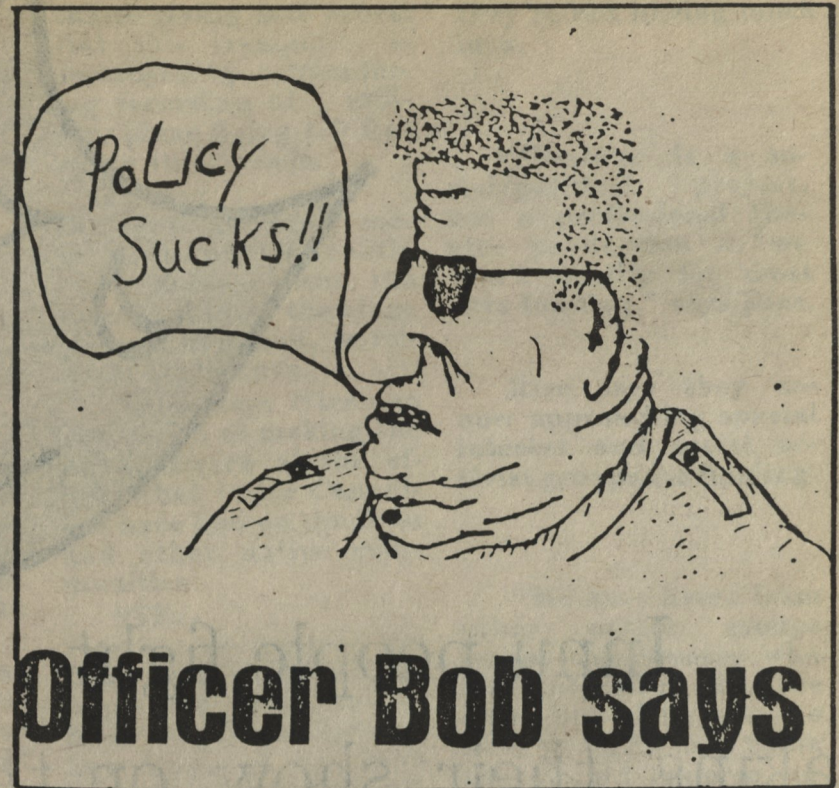


Intramural Hockey Features Alpine Tournament

The last week of Intramural Hockey before the Christmas break will feature a pre-Christmas tournament. The tournament sponsored by Moosehead Breweries will feature two divisions of play with the winners of each division meeting in the championship game on Dec. 1 at 8:30 pm. The Alpine Division of the tournament will include Blanchard, Soccer, Vets and Engineers; while the Golden Light Division teams will be Marian, Arts, Rulers and Business.

Play begins November 24 when Blanchard plays Soccer at 7:15, and at 8:30 Marian meets Arts. On Thursday, November 26, the four remaining teams get into action with the 7:15 game featuring Rulers vs. Business; while Vets take on Engineers at 8:30. The game winners in each division meet each other to determine division winners on Monday, November 30, and the championship game goes Tuesday, Dec. 1 at 8:30 pm.



Policy in the making A guide to that hated word

by Don Lane

Every year at this time, the campus rings with talk of exhausted senior business students. There is a good reason for this: "Policy"!

Officially known as "Business Administration 491 - Management Policy" and locally known as "The 'P' Word", this course is the culmination of all previous business courses that integrates what you have already learned into something that makes practical sense - your own firm. Students must create from scratch a business that has practical applications on the Island. Working in groups of four, they must study all aspects of the firm from the initial creation through the marketing strategy, accounting and financial forecasting, management and production details and so on. They then report back on the feasibility of their operation before a panel of judges in a public forum.

Sophomore and Junior business students *definitely* should attend, while business frosh are strongly urged to attend. You can get a lot out of these presentations besides examples of good and bad presentation styles. You might even pick up an idea from some of the seniors about policy ideas for next year. A mini fashion show was held during a presentation last year, while another group passed out

food samples of their product. I learned to like snails... excuse me 'escargots' from that group. This year offers a wide range of food delights, including seafood dips, potato ice cream, baby food, smoked meat and rock crab. You will have to go to their presentation to find out if you can get free food. Most groups enjoy large audiences, so if you are an entrepreneur at heart, want to see your friends or you are simply interested in the topic, drop down to room 237 in Kelley Building ten minutes before the scheduled start time. Once the formal presentation starts, no one is allowed to enter the room, but you can watch them on a monitor in the School of Business Board Room (beside the secretary's office) if you are late.

In the past, projects have ranged from under fifty pages in length to over one hundred and fifty pages. Quantity is not always quality though, and thus the Dean of Business has said that he would like to keep the length of future projects to a maximum of fifty quality filled pages. The entire mark of the course is based on the project, with 80% of the mark going towards the written work. There is more emphasis now than ever before on the formal presentation. It has grown in importance from 10% two years ago to 15% last year to 20% of the final mark for this

years class. This is a good idea as presentations in the real world are often given more weight than the actual report.

The presentations will be judged by three faculty advisors, Dr. Ron Collins, Professor Debra Good and Professor Roberta MacDonald as well as Jamie Ballem, a former graduate of the Business Administration program here at U.P.E.I., and Gary Petipas from the P.E.I. Department of Industry. This department funds all projects with \$250 for expenses incurred while researching. This does not nearly cover all the money the groups spend, but it is very much appreciated. The Dept. of Industry keeps a copy of all projects and will let private entrepreneurs review them for possible ventures. However the group of students who wrote the report are given a period of grace during which time they can exclusively follow through on developing the project into an actual firm is they so wish. Prizes will be awarded for the top three projects and for the best presentation, with \$500 going to the team with the best project, \$300 for second and \$200 for third best project and a \$100 prize awarded for the best presentation. The project award money comes from the Dept. of Industry and the Presentation Award

Here is the schedule for press time, Thursday the 26th and for Friday the 27th:

THURSDAY, NOVEMBER 26th

3:15 - 3:45 P.M. BABY FOOD - (Eddie Curran, Rick Newson, Tony Sauer, James Toombs)

4:00 - 4:30 P.M. STRAW LOGS - (John Handrahan, Rhonda McInnis, Don Poole, Mike Whelan)

FRIDAY, NOVEMBER 27th

9:00 - 9:30 A.M. SURGICAL EQUIPMENT - (Carla Hanson, Connie Ramsay, Lori Toombs, Debbie Willis)

9:45 - 10:15 A.M. UTILITY - MAINTENANCE REPAIR - (Kent Kaufield, Malcolm MacBeath, Phillip Watts, Jeff Willis)

10:30 - 11:00 A.M. SMOKED MEAT - (Audrius Eimantas, Drew LeClair, Phil Muise, Shelley Rector)

11:15 - 11:45 A.M. CONDOMINIUM - (Carol Anne Duffy, Darlene Ford, Marjorie Pound, Janice Revell)

1:00 - 1:30 P.M. ROCK CRAB - (Steven Birt, Ron Klein, Doug MacDonald, Gordie MacFadyen)

1:45 - 2:15 P.M. WORM FARM - (Kristina MacArthur, Linda McKenna, Stephen Mellish, David Perry)

2:30 - 3:00 P.M. RECORD RENTALS - (Beth Henderson, Carolyn MacDougall, Doris Murphy, Sandra Ramsay)

3:15 - 3:45 P.M. CASINO - (Bill Banks, Kevin Champion, Bill Dow, Paul Hughes, Anne Partridge)

4:00 - 4:30 P.M. RETIREMENT COUNSELLING - Lesley Cox, Brian Howard, Pam MacEwen, Melody VanOmme)

comes from the School of Business Administration.

Last years best project was titled "Fish Waste For Bait". Second best project and the winning presentation went to "Tranquil Gardens Crematorium", while a mall-based Dental Center came in third and "P.E.I. Survival Country", a war gam-

ing tourist attraction was next. I am sure that some of this years presentations will be just as entertaining, humorous and informative as were last years. Remember - don't use The 'P' Word in front of Business Juniors - it makes them nervous! Best of luck to all groups, and I will see you there!