

MGCSA MEETINGS

at the 1997 MTGF Conference and Trade Show

Wednesday, December 10

MGCSA Past Presidents' Lunch 12:00 noon
MGCSA Annual Meeting 5:00 p.m.
MGCSA Hospitality Night 7:00 p.m.

Thursday, December 11

MGCSA Awards Luncheon 12:00 noon

(All meetings are at the Minneapolis Convention Center.)

Penn State Accepting Applications

GOLF COURSE TURFGRASS MANAGEMENT PROGRAM

Applications are now being accepted for Penn State's Two-Year Golf Course Turfgrass Management Program for the class beginning in September of 1998. There is an application fee of \$35.00 and the deadline for applications is December 31, 1997. Applications can be obtained by calling (814) 863-0129 or by writing to: Golf Course Turfgrass Management Program, The Pennsylvania State University, 221 Ag. Sciences and Industries Building, University Park, PA 16802-3504.

Communication Tips

To be an effective communicator, you must adapt to the communication style of others. Following are some techniques to help you communicate with people who are:

Ambitious, forceful and decisive:

- Be clear, specific and brief.
- Stick to business.
- Have support materials well-organized.

Magnetic, enthusiastic and friendly:

- Provide a warm, friendly environment.
- Don't deal with a lot of details
(put them in writing).
- Ask "feeling" questions to draw opinions.

Patient, reliable and relaxed:

- Break the ice with a personal comment.
- Present your case in a non-threatening manner.
- Ask "how" questions to draw opinions.

Conservative, perfectionist and careful:

- Prepare your "case" in advance.
- Stick to business.
- Be accurate and realistic.

— The Plotkin Group

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