

# Thunderbird

AMERICAN GRADUATE SCHOOL OF INTERNATIONAL MANAGEMENT

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4 Pages

## VORIS expands relations in Beijing

by Tony Kireopoulos

Last Spring, President and Mrs. Voris took a trip to the Orient. The primary reason was to discuss the provisions of and sign the new agreement of cooperation between AGSIM and the Beijing Institute of Foreign Trade (BIFT). The new agreement broadens and extends the existing program of exchange. The Voris' itinerary, however, included other places in the Pacific Basin such as Hong Kong, Manila, and Singapore.

Having spent most of his life judging the economic climate for investment in different parts of the world, President Voris was, therefore, not a casual observer of economic development in the Pacific Basin. After assessing the climate in Southeast Asia, President Voris encourages Thunderbirds to look toward the area for job opportunities and investment. He sees great prospects for the future.

President Voris was particularly impressed with the signs of economic development in the Peoples' Republic of China. "They are a hardworking, intelligent people ... and are eager to get out from the yoke of the Cultural Revolution and get on the move," Voris commented. "The government is convinced that the future lies in moving in the direction of



Dr. and Mrs. Voris sit atop the Great Wall at Badaling with Prof. Wang Ting Bi of the Beijing Institute for Foreign Trade (left center) and the chauffeur.

capitalism ... not all the way, though — they're proud of their socialism." According to Voris, the government sees the benefits of such things as farmer-incentive programs and a system of rewards, and concepts such as these are catching on more rapidly than he thought they would.

"The Chinese are dedicated to using capitalism," Voris said. "There are over one billion people in China who want the things that modern technology can offer them."

Voris believes that AGSIM came along at "a very opportune time" to help the Chinese. Capitalism is taught as *the* way of doing business, and at the Beijing Institute, the technical education is taught "American-style." It is most likely this teaching style, and necessarily the impact made by AGSIM graduates teaching there, that accounts for AGSIM having, according to Voris, the "most cordial relationship with the PRC of any other educational institution."

Voris reported that the business and education communities in Hong Kong are "holding their breath" when it comes to the future of that trading center. "A takeover by the PRC is on everyone's mind," said Voris. The treaty with Great Britain (which the PRC thinks "unfair") expires in 1996, and takeover would occur in 1997. Hong Kong is the hub of financial activity in the Pacific Basin; a lot of money is invested there. Voris said that the business community is "scared," and that "there is no indication as to what they (the PRC) might do." Voris noted much investment by the PRC in Hong Kong.

Singapore offers the freshest market for investment. While the economic climate is good at this time, Voris believes that in five to ten years, it will be ideal.

President Voris supported his optimism in the Pacific Basin on the success of Thunderbirds now working in the area. He met with many alumni in the various "Ports of Call" on his trip, and expect many more to gravitate to that part of the world due to its rapid economic expansion.

Even if Thunderbirds don't know any of the languages of the area, Dr. Voris encourages looking toward the Pacific Basin, although ... "a little Mandarin" might help!

## U.S. firms shy away from exports

by Jack Moore

There has been a lot of talk in recent years about the seemingly uncontrollable growth in the United States' trade deficit. (At the latest count, it was running about \$35.4 billion a year). Yet some analysts have come to dispute the significance of this statistic, focusing instead on the balance of payments figure, which takes into account the export of services.

Although this theoretical argument will undoubtedly continue, most trade analysts have come to agree that U.S. manufacturing firms are not living up to their export potential. In particular, the Commerce Department points out, many small and medium-sized firms have shied away from exporting, thinking in the private domain of multinationals. To counter this misconception, the International Trade Administration has attempted to demonstrate to small businesses that not only are export sales possible, (3 out of 5 firms now exporting have fewer than 100 employees) but more importantly, that they are profitable. After all, as one British trade expert put it, "No one exports in the national interest; they do it for profit!" Nor does one need to attend Thunderbird to realize why this is so. For instance, Commerce officials are quick to point out that exports can increase profits by helping to balance out factory load. This is especially true in the case of exports to countries with a different seasonal basis from the U.S. Exporting can also reduce costs because foreign groups consistently place larger-than-average orders. Officials even maintain that credit losses can be less than with domestic operations.

With all this to be said for exporting, one wonders why more small companies haven't given it a try. Apparently the main reason has been a general lack of knowledge regarding where to start. Many business managers are easily scared off by the prospect of dealing in different languages, currencies, regulations, and customs. For these managers, as well as

those without the time to spare, one route is to contact an Export Management Company (EMC). Located throughout the US and abroad, EMCs will usually handle all aspects of exporting - becoming, in effect, a firm's export department. Another approach to indirect sales might include the use of an export merchant, someone who acts as a middleman. Or one could even work through a foreign buying agent located in the US.

However, it is for the businesses wishing to make a go of it themselves that the Commerce Department has targeted its programs.

As Frank Woods, regional representative in Phoenix points out, the ITA's central role is one of marketing assistance. Using their vast network of information and connections, the ITA can help a firm determine the probability of its product being marketable in any given country. This information can be found in ITA's Visiting Buyer Referral Services, World Traders Data Report, or the Trade Opportunities Program. The latter actually matches specific requests by qualifying foreign buyers and US exporters.

The Commerce Department also conducts Export Seminars, in which representatives from banks, shipping agents, insurance companies, government and others discuss various aspects of the export process.

Finally, there are the Overseas Trade Shows, where someone representing the firm will display its goods. These can be especially effective for small businesses because they are especially effective for small businesses because they are relatively low-cost, while at the same time providing maximum exposure.

One such exhibitor - the owner of Grote Light Industries, a maker of custom neon lighting, entered a German show in the hope of receiving enough orders to pay for travel expenses. As it turned out, he received so many requests that upon returning to the US, he was forced to take on more help and open a branch sales office!

## Japanese T-Birds putter away Sunday mornings

by Ken Vandervoort

FAO! If you hear this shout in Japanese, you had better duck, because a golf ball is headed your way. This is the Japanese equivalent of "fore", used by Thunderbird's most prolific group of golfers. The quiet of Saturday and Sunday mornings is often broken by the rattle of dozens of clubs by a majority of the Japanese students on campus. Out of the fifteen I.I.S.T. students at Thunderbird, ten play golf. This is only a portion of the total number of Japanese golfers on campus.

There must be a reason for this interest. Thirty percent of the salaried male workers in Japan in their forties have golf club memberships at one of Japan's 1,330 golf courses. These lifetime memberships will vary in cost from a low of 200,000 yen (1 yen=\$.00417) to 3,000,000 yen. Memberships are a transferable asset that can gain in value. A club membership will reduce the green fee to 500 yen. Otherwise, greenfees for non-members can vary from 5,000 yen to 8,000 yen and can get higher yet on weekends, holidays, and depending on which golf course it is.

Japanese golf courses have a lot of crowds and a lot of out-of-bounds. Reservations must be made well in advance and the game must be played very quickly. A new foursome tees off every four minutes. Players literally run to the ball down the fairway to keep ahead of the following group. The caddies (usually women between ages 35 to 50) wear plastic helmets for protection from falling golf balls. They are paid 1800 yen per round.

More than twenty players are killed each year by lightning, as players refuse to leave the crowded and expensive golf courses during storms.

Golfing foursomes usually consist of

few workers and sometimes the boss. Business clients are often entertained on the golf course, but business is rarely discussed as playing together and promoting friendship are more important. Nice things are usually said about the client's game.

Play is conducted by U.S. Golf Association rules. The ball is smaller than the American ball, but it may be American made. 80% of the golf balls are imported, primarily from the United States and Australia. The most famous putter in Japan is the Phoenix-made Ping putter.

Most of the Thunderbird Japanese golfers have clubs where were purchased here. Lynx irons are the most popular and a few prefer Ping irons. The majority use Ping putters. Citation Powerbuilt woods made from persimmon wood are the most popular woods. The preferred balls are Top Flight.

A Japan Open is planned for the third Saturday of July and will be open to all Thunderbird students. The I.I.S.T. students do miss one thing here; their campus in Japan includes a driving range. They have hinted that a tee area and a few distance markers would make a nice addition to the Thunderbird campus.

No article about golf would be complete without a couple of stories. On many Japanese courses it is not uncommon to find signs warning players that their balls may be stolen by crows.

There is a rule that says balls must be played from wherever they lie on the fairway in Japan. It seems that one unfortunate golfer had his ball land on the top of some dog excrement. He took a mighty swing with his pitching wedge and then failed to notice where the ball went. He found it stuck to his club.

# EDITORIAL

## HALFTIME AT THUNDERBIRD

It's the time of the semester when I find myself awake in the middle of the night. It's not just the academic pressure that keeps me awake so often, but the nagging doubts and fears of a student in the middle of his Thunderbird career.

My decision to come to Thunderbird was a well thought out operation. I had weighed every aspect of the choice of graduate schools and was sure of Thunderbird. Yet, at three o'clock in the morning, the rationale that had once guided such a move, departs quickly.

Attendance at Thunderbird is by no means easy for most of us. We've had to expend large amounts of capital, uproot our previously placid existences and move to a city that barely acknowledges our existence. Let's face it, Glendale is no Berkeley, Boulder or Ann Arbor.

Now, at three in the morning, I doubt the efficacy of putting myself in so much debt and so much self-induced pressure, just to be able to say that I have graduated from Thunderbird. Let's get down to brass tacks, as they say, is the "mystique" worth it? In my case, should I call it the Thunderbird "mistake"? Let me present my thoughts in the form of a few axiomatic statements.

1. If my sole purpose in attending Thunderbird is to gain wealth, I have chosen the wrong school!
2. If my purpose in attending graduate school is to live in Bohemian luxury in an academic setting (you know, used book stores, ivy, football, etc.), I should pack my bags.
3. If I want training that will only reinforce my numerous cultural prejudices, this isn't the place for me.
4. If I think that education entails simple attendance of classes, and that alone will prepare me for the world outside, then I should be heading off into the sunset.

It would be possible to make a longer list about just exactly what I've found out about Thunderbird by half-time, but I can't presume upon the reader to bear with my pontifications. I suppose that I can say that I have come to appreciate Thunderbird for what it is not, in these regards.

The strongest selling points that Thunderbird offers is that it is truly a cosmopolitan enclave, respecting individual uniqueness, while educating persons to a high level of business proficiency. If Thunderbird fails in these respects, I'm afraid Dr. Voris should put a "For Sale" sign at the campus entrance.

The recent push for quality curriculum

changes and a basic core group of courses are absolutely necessary in the advent of stiff competition with similar programs in the U.S. Thunderbird is in no position to rest on its past laurels, it should never be allowed to during any time.

Thunderbird can no longer afford to have graduates going out into the big world who have barely any knowledge beyond a potpourri of scattered business information. The implementation of a "core curriculum" would make a certain body of knowledge about international business and world affairs contingent for graduation.

The "baby" business courses have no place as credit classes in a graduate curriculum. Most of these are lower-level courses at the undergraduate or junior-college level! The resources and facilities of a school like Thunderbird should be focused on developing true graduate-caliber courses (a system for filling the deficiencies in prerequisites could easily be arranged).

Many graduates will have never touched a computer before they are handed their diploma. How can Thunderbird hope to compete in graduate education if other schools adequately train their students in these skills? The computer applications currently being used successfully by a number of business courses should only be the tip of the iceberg as far as this school is concerned. Thunderbird graduates need to be able to use computers!

Thunderbird is rightfully proud of its fine graduates often unorthodox methods of teaching them. One of the major strengths of the school is an excellent faculty and administration that have backed their concern with action. This is far from only a matter for administration and faculty, every one of us has a stake in this matter. As students, we are going to return to the work world. I would hope that we were more than prepared by a strong and up-to-date curriculum. As alumni, faculty and administration there is the necessity of training each student as proficiently as possible.

No one gains from inadequately prepared students hitting the work place. If that will be the case, we're all going to be the losers.

So now I'll turn my word-processor off and go back to sleep, relieved to have put my thoughts onto paper.

This is how the state of life at Thunderbird looks at halftime. The sacrifices and problems are here for sure, but the rewards are far more than commensurate to the price.

# FREEZE FRAME



This weeks question posed by the reporter at large was: Do you think that the U.S. should follow a foreign/economic policy that caters to China (a new and unpredictable economic trading partner) at the expense of Taiwan (an old pro-American friend)?

**Tom Mole:** I don't feel that good relations with the P.R.C. preclude good relations with Taiwan. If we play our cards right and approach this issue with balance, the long run integration of the P.R.C. into the international community could diffuse many of the concerns implicit in your question.

**Mike Ideker:** I think we must remember the experience of the Russians in China in the 1950's. It's obvious that China's foreign friends today may not be friends tomorrow. Our time frame for any business dealings with China must be short term. The Chinese on Taiwan are realists and will find ways to continue to do business with the U.S. We should favor China but in the long run we will find out how unpredictable and unreliable the Mainland Chinese are and will probably end up favoring Taiwan again.

**Scott Parman:** I personally don't like the idea of the U.S. sacrificing its economic and potential relationships with Taiwan, but the realities of politics and the potential long term benefits of sticking with a proven ally (Taiwan). I just wish they could peacefully settle their disputes so it wouldn't put the U.S. and other Western nations in such an awkward position.

**Scott Clark:** Simultaneously insulting both of these countries is practically inescapable for the U.S. today. Presently I feel Taiwan should not be sacrificed for the wishes of a changing China, although tomorrow may be different. If China continues its policy of modernization and at the same time continues to open up its doors to the West, the industrial potential of China cannot be ignored and we would be foolish not to try and participate in their growth, even at some expense to Taiwan.

## U.S. leads whale conservation

Japan, the Soviet Union, Peru and Norway have announced they will defy the commercial whaling ban voted last year by the International Whaling Commission (IWC). The ban would take effect at the end of 1985.

The defiant whaling nations are vowing to continue the cruel, unnecessary slaughter that has driven the great whales to the brink of extinction. These creatures, with brains larger and more complex than our own, may disappear forever.

You and all other concerned citizens need to defend the whales by bring maximum political and economic pressure on the whaling nations.

The best way to send a message to their greedy fishing industries is to boycott their fish. They export hundreds of millions of dollars worth of fish products to the US annually.

The US Government, a leader in whale conservation, is preparing to hit the Japanese with massive economic sanctions in response to the Japanese defiance of the IWC regulations. The Japanese have been notified that their fishing allocation within the US 200 mile zone will be reduced drastically this summer — by 100,000 tons and worth some \$35 million — if Japan does not agree to abide by the 1986 whaling ban.

For more information please contact Bruce Harris at 978-7568, or write Save the Whales, Animal Welfare Institute, PO Box 3650, Washington, D.C. 20007

## Cost Containment at the Movies

by Jim Parker

When it comes to movies, bargains abound in the Valley if one knows where to go and when to go. The following is a list of most of the Phoenix area theaters and their regular and reduced rate admissions. For those with Jr. T-Birds each theater's upper age limit is included in parenthesis. So I invite you to leave the heat and join me at the movies. — JP

Franchise	Theater Name	Phone Number	Admission	Midnight Movie
AMC	Fiesta Village	962-0666	\$4.50 regular	Yes, \$2.00
	Town & Country	957-3500	\$3.50 student	
	Lakes	838-0606	\$3.50 sr. cit.	
	Metro Village	997-7483	\$2.00 child (13) \$2.00 twilight	
General Cinema	Thomas Mall	840-6611	\$4.00 regular	Yes, at Westridge Mall only, \$2.50
	Metro Cinema	997-6363	\$2.00 child (11)	
	Camelback Mall	949-5425	\$2.00 weekdays before 6:00	
	Paradise Valley	996-7618	\$2.00 weekends first show	
	Westridge Mall	849-8888	\$2.00 regular	
Luxury Drive-In Theaters	Scottsdale DI	949-9451	\$3.00 jr. (12-15)	No
	Glendale DI	939-9714	Free child (11)	
UA	Movies 5 (Scottsdale)	947-7593	\$4.50 regular	Yes, \$3.00
	Movies 6 (Christown)	242-4525	\$2.50 child (11) \$2.50 before 5:00 at Scottsdale on weekdays \$2.50 first two shows at Christown on weekdays	
Independent	Showplace Cinema	841-6494	\$1.00 all seats	No
Independent	Shea Plaza Cinema	996-1200	\$1.50 all seats	No
Mann	Christown	249-2843	\$4.50 regular	No
	Superstition	834-5767	\$2.50 child (13)*	
	Poca Fiesta	835-0404	\$2.50 sr. cit. \$2.50 weekdays before 6:00	
Harkins	Camelview	945-6178	\$4.00 regular	No
	Los Arcos	949-8851	\$2.00 child (11) \$2.00 twilight \$1.50 on Tuesdays	
Independent	Glenfair Cinema	937-8200	99' regular 49' on Tuesdays	No
Independent	Valley West Cinema	939-3309	\$1.50 regular 50' on Tuesdays	No

\* twilight show times are between 4:00 and 6:00 p.m. at AMC Theaters and between 4:30 and 6:30 p.m. at Harkins Stereo Cinemas

\* babies (under 4 years old) may come in and cry for free

# Das Tor

AMERICAN GRADUATE SCHOOL OF INTERNATIONAL MANAGEMENT

**"THE GATE"**

at The American Graduate School of International Management  
Glendale, Arizona 85306

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DASTOR accepts and encourages letters to be submitted on any subject with relevance to the AGSIM community. To ensure the maximum expediency in publishing, all submissions should be typed, double-spaced and margins set 20 and 70. Letters should be signed and are subject to revision at the editors discretion.

**Campus notes:**

# Business As Usual

## T-Bird Talent

Yes folks...believe it or not, it's time to start getting prepared for one of the most popular events on campus every semester—the AGSIM TALENT SHOW. The show is scheduled for Saturday, July 30. Get involved and sign up in the ASLC office to work on the Talent Show committee — (organizing the show, selecting the acts, etc.)!!

Anyone interested in being the M.C., please make a note of it on the sign up sheet.

Also — anyone wishing to participate in the Talent Show — start getting your acts together — auditions will be held soon. Any questions — call Julie at X7548, or leave a note in the ASLC office for me.

## Save The Children

Save the Children — Helping people help themselves through a process of community based integrated rural development in 33 countries around the world.

For more information on how you can make a difference and help give a malnourished or uneducated child a better chance for a proper physical and mental development, please contact Bruce Harris, 978-7568, Campus Box 2044.

## IBW Speaker

IBW invites you to Dr. Carol Valentine's lecture on "Voice Projection — an Important Role in Business Communication," this Thursday, July 7, at 7:30 p.m. in the Thunderbird Room.

## Aerobics

The Aerobics Club holds class every Tuesday and Thursday from 4-5 p.m. in Sobo Lounge (near West Apartments). All are welcome! The cost is \$1 per session. Wear T-shirts, tights, shorts, anything goes. Wear tennis shoes and bring a towel for floor exercises. Beginners are welcome. So get away from those books and join us for a little sweating! Any questions call Rhonda at 843-2756 or Susan at 978-7365.

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# Letters Cont.

on the part of the administration in regard to fairness and the students.

Signed by  
 13 Thunderbird Students  
 Names available  
 if requested

## Thanks



My dear friends at Thunderbird: Your expressions of love and concern have been overwhelming. My totally unexpected illness may have been a blessing in disguise in that the successful surgery should, in the view of the attending physician, lead to better health and greater productive effort over the next ten or twenty years. The nurses at the hospital constantly complained that my room looked like a floral shop. A thousand and one thanks! I am extremely grateful to you, colleagues and students, for your tremendous outpouring of affection and support.

Sincerely your  
 Robert L. Gulick, Jr.  
 Foreign Student Adviser  
 Professor of International Studies

"If you think the U.S. has stood still, who built the largest shopping center in the world." —Richard Nixon



# Letters

Dear Das Tor  
 Box 538

## Wine-tasters

by Hide MIZUNO  
 Thunderbird Internation  
 Winetasting Society

Last week, I said that winetasting is a serious business. According to M. Louis Forest, the author of "Wine Album", the civilized drinker — this title entails a code of conduct found only among superior beings. There is a potent difference between the ordinary drinker who gulps, swigs and tosses off his glass and the person of taste who tenderly savors some masterpiece of vinous nature, exchanging appraisals and comparisons with wine lovers worthy of his confidence.

When one serves more than one bottle of wine, one should follow some elementary rules.

1. Do not serve a full-bodied wine before a lighter or less envelope wine.
2. Do not serve sweet wine before dry.
3. Avoid serving red wine after a liquor-like white wine, such as Sauternes.
4. Throw out guests who mix their wines. Never invite them again.

A bottle of wine should be served at the right temperature, in the correct glass, and with the dishes which suit it best. The glass should be clear and tulip-shaped, so that the bouquet remains in the glass. The glass should never be filled right up and never more than two thirds full.

Temperatures:  
 —Old red 57-67°F  
 —Young red 54°F  
 —Dry white and Rose 46-50°F  
 —Sweet white 43-46°F

In the U.S., dry white wines are often served cooler than they should be.

## Petition

by Mark Vietzen

Nothing irks a Thunderbird as the thought of getting ripped off. Many residents of the West Apartments felt this way early last week when they went to sign up for fall housing and were told they would have to move sometime next week. To most this was a total and complete surprise. Naturally this didn't cause a lot of happiness. Some said that they were promised the same room till graduation, while other worried about phone numbers and resumes already distributed.

Unfortunately, this was a problem of poor communications. When the contract for renovation was originally planned it didn't require students to be displaced during the term. However the contractor said substantial savings could be had by doing everything this term (cost of the renovation will be approx. \$119,000). This was agreed to but nobody informed housing or Sam, until she had to face the angry hordes. It goes without saying that no students

were informed. The administration didn't know that Sam and the residents of the West Apartments didn't know until last Tuesday afternoon.

It is true students will have to move, but Building and Grounds Personnel will assist those in need.

Those living in the West Wing will be moving into the East Wing sometime around the end of this week. Those living in the Middle Wing will be moving into the West Wing in a few weeks, as work is completed.

Besides having barbecues installed in the Quad, single students will get private rooms. As a bonus those living in the smaller front room will get a pro-rated reduction in room charges in the fall from the new, published prices which will still apply to everyone else.

Most importantly, AGSIM will provide call-forwarding at no charge to those who need/desire the same number.

New fire alarms are also being installed which will connect via phone lines to the alarm company.

We, the undersigned, being members of the AGSIM community and the West Apartments; offer the administration the following suggestions to facilitate the changing of rooms which is scheduled for next week.

A. The addition of 1 day to the term to compensate for the time lost in moving, or reimbursement of 1 days tuition and room charges.

B. The re-assignment of phone numbers to allow those who have had resumes printed to keep their listed numbers.

C. The reasons why this move was not mentioned at registration and why only 1 weeks notice has been given.

D. Whether or not room charges for the fall will be increased beyond the amount published in the AGSIM bulletin or not.

We point out that we have paid, in advance, for residence during the summer session but were never given any indication that we might have to move. This may be legal but it illustrates a lack of concern

**The cafeteria wants your recipes. The newly formed food committee is working with Food Services to gather your suggestions for new variety in the menus. The suggestion box is located in the cafeteria.**

## Do you need an optometrist?

Contact:

**Dr. Lawrence A. Pearl**  
 5132 West Northern Avenue  
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# 'Gay Oasis' for alumni network

by Bryan Prill

Although Thunderbird students are trained to adapt to different cultures and value orientations, many students fail to recognize their own prejudices when dealing with gay men and women, according to two gay T-Bird leaders. These leaders recently discussed the problems facing the gay student body at Thunderbird. For obvious reasons, they have preferred to be called Dick and Jane for the purposes of this interview.

The current Thunderbird gay student body meets together at what has been called the "gay oasis." This is no permanent location, but a shifting site that changes to accommodate the growing number of interested persons. Although the group is not a current organization that is sponsored by the ASLC, there has been debate among the members whether to arrange a charter for this fall.

Although there have been rough estimates as to the gay population, these leaders believe that at least ten percent of the Thunderbird student body is gay. This spring's active membership of the "gay oasis" was over fifty students. Dick and Jane believe that a larger number would attend but fear the ramifications if friends found out.

According to Dick, Thunderbird business students should face the fact that many of their cohorts are gay, but are afraid to identify themselves as such. Dick believes that most of the gay student body prefers to remain invisible and not make waves. "The Thunderbird gay tends to be

more conservative than most," said Dick, "although we have members from almost all spectrums of political belief."

Dick and Jane believe that the prejudices against gays are the same throughout the country. Dick has lived in the gay section of Chicago and Jane is most recently from San Francisco. Both believe that the move to Glendale has been a difficult one in terms of finding acceptance of their lifestyle. Although Phoenix has numerous gay bars—over twenty—there is virtually nowhere else that gays can go to meet one another.

This isolation tends to make the gay community more united and cohesive. Many persons outside the group believe that the "gay oasis" is an organizational cover for pick-ups and sex. "This simply isn't the case," explained Jane, "the gay oasis serves as a support system. It is essential to share with people who understand exactly what you're going through."

Both Dick and Jane agree that the experience of being gay at Thunderbird is similar to being a foreign student here. There is a great feeling of alienation and animosity from heterosexual society. Both Dick and Jane have curbed their political involvement during their Thunderbird days, preferring to work with the growing gay group for the moment. Both believe that most gays have learned to happy with little, in terms of concessions by society, allowing them to live as they choose.

According to the two leaders, the main issue confronting the gay community at Thunderbird and throughout the world is

not sex. The important issues are discrimination, jobs, equal housing and basic equal rights. Both believe that the heterosexual privileges that are prevalent throughout society make the gay community a large minority group. They believe that their only difference with society is in their sexual preference.

There is growing interest in establishing a gay T-Bird alumni network throughout the U.S. Currently, the rudiments of this network already exist in New York, Chicago, San Francisco and a few other large cities. This is important, Dick believes, because of corporate attitudes towards gays and living conditions for gays. The network is intended to allow gays an information system that will act in many ways like the career services.

Almost every American institution exhibits "homophobic" behaviour, according to Dick. He cites numerous examples of "media bias" in reporting on gay activities and problems. "The New York Times won't even print the word gay, unless it appears in italics," Dick explained. Most outlets of the mass media operate on false assumptions about gays, as do most religious and society groups.

Dick and Jane cite the recent uproar about AIDS in the media as a scare tactic. According to them, the gay population has known for years about AIDS, but little was done to combat the disease until it affected the heterosexual population. Only one tenth the money spent on Legionnaires disease has been spent on AIDS research—even though many more people are af-

ected by AIDS.

Although AIDS is a deadly disease transmittable by blood infusion from an infected person or by sexual contact, Jane believes the scare tactics related by the media have further alienated the gay population. "At Thunderbird there is concern over AIDS," explained Dick, "but nowhere near the panic affecting the coasts." According to both, there are many other diseases and illnesses that are found almost exclusively in the gay population. Most medical personnel fail to understand these indigenous problems, they explained.

When asked about the main misconceptions about the gay community at Thunderbird, Dick and Jane blame much of American socialization for problems. The John Wayne and Raquel Welch role models for men and women are detrimental to all people, according to Dick. "Prejudice is often the lack of knowledge," said Dick. "Stereotyping is energy-efficient and not so confusing. The world is changing and people need to wake up in this regard," he added.

When asked if there were any professions or sectors that gays should be excluded from, Dick and Jane adamantly voiced the opinion that gays were as fit to participate in every aspect of society as heterosexuals are. "Gays have the human right to do whatever any other person does. It's time that society realized that we're everywhere," Dick and Jane concluded.

## OFF The Wall

How to Answer the Five Most Loaded Interviewing Questions:  
A Self-Teaching Quiz

1. Did you read the article about Wheelabrator-Frye's new acquisition in the last issue of *Business Week*?

(a) Didn't everybody?  
(b) Yeah, but the real story was in April's *Financial Analyst's Journal*.

(c) No, I haven't subscribed to *Business Week* since they did that hatchet job on American industry in September.

(d) Wheelabrator-Frye? Aren't they the backup band for Fleetwood-Mac?

2. How would you feel about eventually transferring to Corporate in New York?

(a) How good is your life insurance coverage?

(b) Well, I hear that studio apartments rent for \$1,000 a month—but I figure on sleeping in the office anyway for the first couple of years.

(c) (Breaking into song:) I love New York!

(d) No problem—I minored in Spanish in college.

3. How would you feel about starting out for a few years in our stamping plant in Altoona, Pennsylvania?

(a) Whatever is best for the company.

(b) Great, I love big cities.

(c) Okay, okay, I'll take 10 percent less!

(d) Can you pick up all three networks there?

4. As a woman entering the corporate world, what are

your plans for raising a family?

(a) My husband is willing to stay home and take care of the kids.

(b) I plan to have a girl in 1986 after making assistant vice-president, and a boy in 1989 after making senior V.P. I'll play it by ear from there.

(c) Would you lean a little closer to the microphone before repeating that question?

5. Bob, are you ready to roll up your sleeves and take orders for eighty hours a week at our firm?

(a) I guess you have to pay your dues in any great company.

(b) Sounds like a piece of cake after business school.

(c) Does Illinois have no-fault divorce?

## Japanese cope with high interest rates

BANKRUPTCIES are being blamed for an increasing number of Japanese suicides, and a cry has gone up to do something about the country's loose interest rate laws, which allow legal loan sharks to charge up to 109 percent a year in interest. Since the first of this year, Japan has had more than 400 debt-related suicides. What's especially alarming, however, is the upsurge in whole-family suicides—called "shinju"—which typically involve a married couple and their children strapping themselves into a car and driving off a pier. The government has reacted by passing a new law cutting the maximum interest to 73 percent, with a long-term goal of lowering it to 40 percent annually.



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