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## THE UNIVERSITY MAN IN BUSINESS.

WELL, we have done our best for you; you must now face the world, and with her you will find it is a case of "root, beg or die." It was thus that the Principal set me thinking along practical lines, the morning after I had graduated, some ten years ago. I had gone through the usual course of study leading to a master's degree, with plenty of hard work and a good deal of fun. (Our life then did not offer, thank Heaven, the round of "At Homes" and afternoon teas which seem to bulk so large in modern student life at Queen's). And now I must prove to the practical old world, first, my right to a place, at her table; later on perhaps, in her councils also. My degree did not seem to be of much value; the world asked but one question and insisted upon proof—"What can you do?" In the good school of experience one has, since then, learned a little as to the answer and a few hints may not come amiss to those who must soon answer the same question.

The average man of business is apt to say that a university course represents four years of wasted time for the youth who intends going into business. To this there are two answers. In the first place, "Man does not live by bread alone." The critic

in this case will not attach much importance to that answer; but my readers may; it is the more important of the two. But in the second place, our critic, like most severely practical men, is short-sighted and judges by immediate results. I firmly believe that in the long run, however, the mental poise and power resulting from a proper university training, must tell. They will carry a man much further than he would otherwise have gone if he do but give them a fair chance.

But just there lies one of the greatest difficulties—in far too many cases, he does not give them a fair chance. The Arts graduate (whom I have chiefly in mind) usually looks upon one of the professions as his proper goal, and if he is forced to turn to business, regards it as a misfortune and is too prone to consider himself above his work. Yet in the business world there is just as wide a field for the exercise of the best that is in him as there is in any of the professions, and the prospects for success are much better. The Arts graduate, in entering upon a medical or law course, begins at the bottom and cheerfully recognizes the fact that, like any other novice, he must spend time in mastering the preliminary details before