

# Henry George School of Social Science

CHARTERED BY THE UNIVERSITY OF THE STATE OF NEW YORK

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Dear Extension Director:

## BOOKLET

A new edition of the School booklet (1968-9) is off the press and is now being distributed. The main changes are in the extension listings, including the following:

Two new extensions in New York State have been formed - one in Long Island under the direction of Stan Rubenstein, and one in Albany under Manny Choper, who moved there from Syracuse. The extension in Syracuse unfortunately had to be disbanded, (The extension's Secretary, Bette Breese, now Mrs. Frank Bille, moved to California.)

The Boston extension, still directed by Mike Lurio, has moved into new quarters and is being built up again. Mr. Lurio, who is retiring from business, is now able to devote more time to the School.

We have regretfully discontinued listings for Hartford, Conn. and for the State of Ohio. We hope both extensions can be reactivated in the future.

Among foreign schools, Costa Rica, Dominican Republic and Hong Kong are listed for the first time. New Zealand is being revived after a period of inactivity. We have discontinued the listing of Denmark, as class activity is not going on. We especially hope to see Denmark on the list again in the future, considering the Georgist background there.

There are various other changes of address and of personnel. Please take note of these changes - and please put all current extensions on your list to receive copies of your printed matter - class announcements, circulars, bulletins, fund appeals, etc

## FUND

## RAISING

Our annual fund appeal is now in the works. The membership plan is substantially the same as formerly. We will be glad to cooperate with any extension that wants to adopt a membership plan - which is an effective way of attracting contributors.

An interesting item, "Tips for Fund Raisers", appeared in the Medical World News of August 4. It quotes Frank L. Ashmore of Duke University as saying it is a mistake for an institution to believe it can attract funds by acting as though it is not seeking support. The gift dollars go to those who seek them. Another mistake is employing an outside fund-raising group. The cooperation of all concerned within an institution - trustees, president, staff - gets the best results. "Experience also shows that one third of the funds must be secured from the donors who make the ten largest gifts. The second third will probably come from the 100 donations next in size; the remaining donations will comprise the final third."

"The best way to achieve your goal, says Mr. Ashmore, is to educate potential contributors to the importance of the cause...When people realize the significance of the contribution, those who can are most likely to contribute."

## ADULT

## LEARNING

Here are some quotes from an interesting book, "How Adults Learn", by J.R. Kidd (Association Press, N.Y.):

Quoting Gardner Murphy: "Paradoxically, it is often through the creation of the right group atmosphere that individuality can best be released." (over)

"One of the most useful descriptions of a learner was once put forward by John Dollard: 'The learner is a person who wants something; the learner is a person who notices something; the learner is a person who does something; the learner is a person who gets something.' Notice that these are all active verbs."

"John Dewey often wrote about learning as a transaction. He said that active perception, interpretation, or understanding comes as a result of a transaction in which are linked the interpreter and the interpreted, or the observer and the observed. In the marketplace, unless both the buyer and the seller bring something of value, there is no transaction. So it is with learning."

"William E. Hocking once said, 'There is many a horse which does not know it is thirsty and which, when led to water, finds that it wants to drink.' This is often true of the adult student...How can he know how fascinating some of the 'unknown countries' may be? The only way he can discover this is by exploration which sometimes may be difficult and unrewarding, but may also prove a great adventure."

"When asked what was the most important attribute of the teacher, Harry Overstreet once replied, 'He must be a learner himself.'"

HOW TO AND                      From the Typographical Journal (and submitted by George Kinnes)  
HOW NOT TO                      comes this advice - "A Good Way to Accomplish Nothing" - 10  
   points "for any committee intent on doing nothing about a problem: 1. Profess not to have an answer. This lets you off the hook. 2. Say that we must not move too rapidly. This avoids the necessity of getting started. 3. Say the problem can't be separated from other problems. Therefore it can't be solved until all others are cleared up. 4. Discover there are dangers in any formulation of a conclusion. 5. Appoint several subcommittees. 6. Wait until an expert can be consulted. Where do you find one of these? 7. For every proposal, set up an opposite one and conclude that the middle ground represents the wisest course. 8. State in conclusion that you have all clarified your thinking. This obscures the fact that nothing has been done. 9. Point out that the deepest minds have struggled with the problem. This implies that it does you credit just to have thought of it. 10. Close the meeting by stating it has stimulated discussion, opened new vistas, shown us the way and challenged our inventiveness."

To balance this, Christopher News Notes offers 15 tips to help solve problems: "1. Confront problems - don't evade them. 2. Keep in mind basic procedures. 3. Clarify the problem by writing it out. 4. Get all the facts. 5. Overcome your prejudices. 6. Use common sense. 7. Tackle problems in an orderly way. 8. Don't oversimplify. 9. See opportunities in problems. 10. Avoid problems by planning ahead. 11. Be willing to make reasonable adjustments. 12. Get beyond faultfinding. 13. Don't hesitate to seek advice. 14. Be decisive - make up your mind. 15. Do what you can."

And while you are following this excellent advice, don't forget what has been called Murphy's Law: "Nothing is as easy as it looks. It will take longer than you think. If anything can go wrong, it will." This can be taken either positively or negatively. If positively, well and good. But even if negatively, these three sentences make 13 points (along with the 10 Typographical points), and still leaves the 15 Christopher points 2 ahead.

#### CONFERENCES

Keep in mind the Henry George School's 24th Annual Conference, to be held at the Barcelona Hotel, Miami Beach, Fla., July 3 - 7, 1968; and the 12th International Conference for Land Value Taxation and Free Trade, to be held at the Caswell Bay Hotel, Wales, September 8 - 14, 1968.

Sincerely,

Robert Clancy