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*CWAE NEWSLETTER

WAITE MEMORIAL BOOK COLLECTION
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September, 1985

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Carol Schwartz, Adelphi University
Betty Turner, University of Idaho
Karin L. Sonneman, Minnesota Public
Utilities Commission
Julie Caswell, University of
Massachusetts

FROM THE CWAE CHAIR

This committee is now almost five years old. We have evolved from an ad hoc committee of five appointed by the President of the AAEA to assess the status and opportunities of women in the profession to a permanent committee with a set of working rules, elections, and established functions. Our original committee surveyed men and women in the profession and reported our findings on the status of women in the profession at the Clemson meetings in 1981. One conclusion of that survey was that female agricultural economists in general had a lower rank than male agricultural economists. Only 11 percent of the women surveyed with a Ph.D. reported a tenured position compared with 33 percent of the male respondents. One encouraging note, however, was of the 1981 survey the increasing number of female graduate students in agricultural economics.

Since 1980, the number of women in the profession has apparently increased dramatically. Our original survey had a response from 125 women, 72 with AAEA membership. Our current roster lists

almost 300 women. Additional names not on our roster have been obtained through a survey of department heads. One activity I would like to initiate this year is a follow-up survey to our 1981 survey. I think a key question is how women are advancing in the profession as increasing numbers of women join the profession. If any of you have any comments or reaction to this idea, please let me know.

I'm looking forward to my year as Chair of CWAE. I will be forming CWAE subcommittees soon. If you have an interest in participating in a subcommittee, please let me know. We can use your help. I hope to meet and work with many of you throughout the year. If you would like to call, write, or stop by when in Washington, my address is:

Linda Lee
Group Leader, Externalities
NRED/ERS/USDA
1301 New York Avenue, N.W., Rm. 438
Washington, DC 20005

(202)786-1444

CWAE AT AMES

by Edna Loehman

Sylvia Lane was CWAE luncheon speaker Monday, August 5. She spoke on "Basic Human Needs".

"For us, the important question is: If our objective is to address the problems of meeting the basic human needs of a population, how do we set our research agenda? Program and policy results are often intangible ... The Hawthorne effect may predominate ... What is needed is ... research including cost-effectiveness and cost-benefit analyses at the country level ... Our research agenda for those of us who ... are interested in helping the disadvantaged is interminably long."

CWAE sponsored two Career Development Seminars: "Preparing for Job Interviews" and "Strategies for an Effective Employment Search with the Federal Government". The second session was moderated by Linda Lee. Lehmer Sullivan and Millie Russell presented "Effectively Communicating Your Talents to Personnel Specialists on An SF-171". Robert Bohall and Katherine Reichelderfer presented "Characteristics of Desirable Candidates as Viewed by Two Selecting Officials" and Joyce Allen presented "Employment Trends of Women and Minorities in ERS During the Recent Past".

Additionally, CWAE sponsored or co-sponsored four invited paper sessions or symposiums.

Human Health Risk in Food
and the Environment:
Economics of Selected Options
for Control

"Microbiological Pathogens in Meat and Poultry and the Potential for irradiation as a Control Technique" by Tanya Roberts, ERS.

"Antibiotics in Animal Feed: Risks vs. Costs" by Clark Burbee and Masao Matsumoto, ERS.

"A Critique of Risk/Benefit Assessment for Making Regulatory Decisions: The Case of Pesticides" by Eileen van Ravenswaay and Pat Skelding, Michigan State.

Moderator: James Zellner, ERS

Discussant: Fay Dworkin, FDA

Measuring the Well-Being
of Farm Households:
Farm, Off-Farm, and
In-Kind Sources of Income

"The Distribution of Income and Wealth for U.S. Farm Operator Households" by Mary Ahearn, Jim Johnson, and Roger Strickland, ERS.

"The Availability and Use of Fringe Benefits to Farm Operator Families from Off-Farm Employment" by Helen Jensen and Priscilla Salant, University of Maryland and ERS.

"Income Distribution Implications of Rural Household Production" by W. Keith Bryant and Cathleen Zick, Cornell and University of Utah.

Moderator: John Lee, ERS

Discussant: Jean Kinsey, University of Minnesota

New Technologies in Preserving,
Processing, and Packaging Food

"Emerging Food Processing Technologies as Viewed by a Food Scientist" by William Marion, Iowa State.

"Irradiation's Potential Role in Preserving Fresh Produce and Meats" by Rosanna Mentzer Morrison, ERS.

"Improved Packaging: Key to More Effective Marketing" by Thomas R. Pierson, Michigan State.

"Property Rights, Legal Barriers, and Restrictions to Emerging Food Technology" by L. Leon Geyer, VPI.

Moderator: John M. Connor, Purdue

Agriculture in the Soviet Union
and China: Implications for Trade

"Growing Demand and Unstable Output: The Prospects for Soviet Grain Imports" by Elizabeth Clayton, University of Missouri.

"Agricultural Reform and the Soviet Feed/Livestock Economy: World Trade Issues" by Edward Cook, ERS.

"Agricultural Reform in China: Implications for Trade" by Terry Sicular, Stanford.

Moderator: Wally Falcon, Stanford

Discussant: Tom Wiens, World Bank

TEXTBOOK DISCRIMINATION

Susan F. Feiner and Barbara A. Morgan have studied the treatment of women and minorities in introductory economics texts. While none of the books they studied (including Wonnecott, Miller, Mansfield, Lipsey, Leftwich, Heilbroner, Dornbusch, and Baumol) did a great job, Samuelson's 11th edition did a better job than most, devoting an entire chapter to discrimination in housing, dual labor markets, and changing patterns of employment for women.

Copies of their results, "Hidden by the Invisible Hand -- Race and Gender in Introductory Economics", are available from the authors, Department of Economics, Virginia Commonwealth University, Richmond, VA 23284.

HIGHLY RECOMMENDED READING

"Economical Writing" by Donald McCloskey, Economic Inquiry, April 1985 (Vol. XXIV, No. 2).

GENDER ROLES AWARD

The Rockefeller Foundation offers grants of \$15,000 to \$30,000 to support their Program to Explore Long-Term Implications of Changing Gender Roles. Projects may examine factors that address the social, psychological, political, and/or economic phenomena associated with the rapidly changing status of women, or analyze ways in which policy may respond to these changes. Scholars and practitioners who have completed their training may apply. Awards cannot be given for completion of degree training. Proposals involving more than one investigator or more than one institution are welcome. Deadline is September 15, 1985. Address inquiries to Gender Roles Program, The Rockefeller Foundation, 1133 Avenue of the Americas, New York, NY 10036.

WOULD YOU LIKE TO BE
A CWAE CORRESPONDENT?

Your job would be to send the newsletter information on publications, promotions, meetings, job opportunities, awards, and interesting publications. If you are interested, contact:

Dr. Edna Loehman
Dept. of Agricultural Economics
Krannert Building
Purdue University
West Lafayette, IN 47907

NEW EDITOR

Edna Loehman will be editor of the CWAE newsletter while Deb Brown is on sabbatical in England. Please mail CWAE articles for the December and March issues of CWAE to Edna at the address above.

DO WOMEN CHANGE JOBS
MORE OFTEN THAN MEN?

How long a prospective employee is expected to stay at the job can strongly influence an employer's hiring decision. It follows that women may be hampered in their pursuit of traditionally "male" jobs because some employers believe that women leave these jobs at higher rates than they leave jobs more commonly associated with their sex.

"Women in Nontraditional Occupations: Choice and Turnover", by Linda J. Waite and Sue E. Berryman (R-3106-FF) presents detailed surveys and analysis showing that young women's turnover rates in male-dominated occupations such as electronic technician or fork-lift operator are no higher than their turnover rates in jobs usually held by women such as secretary.

Moreover, women in the sample studied in this report -- those 16 to 22 years old whose primary activity is employment -- exhibited virtually no difference in turnover rates compared with male employees.

The 96-page report costs \$7.50 and is available from:

Publications Department
The Rand Corporation
1700 Main Street
P.O. Box 2138
Santa Monica, CA 90406-2138.

PREGNANCY AND TENURE

Most male business and professional careers follow similar time-paths. These time-paths have often become institutionally incorporated into the promotion process. They are an important signal to the employers: If a person cannot adhere to the time-path, it indicates that the person is not sufficiently productive for the position. Up or out.

* * *

Tenure is one such institutional time-path.

* * *

The signal or information sent to employers by adherence to the rigid tenure time-path is actually very different if sent by women or men. The cost of adhering to the tenure time-table is much higher for women than men. It also selects women who are not interested in childbearing at the same time that it selects the most traditional men.

Shulamit Kahn, University of California-Irvine. Reprinted from the CSWEP Summer 1985 Newsletter.

ASSISTANT DIRECTORS

Deborah Hamilton and Annette Watters have been appointed Assistant Directors of the University of Alabama's Center for Business and Economic Research; Ms. Watters will also serve as the Manager of the Alabama State Data Center.

KELLOGG FELLOW

Gayle A. Morris, assistant professor of economics at State University College at Cortland, New York, is one of 43 outstanding young American professionals chosen for Group VI of the W.K. Kellogg Foundation's National Fellowship Program.

Before joining SUNY Morris was a research associate in the agricultural economics department at the University of Nebraska, Lincoln.

Each Kellogg National Fellow receives a three-year grant of \$30,000. The Foundation also supports up to 12-1/2 percent of the Fellows' salaries.

For the first time in six years, the group had more female than male members with a ratio of 23 to 20.

STATISTICAL WOMEN

The two nominees for president of the American Statistics Association are both women. They are Barbara A. Bailer, Associate Director for Statistical Standards and Methodology, Bureau of the Census, and Janet L. Norwood, Commissioner of Labor Statistics, U.S. Department of Labor. Bailer's specialty is survey methodology. Norwood's specialty is employment and unemployment data. Both have numerous publications, and have held many ASA offices.

NORTHEASTERN NEWS

by Julie Caswell

NAREA MEETS

The 1985 annual meeting of the Northeastern Agricultural and Resource Economics Association (NAREA) was held at the University of Massachusetts-Amherst, June 24 to 26. Among the joint authors of selected papers on energy issues were Jill Findeis (Penn State, "Impacts of Coal Severance Taxes") and Gail Adams (UMASS, "Demand Elasticities for Residential Electricity"). On agricultural topics, selected papers were authored or co-authored by L. Bertoni (Cornell, "Minimum Risk Hedging Ratios"), Connie Kent (Cornell, "Evaluating On-Farm Computer Software"), Michele Marra (Maine, "Farm Size and Technological Adoption"), and Margaretha Haeussler (Penn State, "Production Decisions and Operator Characteristics on Pennsylvania Dairy Farms"). Mary Patricia Gallagher (New York-New Jersey Milk Marketing Administration) co-authored a selected paper on land use policy.

NJARE WANTS MANUSCRIPTS

NAREA publishes the Northeastern Journal of Agricultural and Resource Economics twice a year. Formal deadlines for the two issues are May 31 and November 30 but the editor encourages submissions at any time throughout the year. Submissions should be sent to:

Cleve Willis, Editor
Dept. of Agri. & Resource Economics
226 Draper Hall
University of Massachusetts
Amherst, MA 01003

POPULATION NEWS NOTES

The Population Association of America's Committee on State and Local Demography and Committee on Business Demography works to improve population statistics. They publish a semi-annual *News Notes. Persons wishing to be added to the mailing list should contact:

Ms. Eleanor Cautley
Department of Rural Sociology
University of Wisconsin
1450 Linden Drive
Madison, WI 53706

Items to be considered for publication should be addressed to:

Laurence S. Rosen
Michigan Information Center
Michigan Dept. of Mgmt. & Budget
P.O. Box 30026
Lansing, MI 48909

Manuscripts and letters will not be returned unless accompanied by a stamped, self-addressed envelope.

CALL FOR PAPERS

TIMS/ORSA in LA - April 14-16, 1986
Deadline for abstracts: September 20, 1985

Want papers in areas of Applied Probability or Statistics, Decision Analysis, Linear Programming, Risk Analysis, Energy, Natural Resources/Environment, Transportation, among others. Questions should be directed to Professor John W. Mamer at (213) 825-2562.

ARE FEMALES DISCRIMINATED AGAINST IN HOUSEHOLDS?

Mark Rosengweig and T. Paul Schultz argued in the September 1982 American Economic Review that differences in relative female-male infant mortality levels in India are attributable to differences in intrafamily resource distribution motivated by anticipated lower employment possibilities for females. They note an improvement in female nutrition as female employment opportunities improve. Nancy R. Folbre (Department of Economics, New School for Social Research, New York) argues that "there is another reason for the reallocation of resources to females as job opportunities expand".

"If individual women are optimizers, they will join a household that places a lower value on their individual utility than on the utility of men as long as there are no more attractive opportunities. But, as opportunities for women to earn income outside the household become available, their bargaining power may increase and enable them to modify the household's joint utility function Mothers in Indian Households may benefit relatively more from the survival of female children than fathers do, since daughters commonly assist their mother in household tasks. Greater market opportunities for women as wives may augment their bargaining power, allowing them to modify the joint utility function and to increase the flow of resources to female children. Furthermore, increased market opportunities outside the household may increase young men's propensity to exit from or modify the households' joint utility function and thereby lower their desirability as an investment relative to young women."

Source: "Market Endowments, Genetic Endowments, and Intrafamily Resource Distribution: Comment" by Nancy Folbre, American Economic Review, June, 1984.

COMPARABLE WORTH

Australia has had a nationwide comparable worth-like policy since 1972. Between 1971 and 1977, the female-male earnings ratio for full-time non-managerial adults in the private sector rose from .607 to .766. It is also estimated that the Australian policy had increased the female unemployment rate by about .5 of a percentage point as of 1977.

Source: "Comparable Worth in the Job Market: Estimating Its Effects", by Mark R. Killingsworth, Monthly Labor Review, July 1985, pp. 39-40.

DISPLACED WORKERS

Paul O. Flain and Ellen Sehgal asked "What happens to workers when recessions closed their plants?" They found that in 1979-83:

- Of the 5.1 million displaced workers, about 3.1 million had become re-employed by January 1984 ...
- Of the 3.1 million displaced workers who were re-employed, about half were earning as much or more in the jobs they held when surveyed than in the ones they had lost. However, many others had taken large pay cuts, often exceeding 20 percent.

The women who had been displaced from their jobs numbered nearly 1.8 million, with 1.2 million of them in the 25 to 54 age group. These women were less likely than the displaced men to have returned to work as of January 1984 and were far more likely to have left the labor force regardless of their age.

Source: "Displaced Workers of 1979-83: How Well Have They Fared?", Monthly Labor Review, June 1985.

WILL WOMEN MAKE MORE MONEY?

Women's Wages and Work in the Twentieth Century by James P. Smith and Michael P. Ward (R-3119-NICHD) examines women's wages in relation to men's and says that if present trends continue, women's wages are going to increase dramatically over the next two decades.

In fact, says the report, the past three years have already seen women's pay jump from 60 percent of men's in 1980 to 64 percent in 1983 -- the "largest and swiftest" gain of the century -- and by the year 2000 that proportion will have risen to at least 74 percent.

The 85-page report is available for \$7.50 from: Publications Department, The Rand Corporation, 1700 Main Street, P.O. Box 2138, Santa Monica, CA 90406-2138.

FELLOWSHIPS

The Institute for Advanced Studies (Olden Lane, Princeton, NJ) has 10 post-doctoral Visiting Member Awards for 1986-87 in the School of Social Science. Application forms are available from the School of Social Science. Application deadline is December 1, 1985.

Mactaggart Fellowships were established by the University of Alberta to support prominent Canadian junior academics. Provides assistant professorship salaries. Initial appointment is for 3 years. Must be Canadian citizens or permanent residents. Apply to: Dr. A.G. Konrad, Chairman, Mactaggart Fellowship Committee, Room 252, Athabasca Hall, The University of Alberta, Edmonton, Alberta T6G 2E8.

NATIONAL SCIENCE FOUNDATION RESEARCH

The National Science Foundation has two programs specifically designed to increase the number of women it funds. Women eligible to submit proposals to

the Research Opportunities for Women (ROW) Program are (1) those who have received their doctorates at least three years prior to the submission of the proposal and have not previously served as a principal investigator under a federal award, or (2) those who received their doctorates at least five years prior to proposal submission, whose research careers have been interrupted for at least two of the past five years and who have not served as a principal investigator under a federal award for scientific or engineering research since re-entering their careers. For further information contact: ROW Program Director, Room 1144, National Science Foundation, Washington, DC 20550. Phone: (202) 357-7734.

The NSF Visiting Professorships for Women (VPW) program aims to provide opportunities for women to advance their careers and to provide greater visibility for women scientists and engineers. In the proposal, the applicant must outline a research program and describe interactive activities (counseling, teaching, mentoring) not possible at her home institution. Proposals without a well thought out interactive component are unlikely to be funded. For more details contact the VPW Program Director (same address as above).

Source: The American Economics Association Committee on the Status of Women in the Economics Profession (CSWEP) Summer 1985 Newsletter.

AAEA INVITED PAPERS

CWAE sponsors invited paper sessions at AAEA annual meetings. Submit your ideas for a full session, an individual paper, or speeches to the Professional Activities Committee in care of Linda Lee, USDA.ERS/NRED, Rm. 532, 1301 New York Avenue, N.W., Washington, DC 20005. (202)786-1444. Deadline is October 7.

EMPLOYMENT

South Dakota State University wants Assistant or Associate Professor of Ag. Marketing, initially emphasizing live-stock marketing. This is 80% research, 20% teaching - tenure track. Apply to: Dr. Donald C. Taylor, Chairman, Search Committee or Dr. Gene E. Murra, Acting Head, Economics Department, Scobey Hall, Box 504A, South Dakota State University, Brookings, SD 57007-0895. Phone: (605) 688-4141.

University of Guelph wants an Assistant Professor in marketing, policy, and/or trade (teaching, research, extension). Priority to Canadian citizens and permanent residents. Apply to: Dr. Elme L. Menzie, Chairman, Department of Ag. Econ. and Business, University of Guelph, Guelph, Ontario N1G 2W1.

University of California-Davis, Department of Agricultural Economics seeks an Assistant, Associate, or Full Professor (tenure track, 45% teaching-55% research in International Agricultural Trade and Trade Policy Analysis. Apply to: Warren E. Johnston, Department of Agricultural Economics, University of California, Davis, CA 95616.

Virginia Polytechnic Institute and State University wants an Assistant or Associate Professor in Ag Marketing and Ag Business Management. 12 month tenure track teaching-research. Apply to: H.H. Stoevener, Head, Department of Agricultural Economics, Virginia Polytechnic Institute & State University, Blacksburg, VA 24061.

Kansas State University-Manhattan wants an Assistant Director of Resident Instruction in the College of Agriculture. Apply to: Dr. David J. Mougher, Associate Dean and Director of Resident Instruction, at (913) 532-6151.

University of Florida-Gainesville, Institute of Food and Ag. Research wants (1) a Dean for Research (Position No. (11870)). Apply to Dr. G.W. Isaacs,

Chair, Search Committee, at (904) 392-1784 and (2) Assistant Professor (Extension Farm management). Apply to: Dr. John Holt, Chair, at (904) 392-1845.

University of South Dakota wants a Director of South Dakota Exporting (Adjunct Asst./Full Professor) to develop a state-wide business export development program. Apply to: Dale E. Clement, Dean, School of Business, The University of South Dakota, Vermillion, SD 57069. Phone: (605) 677-5455.

University of Illinois-Urbana wants Assistant Professor of Agri-Business (research-teaching). Apply to: Dr. Wesley D. Seitz, Head, Department of Ag. Econ. at (217) 333-1810.

West Virginia University-Morgantown wants an Assistant or Associate Professor in Farm Management (35% teaching, 65% research). Apply to Dennis K. Smith, Search Committee Chair, at (304) 293-6253.

Auburn University (Alabama) wants an Assistant or Associate Professor in livestock marketing (40% teaching, 60% research). Apply to: Dr. Lowell Wilson, Chair of Search Committee, at (205) 826-4800.

New Mexico State University-Las Cruces wants (1) Assistant or Associate Professor (not tenure track) for teaching/research in agribusiness management and marketing. Apply to: Dr. Martin Blake, Search Committee Chairman, at (505) 646-2615 and (2) Department Head, Ag. Econ. Apply AT ONCE to John M. Fowler, Chairman, Search Committee, at (505) 646-2841.

Mississippi State wants an assistant professor (tenure track) for teaching/research in farm management/production. Apply AT ONCE to James H. Simpson, Chairman, Search Committee, Department of Ag. Econ., Mississippi State University, P.O. Box 5187, Mississippi State, MS 39762.

Pennsylvania State University wants (1) Asst. or Assoc. Professor in domestic rural development (75% research, 25% extension or teaching), (2) Asst. Professor in Ag. Marketing (75% research, 25% teaching), (3) Assistant or Assoc. Professor in Poultry Industry Economics (75% extension, 25% research), and (4) Asst. or Assoc. Professor in Farm Mgmt./Production Economics (75% extension, 25% research). Apply to: Wayne A. Schutjer, Dept. Head, Dept. of Ag. Econ. & Rural Soc., at (814) 865-5461.

University of Georgia-College of Agriculture (Athens, GA) (Position No. 5064 Revised) wants an extension ag. economist. Emphasis on marketing, management, and financial decisions of ag. producers. Call John E. Ikerd, Head, Ext. Ag. Econ. Dept. at (404) 542-2434.

Wisconsin Department of Agriculture wants a person with an M.S. to do economic analysis for a variety of commodities and problem areas. Apply to: Will Hughes, Econ. and Mkt. Assistance Trade and Consumer Protection at (608) 266-9586.

Montana State University wants a Professor or Assoc. Professor (tenure track) 50% teaching/50% research in Ag. Econ. Apply to: Oscar Burt, Chairman, Search Committee, Department of Ag. Econ. and Econ., Montana State University, Bozeman, MT 59717-0002.

Black Hawk College (Kewanee, IL) wants a Division Director of Agriculture. Requires M.S. in Agriculture, experience in student recruitment, academic advising, curriculum, and program development, class scheduling. Apply to: Dr. Charles Warthen, Dean of Instruction, at (309) 852-5671, ext. 256.

University of Arkansas, Division of Business Studies, Center for Research & Public Policy is seeking a Senior Researcher in Economic Development to be responsible for applied research re: the enhancement, stabilization, and

future directions of economic development activities of various local, regional, or state development agencies. Ph.D. nice, but not required. Apply to: T.W. Blackwood, Division Chief, Div. of Business Studies, Univ. of Arkansas at Little Rock, 33rd & University, Little Rock, AR 72204. Phone: (505) 371-2992.

University of Arkansas also wants applicants for the L.C. Carter Market Policy Chair. Apply to: Dr. Robert N. Shulstad, Head, Dept. of Ag. Econ. and Rural Soc. at (505) 575-2256.

Kansas State wants Asst. or Assoc. Professor of Ag. Econ. in production econ. (research/teaching). Apply to: Marc A. Johnson, Professor and Head, Dept. of Ag. Econ., Waters Hall, Kansas State University, Manhattan, KS 66506.

Purdue University wants agricultural economist or economist (production economics/farm management) for non tenure-track appointment on USAID funded project in Niger, West Africa. Requires math programming and computerized data processing skills. Fluent French desirable. Apply to: Dr. William Dobson, Head, Department of Agricultural Economics, Purdue University, West Lafayette, IN 47907.

Ohio State wants Asst. Professors in Farm Mgmt./Enterprise Analysis and Farm Mgmt./Dairy (both are 75% Extension, 25% Research); Cooperatives/Marketing/Mgmt. (60% Research, 40% Extension), & (1) in Mktg./Policy/Trade (Research/Teaching). Also a Prof. or Assoc. Prof. in Macro Policy/International Trade. For more information contact: Dr. Joseph Havlicek, Dept. of Econ. & Rural Soc. at (614) 422-7911.

Ohio State also wants an Assoc. or Full Prof. for Department Head in Family Resource Management (Administrative/Teaching/Research). Apply to: Dr. Wayne Johnson, Chair of Search Committee, College of Home Economics, 1787 Neil Avenue, Columbus, Ohio 43210. Phone (614) 422-4485.

USDA/ERS wants:

(1) Supervisory Economist (GM-110-15) or Supervisory Social Science Analyst (GM-101-15) (Announcement No. ERS-85-234). for Chief of the Rural Business & Government, branch with responsibility for planning and directing research pertaining to rural communities, governments, and businesses.

(2) Agricultural Economist (GM-110-14) (Announcement No. ERS-85-212A).

(3) Agricultural Economist (GS-110-12) (ERS-85-243). Incumbent assists in directing the agency's regular situation and outlook overview process.

(4) Supervisory Agricultural Economist (GM-110-14) (Announcement No. ERS-85-210A). Incumbent serves as Section Head with technical and administrative responsibility for the research, analysis, and advisory functions of the section.

For all apply to:

Julie Carrier
EMS, PD, OB
Room 1403, South Building
14th & Independence Avenue, S.W.
Washington, D.C. 20250

Phone: (202)447/6130/5038

LET THERE BE STONING!

Let there be an end to incredibly boring speakers! They are not sophisticated, erudite scientists speaking above our intellectual capability; they are arrogant, thoughtless individuals who insult our very presence by their lack of concern for our desire to benefit from a meeting which we chose to attend.

We attempt to achieve excellence of written presentation in our journals. We can require no less in our conferences. . . . A scientist who cannot retain in his head the essence of his latest work can hardly be said to be enraptured by his subject. . . .

Never subject your audience to poor slides just because they serve as an outline for your talk. Poor slides are just a distraction from your hopefully vivid words. . . . Never, but never (remember stoning) show a slide and then apologize for it. Don't show it. . . .

Your audience paid good money to come and hear you. You probably got in free or at a reduced rate. Reinvest the savings in good slides and give your audience a dividend on their investment. . . . Think of the time the audience is collectively giving you. One hundred people times 20 minutes is 33 hours. Don't you owe them a few hours of effort in return? . . . Get your timing down. No one minds your going a minute or two overtime, but five or eight is inexcusable. . . . Avoid jokes unless you're a stand-up comic. . . .

A few words for moderators -- you're the master of ceremonies, and you can set the tone for all of the speakers. Show an interest in the session. Open with 30 seconds of well-planned comments. Introduce each speaker with five pertinent points of information which you committed to memory in the past ten minutes, i.e., college degrees and colleges attended, two significant past work affiliations (if pertinent), current work affiliation, and activity focus. Do it like you know the speaker well, even if you never laid eyes on him before. You can do it. It takes just three minutes to learn five facts for a short duration. If you're not willing to put in the time, don't accept the job of moderator. . . .

When on the speaker's platform, unless you have a natural wit and air of showmanship, you cannot afford to be yourself. You must be an actor who is privileged to educate and entertain. . . . Don't get up and do what comes naturally if what comes naturally is a dull, witless, monotonous presentation of unexciting facts. . . .

Source: Exceprts from an editorial by Jay Lehr from Ground Water, March-April, 1985.

IF

YOU ARE NOT A MEMBER OF CWAE

PLEASE FILL OUT THE FOLLOWING FORM AND RETURN TO:

Ardelle Lundeen
Department of Economics
Box 504A, Scobey Hall, Room 150
South Dakota State University
Brookings, SD 57007

PLEASE PRINT OR TYPE

Name: _____ Position: _____
(Last) (First)

Name of office, firm, or school: _____

Office address: _____ (zip)

Office telephone: _____

Mailing address, if different from above: _____

Areas of interest: 1. _____ 2. _____ 3. _____

Last school attended: _____ Highest degree and year _____

Are you a graduate student? _____ Yes _____ No If yes, _____ Ph.D. or _____ Masters

Are you interested in learning of job opportunities? _____ Yes _____ No

Are you interested in overseas assignments? _____ Yes _____ No

May the above information be used in a future
Directory of Women in Agricultural Economics? _____ YES _____ NO

I wish to become a member of the following CWAE subcommittee(s):

<input type="checkbox"/> Arrangements	<input type="checkbox"/> Professional Activities	<input type="checkbox"/> Graduate Students
<input type="checkbox"/> Planning	<input type="checkbox"/> Nominations and Elections	<input type="checkbox"/> Research
<input type="checkbox"/> Employment	<input type="checkbox"/> Liaison	<input type="checkbox"/> Finance

Do you wish to continue to receive mailings from the Committee? _____ Yes _____ No

Economics Department
Box 504A Scobey Hall
South Dakota State University
Brookings, SD 57007

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