## PSU offers two new non-credit courses



Two new non-credit certificate
programs in marketing and sales programs in marketing and sales
will begin this spring at Penn State Wilkes-Barre, in Lehman. The "Professional Selling and
Sales Management" program is Sales Management" program is
for persons who want to pursue careers in sales, and who aspire to positions in Sales Management.
The courses will increase stuThe courses will increase studelling, explore strategies for managing salespeople, and teach
students how to develop and pres students how to develop and pres-
ent reports that forecast the outent reports that forecast the out-
comes of selling efforts. The first course, one of the
required two is required two, is "Managing the
Selling Effort", which will define
sales management and covers
supervision of salespeople as a supervision of salespeople as a
function of management: recruiting, hiring, training, and motivat-
ing salespeople. The class runs ing salespeople. The class runs
for five weeks on campus, beginning Saturday, April 9 , through May 7 from 9 a.m.- 4 p.m.
The Basic Marketing The Basic Marketing Certificate program is designed to pre-
pare students for positions as pare students for positions as courses provide students with an
understanding of the principles of understanding of the principles of
marketing, a knowledge of how to acquire and keep customers acquire and keep customers
through exceptional customer
service, and the skill service, and the skills necessary The opportunity to specialize
in product development, pricing
strategy or marketing planning is strategy or marketing planning is
available. Contemporary Marketing, the first course, is scheduled Satur days April 16 through May 21 fo
9 a.m. to 3 p.m. Topics will in a.m. to 3 p.m. Topics will in in the operation of business, the role and importance of the elements of the marketing mix and
management of the elements in the marketing mix. For more information, call 9210.

Math, science Open House at Misericordia Mar. 18

College Misericordia's programs and their families.

Guests will be invited to explore
the many careers available in and computer sciences will be on display during a free Open House
on Friday, March 18 from 8:45 a.m. to 2 p.m Sponsored by the Division of technology. Mathematical and Natural Sci-
ences the ences, the Open House is open to
high school juniors and seniors

Gov't. scholarships available for future teachers

Superior students who want to
become teachers can get financial
help from the can get financial Teacher Scholarship Prograg. The program is a federal initiative, administered by the Pennsylvania Higher Education Assis-
tance Agency (PHEAA) Offers tance Agency (PHEAA) offers
scholarships of up to $\$ 5,000$ to scholarships of up to $\$ 5,000$ to
academically superior students who make a commitment to pursue teaching as a career. Applicants must agree to teach for each year they receive the scholarship. If they do not fulfill


Lordy Lordy
Look Who's Forty!
Brenda, Bruce, Barbara
March 12, 1954
must repay the scholarsh
loan, including interest.
Students in the top 10 percent state for at least have lived in the to apply. The application must be submitted to PHEAA by May 1 along with the Free Application
Students who are not selected or a Douglas Scholarship may b ligible for other student aid, such

Iate Grant. Most of Pennsylvania's four year colleges and community colleges, including Wilkes Univer College and all Penn State Unive sity campuses, offer programs for recipients of Douglas ScholarScholarship applications are Mundy's office in Kingston.


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Concern about health and fitness has never been higher, as an aging population combines with new understanding of the sources and importance of good health. That means our readers are open to your message and ready to try yoür product or service.
Health \& Fitness will be published three times in 1994:

March 16, June 22 and October 19. These special pages will be bannered to attract attention, promoted before publication and will contain features and photos along with advertising. These special rates and sizes will be available if you tell us now that you want to be in each issue. Combination rates include The Abington Journal, Clarks Summit.

## SIZE

8 col . inches (minimum size) 1/10 Page (13 col. inches) 1/8 Page (16 col. inches) 1/4 Page ( 30 col . inches) 1/2 Page

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