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.

Ginn 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 lived.

FLOORS has never been arrested or charged in connection with Smart's disappearance. He maintains they separated outside the dormitories that night.

In March 1999, the FBI interviewed 600 students who were at Cal Poly when Smart disappeared. Two months later, sheriff's deputies searched through dirt near the dorm 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 Colombia have helped pass the Kristin Smart Campus Safety Act, which requires universities to contact local law-enforcement agencies when violent crimes occur on campus.

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 trainer at the Cal Poly office, said the cars are open to students, faculty, staff and guests. Renters can get the paperwork done and choose a car from the lot, all on campus. The office is located in the Transportation Department in building 71.

Chavez said the plans have been in the works for the Enterprise to be on campus since June. Cal Poly currently uses state cars for transportation means for faculty and staff. Chavez said that the state cars were not as cost effective.

"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 2000-2001 models. Rates include no charge on miles in California, gas, insurance, and a $300 damage deposit. Students must be 21 to rent a car and have a driver's license.

Rates are as follows:

- Mid-size: $55/day; $223/week;
- Full-size: $62/day; $318/week;
- SUVs: $57/day; $343/day;
- Cargo vans: $57/day; $343/day;
- Mid-size: $72/day; $392/week;
- Minivans: $57/day; $343/day;
- Full-size: $57/day; $343/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.

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 50,000 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 "terrorism" by right-wing paramilitary groups and was opening the way for a Vietnam-style U.S. military intervention in Colombia.

"The surge of violence 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, training and other assistance to the Colombian army counternarcotics battalions.

"Colombia's conflict between the government, narcotics traffickers and leftist guerrillas can be traced back to the 1960s. But since nobody buys that propaganda anymore, what we see now is that the American people are afraid of drugs and drug trafficking."

"The Revolutionary Armed Forces of Colombia, the largest leftist guerrilla group in the region (known as FARC after its Spanish acronym), has condemned the United States as 'counterinsurgency policy disguised as counternarcotics aid,' and has escalated its fighting since then."

"The international community and several human rights groups have also expressed concerns with the U.S. aid. Concern stems from close ties between the Colombian military, recovering support form the United States, and paramilitary groups, which have long been accused of serious human rights violations."

"At the same time, U.S. officials and the Colombian government have said that strengthening the military and following a new government plan to entice peasants into other kinds of crops is the only way to stop the country's drug-driven economy and the ongoing wave of violence."

"Raul (not his real name), a Cal Poly student who left Colombia due to security reasons and who asked to remain anonymous, said, 'I think the U.S. help is very important for Colombia because it 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 am announcing an important new funding package to assist Colombia in vital counter-drug efforts aimed at keeping illegal drugs off our shores. It will also help Colombia promote peace and prosperity and deepen its democracy."
COLOMBIA
continued from page 1

Rise: 6:43 a.m. / Set: 4:54 p.m.
High: 5:48 p.m. / 4.34 feet

喝了它表现到世界的称科
tions are never accredited to the
the guerrillas, they need a stable country next to Venezuela.

Controversies
As reported by Reuters on Aug. 4, during a visit to Colombia, Clinton said, "Colombia's success is pro-
actively those groups receive so much support from the world's major drug traffickers."

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

The Colombian president's initial statement, "The [U.S.] money through Pastrana's..."

The report goes on to state that Colombia wasranked the Latin American country with the worst record by Human Rights Watch (HRW).

A HRW report released February linked "half of Colombia's..."

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 Colombian president had received financial contributions for his presidential campaign from Colombian drug traffickers.

Nevertheless, the controversies continue as Colombia is riyht next to Venezuela."

Foroohar said that the United States has a "strong commitment to the tight border..."

Colombia's success is profoundly in the interest of the United States. A peaceful democratic and economically prosperous Colombia will help to promote democracy and stability throughout the hemisphere."

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Colombians to protect themselves from the guerrillas," Raul said. "Since the guerrillas..."

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

According to a report presented to the U.S. Committee on Foreign Relations in May, the attacks target guerrilla groups only because they are the ones in control of regions where the U.S. feels cocaine and heroin is produced. Yet the report does not describe the guerrilla groups as threats to the Colombian democracy. The importance of Columbia to the United States is that it is also a very strategic area. Foroohar said: "Colombia is a right between the U.S. and Venezuela. Venezuela is strong on one hand, a major reserve of oil and their newly elected president, Hugo Chavez, is a very nationalistic leader who doesn't like foreign intervention and who is also friends with Fidel Castro... The United States doesn't like that, so they need a stable country next to Venezuela.

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POLYWEEK

Monday Nov. 20
NOTHING LISTED.

Tuesday Nov. 21
NOTHING LISTED.

Wednesday Nov. 22
NO SCHOOL - ACADEMIC HOLIDAY.

Thursday Nov. 23
NO SCHOOL - ACADEMIC HOLIDAY. THANKSGIVING DAY.

Friday Nov. 24
NO SCHOOL - ACADEMIC HOLIDAY.

Saturday Nov. 25
NOTHING LISTED.

Sunday Nov. 26
NOTHING LISTED.

Mustang Daily regrets any inaccuracies in PolyWeek, but is not held responsible for them.
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. Columns are written by Mustang Daily staff writers or students from other schools, which we receive via Usenet. Columns are written regularly by numerous Cal Poly students from a variety of majors. Ednologies 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 them, but they are not news articles.

This is where the trouble starts.

Several people have sent in complaints that some opinion pieces we’ve run recently were very one-sided and inductive of “bad journalism.” We’ve had time to learn that we should resist the urge to eliminate “impossible reporting” and “bias.” Allow us to reiterate: This is the OPINION PAGE. Writers don’t have to prove equal weight to every argument. Although mentioning an opposing point of view may add weight to an argument, we see no way of doing it and to be impartial or fair in their treatment of subjects 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 — something along the lines of: “Tomatoes are the worst food ever. Here’s why.”

The rest of the piece will attempt to convince you that those horrible, red, round fruits are worse than Satan’s Garden of Hellish Monstrosities. If you disagree, great. Write in, and tell 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.

Editorial

What do you think? E-mail mustarddailyhotmail.com

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.

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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.

“Ooh, I feel so riveted.”

Printed by University Graphic Systems
They’re workin’ it

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

Monday, November 20, 2000

From left to right:
Career Services personnel
Cathy Orton, Carolyn Jones,
Stacy Williams and Liz Cofer
will 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
card 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 of students in one place and in one location.

Companies will accept resumes during the afternoon to conduct interviews scheduled from

Bottom Duvejier
Bottom Duvejier is a partnership of design focused architects, interior and industrial designers providing solutions for clients who require insight and responsiveness. We have a diverse portfolio of work in consulting, pre-design services, architecture, interiors and industrial design. Redwood City, is north of San Francisco and in the heart of Silicon Valley. Please visit our web site at www.b-d.com. Send your resume in PDF, Microsoft Word, or RTF format to jobs@b-d.com. Otherwise, fax us at 650.361.1229.

Boulder and Associates
Boulder and 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.boulderassoc.com

Brince
Brince is headquartered in San Francisco and is owned by OTGRC. Brince is an innovator delivering products and solutions in the changing world of wireless. With $220MM in venture capital funding, we are paving the way to become a market leader while defining the role of broadband and wireless applications in the enterprise world.

Brince is the first company, in an emerging market for dynamic delivery of personalized experiences, to develop technology designed to enable the enterprise for broadband and wireless based customer experience. Enabling global 1000 companies to personalize interactions across all dimensions - whether content, device, or pipe with independent control - will allow these companies to provide better value and service to customers while improving their own understanding of customers, for example, allow companies to provide differentiated services to their premium customers when it comes to content, interaction and quality. We enable enterprises to touch their customers in unique new ways and enable the enterprise’s transactive and non-transactive interactions in the New World of wireless and broadband appliances.

Cal Trans
Excellent career opportunities now available at Caltrans. Bachelor degrees available in a wide variety of fields such as Civil Engineering, Environmental Planning, Transportation Planning, and Right of Way Agent. For more information, visit us at today at the job fair, our website at www.dot.ca.gov, or give us a call at 1-800-299-6745. There’s something for everyone at Career Services. Students can research careers, colleges, and employers through an extensive list of resources - 805-756-2501.

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Centrex Rodgers, Inc.
Healthcare Careers. Two things we are great at building. Centrex Rodgers, Inc., is a national healthcare-focused construction management firm with offices located in Nashville, Tennessee; Pasadena, California; Palm Beach Gardens, Florida; Indianapolis, Indiana; and Livonia, Michigan. We have successfully constructed and managed over 450 healthcare facilities projects totaling in excess of $5 billion. Voted America’s #1 most-admired company by Fortune Magazine (April 2000) in Engineering and Construction, Centrex Rodgers, Inc., is providing entry-level career opportunities for individuals who enjoy job diversity, a challenging work environment and unlimited career growth.

Cintas
One of the fastest growing companies in North America, CINTAS is the acknowledged leader in business work apparel and services with over 22,000 employee partners in over 200 locations. With a consistent annual growth rate of 24% compounded over the last 31 years, CINTAS excels in design, manufacturing, and implementation of corporate identity uniform programs. Send resumes to: Howard Jacobson, Director of Recruiting Cintas Corporation 5410 E. La Palma Ave., Suite 203 Anaheim Hills, CA 92807 Office: (714) 693-5490 Fax: (714) 693-5494

Email: www.cintas-corp.com

E-mail: jacobson@centrinxmall.com

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 remains 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 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-ops, recent graduates, and postdoctoral fellows.

Granite Rock
Granite Rock is a leading construction material supplier and heavy civil engineering construction contractor seeking new graduates and interns for the following positions: Sales Representatives, Materials Testing Engineers (aggregates, asphalt, concrete), Project Engineers (Heavy Civil Engineering). For more information, contact Barbara Kimball, Human Resource Services, (651) 765-2601 or e-mail: bkimball@graniterock.com.

http://www.graniterock.com

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Life Fitness is the largest commercial fitness equipment manufacturer in the world. Our industry-leading cardiovascular and strength products are used in health, fitness, and wellness facilities, as well as in homes, worldwide. We’re in the business of making people feel good about themselves and we need new design ideas for the strength training machines we produce in Paso Robles. We have openings for Mechanical Engineers and Mechanical Designers. For resumes to HR Department 805-237-4663.

www.lifefitness.com

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Linear Technology is an engineering-driven company that designs, manufactures, and sells nothing but high performance analog integrated circuits 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, HotSwap controllers and battery chargers. Our corporate headquarters is located in

see DIRECTORY, page 10
Graniterock

WE WANT TO SEE YOU AT THE FALL JOB FAIR!

NOVEMBER 20, 2000

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We are seeking new graduates and interns for the following positions:

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Materials Testing Engineers (aggregates, asphalt, concrete)

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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 underestimated skills are the soft skills, communication, conflict resolution, teamwork and esprit de 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. Although many students think it is unprofessional (or rude) to contact an employer if a job isn’t advertised, this is exactly what you should do. 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 SEARCH, page 7

CAL Poly SCIENCE MAJORS

LOOKING FOR REAL-WORLD WORK EXPERIENCE THIS SUMMER?

Don’t miss this opportunity to find out about a GENENTECH INTERNSHIP

If you will not have graduated by June ‘01, please join Genentech for an Intern Information Session

November 21, 2000 5:30 - 7:00

Check with Career Center for location

Don’t forget to bring your resume!

www.genecom
Once you've identified your skills and interests, established a network, and researched potential employers, what next? Here 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.

A career is yours to create...

Explore your options!

- Career Planning and Exploration
- Part-time Jobs: Campus, Community, Federal Workstudy
- Summer Jobs, Internships, Co-ops
- On-campus Interviews and Job Listings
- Job and Graduate School Fairs
- Career and Job Search Workshops
- Graduate School Advising

Boulder Associates, an architecture and interior design firm specializing in the areas of healthcare and senior living, is looking for intern architects for both the Sacramento, CA and Boulder, CO office locations. For more information, stop by our booth at the Cal Poly Job Fair on November 20th! www.boulderassociates.com
Go Up

Finance
Marketing
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Customer Service
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If you're interested in a career with a proven, successful leader, then you'll want to explore the possibilities with Household. We have many successful locations in some of the nation's most beautiful areas with relocation assistance available. In addition, we offer tuition reimbursement, a competitive salary and an exceptional benefits package, including on-site fitness center and dry cleaning service, and we're looking for outstanding people like you to join the Household team. Visit www.hcscareers.com or e-mail your resume to mcsook@household.com.

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8 Monday, November 20, 2000
Mustang Daily Career Issue

Get a game plan

There are many factors to consider in your job search

By Jayson Rowley
MUSTANG DAILY STAFF WRITER

The goal of every student attending Cal Poly is to get a good job. For some, it's a high-paying job; for others, the most important factor is the location. Let's look at some of the jobs that are available.

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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’s sucky.”

“But,” she continued, “it’s nice to have money. And to actually have my 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 school,” he said, describing his plan to avoid facing real life for a few more years.

Flanagan was accepted into the JUMPBA combination program at Duke University, a course of study see TRANSITION, page 12
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Interviews will be conducted at the Career Fair. To schedule an interview, see our recruiters at the Career Fair. Contact George Gonzalez at (858) TEACH LA, ext. 8580 or email gonzalez@lausd.k12.ca.us

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Hannah Fong, a graphic communication senior, talks to representatives during the Hi-Tech Industry Day in Chumash Auditorium on Oct. 16. Students can come to the fall Job Fair today in Chumash Auditorium from 9 a.m. to 1 p.m.

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November 20, 2000

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Professor connects beauty, paychecks during lecture

By Paul Polgar

(UT-Austin) — 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.

And attractive people -- at least in the workplace -- earn more, he explained.

"We cannot have an anti-discrimination act against ugliness," he said.

"This phenomena is because of two things," he explained. It is easier for an attractive man to find work than an unattractive woman, since more societal attention is paid to how a woman looks, he said. Also good-looking women often marry very successful men, and as a result choose not to work, he added.

Hamermesh also followed a group of law school students and took note of how their job success was affected by their looks. He said he found that attractive -- at least in the workplace -- means unattractive women earned 4 percent more than attractive men, and good-looking women earned 9 percent more than unattractive women.

"Companies view beauty as productive because of our innate beauty preferences," Hamermesh said.

A surprising aspect of his results was that -- contrary to popular belief -- the connection between attractiveness and career paths is a constant, unchanged characteristic. He concluded that there is no advantage to buying cosmetics because although it may make work looks better, it will not help job status. Even with the gap between attractive and unattractive people, not much can be done to ensure equality, he said.

"We cannot have an anti-discrimination act against ugliness, because there will be less protection for other, more prevalent issues, such as affirmative action," he said.

However, there are already several anti-discrimination acts for appearance and more will be seen in the future, he said. But there are still two main problems with the basis of anti-discriminatory acts against looks, he said.

"Whom to protect is a value judgment, and how to protect is an economic issue," Hamermesh said. After his presentation, Hamermesh opened up the floor to any questions or comments, most of which focused on the definition of beauty. Several audience members questioned his "stereotypical" definition of beauty.

Hamermesh conceded that beauty is, for the most part, subjective. "For my study, I had to follow societal definitions of beauty, because this is all we as a society have to go on," he said.

"Although beauty may be subjective, there is still a universal definition of it," he said.

Other members of the audience, however, reacted positively to Hamermesh's presentation. "I believe it. There is definitely a trend in his study," said Elizabeth Lo, a graduate student in economics.

"There is no doubt in my mind that beauty has an influence in both job status and pay. The extent of its effect, however, I am not sure of."
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12 Monday, November 20, 2000

GAME PLAN
continued from page 8

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

People spend more time worrying about the money," Johnson said. "It is important to look at the job situation."

The fourth factor, lifestyle, is more of a personal evaluation in comparison with a job opportunity. Cost of living, recreational opportunities, proximity to family and friends and employment opportunities 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, 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 dialogue with another person or persons. The outcome is one in which everyone involved should feel satisfied. When approaching managers or executives about your salary, it is important to be relaxed and organized. Confidence is key. Always start the conversation with positive comments about the company and position and avoid using commit¬

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Letters to the editor

School is at fault for students’ murders, Editor:

What if Cal Poly taught a class called "Students’ Right to Murder" and get away with it? When students used techniques learned in class to illegally gain control of their school and be responsible for these students’ actions, what would be the future of this country? Now right now in this country.

The School of the Americas gives students the tools to attempt mass carnage and murder in their own countries. Some School of the Americas graduates have become well-known executives such as Manuel Noriega and Omar Torrijos of Panama. Leopoldo Galtieri and Roberto Viola of Argentina, Manuel Antonio of Peru, Guillermo Rodriguez of Ecuador and Hugo Banzer Suarez of Bolivia. These are just a few of the many committing horrendous crimes as the assassinations of Daniel Ortega, Father Romero and the El Mozote Massacre of 900 civilians. It is no coincidence that the graduates should be held personally accountable for their actions, but the School of the Americas is responsible for giving these irresponsible students the ability to wreak havoc in their own countries. This country, the world.

I would like to take the time to write a letter to the editor with an opinion on the current situation.

I am a student at the University of California, San Diego, and I would like to address the issue of students from a Native American perspective. As a member of the Native American Student Association, I believe that the use of Native American mascots and stereotypes is offensive and disrespectful to Native Americans.

Native Americans have a rich history and culture, and it is important to recognize their contributions to society. The use of Native American mascots and stereotypes perpetuates harmful stereotypes and contributes to the ongoing marginalization and discrimination experienced by Native Americans.

Furthermore, the use of Native American mascots and stereotypes in sports and media promotes a negative image of Native Americans and perpetuates harmful stereotypes.

I urge the university administration to take action to address this issue and remove the use of Native American mascots and stereotypes from campus. I believe that by taking this step, we can create a more inclusive and respectful environment for all students.
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NFL Scoreboard

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VOLLEYBALL

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decisive kill, only for Cal Poly to come up short. UCSC rallied behind game leader freshman Simone Kuhn and sophomore Danielle Buey 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 Hawai'i and on Nov. 25 against Oregon State in the Long Beach State Invitational. Both games begin at 5 p.m.

AARON LAMBERT/MUSTANG DAILY

Senior Melanie Hathaway played her last match for the Mustangs on Friday. She picked up 19 digs and hit .190 for the five-game match.
Santacruz Daily StarTHURSDAY

Chris Paul of the Long Beach State men's basketball team is the Big West Men's Basketball Player of the Year. Paul is the first Big West player to win the award since UCLA star Ed O'Bannon in 1990.

**Today's Question:** Who won the NBA Rookie of the Year award in 1996?** See page 5 for the answer.**

**Yesterdays Answer:** The Seattle Seahawks defeated the Cincinnati Bengals in the 2000 AFC Championship game.

**Scores**

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**Briefs**

Conover receives another honor.

Cal Poly assistant coach and field coach Mark Conover was named NCAA Division I West Region Men's Coach of the Year. The award was presented by Stanford coach Michael Rice.

**Schedule**

**Monday**
- Men's basketball vs. UC San Diego
  - at 7 p.m.

**Wednesday**
- Women's volleyball vs. UC Davis
  - at 7 p.m.

**Sunday**
- Men's basketball vs. Texas A&M Corpus Christi
  - at 1 p.m.

**Sports Trivia**

**Yesterdays Answer:**

Joe Nolan is the former Mustang Daily sports editor that currently works for the San Mateo Times.

**Today's Question:**

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