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Monday, January 22, 1923

PROFESSIONAL ADVICE

ONE of the great difficulties encountered by the young student who is planning to follow a professional career, is a lack of knowledge of the type of work demanded by the profession he is considering.

A freshman usually comes to a technical school with fixed ideas on becoming this or that kind of an engineer. Glowing pictures of great deeds accomplished and handsome salaries earned, flash before his mind's eye.

To enable men to recognize the vocation to which they are best adapted, and to clear up any false notions that may have arisen, the professors in charge of the various courses will give a series of lectures similar in purpose, and in some cases, in content, to articles written by them and appearing regularly in THE TECH.

SALESMANSHIP

THE first task that confronts the graduate after he leaves college is to secure a position for himself. Naturally enough, the success of his first venture will depend upon how well trained he is.

Most college men have at their disposal some means of learning the principles of salesmanship. These principles are not difficult; they follow the general laws of common sense.

Very happily, however, that which is hard to do is the thing which does us the most good. The first time anything is attempted the results are not always the best.

men's opinions, and to mold their decisions to suit himself.

If one were to ask, "What quality is most important in the making of a salesman?" he would receive a variety of answers. There is, perhaps, one which is more essential than any other. It is sincerity.

The first job which any salesman must accomplish, whether he is selling goods, ideas or his services to an employer, is to sell them to himself.

DR. STRATTON BUSY ON MANY PROBLEMS

relations between these interests. Saturday evening of the same week he met with the officials interested in improving the building codes and regulations of Brookline.

To Speak in Walker Thursday: President Stratton's past experience in developing the scientific data upon which such regulations should be based will be of great assistance to the officials of Boston and vicinity.

T. E. N. DINNER TO BE HELD TOMORROW NIGHT

Grand Get-Together Is Object of the Evening

In the Faculty dining room tomorrow night at a quarter past six o'clock the Tech Engineering News' entire staff, reportorial and otherwise, business associates, and novitiates will foregather to a feast.

The affair is to be financed in accordance with the plan set forth in the last issue of "The Filter Paper."

T. C. A. REPRESENTATIVE TALKS AT QUINCY Y. M. C. A.

Denton Massey '23 Addresses High School Boys

In answer to a request from the Y. M. C. A. of Quincy that a speaker be sent to address a group of young high school and employed boys, the Technology Christian Association was

NOTICES FOR UNDERGRADUATES

OFFICIAL

The Talk on Course VI by Professor D. C. Jackson will be given in room 10-275 at 5 o'clock on Thursday, January 25.

The Talk on Course V by Professor F. G. Keyes will be given in room 4-270 at 5 o'clock on Friday, January 26.

UNDERGRADUATE

The Night Editor in charge of the next issue of THE TECH is L. E. Fogg, telephone University 7077. All matters pertaining to the issue are referred to him.

The Publicity Department of THE TECH needs men. See W. N. Webster '23, or Warner Lumbard '25, in the News Room of THE TECH, room 3, Walker, any day at 5 o'clock.

Candidates for the Business and editorial departments of the 1923 Handbook meet in the T. C. A. office at 5 o'clock Tuesday. Sophomores and freshmen are eligible.

From Goliardi to the Stein Song

We who cherish our Stein Song as something particularly akin to Technology and to Technology alone will suffer a rude shock when told of the man who, on hearing a student sing his Alma Mater, remarked "Oh yes! Isn't that a sort of college boy's song?"

The writer wondered—and investigated. It will seem queer but starting back in the twelfth century the original "Stein Song" was written and Stein Songs have been written ever since.

The Wanderer Student, a youth with a command over his language and impressionable and sensitive to his surroundings, has given vent to his feelings in verse and song. These songs, especially in the middle ages, formed the badge of the student as they were sung frequently and on all occasions.

The songs of seven hundred years ago had no time or age limiting their application, indeed all they needed

yesterday represented there by Denton Massey '23, Director of Bible Study for the Association. A series of talks to these boys has been arranged by the Y. M. C. A. and has been in progress for some time, but this is the first time that the T. C. A. has been represented.

Massey chose as his subject the broad topic of "Practical Christianity," touching points of clean living, clean speech, clean athletics, and their value to the individual and community.

General Secretary W. M. Ross of the T. C. A. attended the setting-up conference of the cabinet of the newly formed Christian Association of Northeastern College, which was held Saturday at the Belmont Country Club.

SECTION 9 OF FRESHMAN CLASS HAS BOWLING TEAM

At the last meeting of Section 9 of the freshman class on Monday, January 15, plans for a banquet to take place the early part of next February, were discussed and a committee was appointed to get information on the subject.

STUDENTS WILL VISIT EUROPE NEXT SUMMER

Industrial, and commercial life of the Italy of today.

Members Sail June 30: Dr. Stephen P. Duggan, Director of the Institute, says of the Tours: "The Tours meet a double need; the need for travel as a broadening element in the education of our young men and women, and the need for travel as a means of establishing a closer relationship between the youth of America and of other countries."

HERRICK Copley Sq. ALWAYS THE BEST SEATS

was a mood. The student, being attached to no university for any time, drew no inspiration from them to idolize them in verse. No traditions then drew the students' interest and no sacred vows of faithfulness were invoked, they sang of youth, its desires and emotions.

But the fault is not distinctive of Technology's song alone although we err more than most colleges. In other places they sing of their Alma Mater and their oaths of fealty to it, but there is little in these songs that is individual of the college.

There is no doubt that Technology is original in its buildings, its spirit, its traditions. We ought to be far enough removed from the Goliardi not to sing in the same strain that they did.

will sail from New York on June 30, 1923, on the SS "Saxonia" of the Cunard Line, and will return on the same ship on August 24.

CHEMICAL SOCIETY TO HEAR INDUSTRIAL TALK

to the men at different points during the journey.

The Walter Baker Chocolate Company, Ltd., receives the cocoa bean directly from the West Indies, South America, and Africa.

Today there will be a meeting of the executive committee in the dormitories to discuss the possibility of a joint meeting with the Boylston Chemical Society of Harvard and other plans of the Society.

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