

CONTENTS

PART I. THE PERSONAL INVESTIGATION

I. THE IMPORTANCE OF SCIENTIFIC METHOD	3
II. THE PRINCIPLES AND METHODS INVOLVED	5
III. COUNSELORS AND APPLICANTS	14
IV. EXTENDED DISCUSSION OF PERSONAL DATA	26
V. THE METHOD IN OUTLINE	47

PART II. THE INDUSTRIAL INVESTIGATION

VI. THE CONDITIONS OF EFFICIENCY AND SUCCESS IN DIFFERENT INDUSTRIES	49
VII. CLASSIFICATIONS OF INDUSTRIES	65
VIII. INDUSTRIES OPEN TO WOMEN	66
IX. THE USE OF STATISTICS	71
X. THE MOVEMENT OF THE DEMAND FOR WORKERS . . .	74
XI. THE GEOGRAPHICAL DISTRIBUTION OF WORKERS . .	83

PART III. THE ORGANIZATION AND THE WORK

XII. THE VOCATION BUREAU	89
XIII. THE SCHOOL FOR VOCATIONAL COUNSELORS	91
XIV. SUPPLEMENTARY HELPS	94
XV. SAMPLE CASES	109
XVI. CONCLUSIONS	160