Last game lost: Football falls to Youngstown State, 35-13, 16

Spaced out: Astronauts should find a new job, 4

High: 71°F / Low: 44°F
For extended weather forecast, see Daily Date, 2

Monday, November 20, 2000

Car rental agency now on campus
By Megan Shearn
MUSTANG DAILY STAFF WRITER

Students who plan to go home for Thanksgiving break have an alternative in transportation for the trip home—renting a car. Enterprise Rent-A-Car recently opened an office on campus.

Kristina Chavez, management trainee at the Cal Poly office, said the cars are open to students, faculty, and guests.

"They (Cal Poly) were looking to get rid of state cars," Chavez said. "Private providers would allow for better rates and Enterprise offered the best prices." Currently the office has five student interns, but Chavez would like to see more in the future.

"Eventually I would like the entire office run by Cal Poly students," she said.

All vehicles are 2000-01 models. Rates include no charge on miles in California, as long as students must be 21 and have a driver's license.

Rates are as follows:
Mid-size: $36/day; $22/week; full-size sedans: $42/day, $225/week; trucks: $49/day, $299/week; minivans: $57/day, $343/day; cargo vans: $93/day, large SUVs: $93/day; minivans: $52/day, $343/day; cargo vans: $49/day, 15-passenger vans: $93/day.

Campus office hours are Monday through Friday from 8 a.m. to 5 p.m.

For reservations and information call 756-7421.

Fliers hope to re-awaken Smart case
By Jordan Roberts
MUSTANG DAILY STAFF WRITER

New fliers have been posted around San Luis Obispo in hopes of finding Cal Poly student Kristin Smart, who has been missing since 1996.

The low office of James Murphy in Arroyo Grande is looking for volunteers to help hang up more fliers up over the holiday season. Murphy is the Smart family's lawyer.

Gunn Sinclair, Murphy's wife, said she will never give up looking for Smart. She said Smart's mother is very excited about the new fliers.

"It is also important for us to do this to hopefully prevent the same thing from happening to other girls," she said. "Most of the students at Cal Poly weren't here when Kristin disappeared, and we want to remind girls that it could happen to them too. We want everyone to be aware and be safe."

On May 25, 1996, Smart was last seen walking to her room at Muir Hall at about 2 a.m. with Paul Flores, who was also a Cal Poly student at the time. Flores, who authorities say remains a suspect in the disappearance, told investigators he separated from Smart that night near Santa Lucia Hall where she was last seen.

Investigators have twice unsuccessfully searched for buried evidence at Flores' mother's house in Arroyo Grande. Cadaver dogs, trained to find human remains, and high-tech X-ray equipment were used in a March 1997 search.

Smart's parents, Stan and Denise Smart of Stockton, assume she is dead, but still hold out hope that someone will come forward to tell them what happened to her body.

Stan Smart's trips to Sacramento helped pass the Kristin Smart campus Safety Act, which requires universities to contact local law enforcement agencies when violent crimes occur on campus.

 Colombian guerrilla group resists U.S. intervention

Editor's note: In an ongoing effort to bring a local perspective to international news, Mustang Daily will periodically highlight worldwide issues.

By Sonia Slutzki
MUSTANG DAILY STAFF WRITER

Last week the Revolutionary Armed Forces of Colombia indefinitely suspended peace talks to settle the increasingly brutal conflict that has taken 35,000 lives since 1990 in Colombia. The 17,000-man guerrilla group said Colombia's President Andres Pastrana had failed to make good on promises to halt "terrorists" by right-wing paramilitary groups and was opening the way for a Vietnam-style U.S. military intervention in Colombia.

Colombia's conflict between the government, narcotics traffickers and leftist guerrillas can be traced back to the 1960s. But it was only recently that this South American country became the center of much controversy.

The United States approved a $1.3 billion package on July 13 that would provide U.S. helicopters, other kinds of crops is the only way to change what is already happening there.

U.S. intervention
In a statement released to the White House Jan. 11, 2000, President Clinton said, "Today I announced an emergency declared, two -billion funding package to assist Colombia in vital counter-drug efforts aimed to keeping illegal drugs off our shores. It will also help Colombia promote peace and prosperity and deepen its democracy."
COLOMBIA
continued from page 1

Colombian soldiers into combat, and
more than 400 U.S. troops and
their contractors can be in the South
American country at once.

Most of the aid is to armament
and providing U.S.-built heli­
copters and military ammunition.
A parent company of the aid ($1.15
billion) would go to crop-eradication
through the spraying of chemicals,
and the rest to introduce alternative crops to peasants and aid to the millions of
interior refugees who have been dis­
placed due to the civil war.

"We call it a war against drugs," but
I don't personally believe that's why
the United States is in Colombia," Foroohar said. "The United States can take that $1.3 billion and use it in the United States for rehabilita­
tion and prevention of drugs within the
country. Why are we using them in
Colombia?"

Foroohar said that the U.S. plan concentrates all of its resources in fighting leftist guerrilla groups in Southern Colombia.

According to a Reuters news release from July 25, "U.S. and Colombian officials accused the FARC, which has an estimated pres­
ence up to 40 percent of the coun­
try, of reaping about $500 million a
year from the drug trade and plowing
it back into an uprising, aimed at
topping the sale and establishing a
social order in the region."

On the other hand, Raul said the FARC is no longer driving a Marxist guerrilla war.

"The guerrillas come in as guards to
protect drug crops and get paid for
those services," he said. "They no
longer have ideas, they just want
power."

According to a report presented to
the U.S. Committee on Foreign Relations in May, the attack targets guerrilla groups only because they are the only ones in control of regions where most of the world's cocaine and heroin is produced. Yet the report does describe the guerrilla groups as threats to the Colombian democracy.

"The importance of Colombia to
the United States is that it is also a
very strategic area," Foroohar said.
"Colombia is right next to Venezuela. Venezuela is storing on a major reserve of oil and their newly

The Colombian people don't have any illusions about the
government. They know that the government is very corrupt.

Manzor Foroohar
Cal Poly history professor
and the paramilitaries cooperate with the armed forces."

The report also said that Colombia was twice "decertified" from receiving aid by Clinton in the past. The decision came because of credible allegations that the Spanish-Colombian president had received financial contributions for his presidential campaign from drug traffickers.

The report goes on to state that
Colombia continues to bear the brunt of Colombia's 18
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military activity remains nation­
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units receiving or scheduled to
receive U.S. military aid operate."

In the report a former paramilitary is reported as saying, "We have made a guerrilla in the Girardot Battalion, they would give us in exchange grenades and R-15 munitions... And after the offer was received (the corpse), they would dress it in military uniform."

According to the report, several massacres have been conducted by paramilitary groups and backed by the military. Often the victims are described as civilians, but both paramil­
itary and military commanders say the victims died during guerrillas-
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Raul said that human rights viola­
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"The paramilitaries are groups that have been created as a necessity by Colombians to protect themselves from the guerrillas," Raul said. "These (guerrillas) need money to finance their operations, they impose taxes on the areas they control. These are very often kidnap victims from the middle and upper classes."

Raul said well-to-do families often privately hire the paramilitaries for protection. Some of these families are often also related to drug trafficking.

Still, the controversies go beyond Colombian borders. On Nov. 6, U.S. Col. James Hirtt

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Mastung Daily

Are You a Non-Business Major? Do You Want to Improve Your Marketability?

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"We have drugs coming from
Pakistan and Afghanistan," she said. "What are we going to do next?" Occupy the whole world to stop traf­
icking? If we really are against drug
use, we have to work on our own
population."
Cal Poly is reaching its 100-year mark, but how long has it been awarding degrees?

Cal Poly is coming up on its Centennial Celebration marking 100 years as an institution, but that isn’t to say that degrees have been issued here for that amount of time as they are today. It wasn’t until 1906 that any sort of commencement exercises were held. That year, the university granted eight “certificates,” according to information published by University Archives.

Years later, in 1940, the university was authorized by the State Board of Education to award Bachelor of Arts degrees. Two years later, on May 28, 1942, the first baccalaureate commencement was held. Between 1942 and 1999, 95,236 bachelor’s degrees have been earned. In total, 8,565 master’s degrees have been awarded from 1951 to 1999.

Have a question about campus? Ask Adam. E-mail him at ajaram@calpoly.edu.
Points of view belong on the opinion page

The opinion page is for opinions. While this may seem like a rather obvious statement, we, the editorial staff, feel that this point may need some clarification.

In light of several letters we’ve recently received, responding to topics from weeks’ worth of columns, commentaries and letters to the editor, it’s apparent that a great many people do not understand the concept of opinion.

First, there are several different types of pieces on the opinion page. Commentaries, written by Mustang Daily staff writers or students from other schools, which we receive via Usenet. Columnists are written regularly by numerous Cal Poly students from a variety of majors. Editorials are messages from the staff. Letters to the editor are sent in by just about anyone and everyone who can type a rough approximation of English. None of these are news. There may be news in some, but they are not news articles.

This is where the trouble starts.

Several people have written to complain that some opinion pieces we’ve run recently were very one-sided and indicative of “bad journalism.” We’ve had irate letters, indicating “irresponsible reporting” and “bias.” Allow us to reiterate: This is the OPINION PAGE! Writers don’t have to write an equal weight of every argument. Although mentioning an opposing point of view may add weight to an argument, writers are not in any way obligated to be impartial or fair in their treatment of subjects that they obviously feel very strongly about.

This does not give writers license to make-up facts, however. Solid research creates a base on which to build a strong argument. We like to think of opinion pieces as mini-essays. Think back to English 215 or an argumentation class. You write an introduction, state your main point, support it and tack on a conclusion.

In the case of a commentary, column or other opinion piece, nothing changes. The main point, or “thesis,” is the writer’s opinion—the one that lines up along the lines of “Tomatoes are the worst fixin’ ever. Here’s why...” The rest of the piece will attempt to convince you that those horrible, red, round fruits were first grown in Satan’s Garden of Hellish Monstrosities. If you disagree, great. Write in, and tell us your opinion, but don’t insult us personally, please.

Mustang Daily reporters carefully research every piece they write. With the plethora of Web sites and search engines available to the modern reporter, they can find just about any facts to support any opinion. Anyone who’s spent any amount of time online can attest to the fact that the cyber-world contains an astronomical amount of information. Granted, a large portion of it should not be taken at face value, but it goes to prove that, for practically every point of view, there is some support. Opinion pieces sometimes hang on which information writers select to support their thesis. If you find conflicting facts, use them to support your point. Quote stronger sources. Reference more accurate statistics. Point out argumentative fallacies. Just don’t question our ethics or standards.

Unsigned editorials are the voice of Mustang Daily and do not necessarily reflect the views of the entire staff.

Opinion

Space exploration is too costly

Are we paying too much toward “space exploration”?

I traveled millions of miles to find this?

Americans were glued to their television sets when the Eagle landed on the moon in 1969. People looked on as Edwin Aldrin and Neil Armstrong went bounding across the moon’s surface. Armstrong’s quote - “One small step for a man, one giant leap for mankind” - would be repeated around the world for years to come.

The human traveling in space was a novel idea and the possibilities that space exploration held were limitless.

Jump forward 31 years to Oct. 31, 2000, when NASA, in conjunction with the Russian government, launched the first international space station from Baikonur, Kazakhstan. Unlike 1969 when people were in awe of man walking on the moon, the international space station didn’t receive attention for its novelty.

Instead it received attention for the amount of money it would cost the American taxpayer.

In an Oct. 23 appearance on National Public Radio, Marcia Smith, congressional research service aerospace policy specialist, said when the space station project began in 1984, the total cost was initially slated at $8 billion. That’s no longer the case. In the end, this project will cost $96 billion. John-David Bartoe, research manager of the international space station at NASA’s Johnson Space Center, said exploration is part of the human character and the space station is the next great step in human exploration. He also said that for those concerned about too much money being spent in space, less than one percent of the federal budget goes to NASA each year. That may be true, but that adds up to billions of dollars.

There is no doubt that space exploration is exciting. In centuries past, the Europeans, Middle Easterners and Asians had the world to explore. Like Bartoe said, it’s in our nature to explore, but for us there is only one frontier left—space. It’s pure and untouched, and is a humbling reminder that the universe doesn’t revolve around us. It offers the possibility of finding answers to our deepest questions and hope for a cleaner, better world should we one day destroy the earth.

Americans support space travel. That’s evident in the frenzy that was caused after our discoveries on Mars about a year ago. What they’re not excited about is how much it costs them to fund research that doesn’t immediately benefit them. They’re not excited about billions of dollars being spent on an international space station when social security is being depleted, the national debt is climbing, children go hungry, schools need money and the environment is being ruined.

Americans are also not excited about inefficient uses of funding. Money has been taken from other space program budgets to pay for the space station. Not only that, but Russia can’t afford to pay for its part of the station. It’s projected that the United States will give Russia about $150 million before the structure is complete and it can live up to its end of the agreement.

Space travel and exploration are good things if put into the proper perspective. They have their time and place and that time is not now. We should be asking why the space station has priority over the more pressing issues that plague our nation. We need to look at what’s important and reëvaluate how we spend our money.

We shouldn’t keep our eyes on the stars when we have so many problems here at home.

Kara Knutson is a journalism junior and Mustang Daily staff writer.

Letter policy

Columns, cartoons and letters reflect the views of their authors and do not necessarily reflect those of Mustang Daily. Mustang Daily reserves the right to edit letters for grammar, profanities and length. Please limit length to 350 words.

Mustang Daily encourages comments on editorial policy and university affairs. Letters should be typewritten and signed with major and class standing. Preference is given to e-mailed letters. Mustang Daily faxed, delivered or e-mailed to Mustangdaily@hotmail.com

Opinion

Monday, November 20, 2000

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mustangdaily.calpoly.edu

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There are many factors that go into a job search.  

Get a game plan:

Life after school:
A story of transitions, 9

DIRECTORY LISTING

Use this directory to get more information about the organizations that have advertised in today's Mustang Daily.

T

The 4th annual Fall Job Fair is today in Chumash Auditorium. The event is filled to capacity with 105 employers, representing a variety of fields and industries. An expected 1,000 students will attend to discuss career, summer internships and co-operative education opportunities. Job descriptions and links to company websites have been posted on Career Services' Web site:

www.careerservices.calpoly.edu

Boulder Associates

Boulder Associates provides comprehensive planning, architecture, interior design, programming, and construction administration services to clients in the healthcare and senior living industries. Founded in 1983, the 35-person firm is nationally recognized for developing innovative, cost-effective, and creative solutions to interesting and challenging project designs. www.boulderassociates.com

Brinece

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Brinece is headquartered in San Francisco and is backed by OTCI. Brinece is an innovator delivering products and solutions in the changing world of wireless, broadband, and interactive media.

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Genentech

Genentech, Inc. is a leading biotechnology company using human genetic information to develop, manufacture and market pharmaceuticals that address significant unmet medical needs. Genentech commits itself to the highest standards of integrity in contributing to the best interests of patients, the medical profession and its employees, and to seeking significant returns to its stockholders based on the continued pursuit of excellent science.

The company has headquarters in South San Francisco and it is traded on the New York Stock Exchange under the symbol DNA.

Fourteen of the approved products in biotechnology stem from Genentech science. Genentech manufactures and markets nine protein-based pharmaceuticals.

Science at Genentech focuses primarily on two areas of medicine: cardiology and oncology. Genentech also remains open to other "opportunistic" projects where the company has significant opportunities to fill a therapeutic void in important areas of medicine. As part of Genentech's commitment to basic science, the company encourages scientists to use their unique background and skills to develop new areas of research.

Genentech has opportunities abound for interns, co-op's, recent graduates, and postdoctoral fellows.

Granite Rock

Granite Rock is a leading construction materials supplier and heavy civil engineering construction contractor seeking new graduates and interns for the following positions: Sales Representatives, Materials Testing Technician, Project Engineers (Heavy Civil Engineering). For more information, contact Barbara Kimball, Human Resource Services, (831) 768-2061 or bkimball@graniterock.com.

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Linear Technology is an engineering-driven company that designs, manufactures, and sells nothing but high performance analog integrated circuits. We have activity in all markets containing significant analog content including communications/ internet, computer power/backlighting, industrial control systems and instrumentation. We develop the world's best op amps, filters, comparators, references, interface transceivers, ADs, DACs, linear regulators, switching regulators, and battery chargers. Our corporate headquarters is located in

COURTESY PHOTO/CAREER SERVICES

Monogram, November 20, 2000

Fall Job FAIR

They're workin' it

COURTESY PHOTO/CAREER SERVICES

Monday, November 20, 2000

From left to right:
Career Services personnel
Cathy Onor, Carolyn Jones, Stacy Williams and Liz Cofer
will help host the Fall Job Fair today in Chumash Auditorium from 9 a.m. to 1 p.m.

Companies have donated a variety of raffle prizes, which are awarded from registration cards students can fill out as they enter the auditorium. Like other job fairs and events, the Fall Job Fair is an ideal opportunity to make employment connections with a large number and variety of employers in one time and in one location. Attendees are encouraged to bring a copy of their resume for reviewing during the afternoon to conduct interviews scheduled from 9 a.m. to 1 p.m.
Graniterock

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NOVEMBER 20, 2000

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For more info, contact Barbara Kimball, Human Resource Services, (831) 768-2061 or by e-mail: bkimball@graniterock.com. Check out our website! www.graniterock.com

Commentary

Do your homework

Ten years ago, if someone were looking for a job, they probably would have looked in the newspaper. Today, they would probably look on the Internet. Searching the Web and reading newspaper classifieds can still work, but according to an article in the National Business Employment Weekly, one of the typical job search mistakes made by many job seekers is that they rely exclusively on classified ads, employment agencies, and direct mail campaigns when looking for new opportunities. Few candidates research jobs, companies or industries before sending off resumes, networking or interviewing.

The problem that gets in the way of many job seekers is that they never figure out what they really want in their careers. You don’t know what strategies to use in looking for work until you’ve narrowed down the fields and jobs you’d be interested in. Focusing on a type of work also enables you to target the skills and background needed. According to a Recruiter for Yahoo, “Companies hire people for two reasons: to solve a problem and to get the job done. The most underrated skills are the soft skills, communication, conflict resolution, teamwork and spirit of corps. The most undervalued skill is listening. Most people listen to respond, rather than listen to understand.”

When looking for work, you typically don’t use just one approach. But, there is one approach that generally gets the best results - talking to people. Referrals and networking are almost always the most successful job search strategies. Talking to former employers and co-workers, alumni, professors, family, and friends can lead to the jobs that never get advertised. There are exceptions. For government agencies and school districts, for example, jobs can’t be filled unless they are advertised. Applications are taken either within a specified time frame or on a continuous basis, depending on the position.

Researching employers is all-important. Companies expect you to know what they do and where you’d fit in. It isn’t always necessary to know the exact job title, as that varies from company to company. But, knowing the skills that meet an employer’s needs, and describing the types of work you can do for them, gives a company a good idea of where you’d fit. See if you have any contacts to interview for information. When searching for company information, you’ll find that many employers have web pages, they may hold
information sessions if interviewing on campus, they’re at job fairs, and they’re profiled in directories and business publications. Do your homework.

Once you’ve identified your skills and interests, established a network, and researched potential employers, what next? These are some of the major ways to find job leads or information about employers:

- Talk to previous employers, colleagues, professors, and alumni.
- Use Career Services recruiting, job listings, job fairs and the Career Resource Center.
- Talk to the Alumni Association and regional chapters.
- Send out or e-mail resumes.
- Search online job listings and join discussion groups.
- Attend regional job fairs or log-on to virtual job fairs.
- Read help-wanted ads and business and community articles in newspapers.
- Call telephone job lines.
- Sign up with employment agencies.
- Make cold calls and walk in to employers.
- Attend conferences and trade shows to network.
- Work as a volunteer, intern, temporary or part-time employee.
- Create a job for yourself.

Jill Hayden is a Cal Poly career counselor.

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Get a game plan

There are many factors to consider in your job search

By Jason Rowley
MUSTANG DAILY STAFF WRITER

The goal of every student attending Cal Poly is to get a good job. For some, a high-paying job is the most important factor. Others look for a positive working environment. Whatever the goal may be, negotiation of salaries and job offers often kick-start a student's career.

After surviving Cal Poly, the last thing a graduate wants to do is jump into a job without being prepared. "Come up with a game plan before making decisions," said Jane Johnson, career counselor to the College of Business. "The first job sets the tone for your entire career."

It is important to gain as much information about a job as possible. If possible, ask for a written job description and speak with several colleagues in the department. It is also important to ask to see the office, desk or cubicle assigned to the position. This way, it will be possible to visualize your future work environment.

Understanding the climate or culture of a company is the set of conditions and policies that make a company a desirable or undesirable place to work. Health, compensation, office culture, human resource policies, and practices to create a desirable work environment are important to develop an understanding of two things: your job search. First, develop an understanding of the level of participation allowed in decisions that affect the company. Second, develop an understanding of your ability to speak up. It is also important to find out about opportunities for career growth and how they feel about new ideas from employees.

"Negotiating is a business discussion, not a personal discussion," Johnson said. "Talk about what value you will add to the company."

During the first on-site interview, pay attention to the demeanor of the company and the noise level of the work area. Also, be aware of how you are treated during the second interview, if one occurs.

Basically, there are five important factors to consider when evaluating job offers: the position, compensation and benefits, the organization, lifestyle and the industry.

The obvious things that most people look for are included in the first important factor, the position. This includes looking at day-to-day tasks, hours, degree of independence, criteria used to evaluate you, pressure and pace of work, how the position fits in with your long-term goals, among others.

The second factor, compensation and benefits, includes looking closely at the salary. Check to see if bonuses and stock options are available. In addition, find out about medical and dental benefits, retirement plans and life insurance.

The third factor is evaluating the organization. This includes evaluating the quality of products and/or services, opportunity for advancement, management policies, and practices to create a desirable work environment. Healthy work environments are important to desirable or undesirable place to work. Healthy work environments are important to develop an understanding of two things: your job search. First, develop an understanding of the level of participation allowed in decisions that affect the company. Second, develop an understanding of your ability to speak up. It is also important to find out about opportunities for career growth and how they feel about new ideas from employees.

ATTENTION CAL POLY EE MAJORS: if you want to work on real electronics, come visit Linear Technology Corporation at the Fall Job Fair on November 20, 2000 at the Chumash Auditorium. We have immediate openings for integrated circuit design, test, product and applications engineers. As a new grad you will be mentored by industry experts, and become a disciple of the analog art. Bring us your resume, or sign up at the Placement Office for an on-campus interview when we return on January 29, 2001.

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Life after school

By Christina von Stein
MUSTANG DAILY CONTRIBUTOR

Ah ... finally free. Free from parents, school, homework — free to get a job, go to work every day, pay rent, pay the phone and utility bills, all out of your own slim pocket. What does graduation really mean to the average college student who has spent a lifetime sponging off Mom and Dad? In spite of our natural keenness to leave college behind, one ponders the harsh reality of becoming an independent, gainfully employed adult.

Sandra L. Turshman knows the changeover firsthand. Following her graduation from Cal Poly in June 1999, where she earned her degree in environmental engineering, Turshman applied at the Regional Water Quality Control Board and got a job as a Water Resource Control Engineer.

Of the transition from college to work, Turshman said, “It was difficult. All of a sudden, you were on a different level than you used to be. You're in a different class—no student discount, pay your own way, be independent of your parents, it's liberating. But also you're around all these older people. You're expected to perform at a certain level, as a university graduate.”

“Being a student, life is pretty simple,” Turshman said. “It's so much more complex, more formal, after you graduate. Less free time. You're getting up at 7 or 6:30, it sucks.”

“But,” she continued, “it’s nice to have money. And to actually have your free time, instead of having to study, when I come home, I don’t have to think about work.”

As for the social scene following college, she described how she gradually became less a part of the Cal Poly community and more a part of the town and county, “a much broader base of people,” Turshman said. She also found more time to express her creative nature, by enrolling in a drawing class at Cuesta College and pursuing her interest in yoga more intensely.

One change that was more difficult than others was the transition to full financial independence. Earning and managing your own money is “more stressful than you think it's going to be,” she cautioned.

“It's trying to act like an adult, when you actually don't feel like one at all...you feel like you're about 12—just want to have a good time, be back in school...” she said, her voice trailing off. However, there are rewards, too.

“Not having to go to class or do homework, there is a lot more time to explore other avenues of your life. I was so technical for five years,” she said. On the other side of the transition is Nick Flanagan, a philosophy senior set to graduate June 2001.

“I'm glad I'm going to graduate soon,” he said, describing his plan to avoid facing real life for a few more years.

Flanagan was accepted into the JY MBA combination program at Duke University, a course of study.

When I come home, I don't have to think about work.”

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Professor connects beauty, paychecks during lecture

By Paul Polgar

DAILY ORANGE

(UT-WIRE)—Facial beauty plays a role in salary and hiring in the job market, according to University of Texas professor Daniel Hamermesh.

"Either you got it or you don't," he said. About 20 students, faculty and community residents attended Hamermesh's recent lecture in Maxwell Auditorium at Syracuse University, and learned of his scientific study that revealed the connection between appearance and career paths.

Hamermesh first sought the definition of beauty. In modern culture, there are cross-cultural standards of preferences, he said. Alut 20 students, faculty and community residents attended Hamermesh's recent lecture in Maxwell Auditorium at Syracuse University, and learned of his scientific study that revealed the connection between appearance and career paths.

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Drivers wanted.

12 Monday, November 20, 2000
Mustang Daily Career Issue

GAME PLAN
continued from page 8

ment style, company values and, of course, the future of the company.

"People spend more time worry­
ing about the money," Johnson said. "It is important to look at the job
situation."
The fourth factor, lifestyle, is as much a personal evaluation in compari­
son with a job opportunity. Cost of living, recreational opportu­

nities, proximity to family and friends and employment opportuni­
ties for a spouse or partner are included in this area.

When looking at the fifth factor, the industry, it is important to look at three main aspects. These are growth history, dependence on the business cycle and dependence on government policies and programs.

What if a job offer comes around before you have graduated? The best thing to do is negotiate for more time, Johnson said.

"Make clear that you won’t be making a decision yet," Johnson said. "Come up with a game plan before making a decision."

Johnson explained that it is always better to have options so it is possible to play one job against the other.

When entering into a new job,

TRANSITION
continued from page 9

which will allow him to earn a law degree and master of business simul­
aneously. This buys him at least four more years before he dives into the

the salary the company has set for you does not necessarily have to be
final. The art of negotiating is the process of pursuing a goal in a dia­
logue with another person or per­
sons. The outcome is one which everyone involved should feel satis­
ified. When approaching managers or executives about your salary, it is
important to be relaxed and orga­
ized. Confidence is key. Always
start the conversation with positive comments about the company and
position and avoid using commit­
ting words such as ‘always’, ‘never’, and ‘won’t consider.’ Know when to
stop the process and make sure that both sides won. Never accept a job
offer on the spot. It is important to consider several factors before doing so. First, the current demand in the market for your expertise. Second, the urgency of the company’s need to fill the position. Third, the degree to which you feel you have sold the employer on your value.

Eleventh, the size and financial strength of the organization. Fifteenth, the company’s internal flexibility to adjust salary levels.

Searching for a career after col­
lege can be a frustrating and intimi­
dating experience. The more help and advice you receive could mean the difference between a career opportunity and a dead-end job.

When entering into a new job,

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Letters to the editor

School is at fault for students' murders, Editor

What if Cal Poly took a class called "Murder 101, how to commit murder and get away with it?" When students used techniques learned in this class, it would be responsible for these students' actions. Murder is a serious problem right now in this country. The School of the Americas gives nonteaching the training to use committing atrocities in human rights violations in other countries.

Some School of the American's become well-known graduates such as Manuel Noriega and Omar Torrijos of Panama, Leopoldo Gaitan and Roberto Vista of Ayacucho, Alberto Fujimori of Peru, Guillermo Rodriguez of Ecuador and Hugo Banzer Suarez of Bolivia. These are just some of the horrendous crimes that the assassins, of which you have mentioned in Romero and the El莫a Massacre of 1994.

This is the problem that the graduates should be held personally accountable for their actions, but the Army of the School of the Americas is not. These irresponsible students can do what they want and that is it. It is the person that gives a gun to a minor that can be held responsible for the damage caused by the minor's actions.

This principle should be applied to the School of the Americas, which gives weapons to students and let them decide the tactics to kill.

What is worse is that it this program is completely funded by money taken from U.S. taxpayers. The United States has spent $4.5 million on this school this year, and $32 million in years past.

For 10 years, protesters have gathered at the School of the Americas in Fort Benning, Ga. In 1990, there were 12 people gathered for the protest, in 1999 there were 12,000. Protesters have convened to condemn the killing of six Jesuit priests and a nun and her 13-year-old daughter at the hands of School of the Americas graduates.

The School of the Americas was created in 1946 and is called "Cal Poly" students last year with a presentation given by Father Roy Bourgeois. In response, there was a week-long awareness week organized by the Progressive Student Alliance. Students were fed, held a vigil and educated people about the School of the Americas. This year, seven students decided to try to stop the training by wearing black to protest at Fort Benning. Why would these students spend so much money to protest the program, in 1999 there were 12,000, Protesters have convened to condemn the killing of six Jesuit priests and a nun and her 13-year-old daughter at the hands of School of the Americas graduates.

Some people seem to be desensitized from the effects of what is in a name.

The willingness not to change the name of a sports team exemplifies that notion. Stating, "We should [not] ignore all isolated incidents, but in this case, the matter is so trivial it can afford to be ignored," perpetuates that notion. Furthermore, to express, "Simply because a handful of people find such a name a very important agenda item on the nation's list of problems" further problem. The simple fact is that these decisions are not looking for "Utopia," but recognizing the flaws that we have allowed to become so common.

So Vicky Denny, while you are pleased with the nickname, perhaps you should consider opposing the idea. As a human being, a black person and a woman, I believe that the cumulative effects of "whites" even less sympathetic to Native Americans then it should be called a 49er since you merely force people to prove themselves to the majority. If this had existed, I am convinced that some may snicker at first, but the caricatures portray a falsified and distorted view of reality - more condescending and patronizing than ever. Additionally, the "for the love of a sport" thing is complete disjustice and shock at the realization that the native Americans are in the middle of everywhere, and this time it isn't racist.

The answer is finding some sort of split, be it 65-35 or 65-35, whereby both teams benefit. The small market teams can benefit in that it has more money to invest in player development or for the free agent market for talent, while the big market teams can benefit in that it has increased ticket sales which leads to increased concessions and parking. This will help small market teams to become more competitive as a whole that is being displayed on the field each night. By playing against the small teams on the field, more fans will show up. I think the important part is that everyone get excited about seeing the Braves and the Royals! The important thing for the fans to understand is that without some form of significant revenue sharing many of these small market teams will have to go bankrupt. With fewer or no TV revenues, the small market teams' revenues will come spiraling down. The next collective bargaining agreement should address this problem in major league baseball. This is a bigger problem than it may appear and it is better to do some more research before you teach that Baseball Econ 417 next quarter.

Mike Fonseca is a business senior and is a big fan of the Boston Red Sox.

Offensive names can desensitize people, Editor

As a human being, a black person and a woman, I believe that the cumulative effects of "whites" even less sympathetic to Native Americans then it should be called a 49er since you simply force people to prove themselves to the majority. If this had existed, I am convinced that some may snicker at first, but the caricatures portray a falsified and distorted view of reality - more condescending and patronizing than ever. Additionally, the "for the love of a sport" thing is completely unjust and shock at the realization that the native Americans are in the middle of everywhere, and this time it isn't racist.

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Volleyball

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decisive kill, only for Cal Poly to come up short. UC Santa Barbara rallied behind game leader freshman Simone Kuhn and sophomore Danielle Bassett to win 15-13.

After the game, Hathaway commented on the match and her last game in Mott Gym.

"It was hard not to think about their double block-up," she said. "They kept keying up on me. It's sad to lose your last game, especially when you fought that hard."

Cal Poly head coach Steve Schlick is optimistic about the future.

"We will use this as a springboard," he said. "We still have a chance to get into NCAA's. I think we got down big time. We tried to persevere under pressure and I think we did so. We just needed one more block or one more score."

Cal Poly plays next on Nov. 24 against No. 2 Hawaii and on Nov. 25 against Oregon State in the Long Beach State Invitational.

Both games begin at 5 p.m.
**Mustangs fall in season finale**

**By Mike Gilmore**

**MUSTANG DAILY STAFF WRITER**

It was a day of endings. Seven seniors finished their playing career at Cal Poly while others completed the season. For head coach Larry Welsh, it was the end of his coaching career at Cal Poly.

InEllen's last game of the year, the Mustangs finished a third straight 3-8 season, losing to No. 9 Youngstown State, 95-83.

"I don't know what game I'll play from now on, or where I'll be, or what I'll do," Welsh said. "Right now, there's a finality there. You don't like to think about it, but it's there. You try to pass it off, and then it catches up again. You know you gotta go through withdrawals.

Earlier in the week, Welsh received news that he would not be resigned at the end of his current contract in March. The Mustangs were 19-25 in four seasons with Welsh as their coach. Their lone winning season was in 1997 when Cal Poly went 10-1.

"That's football," said Welsh on Friday before his last game. "You gotta get those W's up there.

In Saturday's game, Youngstown State jumped out on top early, leading 21-0 at halftime. It took the Mustangs' characteristically high scoring offense until 9:12 left in the third quarter to finally score.

Cal Poly capped a 30-play, 80-yard drive on a touchdown pass from quarterback Kevin Cooper to wide receiver Kassim Ogodo. Ogodo was in the game for Seth Burford, who left the game at the end of the second quarter with a concussion. The second was the second game in a row that Burford suffered a concussion. The first concussion occurred when he was sandwiched against Cal State Northridge on Nov. 11. Burford left the game 11 for 15, passing for 91 yards and one interception.

"Coming in, I knew Seth wasn't feeling as good coming off a concussion at Northridge," Cooper said.

Youngstown State was led by running back El Mays and quarterback Jeff Ryan. Mays rushed for 127 yards on 24 carries with two touchdowns, while Ryan went 6 of 11 passing for 112 yards and two touchdowns.

The Mustangs were led by Cooper and Ogodo. Cooper passed for 176 yards and two touchdowns in just a little over a half of a play.

"It was pretty easy to adjust to (playing) because I've been here as long as Seth," Cooper said. "I was here last year."

Ogodo picked up 164 yards on 13 catches with two touchdowns.

The running game for the Mustangs improved with running back Raj Thompson leading the way with 82 yards on 17 carries.

"We really wanted to run the ball well," Thompson said. "The holes were there, and I just took them.

Although the Penguins won the game, Cal Poly accumulated more total yards, with 382 to Youngstown's 287.

"It was tough," Cooper said. "We wanted to send the seniors out (with a win). We're not a 3-8 team. We played hard all year long.

The loss marks the end of an injury-ridden season for the Mustangs. Next year, Cal Poly will return with all but seven players, including linebacks Joe Martinez and Isaac Dixon, who were injured early in the season.

"We've got a good core group of players and they get to heal their injuries and get back together," Welsh said. "We've got some areas I'm sure whoever comes in here will improve on.

It was the final game for seniors Joe Nolan, Calvin Mays, Seth Burford, and Alli Ryan. Seth McRae and Dan Leahy.

A search for a head football coach to replace Welsh is currently under way by the athletic department.

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**Volleyball drops five-set match to UCSB**

**By Matt Smart**

**MUSTANG DAILY STAFF WRITER**

The Cal Poly women's volleyball team lost to UC Santa Barbara in an emotional good-bye to senior outside hitters Cristy Conover and Melanie Hathaway Friday.

With the loss, the Mustangs have literally no chance to make the NCAA Tournament.

The first game began with three successive service errors. "We were a little too anxious," Ellers said.

The uneasy feeling had a powerful effect. The Mustangs lost game one, 9-15.

With the men's swim team cheering the women on, they rallied in game two and went up 8-0. UCSB came alive and the two teams battled each point, eventually ending game two 15-11 Cal Poly.

After a trip around the court by two of the Mustangs' starting, clad only in their Speedos, game three began.

Hathaway and freshman outside hitter Molly Duncan made big kills to get the Mustangs up on the Gauchos quickly. Hathaway's decisive kills led to another win 15-8 and another trip around the court by the Speedo-clad swim team.

UCSB's head coach, Kathy Gregory said, "I think they played one of their best matches. In the second game they started to play better and they destroyed our rhythm. In the third, we switched the lineup, and in the fourth we returned to our original lineup.

The fourth game was lopsided in favor of UCSB. They went up 10-5 before Cal Poly briefly came alive to score four unanswered points. But UCSB revived quickly and won 15-11.

Game five always uses rally scoring. With this system of scoring, a point is given at the conclusion of play after each score - a team does not need to serve to score a point. This means of scoring electrified the atmosphere between the two teams, and in short order the score was 15-10.

At one point, Gregory said to referee Laura Brown, "This game's too right.

This resumed and sophomore outside hitter Kristen O'Halloran came up with two big kills. Hathaway contributed another.

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**Sports Trivia**

**Today's Question:**

Who won the NBA Rookie of the Year award in 1995-1996?

**Yesterday's Answer:**

Joe Nolan is the former Mustang Daily sports editor that currently works for the San Luis Obispo Tribune.

**Congrats Megan Shearn!**