

careers



**UNION NEWS PULL-OUT
SUPPLEMENT**

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UNIVERSITY OF BIRMINGHAM

FACULTY OF SCIENCE AND ENGINEERING

The following courses, at postgraduate level and leading to the qualifications indicated, will be held during the academic year which commences on 3rd October, 1966. The normal entrance requirement for these courses is an appropriate Honours Degree or equivalent qualification. Courses marked with an asterisk are also open, with special requirements in certain cases, to suitably qualified non-graduates who, on successful completion of the course, qualify for the Diploma in Graduate Studies.

DEGREE OF M.Sc.

- Applied Genetics
- Applied Geophysics
- * Biological Engineering
- Brewing Science
- * Chemical Engineering
- Clinical Biochemistry (Two-year course)
- Comparative Neuro-Sensory Physiology and Behaviour
- * Electrical Machines and Automatic Control
- * Engineering Production and Management Studies
- * Foundation Engineering
- * Highway and Traffic Engineering
- Immunology
- * Industrial Metallurgy (Science of Founding)
- * Information Engineering (including Air Traffic Engineering as an optional variant)
- * Mathematical Statistics
- * Meteorology and Climatology
- Mineral Chemistry
- * Minerals Engineering
- Operational Research
- Physics of Solids
- Pure Mathematics
- * Quality and Reliability Engineering
- Radioactivity and Radiation Technology
- Radiobiology (This course, which begins three weeks before the beginning of the session, is primarily a preparation for a Ph.D. research course)
- * Reactor Physics and Technology (including Reactor)
- * Road Materials and Construction Engineering and Neutron Physics as an optional subject)
- * Solid State Electronic Engineering
- * Thermodynamics and Related Studies
- * Water Resources Technology
- * Transportation and Traffic Planning
- * Work Design and Ergonomics

DIPLOMA

- Mathematical Physics
- Petroleum Production Engineering

Enquiries regarding these courses should be addressed to the Assistant Registrar (Science and Engineering), The University of Birmingham, Birmingham 15.

THE NEXT STEP... INTRODUCING CAREERS

By Mr. O. H. DICK, Secretary of the University Appointments Board

ANOTHER careers supplement! Why do Union News and other papers think it worthwhile to produce these supplements from time to time? There are probably two main reasons. First, the great majority of students come, sooner or later, to consider the question of what they are going to do after they graduate. Secondly, employers of all types are anxious to attract the attention of qualified people or of those about to qualify, and to an almost surprising extent the employers are prepared to support careers supplements or to spend money on expensive advertisements.

Even the traditionally restrained British Civil Service does not now hesitate to take a full page in the Guardian to attract potential administrators and diplomatists.

It is, of course, encouraging that there is in general a buoyant market for graduates and that employers should look to the universities for recruits with brains and character. But the flood of careers booklets and pamphlets and the barrage of advertising, makes it more, not less necessary, for students to consider the opportunities in a critical and realistic manner.

This is where University Appointments Boards come in. Between the Wars the Boards were concerned with missionary work to extend the field of graduate employment, but in the last

decade the Boards have developed into departments which aim to provide a comprehensive advisory and information service about all aspects of graduate employment.

The Leeds Board has, at its office at 38 University Road, a wealth of information available about fields of employment, about individual employers and about post-graduate courses of an academic or vocational character. Students of all years are welcome to use the careers library.

But the main efforts of the Board's Officers are directed to seeing students individually and discussing with them any questions which they may have about employment or careers. Following this, students who are likely to be in the market for jobs can meet some of the many employers who visit the Appointments Office during the second term of each session.

If you want information about a particular field of employment or if you want a general discussion and advice about the opportunities which may be open to you after taking a first degree (or after some form of post-graduate study or training), the first step is to call at 38 University Road and make an appointment to see one of the Board's Officers. It is for you to make use of the service which is available.

DRAMA

By Paul Adrian

The Play's the Thing!

"DON'T put your daughter on the stage, Mrs. Worthington." Even today the theatre is not the safest of professions to enter. But for those with a burning desire to work on the stage, and who like to live dangerously, the theatre can be spiritually (if such considerations shall enter into the choice of a career) if not always financially rewarding.

Nonetheless, in the past two years several Leeds graduates have carved themselves niches somewhere in this relatively small world, including the present producer of Coronation Street.

Many students also go to post-grad courses in drama both in this country and abroad.

Training

The universities of Bristol and Manchester both have Departments of Drama which officially provide the "vocational training." But in actual fact qualifications of this sort are little regarded in

the circles of the professional theatre.

Weathered troupers who learned their trade before these centres were opened, tend to look down on upstarts who come into the theatre full of bright, impractical theories.

But perhaps the only reason is that these academic courses are in their infancy and still have to prove their worth.

Schools

Of more importance at present are the Drama Schools such as RADA, the Guildhall School of Speech and Drama and The London Academy of Music and Dramatic Art which provide "bit" parts for local rep.

But for the more fortunate who rise to the London theatre world (or higher) either from rep. or straight from drama school, life is still very dicey.

Few stay at the top for long.

Perhaps for the really talented actor who is not in the game

merely for the profit or fame, work with a repertory company is most rewarding—and there are signs of a provincial revival.

New theatres are springing up in the provinces—at Nottingham, Coventry, Scunthorpe and Rotherham—and the older-established companies, such as Birmingham and Bristol, where Peter O'Toole trained, are also involved in what is fast becoming a movement to breakdown the exclusive centralisation of theatre in London.

Among other exciting adventures are the Birmingham Cannon Hill Project and the Victoria Theatre, Stoke-on-Trent, which is one of the few theatres in this country to use theatre in the round.

Actors

Actors in rep. are usually paid a basic minimum wage which is supplemented according to the parts they are taking in the various productions.

Today the system of advancement in the

theatre (as in so many other professions) is delicately graded on the basis of a specifically professional training both artistic and technical and which are highly regarded in theatrical circles.

Most of the young actors in the West End, in films, television and radio, and in local rep., including well-known figures such as Albert Finney, Tom Courtenay and Vanessa Redgrave, passed through these schools.

Race

The most common way to enter the professional theatre is to join a provincial theatre company, usually after attending a drama school. From then on it's a rat race to the top.

And the unfortunate thing is that so many competent actors are just non-starters. Surely nothing could be more soul-destroying than to spend one's life playing "knowing people" and making contacts.

THE NEXT STEP... Helping people

By ANN ROBERTS

SOCIAL SERVICE

On this page we look at two aspects of help in the community—social work and psychology. We don't pretend to exhaust these subjects or the possibilities of help in the community. After all, that laudable subject so often snorted at, Teaching, is surely of supreme importance to the community. More students are needed every year to educate the nation's children and keep the country not only in the forefront of knowledge but also civilised—that's what helping others is about.

AS the welfare state continually extends its responsibility for the individual, the role of the social worker becomes increasingly important in modern society. Social work is not an easy job — demanding a high level of practical and theoretical training, yet also a basic concern with people.

Most candidates are expected to have a degree — perhaps the most suitable is one in the social sciences, but other graduates are not debarred. In almost every case, the degree must be followed by a course of specialised training, including a considerable amount of practical work. It can last from nine to eighteen months, depending on the particular course. Having passed this, the social worker can enter his or her chosen branch of work.

Social work is a general term for a large variety of jobs, with many different functions. Two broad divisions are found — individual casework and group organisation. The former consists of personal investigations into the problems of individuals, working through interviews, visits to families and close contact with the person in need of help. Group workers are more concerned with integrating the individual into the community at large, and thus organise such things as youth clubs and community centres.

Broad generalisations

Within these two broad generalisations are many specialised jobs. Each year large numbers of deprived children come into the care of local authorities. Individual arrangements for these

children are made by the child care officer, placing them in children's homes or with foster parents and, where possible, consulting parents. A more specialised branch of work with children consists of the variety of jobs connected with approved schools. Family casework is the most comprehensive and least specialised of all forms of social work. The family caseworker is a member of a team, in touch with other social workers.

The Probation Officer deals with both adults and children. When an offender is brought before the court the Probation Officer investigates the full circumstances and home background so that a fair decision can be reached. His judgement is all important. He also sees regularly any person on probation, acts as a conciliator in matrimonial disputes and undertakes after-care of released prisoners.

Close co-operation

The Almoner is concerned with medical social work, in close co-operation with the doctor. She attempts to assist discharged patients to return to normal life, or adjust to disablement, and frequently deals with the financial worries that sickness brings. Psychiatric social workers are specifically trained to help people who are so mentally and emotionally disturbed that they can no longer conduct their lives adequately. They work closely with the psychiatrist, in hospitals, child guidance clinics and home visits. Most prospective psychiatric social workers are required to have had some experience in other forms of social work.

There are many varied branches of social work and all the specialised forms of welfare work, community work, etc., cannot be covered here. Each branch of social work is governed by a central council, which runs the specialised training courses necessary for qualification in that branch. Exact details of course requirements and length can be obtained from these authorities, and addresses are found in "Choice of Careers" pamphlet "Social Workers," which also provides a good overall picture of opportunities in this expanding field of employment.

PSYCHOLOGY OF A JOB

By KATHLEEN LANG

WHAT are psychologists? Do they, as is the opinion of a certain neurology-studying Medic, who shall, for his own safety, remain nameless, live in a world of their own unrelated to present-day actualities?

The fact is that an increasing number of school-leavers are attracted to the prospect of studying for a degree in psychology, but opportunities for full-time employment are not numerous. Reading for and obtaining a degree is not adequate in itself.

Personality plays a large part in the success or otherwise of this career. A sympathetic, yet scientific, analytical and objective mind is necessary; emotional maturity is essential.

The Psychiatrist, as distinct from the psychologist, has almost always a degree in medicine, but there are branches of the pro-

fession open to the medically unqualified in therapeutic work — psycho-analysis, diagnostic work at certain mental hospitals or in out-patient departments of general hospitals.

Employed

The Educational Psychologist is employed in the School Psychology Service of Local Education Authorities. His work involves assessment of a child's personality, organising classes for the maladjusted, the physically and mentally subnormal, in fact all mental health aspects of education.

Qualifications required are an Honours degree in Psychology, three years' work with normal children, and a special post-grad-training in Educational Psychology for one year. The demand for Clinical Psychologists is greater. They are generally employed by Hospital Management

Committees for work in mental hospitals, rehabilitation and neurosis centres; they often do a good deal of research into psychological disorders.

The Occupational Psychologist deals with matters affecting workers and working conditions, for example, the appointment of staff, incentives, equipment design, time and motion. Few firms, however, employ a full-time psychologist in this role. Vocational guidance is another special aspect of this type of work, as is Youth employment.

Civil Service

The Home Civil Service requires psychologists in the Admiralty, the War Office and the Air Ministry—usually Occupational psychologists. They are concerned with the application and validation of testing techniques, methods of training and so on.

These, then, are just a selection of the possibilities for psychological work. There are, of course, others, for example in social work, which is an ever-widening field now that it is recognised that many social problems do arise from psychological difficulties.

Requirements

Apart from the basic essential of a degree, the main requirement for any type of work in psychology is experience. In many cases, a few years' work in industry or teaching is even preferable to post-grad. training.

It is a long course of study; we must hope that the tales of undergrad. emotional difficulties which issue forth from the mysterious realms of the Psychology department (did I hear a whisper of two cases per term?) are exaggerated, and that the embryonic Adlers and Freuds of Leeds "make it."

ENGLISH ELECTRIC

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Electrical Engineering, Mechanical Engineering, Electronic Engineering, Aeronautical Engineering, Mathematics, Physics, Metallurgy, Economics or Arts subjects for Management Services, e.g. O & M, Accountancy and Material Purchasing Department.

Our handbook 'Graduates in the English Electric Group' is available from your Appointments Secretary, who will be pleased to arrange a definite time for a discussion. Otherwise, complete the coupon below and we will send you direct a copy of our handbook.

To: R. S. Wignall, University Liaison Officer,
English Electric House, Strand, London, W.C.2.
Please send me a copy of 'Graduates in the English Electric Group.'

SGD.....

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UNIVERSITY.....

SUBJECT OF STUDY..... 0015Y

THE NEXT STEP...

The future looks bright

CHEMICAL Engineering students will naturally be concerned not only with deciding the field in which they want to begin work, but also with the type of work, e.g. fundamental research, development, design, technical service, contracting, consultancy or production. When considering this question, students should bear in mind the qualifications required for the various types of work available.

Research or design work normally call for at least a good second-class honours degree and while many employers will take suitable men at first degree level, it may be an advantage to have a higher degree. For work in production, contracting, technical service or technical sales, a good degree is of value, but employers also place stress on good personal qualifications.

For example, in tech-

nical service work it is important that a recruit should be able to express himself clearly and easily, particularly when talking on technical points to customers who may not be technically qualified. It is also necessary for such a man to be able to mix easily with staff at all levels.

COMPETITION

It should be noted that in some types of employment (such as technical sales or production work) chemical engineers may be in direct competition with graduates in other scientific and technical subjects and occasionally with arts graduates. In such cases high personal qualifications and a broad background of interests are especially important.

Students who are likely to do well in fundamental research will probably find that, at the appropriate time,

their professor or tutor will encourage them to follow this interest. Others who may be drawn to research work while at the University may find later that work on the production side of industry offers more opportunities of advancement, particularly for the supervision or co-ordination of the work of others, i.e. management.

For this reason there is much to be said for joining an employer who can offer a variety of experience and whose staff arrangements are sufficiently flexible to allow men to move from one type of work to another.

Many firms can offer post-graduate training courses for graduate chemical engineers, which are approved by the Institution of Chemical Engineers, and are designed to lead to membership of the Institution. In general the purpose of these

apprenticeships is to enable graduates to gain first-hand experience of various processes of chemical manufacture and of the design, costing and operation of both pilot and full-scale plant.

COURSES

Apprenticeship courses may be adapted to suit individual needs, but the courses usually last about two years and during this time a graduate in chemical engineering may expect to spend a number of periods of three to six months each gaining experience of different types of chemical engineering work.

At the end of the two year course the graduate should have gained sound practical experience and should also be able to make up his mind which branch of chemical engineering is likely to offer him a satisfactory career.

A page for

Scientists

and

Engineers



Though the advice will help students in general

You can get more information from the Appointments Board

ENGINEERING TRAINING SCHEME

for ELECTRICAL ENGINEERS
MECHANICAL ENGINEERS
PHYSICISTS

Two Years Post-graduate Training: For those with honours degrees, this will be a general engineering training, including one year with a manufacturer, basic workshop training and experience in all aspects of the Board's engineering operations.

Those with other degrees can be trained in generation, transmission or design and construction, with 6 months spent with a manufacturer.

Pay During Training: 1st and 2nd class honours degrees, £875 in the first year and £950 in the second year. Other degrees, £800 in the first year, and £850 in the second.

Why Choose C.E.G.B.? Because it is an expanding, essential and progressive industry. The demand for electricity is doubling every eight years. With constant new developments in all parts of the country, involving a capital investment of over £400 millions a year, present plans include a 4,000 megawatt power station, 660 megawatt supercritical generating units, 400kV transmission lines, nuclear power stations and research into magnetohydrodynamics. There are excellent, progressive salary scales, conditions and prospects.

Careers for Engineers are available within C.E.G.B. in generation, transmission, design and construction or research.



**Central Electricity
Generating Board**

Further information is available from:

W. H. F. Brooks, Recruitment and University Liaison Officer, Sudbury House, 15 Newgate Street, London, E.C.1

The Board's representatives will be visiting this University on **JANUARY 21**, when they will be pleased to meet you to discuss career opportunities. Further details obtainable from your Appointments Officer.

Physicist's way ahead

NORMALLY research work calls for at least a good second-class honours degree, and many employers will prefer a "special studies" to a "general studies" graduate. Most employers take suitable men at first degree level, but for some types of research work it is often an advantage to have a higher degree. For production work, technical service or technical sales work, a good honours degree is valuable, but employers also place a great stress on personal qualifications.

It is worth while noting that in employment such as production work, physicists may at times be in direct competition not only with graduates in other scientific subjects, but also with arts graduates. In such cases high personal qualifications and a broad background of interests are especially important.

Personal

Students who are attracted to manufacturing industry are often concerned about whether they should seek work with a large or a small firm. The choice depends almost entirely on personal references. The large firms are eager recruiters of graduates, and can offer attractive starting salaries, pleasant conditions of work, and a wide variety of experience. But the graduate who joins a large firm is only one amongst many, and competition for posts of responsibility is keen.

The small firm offers much to the man who enjoys "running his own show" and real responsibility may

come more quickly than in a large firm. In a small firm, however, a graduate must be prepared to be a "maid of all work" and (particularly on the research side) there is little opportunity for specialisation. In addition, if it is a very small firm, the graduate may be something of a novelty, and may require both tact and a thick skin in order to make his way.

Guide

It should be remembered, however, that the number of employees is only a guide if something is known of the type of industry concerned, e.g. a plastics firm of five hundred employees is a "large" firm for that industry, a firm employing five hundred in the light electrical engineering industry is "small."

Since the demand for physicists has in recent years exceeded the supply, the tendency has been for starting salaries to increase. A number of firms quote starting salaries in the booklets to which reference is made in the notes, but students are advised to look at the prospects which a job holds, and to its intrinsic interest as well as to the starting salary.

In any type of employment salary increases have to be earned and are sooner or later dependent on how well a man does his job. It is a mistake to suppose that by entering one particular type of employment a graduate can ensure that he regularly earns more than he would have done in another type of work.

THE NEXT STEP...

By FRANK VOGL

So you want to write

THE brown trilby hat, the white 'Maigret' mackintosh, the unlit Woodbine, the thick well-worn brown brogue shoes and of course ball-point pen and notebook; these are all things which the layman associates with the newspaper reporter.

Of course the layman generally thinks that the newspaper reporter is always flat broke, has an assortment of ragged looking women and is a confirmed alcoholic. This sort of image has been created by television and the cinema AND IS COMPLETELY FALSE.

Unlike many careers, journalism does not involve having to pass entrance examinations, nor does it involve having any type of paper qualifications. Whether you have got a degree in Fuel Science or in Philosophy or in Chinese Studies, or only two 'O' level G.C.E. passes you start in journalism on a fairly similar basis. John Young of the Daily Express once told me "All you need is good shorthand, ability to write and good health."

From my very little experience in the real world of journalism (five weeks in Fleet Street to be precise) I have found all of what John Young said to be very true. A journalist today gets most of his stories over the telephone from contacts, from press hand-outs by Public Relations Officers or from making notes at Press Conferences.

Very rare

This at least is the case in Fleet Street itself. But journalism is by no means confined to London alone and it is very rare for a person to go direct from school or University onto a big national paper housed in the capital. Generally you will start on a local or a provincial paper.

The National Union of Journalists run a two year graduate apprenticeship scheme, which involves spending two years on a provincial paper

But maybe you want to take pictures

RAVISHINGLY beautiful birds, a revolution in Latin America and a Silverstone pile-up have little in common unless you happen to be a photo-journalist.

If a trigger-happy life appeals, and you see little prospect of a degree in the future, then this could be the job for you. But before you jump in tripod first, be warned, this is not by any means the easiest profession to get into.

You should, first of all, decide what sort of pictures you intend to take. At one time there was only one type of press photographer, and he took the usual sort of news pictures to be printed in the usual sort of newspapers. Things have changed.

New vogue

With the coming of Colour Supplements and the greater awareness of pictures in the "glossies," a new vogue has been established. Colour is now used extensively, demanding new techniques and ideas for the photographic medium. This is the rather precarious world of the photo-journalist. Some of the material published in the Supplements is the work of free-lance teams, the rest, articles assimilated by the newspaper's own photographic and writing staff.

How then, do you enter the profession?

You could by the back door, send up an illustrated article, and who knows, it could be accepted for publication, and a commissioned assignment may follow. The more secure, but by no means any easier, way of starting out would be to join the staff of a suitable publication. For this a qualification in photography, or a definite flair, is almost certainly essential.

Not a very encouraging prospect, is it? But remember, no budding Cartier Bresson would ever need to ask how he might get in. He would know. By this very token he would make a good photo-journalist.

and in that time having a chance to see all sides of journalism as well as learning shorthand and typing. After two years you are completely on your own feet, if you are good and ambitious enough then there are even chances of getting to Fleet Street direct from your first job.

Some newspaper concerns, the Daily Mail in particular, believe in training graduates themselves. In such cases you would start in a regional office of the paper, generally Manchester or Edinburgh and your progress from there would solely depend upon your ability.

Journalism is not really one of those professions where your progress is dependent on the

Union News editor, Frank Vogl, writes about the possibilities of a career in journalism. Union News itself is a great stamping ground for budding journalists and provides the opportunity to meet all kinds of newspaper work before going onto a paper. A number of past members of staff have in fact become journalists and reached Fleet Street.

person above you retiring or dying. So in many ways it is a rat race and there is no getting away from the fact that such things as useful contacts and making certain that the right people know who you are matter a great deal when it comes to promotion.

Journalism is a career for only a certain type of person. A person who is able to get on with other people, who is resourceful and can make decisions and above all who instinctively knows

what is really a news story and what is a "non-story."

Today there is an increasing amount of specialist work being done in the news field and a paper can no longer ask a reporter who knows nothing about medicine to write a medical article, or ask a person who doesn't know the first thing about engineering to write an article about a new type of machine. Demand for trained specialists, especially people with scientific and technological interests is steadily rising. And there is little doubt that a science graduate can go just as far, if not further in journalism, than can a person with an English or Social Studies degree.

Little doubt

There can also be little doubt that the scales of pay are generally higher than in most careers. For example the basic rate of pay for a person over 24, whether male or female (there is no differentiation in pay scales between sexes) in Fleet Street is £25 a week. The maximum pay is just impossible to guess at.

But although the pay may be good the strain and worry of journalism can be great, for a journalist must learn to write to order, both in a sense of style and matter, according to the traditions of a particular paper, and must also be able to write under pressure with one eye on the clock, the other on limits of space.

Journalism is a hard, different sort of life. Many people enter the profession every year, few ever get to the top, but even half way up it can be adventurous, interesting and remunerative.

FORD MAKES THE MOST OF GRADUATES

Industrial management has become the profession on which our country's economic future depends. We ask you to give earnest thought to it when choosing your career. Few callings make such demands on intellect and personality and few offer such rewards.

This Company makes cars, trucks and tractors, and markets them through an international organisation. It is a world leader in this highly competitive business. In 1951 output was 170,000 vehicles. Last year it hit 600,000. Over half of our production is exported. These are the elements of a success story of national importance.

Of greater importance to you personally could be the Company's graduate training schemes. They offer an excellent start to your career, because our courses are designed in the knowledge that it is often difficult for the graduate to decide exactly what he wants to do. They aim to provide the sound basic knowledge and the careful career counselling to enable you to make this decision, and to set you firmly in the direction in which you will progress fastest.

Ford training is rapid, for it takes your intelligence into account, and you could be settled into your first job within six months of joining—a job which will carry real responsibility and scope. There are three principal types of training scheme for graduates:

The GRADUATE TRAINEESHIP is aimed primarily at the arts man, but is also open to economists and scientists who feel that they wish to be involved in the more commercial aspects of business. Six months' intensive training could lead to appointment in a wide range of jobs in the following spheres:

Personnel Management	Production Management
Organisation and Methods	Purchasing
Sales	Marketing
Product Planning	Finance

The FINANCE GRADUATE TRAINEESHIP is aimed specifically at those men who wish to pursue careers in business finance. Initially the course is similar to the graduate traineeship, but has in addition a three-month full-time course which enables trainees rapidly to assimilate a basic knowledge of accounting techniques. The work on appointment is primarily of an analytical

nature, concerned with a wide range of budgeting, analysis, programming and forecasting activities. A degree in economics or commerce is usual but graduates of other faculties are frequently successful in financial work, and are welcome to apply.

GRADUATE ENGINEERING TRAINEESHIPS, either of a full two years' duration to satisfy the practical training requirements of the Institution of Mechanical Engineers, or shorter programmes leading to appointment within one year, are offered. At the end of training, the choice of job will usually lie in one of the following fields:

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Development	
Research	

Production Engineering — including Process Engineering, Production Methods, Industrial Engineering and Quality Control

Technical purchasing of plant and equipment Service, both to our customers and suppliers

SALARY will not be less than £924 whilst under training and at least £1,100 per annum may be expected within the first year.

Whichever course you choose, you will find it varied, practical and interesting. When you have completed your training, your promotion will depend on your individual merit. Your prospects of a managerial position are good, for promotion is from within.

Ask your Appointments Officer for further details or write direct to:

J. S. SMALE, Room 1/178, University Liaison Officer, Recruitment and Placement

Ford Motor Co. Ltd.

Warley, Brentwood

Essex



FORD OF BRITAIN

THE NEXT STEP...

Where there's land there's money

By JOE BRADSHAW

NEXT to juvenile delinquency and bringing up Babies, property seems to be a subject on which everybody has an opinion. After all, we all live in houses. So if you take up the career of Auctioneer, Estate Agent and Valuation Surveyor you will find no difficulty in communicating with your fellows—even at a cocktail party.

The work entails the selling, purchasing, letting, management, survey and valuation of property—real estate as the Americans call it. Letting and management can be interesting and profitable if it is in the field of commercial property, i.e. office and factory premises, but the management of residential property, particularly that which is rent controlled, can lead to more kicks than ha'pence as a result of your becoming a buffer between landlord and tenant.

On the purchasing and selling side the capacity to make keen realistic valuations is vital. You will be predicting what is the lowest price a willing vendor will accept, and when valuing for sale, what is the highest price a willing purchaser will pay. Of course, if in the latter case you are absolutely bemused you can always try to persuade the vendor to put the property up to Auction and let the purchasers decide for themselves, but even here the vendor will most likely expect you to advise on a reserve figure.

Figures

Properties similar in every respect apart from their location command vastly different figures. Prices paid even a year ago will often be no real guide. So to be successful the Auctioneer and Estate Agent needs to have his finger on the pulse of the market, and take a keen interest in current affairs, for both National and Local political action can seriously affect property prices.

Valuations are also done for probate purposes, i.e. to give a

AN unusual subject that does not often see the light of day in a University, Estate Agency and Valuation requires a good business sense as well as technical training. If you want to make a good living and take some risks, perhaps this is the answer to your dreams of becoming a property tycoon.

But remember, it's not worth being left in your old age with a pile of sparkling flats in Pudsey and the most caustic ulcer.

hypothetical figure for use in the assessment of death duties. They are also done as a guide for Building Societies, who want to know what security they will have for the money advanced on mortgage in the event of the borrower's default. Many Building Societies employ staff surveyors (valuers) but others employ independents. Surveyors have been known to carry out over twenty surveys of residential properties in one day at an average fee of £5 each.

Those who are quick at figures will no doubt now want to know how they can join the rush for qualifications. The Royal Institution of Chartered Surveyors is the only professional body which caters for all those whose business it is to measure, value and manage. But there are over half a dozen other relevant bodies—addresses of which are obtainable in libraries. Each run their own written examinations. The extent of the examination will depend on previous qualifications but in all cases practical training is required in addition.

After studying the information the professional body for-

wards, it is a good plan to arrange an interview with one of the partners of the busiest and most successful practises in your locality, and ask his (or it may be her) advice. When deciding which is the busiest and most successful, don't be misled by the one with the longest list of properties for sale—the list is obviously of the properties which they have not sold.

Firms of Auctioneers, Estate Agents and Valuers are invariably run on a simple partnership basis—not as Ltd. Co.'s. As the members of the profession give advice on which their clients are entitled to rely, it is felt that their liability for damages should not be limited. Firms are responsible for handling large sums of clients' monies and for this the partners are personally responsible.

Partnership

The way into the profession therefore is first of all to acquire the necessary qualifications and secure a post as an assistant where the possibility of gaining a partnership is real.

If you feel that you haven't the time nor patience to acquire the qualifications, but nevertheless have a flair for business and selling, there is no law to stop you simply setting up in business by announcing to the world that you are an Estate Agent as many have done before you.

Of course, Estate Agency is often but the prelude to bigger things. The sense of the market mentioned earlier can put one in a very advantageous position, and though we won't give them further publicity here, it is well known that many property tycoons and Building Society chairmen started their climb to fame and fortune as humble Estate Agents, Auctioneers and Surveyors.

JOBS
WITH



or ITV

LET'S make no bones about it—the budding T.V. commentators have got it tough these days. You know the type I mean, the kind of bloke who's not particularly trained for anything and has just got the idea he wants to work in television—like you, or me. And the best thing with an idea like that is to forget it, for a few years at least.

The possibilities of entering television straight from university are, to say the least, pretty slim. Even for the vast technical side of productions the opportunities for even the most highly skilled of men are small.

Television companies much prefer to choose someone for one specific job from some closely allied field of industry or entertainment.

If, however, you are mad enough to consider that you're just the kind of bloke most TV companies are absolutely dying to recruit, there is a faint spark of hope for you yet.

Studio management

The BBC runs some trainee entrance schemes for the fields of production, studio management, engineering, and, a very recent innovation, graphic design.

Naturally the competition is intense, and the most popular of these—the General Trainee Scheme, for graduates only, concerned with the production of both sound and television programmes—attracted over 1600 entries last year for eleven

places. OK, you've got a first—so what?

Grim as it might sound the possibilities for entering Independent television straight from university are even more remote.

For the fifteen august bodies (including ITN) that comprise the Independent Television Authority there is as yet no training scheme whatever. Any chance of entering these is up to your own personal initiative, to the point of writing to each individual one and asking them if you might be suitable for any of the vacancies they've got going.

No more vacancies

As the fifteenth letter arrives saying that they have no vacancies, and are not likely to have any, you begin to lose faith a little.

Recruitment for television rests almost entirely on advertisements of specific vacancies asking for people already trained in some aspect of entertainment or broadcasting work, and for people already qualified to fill these individual vacancies.

Don't give up the ghost yet though, if your wish to enter television is that strong it will last a couple of years newspaper or advertising work, when your qualifications for entering are incredibly increased, and the likelihood of their wanting you much more a possibility.

But this, of course, leads on to the next point—the budding William Hickeys have got it tough these days...

JOHN WILLCOX.

If all else fails,

you could make this

THE LAST STEP...

failing that,
you could
even try
joining
Union News
staff!

