THE ISSUE:

"BUSINESS DOES NOT RECOGNIZE THE ABILITY OF YOUNG MEN"

The young man looks upon the corporation as a device which strangles his talent with organizational inertia and also hobbles his ambitions with bureaucratic lethargy.

—James Hill, Harvard University

WHAT'S GOING ON

Last week, James Hill, Harvard student, answered a letter from Robert W. Galvin, Motorola Chairman, which asked: "What's wrong with business?" Mr. Hill raised a number of trenchant issues and this is Mr. Galvin's first reply. Other points will be tackled in subsequent issues of this paper.

This early stage is obviously a most important time in business, it provides the opportunity for the man and the company to objectively view each other. To evaluate. It permits the individual to realistically judge his own abilities—under working conditions. He can appraise just how smart he is—not only how smart he thinks he is. It tells him what he can really do.

What happens during this period and thereafter, in business or in any profession, is up to the man. He must make the waves. He should be encouraged to make waves. His college degree is no more a guarantee that he will be a good businessman than an M.D. or LL.B. guarantee a good physician or lawyer. Recognition? His own motions and judgments will establish his personal identity in the corporate crowd. Men in motion, with sound ideas, imagination, and enthusiasm—are not gray or faceless, nor can they be made so. It would be a shortsighted corporation that would try.

In many areas, today's business needs today's young men—25 and 30 year old decision makers. Let's discuss this further.

Robert W. Galvin
Chairman, Motorola, Inc.