

# Opening of Nominations

For Vice President Communication  
 Begin  
 Monday, March 21  
 Closing  
 Monday, March 28  
 For election  
 April 6 & 7  
 Details at general meeting.

## UPEI Professor Canadianizes Textbook

By Cora-Lee DesRoches

A UPEI Business professor is Canadianizing an American textbook used across Canada in Business programs. Professor Ron Collins is revising 'Managing for Performance', a textbook written by U.S. authors, so that it contains Canadian examples rather than American ones.

"In order to have real meaning the book should have examples that students (in Canada) should relate to," said Collins.

Of course, there are some American examples that will be staying, such as the stories about MacDonal'd's and Ford, because Canadian students are still able to relate to these.

Prof. Collins approached the publishers two years ago after he first saw the book when the UPEI Business school was considering using it in their program. According to Collins, the theories presented in the book are universal and therefore U.S. examples are not needed.

"The settings are applicable to all different aspects (in other countries)", he said.

The authors and publishers agreed that it was a good idea to Canadianize the text. The UPEI Business school later chose this text for use in the Business 101/102 class beginning this year.

The revision of the text book includes much more than most people assume. Prof. Collins is replacing most of the American companies examples with Canadian success or failure stories, with a few exceptions.

Also, Collins will be including a chapter of his own on Canadian labour relations. Throughout the book, concepts of multiculturalism and multilingualism will appear where they are not at present, and the idea of Free Trade will be incorporated into the chapters wherever they apply. In addition to this, wherever government laws and institutions are discussed, Canadian laws will take their place.

Collins, who received his education in Boston, has his Master's degree in Business Administration and feels that both he and his research assistant are quite qualified for the job.

Although UPEI is happy with the idea of revising the textbook, the Business faculty is unable to assist the professor financially or by course remissions, due to a limited budget.

Collins said "But they do love the idea, and they like my working on it."

Collins doesn't seem to mind very much; he finds the work "fun and challenging" even though he has never done this before.

After the U.S. authors agreed to split royalties with Collins, the publishers did a market survey. When the results came back, it was found out that the estimated potential sales was 30,000 copies of the book in the next three years. The publishers will break even at the sale of 5,000 books and Collins will receive royalties which are based on volume, rather than having a set price for the work, "which makes it more attractive", he said.

Professor Collins has been working on the revision since September of last year and hopes to have completed the work by May. However, Collins said the work has not been all smooth.

"Sometimes you can run into a stone wall...", said Collins, "On some days it looks like I will have it done by May. On other days it looks like I will never get it done."

If the good days outweigh the bad, UPEI Business students might see the revised text on bookstore shelves by next September. ■

## Red Deer condom leak

RED DEER (CUP) - Start worrying if you've ever used the condoms from a dispenser at Red Deer College for anything other than a water balloons.

An inspector with the Health Protection branch of the department of Health and Welfare was called to the Alberta college when students reported condoms in a campus pub dispenser had outlasted their expiry date of June 1987.

Inspector Keith Hutcheon said condom manufacturers "are definitely required to have an expiry date" on their condoms, and the date of expiry "can be no more than five years from the date of manufacture."

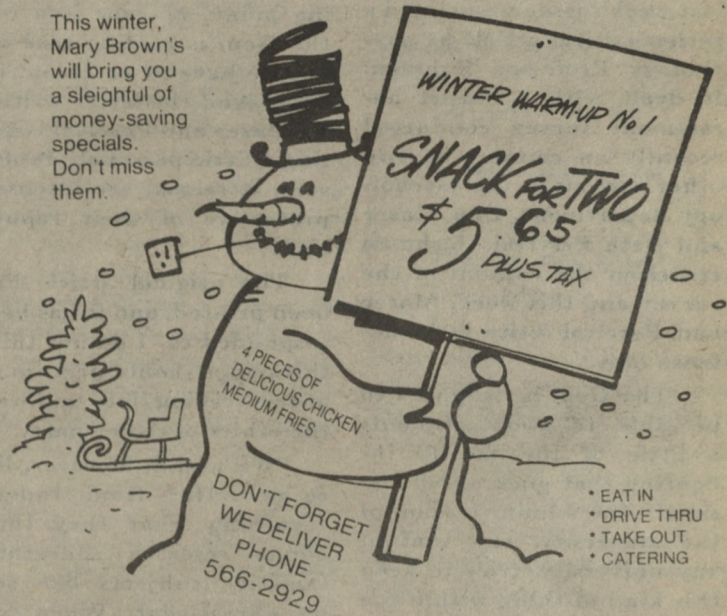
This means the condoms, which did not have expiry dates listed on each individual package, could have

been manufactured as early as 1982, and that they had expired. The condoms were supplied by A.J. Holdings, a Red Deer company.

The dispenser was stocked with new condoms at the beginning of March, said Terry Ivan, students' council business manager, and each one lists the expiry date. ■

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