

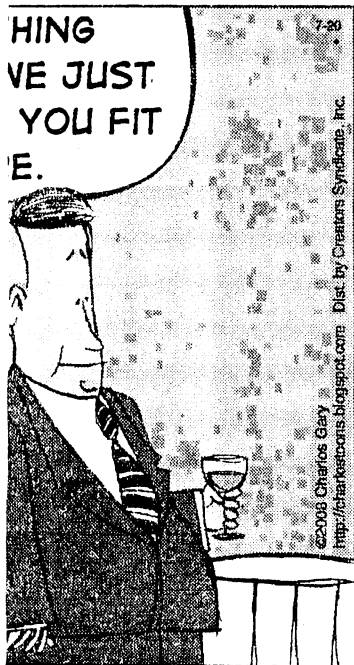
Chamber of Commerce. Seating is limited. Details: 347-3141, ext. 230.

**CAPE FEAR MARBELLA CHAPTER OF THE AMERICAN BUSINESS WOMEN'S ASSOCIATION:** Meets at 6 p.m. the second Monday of each month at McAlister's Deli. Details: Melanie Creech, 520-1665.

**BABCOCK & WILCOX EMPLOYEE REUNION:** A reunion is planned for former employees of Babcock & Wilcox Oct. 11. The reunion will include lunch. Details will be mailed at a later date. If you did not attend in 2003, or if your address has changed, call 791-9202 or 794-1441.

*Submit items to events@StarNewsOnline.com. Deadline is 5 p.m. Monday.*

**BY CHARLOS GARY**



**place fresh**



**BUSINESS SECTORS**

**Sheila L. Youngblood**, a CPR instructor with the **American Heart Association** since 1986, has become an advanced cardiac life support and pediatric advanced life support instructor with the association. This allows her to certify physicians in courses they must take every two years. Youngblood worked emergency medicine for 13 years and remains an active instructor for the association.

**Athletics**, has completed her Russian Kettlebell challenge instructor and Battling Ropes coach certifications.

**Connette Bradley**, president of the **Coastal Association of Health Underwriters**, received the sixth consecutive Pacesetter Award at the organization's national convention in San Diego.

**Shawn Manning**, personal trainer at **Lumina Fitness** and owner of **HeadSTRONG**

*Submit items to events@StarNewsOnline.com. Deadline is 5 p.m. Monday.*

**AROUND THE WATER COOLER**

**By Tali Arbel**  
*Associated Press*

**INEFFECTIVE EYE-BATTING:** You can say no to a flirt.

Negotiators who complimented their adversaries and who were instructed to be "playful" were actually losers at the bargaining table compared with those who played it straight, according to a recent study.

Two business professors at the University of California at Berkeley put together three experiments comparing flirtatious sellers to neutral sellers. The buyers were not given instructions on how to act.

Those who were told to flirt with their bargaining partner in the role-playing games were perceived as more likable. They even lifted the moods of those they flirted with. But they consistently got worse offers, and the flirty sellers' own moods suffered as a result of straining to play a role.

Men picked up on the flirtation more often and liked a flirtatious female bargaining partner even more than women liked the flirtatious men. "It's the only domain in which men are actually more sensitive," said Laura Kray, one of the Berkeley professors.

tional training, and many prisoners earn advanced degrees while doing their time.

But sex offenders and arsonists are off-limits to ESS' employment services. Those with criminal records are also precluded from getting jobs dealing with "vulnerable populations" such as the elderly and young children.

For their troubles, employers can get a federal tax credit of up to \$2,400 a year for each formerly incarcerated employee, as long as he or she is less than a year out of prison.

Employers also can apply for government-provided insurance to protect against theft by formerly imprisoned employees.

**LESSONS OF HARVARD:** Philip Delves Broughton, an English newspaperman who graduated from Harvard Business School in 2006, chronicled the storied b-school in his new book *Ahead of the Curve: Two Years at Harvard Business School*.

While lauding the smarts of his fellow students, he wonders what kinds of businesspeople Harvard is producing.

He noted that almost half his class accepted jobs in the financial services sector.

"If your day is spent fiddling with money on a screen, how real does your work become? How real is the fact that thousands are losing their homes?"

At the same time, he criticized what he saw as the

**EX-CONS AS EMPLOYEES:** You're considering hiring someone with a criminal record. Risky enough. So which is likely more problematic: an