, Seve (Ballesteros), (Andy) Bean, (Larry) Wadkins, (Hale) Irwin."

He did not name himself.

"Playing the way I am right now, I don't think I have much of a chance," he said.

Watson, who won both the U.S. and British Opens last year and has been the dominant figure in the game for several seasons, is in the worst slump of his career.

He hasn't won in 1983. He hasn't

even mounted a serious challenge.

"It's been frustrating. It is frustrating," he said. "I've worked on a lot of things. And nothing has worked."

There are, however, two positive points.

"I have played Oakmont well in the past," Watson said, "and that give me the feeling I can play it well again."

And, he said, his playing problems "can turn around quickly. It can change as fast as flicking the switch on a light."

While his hopes are dim and flickering at the moment, they are at

least as good as those of Johnny Miller. And considerably better than Lee Trevino's.

Trevino, who had been pointing toward this tournament as a chance for his third American national championship, withdrew yesterday, a victim of his own eagerness.

"He was over-anxious. He practiced too much," said an assistant, Joe Salinas. Trevino had four practice sessions last week in which he hit 800 balls or more a day, Salinas said. He developed muscle spasms in his back and had to withdraw.

Miller, too, is among the ailing. Miller, who won the Open in 1972, the last time it was played at Oakmont, said he has been diagnosed as having gall bladder problems and faces surgery next week.

"I'd say my chances of winning are pretty remote," said Miller. He said the chances are "20 to 50 percent that I will be able to play."

Those absentees, and Watson's problems, only enhanced Ballesteros as the favorite.

The long-hitting Spaniard, who won his second Masters title in April, scored a dramatic victory last weekend in the Westchester Classic.

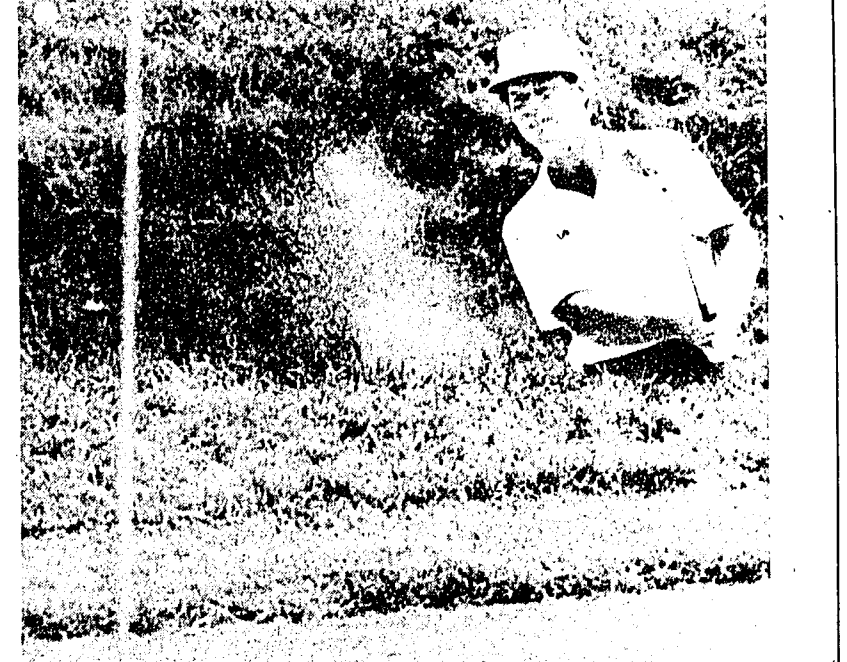
"It gives me very much confidence for this week," Ballesteros said. "I am playing very well now, and I am very high on myself."

Nicklaus, of course, is a traditional factor in all of the world's great tournaments. He should be. In the four recognized majors, he's won a record 17 times and been second that many more. In the Open, he has a record-tying four wins and a record-tying four seconds.

One of those runner-up spots came last year when Watson snatched the title from him with the historic chip-in birdie at Pebble Beach.

But Nicklaus hasn't won this season, and has played erratically very well at times, very poorly at other times.

"I don't understand it," he said. "At times I think I'm playing as well as I ever have. And then I slump. That's not like me."



Tom Watson hits out of a sandtrap at the sixth green in a practice round yesterday at Oakmont Country Club.

Ben probably holds the hottest hand in the game at the moment. He has finished sixth or better in his last three starts. Irwin, twice a winner of this title, often plays his best on the more difficult courses. And Wadkins, with two victories and a playoff loss, tops the American Tour in money-winnings this season.

New York chaser Eichelberger with two more runs in the third when Don Baylor walked, Jerry Humphrey doubled for one run and Andre Robertson singled for another.

"Hit the ball in the rough here, pal, and you make bogey. The name of the game this week will be hit in the fairway," Watson said.



Jack Nicklaus tees off at the sixth hole yesterday in a practice round in preparation for today's first round action at the U.S. Open in Oakmont, Pa.

Malone named MVP

NEW YORK (AP) — Moses Malone, who led the Philadelphia 76ers to their first championship since 1967, was named the NBA's 1982-83 Most Valuable Player at the league's awards banquet yesterday.

Other honors announced at the luncheon were rookie of the year Terry Cummings of San Diego, coach of the year Don Nelson of Milwaukee, comeback player of the year Paul Westphal of New York, defensive player of the year Sidney Moncrief of Milwaukee, and Bobby Jones of Philadelphia, who received the "Sixth Man Award."

The latter two honors were awarded for the first time this year.

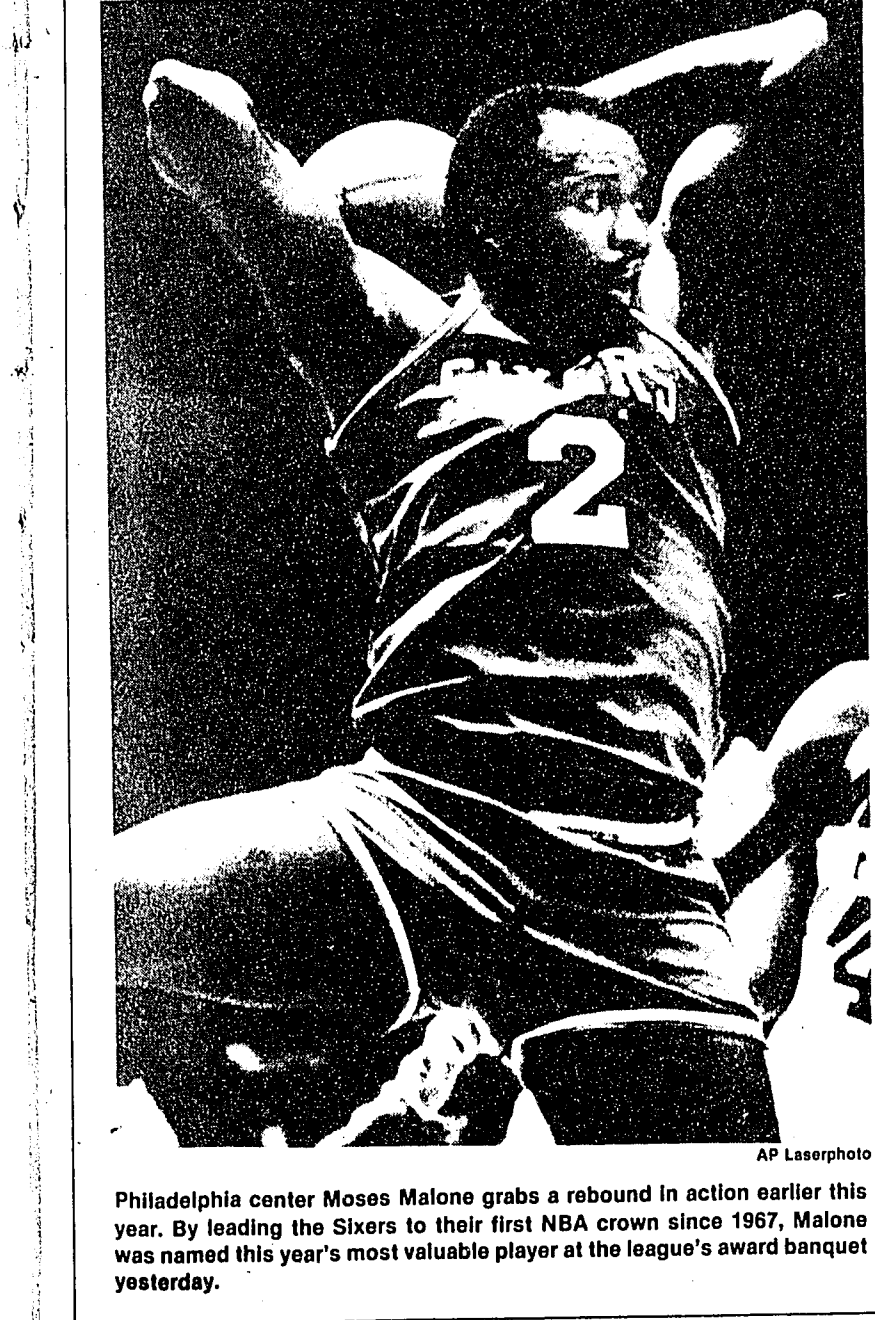
Malone, who was first in the

NBA in rebounding with 15.3 per game and was fifth in scoring with an average of 24.5, also was the MVP of the NBA championship series, during which the 76ers swept Los Angeles in four games. Wednesday's MVP award was only for the regular season.

Malone received 69 first-place votes from a nationwide panel of 75 media members. He also won the NBA's MVP in 1979 and 1982.

Larry Bird of the Boston Celtics was second in the balloting and Earvin "Magic" Johnson of Los Angeles was third.

Cummings missed 12 games because of an early season contract dispute and a heartbeats irregularity late in the year, but in between he averaged 23.7 points and 10.6 rebounds per game.



Philadelphia center Moses Malone grabs a rebound in action earlier this year. By leading the Sixers to their first NBA crown since 1967, Malone was named this year's most valuable player of the league's award banquet yesterday.

Carlton regains lead, but Phils lose

ST. LOUIS (AP) — David Green lashed a two-out RBI single in the eighth inning last night, capping a four-run rally that led the St. Louis Cardinals over the Philadelphia Phillies 6 in a career strikeout mark.

The Cardinals rally marred a seven-strikeout performance by Carlton, boosting his lifetime total to 2,542 — seven more than Nolan Ryan, with whom he had been tied. Both Carlton and Ryan earlier this year topped Walter Johnson's lifetime mark of 3,308.

George Hendrick and Floyd Rayford led off the Cardinal eighth with singles and advanced on Tommy Her's groundout. Dane Iorg then stroked an RBI single, and pinch-runner Darrell Porter then hit a pinch-single that tied the game and knocked out Carlton, 7-7. Reliever Al Holland then walked Orzie Smith before Green broke the tie with his game-winning hit.

Expos 7 Pirates 4

PITTSBURGH — Andre Dawson drove in four runs, two during a four-run fifth inning, and belted a home run as the Montreal Expos rallied to defeat the Pittsburgh Pirates 7-4 yesterday.

Ray Burris, 2-2, survived a three-run first inning and went on to gain the victory with relief help from Jeff Reardon, who posted his ninth save.

With the Expos losing 3-2, Burris triggered the Montreal fifth with a double off lesser Jim Bibby.

Tim Lincecum drew a walk and Chris Speier singled to load the bases. Dawson then singled in two runs and Al Oliver slapped an RBI double before Warren Cromartie's RBI grounder built the Expos' lead to 6-3.

Dawson also had a sacrifice fly in the second inning and smashed a solo homer, his 11th, over the left field wall in the seventh.

Giants 7 Astros 1

SAN FRANCISCO — Darrell Evans blasted three home runs and drove in six runs and Fred Breining fired a four-hitter as the San Francisco Giants crushed the Houston Astros 7-1 yesterday.

Evans tied Atlanta's Dale Murphy for the National League lead in homers with 18, ran his career total to 259 and became the first Giant since Gary Matthews in 1976 to hit three homers in one game.

Evans hit his first two homers — a solo shot in the first and a three-run blast in the third — off Houston starter Mike LaCoss, 4-5.

After Max Venable's solo-homer in the sixth gave San Francisco a 5-0 lead, Evans became the first National Leaguer since Claudell Washington to hit three homers in a game when he smacked a two-run shot deep into the right field seats.

Yankees 8 Indians 5

CLEVELAND — Graig Nettles cracked a three-run homer to cap a five-run first inning last night as the New York Yankees beat the Cleveland Indians 8-5.

Shane Rawley, 7-5, pitched his sixth complete game of the season.

The Yankees batted around in the first against Juan Eichelberger, 3-4. Willie Randolph led off with a single and went to third on Ken Griffey's double before Steve Kemp doubled home both runners. After Butch Wynegar walked, Nettles hit his 10th homer of the season.

New York chased Eichelberger with two more runs in the third when Don Baylor walked, Jerry Humphrey doubled for one run and Andre Robertson singled for another.

St. Louis deals Hernandez to the Mets

By The Associated Press

Baseball's interleague trading deadline arrived last night with one blockbuster deal — the St. Louis Cardinals dealt first baseman Keith Hernandez, a perennial all-star and a one-time Most Valuable Player, to the New York Mets in exchange for Tony Bernazard, who had played in all of the White Sox's games this year.

And the New York Yankees acquired pitcher Matt Keough from the Oakland A's to add some right-handed balance to their left-handed starting corps. To get Keough, who was 2-3 with a 5.52 ERA, the Yankees gave up two minor leaguers — pitcher Ben Callahan and first baseman-designated hitter Marshall Brant.

But the big one was the Hernandez deal, which had not even been hinted at in the flurry of rumors that surrounded the Mets. Most prominent was one that had Allen leading the New York Yankees for catcher Rick Cerone.

Cardinals Manager Whitey Herzog said he made the deal because the team needed pitching and said he would start Allen, who has both started and relieved this season, next Tuesday night against the Mets.

"It's not often that you get here the opportunity to acquire a player of the caliber of Keith Hernandez," said Frank Cashen, the Mets General Manager. "When we had the chance to make the trade, we had to seize it."

"I wasn't shocked that I traded," said Hernandez. "I was shocked that it was to the Mets. This game's a challenge, no matter who you played for. I talked to Frank Cashen getting me. They're hoping that I can turn things around. Hopefully I can."

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Genoa Salami	\$3.11	\$2.08
Cheese	\$2.44	\$1.69
Real Italian	\$3.53	\$2.31
(Capicola, Prosciutto, Genoa Salami)	\$3.86	\$2.35
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