

# 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