Tuesday, October 18, 1966





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By Watching Them Draw

Do you want to be a top to them might do well to stu-plain how a positive control executive? Learn to draw. dy the work of Klee, Braque can be arrived at to judge re-That is the dubious conclusion or Picasso so that he can be as sults. reached by Lon D. Barton, non-representational as possipresident of the nation's lar- ble. If the examiner can't tell gest executive placement or- what you have drawn, dependganization, following a recent ing on how desperate for help blast at psychological testing. he is, he will have to pass The Barton criticism appa- you on faith. rently struck a raw nerve with

many executives throughout The blast at psychological the country. It brought forth testing developed other intea rash of different methods resting methods at determindevised by top management to ing the talent of executives. screen executive material. One manager relies on the in-Two of the most ingenious in- sult. His opening gambit is: volved drawings. If you have younger brothers If you clear the lower and or sisters, what was your remiddle hurdles set up by a action when you mother told Midwest manufacturing con- you, you were about to have cern, the president will ask a little brother or sister? This you to draw a fruit tree. If is calculated to throw you off it is wide, free flowing, not balance, to make you excestoo representational, the pressively nervous or cowering. ident of that firm claims he can spot irresponsibility, too If you are fast on your feet much originality and a lack and don't express the urge to of discipline. kill your mother or your sib-If it is narrow, confined and ling, you might be a candidate covering only a small portion for his next line of questionof an 8 1-2 x 11" piece of paing which has to do with deper the president, with his tails of your present sex life. own powers of divination, If you haven't replied slightly claims he can spot a penurious in kind by this time, there is no-talent, small thinking indisomething wrong with you, but vidual who will likewise be of you are still expected to be on little value to his company. top of the situation and remain The other president, also an in relative composure if you art student, asks his finalists expect to be given a key to to draw a picture of the huthis fellow's men's room. man figure. He is careful not to specify sex, but let it be Barton recalls a counselor known here that whichever you who sat appalled at this prodraw, you will be a loser. If cedure. One man had actually you draw a picture of a woman passed all of these ludicrous you have excessive mother hurdles. The counselor recomlove and obviously a mother- mended against him simply beloving individual would not be cause of the instability of his of much help to him. If you previous job record, but on the draw a picture of a male you basis of this weird perforare supposed to be possessed of mance he was hired anyway. dangerous homosexual tenden- P. S. The candidate didn't bother to report for the job.

The executive also heard from a man who cited the case of a Midwest drug firm who invited plenty of trouble when its psychological testing batteries pointed favorably to a candidate. Within a month they were forced to fire him. The plicant had neglected to say that his mother had furnished him answers to the tests on three previous occasions.

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mits quick and easy erasing with an ordinary pencil eraser. For perfect papers every time, get Corrasable. In light, medium, heavy weights and Onion Skin. In handy 100-sheet packets and 500-sheet ream boxes. At Stationery Departments.



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HOW TO CHEAT

CHAPEL HILL

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LITTLE OR NO WAITING

I SEE ... WELL, LINUS IS GOING BY RIGHT NOW ... DO YOU WANT

TO TALK TO HIM?

with Our

3 Expert

Barbers

cies.

WIGGLE THEORY How can you cheat on these

exams? Barton suggests that When all is said and done the executive candidate who Barton prefers the "wiggle knows he might be subjected theory" developed in some

depth by a government bureau-crat. Verbal interviews in this man's office are somwhat perfunctory, but he does make it a point to observe the walking habits of his applicants (and this can lead to interesting watching.) The man's theory: If the walk is fast, shows definite direction and energy the risk is worth taking. If it is desultory, barely able to move, the candidate won't be of much value to you.

Since his recent essay op-posing the witchcraft of testing, Barton has been tarred in academic circles and the Ph.ds have risen to the defense of this occult art; however none of them still has bothered to ex-

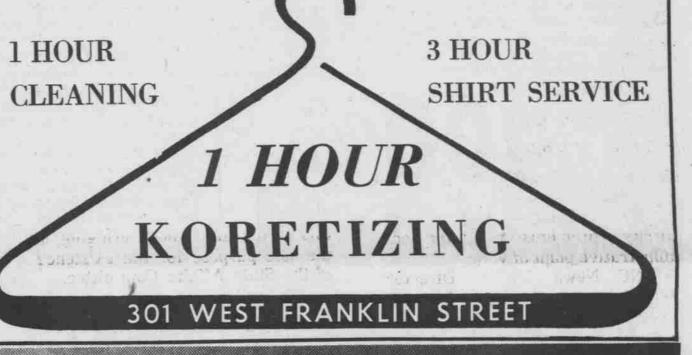
HERE HE IS!

"Under the circumstances I feel that the methods I have cited here are just as valid

as those stupid multiple choice questions. I still say that I favor depth interview-

ing and exhaustive reference checks as the only certain method of determining the worth

of an individual, but I must say that the 'wiggle theory' appeals to me. I even use it some myself when I interview prospective counselors," he





Admittedly, Ronald Reis not a nut. Not all

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