

of the world's work are already impressive. In psychopathology, in legal psychology, in experimental pedagogy, and in the psychology of advertising, they have made noteworthy additions to the store of knowledge; and to-day psychological tests are being made in the army to determine the fitness of men to do the work to which they aspire in the service of our country.

Concerning the more common matters of every-day life, however, psychologists have offered relatively little of interpretative value. Yet these experiences make up the day's work. They determine its quantity and quality. Much has been written about making others efficient, but comparatively little about one's own method of thinking, working, and acting. Yet knowing oneself reaches far into success and failure; and there is no other way of understanding the behavior of others. It is, therefore, in the hope of interpreting a few of these personal experiences of daily life that this book is written. The topics that could be discussed extend far beyond the limits of a single volume. The choice, of course, is largely personal, but the writer has tried to select types of conduct, as well as phases and causes of behavior, that are fundamental to thinking and acting, whether in the life of social intercourse or in the business and professional world. And after all, thinking and acting determine achievement.

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