

with their farm troubles, the President's ratio has improved a bit.

Farther West, Utah gives him 70.86 per cent. That silver State gave him 56.52 per cent. in 1932.

Maine provides a real sensation in returning a larger majority for the New Deal, relatively, than Massachusetts or Nebraska. Vermont is isolated in her opposition to the New Deal, with forty-seven sister States against her.

Pennsylvania returns 55,945 "Yes" votes against 31,443 "No." Long a Republican State of immense industrial wealth, it remains the leading Roosevelt State in the East—and perhaps in the whole country, all things considered. The Philadelphia Record (Ind.) has commented:

**College Graduates as Business Sees Them**

The trouble with the young college graduate just entering the business world is that he has an inflated sense of his own ability and importance, and, consequently, demands a better job than he deserves.

Such is the opinion of one group of American business men, as revealed in a symposium to which 500 of the country's leading industrialists contributed.

Others, however, take the opposite view. To them the young graduate, instead of being cocksure and proud, is too diffident and fearful, lacking the self-confidence enabling him to capture the job he wants and merits.

This conflict of opinion was but one of many shown by an analysis of the 500 statements on how the young graduate should go about getting his first job. Volumes of criticism and advice were poured out for the benefit of the 134,000 young men and women who receive diplomas this month. The survey was made by George Bijur, director of the Choosing-a-Career conference, to be held at Newark, New Jersey from June 26 to 28.

Candidates for jobs will be welcomed by industry and business was the cheering statement of one leader. Another optimistically said that the depression should present no insurmountable obstacle to 1934 graduates. One preferred non-college men, while another emphasized the obligations of business to college graduates. It should be mandatory, in the opinion of another, for every young man, after graduation, to work one year on a farm before starting a career. Here are the views of some of those "at the top" as to what beginners should do:

**William B. Green, Jr.**, President, American Brake Shoe and Foundry Company—The vast majority of graduates have done very little in an effort to really analyze what job they will best fit. Those in doubt should seek help from teachers and friends.

**George E. Parker**, President, Parker Pen Company—Many college graduates do not feel inclined to put their feet on the first rung of the ladder, but, instead, want to start some distance from the ground.

**Delos Walker**, General Manager, R. H. Macy and Company—Self-confidence is in-

"Pennsylvania may replace Missouri as the home of skeptics who have to be shown. Altho President Roosevelt lost the State in 1932, he apparently had hosts of potential supporters who didn't vote for him merely because they thought he was too good to be true. . . .

"The poker-faced Digest analysis can not restrain a quiet smile at the results. It remarks that Pennsylvania returns 'should be of piquant interest to those optimistic politicians who interpreted Senator David A. Reed's victory over Gov. Gifford Pinchot as a defeat for the Administration in Washington.' 'Piquant interest,' indeed! 'Morbid' would be a better word. Senator Reed *et al.* should study THE DIGEST returns with the fascinated intensity of men checking over arrangements for their own political funerals."

dispensable to any one seeking a job. If the average college graduate were more liberally endowed with it, his chances of getting the job in which he is interested would be much greater. Young women graduating from college seem to have much more confidence than men. Perhaps that's because women reach a mature mental development at an earlier age than men.

**Maj.-Gen. James G. Harbord**, Chairman, Radio Corporation of America—The beginner should not allow himself to be defeated by dwelling on the difficulties facing him.

**A. Wineburgh**, President, Carbona Products Company—The best chance of success is to seek a job as assistant or secretary to the chief executive of some business, regardless of type, for working in such a capacity offers the shortest cut to learning every angle of a business. Every man should equip himself with stenography.

**Max Epstein**, Chairman, General American Transportation Company, Chicago—The same old advice holds good. Each should decide first of all, "what would I like most to do?" Too many young men are influenced by parents to do what the parents would like them to do. An old truth is that one does well only what one has the talent and inclination for. Many failures in life can be traced to the wrong start, but I am not unmindful that many can not have a choice.

**Nellie Taylor Ross**, Director of the Mint—Scrutinize interesting fields to determine which are not overcrowded and promise real opportunity.

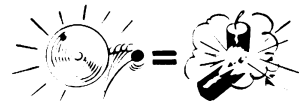
**G. R. Hanks**, President, Taylor-Wharton Iron and Steel Company—American business is obligated to the youth of this country toward making every effort to absorb as many as possible of the college graduates, not only that they might follow their selfish efforts to improve their staffs, but also on a basis of national economy.

**Howard Conoley**, President, Walworth Company, Inc.—The period of depression, when business pauses, is an ideal time in which to turn attention to the development of young men.

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