The world of finance, with its complicated problems of corporations, accounting, statistics, and estate management, was revealed to us by the able teaching of Messrs. Fittz, Petersen, and Payne. As the days passed, bewilderment and uncertainty gave place to clarity and understanding, and we felt better equipped to work in this complicated phase of business.

Money and banking and business enterprises with Mr. Fitz were mingled with anecdotes of school committees, the antique business, and student escapades. This year, personal estate management was introduced into the course, and we pored over budgets, life insurance contracts, prospectuses, financial statements, and wills. This work did much to make us realize the importance of careful personal expenditures, and we will always be indebted to Mr. Fittz for his guidance and interest in showing us the bases for a sound financial future.

On our first morning "Pete" gave us one of his infrequent accounting lectures. Before we knew it he had covered four pages of notes and had assigned us as many problems. From then on not one wasted word did we ever hear, and any attempts to get "Pete" to digress from strict accounting procedure were met with frosty glances and requests for attention to business. Unanimously, we agreed at the
end that he was one of the most thorough instructors of all our school years, and one of the most sincere in his interest in all our personal problems.

One third of our class will ultimately be engaged in statistical work, forecasts our Mr. Payne. If his forecast is as accurate as the statistical methods he taught us, we are certain we will be. During the course Mr. Payne himself became a national figure after his article on the strength of the nations appeared in publication and was highly commended by a well-known radio commentator. We knew it all the time because "Wils" is close to his students.

The Trip, the most important and interesting part of the course to some, came near the end of the term. We had been waiting like small boys for Christmas. Once taken, tales concerning it began to circulate. Roff found Santa Claus in Child's—Keyes and Anderson roamed Honeymoon Lane—Schroeder was robbed—Mussenden thought New York filet mignon was fish—Howell was ultra generous to the cab drivers.

It was all most impressive and educational—the Stock Exchange, the Curb Exchange, National Association of Credit Men, the Commodity Exchange—and the tales.
It was under the direction of that salesman, Mr. Canfield, that our eyes were opened to the complicated fields of salesmanship, sales management, and advertising. "Let's look at the advantages and disadvantages of the problem" became a byword and the daily green sheets were many times seen in our sleep, but we realize that it was the most productive way to teach these courses.

Sales interviews were after hours. Here we tested our knowledge on the firing line. McCracken was one prize winner. He sold the buyer of buyers, yet bemoaned that "B. R. had his feet on the salesman's chair during the whole thing."

Not until the last time we heard the familiar statement "leave these sheets as you go out" did we fully realize how much we had learned in such a short time,—thanks to an incomparable instructor.

There are few among the ranks of Babsonians who will soon forget "Shive's Novel" with its "hair-tearing" display of pertinent marketing data, nor his ingenious wit as displayed in such preludes as "Here is an illustration in point; though it may be slightly hazardous, I think it will illustrate."—followed by his story of the frog in the milk can, or some other similar rendition.
His Marketing tests were something that would make the keenest of students turn the convolutions upside down. Though these tests did not examine our knowledge of "line 2, page 14, volume 1," they did succeed in teaching us that the novel was written with two purposes in mind,—to be read thoroughly and to teach marketing. Orchids to one of the most brain-teasing subjects we have ever taken.

If there is any one field in which "Shive" exceeds his ability as a marketeer, it is in the subject cataloged Law and Business. Mr. Shively's ready comprehension of the most involved cases has won for him the title of "The Legal Beacon", and rightly so.

Messrs. Horner and Matthews readily instilled into us the desire to be able to express ourselves when confronted with the proverbial "Sea of Smiling Faces." Mr. Horner with his bear story and Dr. Matthews with his typical Missouri wit seemed to act as a trowel in wet cement to the troubles and problems confronting the average "Douglas Disciple" who is learning how to "Win Friends and Influence People," through the use of his powers of oratory.
“Factory trip Tuesday, report Saturday,” was part of the routine that made the Chief’s course so interesting and informative. “Now listen, anybody who puts any hot air in these reports gets an automatic ‘F’; I won’t even read them.” And so these studies became analytical, and conversant with the methods used to successfully manage a factory.

If anyone can teach a man to take it and hand it out, that man is John Edward Millea. In the heated discussions of production conferences, he brought out character and developed poise. Sarcasm actually became easy to take. Remarks such as, “Now listen, Winkelmeyer, if you don’t stop nodding in this class, you’re going to get pitched out on your ear,” were more direct. Even valedictorian Wink might blush from the collar line up. It was in these “give-and-take” sessions that our Chief of Factory Operation selected this year’s members of the Ancient and Honorable Order of the Goat. (See page 81.)

Psychological tests for Personal Guidance revealed strange findings. Traver should be a physicist; Tod, a farmer; and Kershaw a budding Y. M. C. A. secre-
tary. Once we felt sure we were businessmen. Not so sure now. That familiar phrase of Dr. Bird's, "150 letters will get you the job", proved an understatement when our first applications produced slim results. In this course we ourselves were the subjects of many experiments; guinea pigs, so to speak. They were an illuminating method of furthering our insight into personnel problems confronting employer and employee.

There were times when we asked ourselves, "Has Dr. Duncan forgotten his class?" However, a careful search always found him within the confines of his well-appointed office absorbed in the latest news broadcast, for brilliant interpretation to us. He made some news himself. His proposal that the metropolis of Natick appropriate $50 for the purchase of road bumps won national prominence, while "objective and comprehensive" tests at the Institute brought him doubtful glory among Juniors and Seniors alike. Ask the man who took one.
Introduction to Business with Mr. Horner at the helm was an instructive and interesting course. "Jack" knows how to put humor into the most prosaic facts. We have all learned a great deal, and the credit does not belong to the student but to the teacher. Mr. Petersen gave us accounting and taxation with most surprising results. These difficult courses were easily assimilated under the able tutelage of "Pete". To find him in just one error is the ambition of his classes. Business Writing by courtesy of Dr. Harvey was never a dull course. The jovial "Doc" never lost his smile no matter how great the provocation. As letter writers and grammarians, we should have no peers for we have studied with a master. Dr. Duncan in Government and Business presented many of those problems that the business-
man and the politician are forever trying to solve. We don't know that we have found the ultimate solutions of these, but we do know that we have a different slant on them. Typing with Miss Wing and Miss Kirkpatrick was a profitable course for all of us. To many it was a complete surprise to learn that typing can be faster than longhand. Dr. Matthews brought economics out of the limbo of the intangible into the spotlight of concrete reasoning. Whether our views were solemn reactionary or red hot radical, we got the same impartial treatment from "Jim". One of his most frequently repeated expressions was "Maybe I'm wrong on that" — the best indication of an open mind.
AS WE SEE THEM

"DOC"
"DUNC"
"PETE"

"J. K."
"WILS"
"UNCLE JIM"

"CHARLIE"
"JOHNNY"

"BERT"
"AUSTIN"

"SHIVE"
"RUTH"