

H.S. Van Scoyoc, Esq. - 2 -

businesses. You can easily see that the calls on both staff and space would be excessive.

In view of these considerations it does not seem that it would be possible for the University to offer a technical course along the lines which you suggest. The staff is not equipped for it and it is not, as you will see, entirely in line with our aims.

By way, however, of making a constructive proposal I should like to suggest that the most valuable contribution we could offer would be some general instruction in Business Psychology and Business English. We can provide courses of about thirty lectures in each of these subjects at which we would welcome members of your association. You might think it wise to combine this with a course given under your own arrangements on the subjects outlined in your letter of February 22nd.

I shall be very glad to discuss the matter with you at any time.

Yours faithfully,

Principal.