

MERCHANDISING 3. *Salesmanship*.—The principles underlying the practice of salesmanship are considered from the viewpoints of the salesman, buyer, and the salesmanager. Typical sales related to the wholesale, retail and mail-order house are presented. A critical review of the present-day systems of human nature study in relation to a better understanding of the buyer; the efficient selection and handling of salesmen; a critical analysis of the demonstration factors in successful sales. Prerequisites, Merchandising 1 (except for students in the Insurance Group). Senior standing. Both terms. Three hours. Three units. Professor HESS.

POLITICAL SCIENCE

POLITICAL SCIENCE 1. *Government*.—The Federal and State Governments, their organization, powers and present activity. The chief court decisions interpreting government powers. Professor YOUNG.

POLITICAL SCIENCE 2. *Citizenship*.

First Term.—*Status*. Acquisition and loss of citizenship. The distinction between State and Federal citizenship. Protection to foreigners residing in the United States. Status of inhabitants of newly acquired territory.

Second Term.—*Fundamental Rights*. The guarantees to personal and property rights under the Federal Constitution. Constitutional protection of business. Police power and eminent domain. Prerequisites, Political Science 1, Sophomore standing. Both terms. Two hours. Two units. Assistant Professor MAXSON.

POLITICAL SCIENCE 3. *Diplomatic and Consular Procedure and Practice*.—A. Diplomatic Service. Development and organization of the State Department; requirements, etc., of the Diplomatic Service. B. Consular Service. Requirements, duties, etc., of the Consular Service. Prerequisite, Junior standing. Both terms. Two hours. Two units. Professor BALLAGH.

POLITICAL SCIENCE 4. *City Government*.—The place of the city in history. The position of the city in the political system of the United States. Great Britain, Germany and France. Present tendencies in the organization of the city government. Government by Commission. The City Manager Plan. The social problems and social activities of the municipality. The relation of the city to quasi-public works. Franchises. Principles as to valuation of quasi-public properties. Rate making and service standards. Prerequisites, Junior standing. Both terms. Two hours. Two units. Professor KING.