

January  
Twenty-seventh  
1920.

W. M. Birks Esq.,  
Phillips Square,  
Montreal.

Dear Mr. Birks:-

I received your letter which accompanied the enclosed communication from Mr. Notman, and have looked in to the matter to which Mr. Notman refers.

I find that the course at Harvard is "a Graduate School of Business Administration". That is to say, - it is a course for advanced men. Persons are not admitted to it until they have already taken a course extending over four years at a University, from which they have graduated with a Degree of B.A. or B.Sc. Dealing with men who have already spent four years in College, they can at Harvard take up more advanced and, therefore, frequently more interesting, work than some of that which we are obliged to cover in our Commercial course at McGill University.

Our School of Commerce is an undergraduate School. That is to say, men enter it directly from the ordinary High Schools, and consequently in it have to take a large amount of training which the men, who enter the Harvard School have already obtained.

As time goes on and the demand here arises for more advanced instruction in business than that which is comprised in our present School, McGill University also may, if it has the means, establish a Graduate School for Business Instruction similar to that which now obtains at Harvard.

With best wishes,

I remain, yours very sincerely,

*W.S.*

Acting Principal.