NOTICE TO ALL STUDENTS

Please notify Miss Tracy at the Business Office immediately, or at the latest before leaving for the Christmas recess:

(1) For the winter term starting January 4th, you plan to give up your room on campus to live at home.

OR

(2) if you are getting married and will be living off campus

OR

(3) if you do not plan to return to The Institute in January for the winter term, you will be living at home for the winter term,副教授 will be submitted on present basis unless she is notified to the contrary.

CHAMBER OF COMMERCE STUDY REVEALS EXACTING QUALIFICATIONS

What you were, may well de

term what you are. Your ed-

ication and financial history, your back-

ground, work experience and inter-

est activity seem to determine how successful you are in the business world, according to a research study recently completed for American Chamber of Commerce Executives (ACCE). The year's most comprehensive re-

search project ever carried out by ACCE, an organization managed by Byron Harless, provided answers to the most comprehensive re-

search projects ever carried out by ACCE, an organization managed by Byron Harless, provided answers to the questions of executive success.

For the Chamber of Com-

merce study, new nationally as a method to aid in this does not apply to the freshmen and even upperclass-

men. These factors had been determined, but by having both an out-

side and inside view of the successful and the least successful in this new group.

The answers to the many and other questions can be found through the Alumni Office in Lynn Hall. Perhaps many of the freshmen and even upperclass-

men are unaware of the close co-

operation between the alumni and the student body.

A selected group of Institute alumni have volunteered to aid students in their work at Babson. These graduates who are execu-

tives of leading companies in the Boston area have co-operated to help the students with vocational guidance and re-

search services.

Prominent men in such di-

verse fields as accounting and tax-

ation, insurance, investments, man-

ufacturing and promotion, real estate, retailing, and advertising, are available for consultation with Babson students.

Any man desiring further de-

tails on the program should contact the Assistant Secretary, Second Vice-

President, in the office of the President of the Institute.
Are TWO HEADS REALLY BETTER THAN ONE?

Are two heads really better than one? If so are — if American business and industry may be taken as at all representative of what is possible, then the country could be improved by a greater use of brains during team-up. Our history is peppered with striking examples of successful partnerships that revolutionized the American economy. And whether your brainstormers be a steel magnate, a sailor armed with your eye on a promotion, an executive interested in improving your performance or a professional looking for new ideas — there's a list to be learned from these "double-headed" success stories.

The Store That Sold One Produce: Satisfactions

It's 1861. A nation has been split into two warring camps and there is talk of a long drawn-out war. Young John Wanamaker could have decided to make his fortune on guns and bayonets. Instead, he decided to devote his energy to a business of peace and prosperity, a business of making the nation's people happy. His idea was simple: to set the tone for all times, to make the streets of Philadelphia a place where there would be no haggling or bartering. His innovation was equal and firm prices for all.

So he induced his brother-in-law, Nathan Brown, to invest $1600 along with his own $1000 and opened the Oak Hill Clothing Bazaar at Sixth and Market Streets. A small advertisement in the Philadelphia Ledger informed the public that "Wanamaker and Brown... having purchased their goods under the plan of selling them at very low rates, will sell them second-hand.

"This was to set the tone for all future Wanamaker publicity: no fluctuating, haggling or displays — just simple statements of what was available. A little better goods at a little lower price, than just because the Government is one economic future? These inconsistencies do not mean that its scope now. Only history will prove their correctness.

The election is over and John F. Kennedy of 600 was broken. It is the opinion of many that the market will take another up and run to 900 and that from here a foundation will be laid for another rise to higher levels. The decline will probably come in the near future.

For the time being, I recommend that we continue to look at the market as a "special situations" market. The wold rise since the election may be reflected in the rise of those issues which the Street feels falls into select categories... among these stock market activity.

Senator Kennedy indicated in his campaign that if he were elected he would institute an easier monetary policy by lowering the interest rates. It is his objective to increase the rate of growth that this country has been experimenting for the past few years. The President-Ft et will also see insurance of revenue and expense programs: initiatives that are needed in all areas of the economy.

The President-Elect will also initiate a renewed effort to stimulate the economy. The government has for students, as evidenced only with larger credits... that is, and the cooperation of all students and faculty members concerned. As it is established, the committee can only help, but there are also others on the front lines who are inadequately deployed.

You never know when those being represented will try to stimulate the economy. The government has for students, as evidenced only with larger credits... that is, and the cooperation of all students and faculty members concerned. As it is established, the committee can only help. But may we hope that the economy will continue to look at that of America's"?

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EUROPE 1961
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Chosen in meeting European Universities combined with instruction while traveling to meet American requirements for academic credit.

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June 1-August 31 (78 Days) All Inclusive Price - $1170.00
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June 1-August 31 (78 Days) All Inclusive Price - $1250.00

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NASSON TIES BEAVERS
Nov. 8-In an exciting game which eliminated the 1960 soccer champion, Babson booters played the Nasson College squad to a 2-2 tie in double overtime.

The Beavers opened the scoring at the five minute mark of the first period after a tightly contested scoreless first period. Nasson rallied right back in the second period with a score at the 14 minute mark.

Nasson came out strong for the second half but was more in the opening minutes of play; the Beavers bounced back tough, and tied the scores at two all in the 22nd minute of play in the same period. The score remained tied at the final gun and the game went into overtime.

Beating for Babson was handled by Fernandes and Hendrickson, with Ferguson and Kennedy on the scoring lines for Nasson.

DOUBLE OVERTIME
After one period of scoreless play the game went into a second period with neither side gaining the advantage. The score remained tied at 2-2 at 90 minutes that seemed a fitting finale as the curtain was drawn on the 1960 soccer season.

END-OF-SEASON RECORDS
The Beavers finished the season with a Colonial Intercollegiate Conference record of 2 wins, 3 losses, and 1 tie. In the New England Intercollegiate Soccer League the squad turned in a surprising 4-1-1 in a 5 game record. Overall, the team record is also not too favorable at 2 win, 19 loss, 1 tie standing.

MANagements: Dick Harriot, Ted Walters, Bob Nasson, Teachers; the first meet to reach 3-0 with a Colonial Intercollegiate Tournament was won by the Beavers with a score of 0-0.

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DIVERS WANTED-MALE
With four members of last year's swimming team out of competition due to scholastic troubles, Coach Gary Parks has issued a "please" for divers. The team at present has only one diver under the water, with three other diving positions to be filled within the next two weeks.
The team now consist of 13 swimmers: Navarra, Hill, Steyer, Robinson, Wiedema, Hoey, Gordon, Fernandes, Lightbill, Jones, Evans, and Rosen. These men go through a daily drill of 30 yards pull (arms only), 50 yard length, 10 consecutive sprints with 1 minute intervals, and 25 laps, in addition to individual coaching on their weaker points.

A tentative schedule has been worked out with Assumption, Tufts, Holy Cross, Worcester Jr. and Southern Coast State Teachers; the first meet to be held on December 1st. Joe states that "the pool is in perfect condition - water 76 degrees, chlorine content 0.3, and the pool is 7.6 - perfect swimming conditions."

With three starting diving positions to be filled, Coach Parks feels that the team "looks as good, or better than last year." Last year's record was three wins as opposed to four Janes.

TWO HEADS FROM p. 2

elastic ideas, this Wansamaker and Brown. They'd be out of business in a few minutes, competition pre- dicted. "With this method of yours," asked an anxious friar, "what in the world do you think ever expect to sell?

Quick as a flash the joint re- ply: "Satisfaction!"

The selling of satisfaction turned the little store into one of the world's greatest department stores - and taught American business a lesson forever: later play made friends, custome ... and money.

BASKETBALL HOPEFULS "HOPEFULS" FOR GAMES
With less than two weeks of usable practice time left before the first tap of the Babson In- vestional Basketball Tournament, coach Gygency began的年轻人 財政 to the frenzied flying of basketballs and ecstatic spectors Tom Smith is favorably impressing his boys by what promises to be the greatest basketball season ever witnessed on the Babson Park campus.

The pre-season warm-ups and calisthenics are routine for the fifteen men seek- ing starting five positions. The problem for Coach Smith, which he organizes his nucleus, around which a winning Beaver team will emerge.

RETURNING LETTERMEN Coach Tom Smith is extremely fortunate to have four returning lettermen in contention for open- ing berths on the team this year. Ken Pohles, Stan Briggs, Don Petersen, Bill Lunnise, and Mike DeMaule, who worked out with Assumption, fortunate to have five returning players. As opposed to four losses.

SOUTH UNDEFEATED
When Pope Main South met Pub-Coleman in an intramural football clash, the south team once again proved supremacy on the Babson campus. Until this game Smith was undefeated and thus aimed to keep their re- cord clean. As the game turned out South proved to be the stronger of the two teams. This was the second year in a row that South has had an undefeated season. Scoring for South was led by the strong arm of Dick Harriot who threw two touchdown passes. In the first one was a forty yard play to Ted Walters. For the second score, he threw a pass to Harry Crooks. The scoring for Pub-Coleman was done by a fine run by Danny Got- thiefs late in the game.

The game was sparked by the fine defensive work of both teams. As the final whistle sounded the strong team from South was the victor by the score of 12-6. Major contributors to the fine year that South has had were:
ENGLISH — from p. 1
appropriate in determining the grade on any piece of work. But the student should be aware that a passing grade does not preclude the possibility of a grade deficiency in the quality of English composition.

When the Committee reviews such a deficiency for a second time, or one more faculty member is involved, the student is referred to the review committee to set forth clearly the problem.

Students who receive either a warning or a condition will be required to contest promptly one of the members of the Committee, Dr. Bluestone, Dr. Pearson, or Mr. Black. The particular problem of the student will be discussed not only standards for documentation and to set forth clearly the use of English, the Committee must be required by the Committee to secure its removal.

The issues of writing that will discuss in the course for remedial action will be standardized. If the student produces a written examination to secure its removal.

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