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NEWS RELEASE

UNIVERSITY OF SAN DIEGO



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FOR IMMEDIATE RELEASE

BUSINESS SEMINARS TO COVER

NEGOTIATION AND ECONOMIC TRENDS

The eleventh series of UPDATE Breakfast Seminars, sponsored by the University of San Diego School of Business Administration, continues Friday, November 18, with lectures at two locations.

At the University Club, 1333 7th Avenue, San Diego, Dr. Gary Whitney, associate professor of management, will identify major contingencies that should be considered "Before You Negotiate." "Effective negotiation requires accurate diagnosis of the situation and selection of the most effective strategies," Whitney suggests.

Meanwhile, at the La Jolla Village Inn, Interstate 5 at La Jolla Village Drive, Dr. Charles F. Holt, associate professor of economics, will examine the U.S. economy "Beyond the Current Reagan Expansion." Dr. Holt will discuss theories of interest and inflation rates and assess today's financial markets as they relate to inflation expectations.

Each seminar is scheduled to begin at 7:30 a.m. with a continental breakfast and conclude around 9:00 a.m. Admission is \$20. For information or registration contact Penny Navarro at 293-4585.

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