

'Acting as if'

Psychologist conducts workshops on learning the art of self-confidence

By KATHY WILSON
Staff Writer

Dating didn't always come easy for 37-year-old Dr. Ethan Levine of Chapel Hill. In his freshman year at the University of Michigan, he asked out 77 girls and went with only one on a blind date.

Such a depressing statistic as 77 "no's" might daunt lesser men, but Levine turned lemons into lemonade. A licensed psychologist, Levine conducts workshops on the Art of Self-Confidence.

"I've never been rejected," he said. "I don't believe in rejection." It is this idea that Levine tries to teach

Joel tickets go on sale Feb. 27

Tickets for the March 27 Billy Joel concert in the Smith Center will go on sale Friday, Feb. 27 at 10 a.m., according to Smith Center Public Relations Assistant Deana Nail. Tickets will be available at the Smith Center and at all area Ticketron locations. Lines will not be allowed to form at the Smith Center before 6 a.m. on Feb. 27. The ticket price is \$17.50.

others in the workshops on self-confidence.

Meeting Levine is like meeting the proverbial human tornado. His great energy manifests itself in excited hand gestures and facial expressions.

Levine thinks a lack of self-confidence holds most people back from things. "People who are successful are people who believe in themselves," he said.

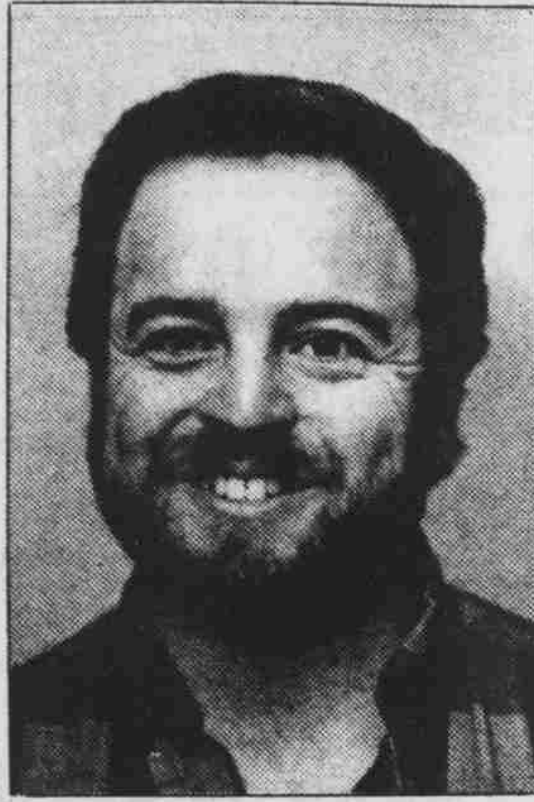
Levine said confidence boosters include deciding what you want ahead of time, admitting that there are parts of your personality that you want to change, and committing yourself to a goal.

"All fear is about the future or worrying about the past," Levine said. "Through our fears we make ourselves useless."

One of the most important tips Levine stresses is to act self-confident, even if you don't feel that way.

"Acting as if" is important, the emotions will come later," said Levine. "It makes no difference where you've been, it's where you're going."

One way of achieving the positive energy for self-confidence is through physical activity. If a person stands up straight, breathes deeply with his shoulders back and stands with his



Dr. Ethan Levine

weight balanced equally on both feet, he looks as if he has self-confidence, which in turn makes him feel more confident.

As well as conducting workshops on self-confidence, Levine and two business partners run Performance Management Group. The group holds seminars to teach businessmen about selling skills, negotiation, motivation and leadership.

Levine teaches salesmen about Neuro-Linguistic Programming, or how to read body language. Levine believes that the eyes indicate a lot about a person. For example, if someone is asked to think of home, he will probably look up and then to the left or the right, Levine said.

Levine's business card identifies him as "The Idea Man." Levine, an inventor of sorts, has several plans for gadgets. He considers coffee bags for individual cups as a possibility for the future. Levine is compiling this idea and others in a book.

Sports

Sign up for ACC tickets

From staff reports

We're getting close to ACC Tournament time, and once again UNC students have a chance to acquire a set of the hottest ducats on Tobacco Road. This year, of course, the tournament will actually be held in the Capital Centre in Landover, Md., which is on the border of Big East country, but never mind.

One hundred tournament tickets will be sold to students on a random basis. Students can sign up on sheets of 25 names on February 18 and 19, from 11 a.m. to 3 p.m., in the Union.

In order to sign up, students have to present their athletic passes and their picture IDs. The sheets will be numbered successively, and a correspondingly numbered group of ping-pong balls will be prepared. The winning sheets will be randomly drawn at halftime of the UNC-Clemson game on February 21 (this

Saturday.) In addition to the four winning sheets, several alternate sheets will be drawn.

The tickets cost \$90 for the whole tournament and must be purchased during the week of February 23-27. They will be sold from the UNC ticket office at the Smith Center to people on the four winning sheets on Monday (Feb. 23) and Tuesday (Feb. 24). If all the tickets are not purchased, people on the 1st alternate sheet may purchase tickets on Wednesday. If tickets are still left on Thursday, students on the 2nd alternate sheet will be eligible to buy tickets. Tickets remaining on Friday (Feb. 27) will be sold to students on the 3rd alternate sheet from 8 a.m. to 12:30 p.m., and to students on the 4th sheet from 12:30 to 5 p.m.

And by the way, the tickets are not transferable.

AP Top 20

1. Nev.-Las Vegas (50)	26-1	1,279
2. Indiana (8)	20-2	1,206
3. North Carolina (7)	23-2	1,205
4. DePaul	22-1	1,033
5. Temple	25-2	987
6. Purdue	20-3	965
7. Iowa (1)	22-3	956
8. Pittsburgh	21-4	786
9. Syracuse	20-4	675
10. Clemson	23-2	666
11. Georgetown	19-4	573
12. Alabama	19-4	547
13. Oklahoma	19-5	486
14. Illinois	19-6	449
15. Kansas	19-6	355
16. TCU	20-4	330
17. Duke	20-5	261
18. Florida	20-6	202
19. Providence	17-5	160
20. St. John's	17-5	155

Others receiving votes: UCLA 52; New Orleans 44; Notre Dame 33; Western Kentucky 21; Memphis State 17; Texas-El Paso 13; Georgia 9; Virginia 8; Navy 7; Kansas State 6; Marshall 6; Oregon State 5; Ohio State 4; Wyoming 3; San Diego 2; Tulsa 2; Howard 1; Missouri 1; Northeastern 1.

ETSU to visit Heels tonight

From staff reports

The No. 3 ranked UNC Tar Heels have a basketball game tonight with East Tennessee State. Why? We really don't know.

The game is scheduled for 7:30 p.m., and the scalpers should be out in force for this one.

UNC, of course, is led by All-American Kenny Smith, the Tar

Heels' leading scorer, and forward Joe Wolf. As for ETSU, here's what we know. The team's nickname is the Buccaneers. Their coach is Les Robinson. Their record last year was 13-16. Their one player worth naming (just because of his name) is point guard Carniel Manuel. And they're on probation. Should be a good game.

Duke game ppd.

The weather has claimed yet another victim. Last night's scheduled women's basketball game between UNC and Duke, a game which was supposed to be played for the benefit of the Ronald McDonald House and at which a new attendance record was to be set, was canceled because of inclemency. So they'll try again next Monday, February 23.

Campus Calendar

The DTH Campus Calendar appears daily. Announcements must be placed in the box outside The Daily Tar Heel office, 104 Union, by noon one day before — weekend announcements by noon Wednesday. The DTH will print announcements, from University-recognized campus organizations only.

Wednesday

- 11 a.m. UNC Study Abroad will host a discussion by Allen F. Day on The Beaver College Study Abroad Program to Edinburgh in the basement of Caldwell Hall.
- 1 p.m. Undergrad Business Program will sponsor a discussion by Sidney Jones, former Undersecretary for U.S. Economic Affairs, on the formulation of U.S. economic policy in Old Carroll 02.
- 4 p.m. Union Activities presents Actors from the London Stage: A one-handed performance. Trevor Baxter will give a reading of the "The Sea and the Mirror" in Gerrard Hall. No admission fee. Curriculum in American Studies presents Alfred Kazin, Emeritus Professor of American Literature from City University of New York, speaking on "God and the American Writer" in Hanes Art Center Auditorium. Reception following.
- 5 p.m. The Study Group on South Africa will meet in Room 211-12 of the Union.
- 5:30 p.m. Newman: The Catholic Student Center welcomes all to its weekly Student Night / Dinner at 218 Pittsboro St.
- 6 p.m. Lutheran Campus Ministry will have its meal and Agape Feast. Cost \$1.50. AIESEC will have an officers meeting followed by a

general members meeting at 7 p.m. in Room 211 of the Union.

7:30 p.m. Society of Physics Students presents Dr. Dietrich Schroer speaking on "The Strategic Defense Initiative Is It Technologically Feasible?" in Room 277 Phillips Hall.

8 p.m. 1987 Yackety Yack will have an all-staff meeting in the Union. Check desk for

room number.

Items of Interest

All Campus Calendar announcements are due by noon on the day before they are to run in the DTH. Tryouts for Men's Club Lacrosse will be on the Navy Turf Feb. 20 at 4 p.m. Please come prepared to practice.



MICHAEL W. SMITH



THE BIG PICTURE TOUR

Tuesday, March 17
8:00 pm
Memorial Hall

Carolina Union Box Office
12-6 PM
962-1449

Tickets
Students \$12.50
Non-students \$13.50
After Feb. 20, All \$13.50



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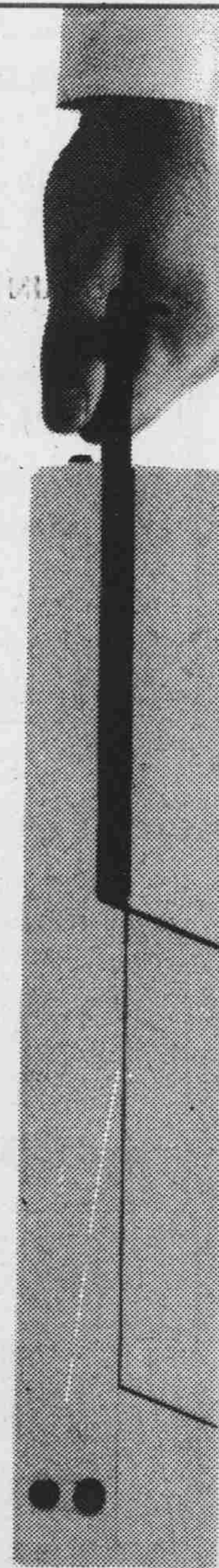
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