

Section 32.

THE FORMATIVE YEARS AND THE HEADSHIP

Traditions of work and of policy are vastly important in later years when they provide the momentum which carries a course along its way. Hence of vast importance it is that right traditions should be established during the early formative years.

Establishing tradition is the task of the head of the department. Experience, sound judgment, a knowledge of human nature and a personality acceptable to academic and to business circles are the qualifications needed by the first head of the commercial department.

An ability to speak easily, briefly and pointedly is another most desirable qualification. In short, the commercial course and its requirements must be sold to the colleagues of the commercial personnel and to the business community.

In the early stages this selling function is of primary importance and for eventual success it must be well performed. Consolidation within the department will then follow as a natural sequence because the support for it will be forthcoming.

Finally, the matter of continuity in the headship is of serious consideration. Policies and traditions can only be well established under several years of single purposed administration.

Above all, as in business, success depends upon action. The finest of plans and policies on paper will avail nothing unless they are intelligently and consistently carried out.

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