

THE VARSITY

A Weekly Journal of Literature, University Thought and Events.

VOL. XXII.

UNIVERSITY OF TORONTO, OCTOBER 28, 1902.

No. 3.

The University Graduate and Business Life.

THE two great questions that arise in connection with this subject are, first, should a young man who has made up his mind to enter business life take a university course as part of his education, or should he go directly into active business in the line in which he proposes to engage? and, second, what opportunities are there in business for the university man who has entered upon his course without clearly-defined ideas as to his work after graduation? It is, of course, not to be expected that a Graduate of three years' standing can settle either of these questions, and the few suggestions offered in this article must be regarded only as the view of one whose experience as a Graduate in business life is as yet very limited.

Broadly speaking, there are two classes of Undergraduates who may have aspirations for a business career, namely, those whose parents or whose families are actively connected with commercial undertakings, and who desire to fit themselves for the carrying on of such enterprises. Undoubtedly, for such young men a university education should be of the greatest benefit. They are sure that they will be given every opportunity to exercise the wider business experience and judgment that they possess. They are sure that they will not be side-tracked in subordinate positions if they show ability to undertake successfully the responsibilities attaching to higher positions. For the properly balanced young man in this class a university education should be an undoubted advantage.

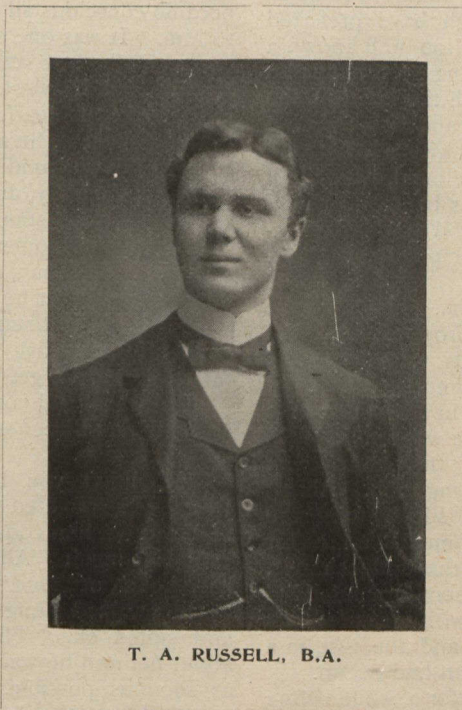
The other and larger class comprises those who have no connections which will facilitate their entrance on a business career, and who have to depend entirely upon their own energy and ability. For these it is an open question whether a university education would be found more useful than the same number of years of active contact with the business into which they desire to enter. There are undoubtedly many whom a university education unfits for business, because it takes them beyond the period at which they are willing to undertake the subordinate and routine work necessary on entering upon a business career. But, even for the Undergraduate in this second class, a university education should be a valuable asset. It gives him a broader view; it enables him to analyze and discriminate more carefully and impartially than is possible where the experience has been confined to the necessarily narrower sphere in which the man moves who has in early years gone directly into some particular line of business.

There is one great drawback, however, to the successful entry of university Graduates into business life, and that is, their unwillingness to enter upon a business career in an inferior position. Strange to say, the experience of business men has been that Graduates, willing enough to spend a year of apprenticeship at the Normal College, willing enough to spend three years of apprenticeship at Osgoode Hall or four years in Medicine, where each year means a considerable expenditure of money, are unwilling to accept a business situation for a similar length of time, which, instead of costing an expenditure of money, will at least yield a comfortable living allowance. There are exceptions to this, and university Graduates can be

found who are willing to make a beginning in this way, but business men assert that, unless these same Graduates receive rapid advances within the first few months, they feel that they are not making progress, and become dissatisfied. This condition of affairs must change before the university candidate can hope to succeed in business. He must be willing to regard his apprenticeship in business just as loyally and patiently as he does his apprenticeship to a learned profession. If he does so, and has judged aright in assuming that he has qualifications for a business career, there is little doubt but that, at the end of three or four years, he will find that his training and experience have stood him in good stead, and that his business success is assured. Unfortunately, of course, all businessmen are not philanthropists.

Unfortunately, indeed, all of them are not even as upright and fair-minded as they should be, and many university Graduates entering business with the proper spirit will find that, despite their efforts, the opportunities are not afforded them that should be, and the success they have aimed at is not reached. Exceptions of this kind

and shortcomings in employers or in the Graduates themselves cannot be avoided. In the mind of the writer, however, there is but one opinion on this subject, and it may be summed up thus: That a university education, properly understood by the student, is of great advantage to him in a subsequent business career; that business men in Canada are beginning to realize this more and more, and that business life in Canada should, for many years to come, offer better inducements and higher awards for the proper class of university Graduates than can any other sphere of activity.



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