

CAREERS for Educated Women

Section III.

THE SECRETARIAL, ORGANISING AND ADMINISTRATIVE PROFESSIONS

Openings in

Secretarial Work Accountancy Bookkeeping Civil Service Municipal Work Journalism Advertisement Work Librarianship Political Organising Insurance Work

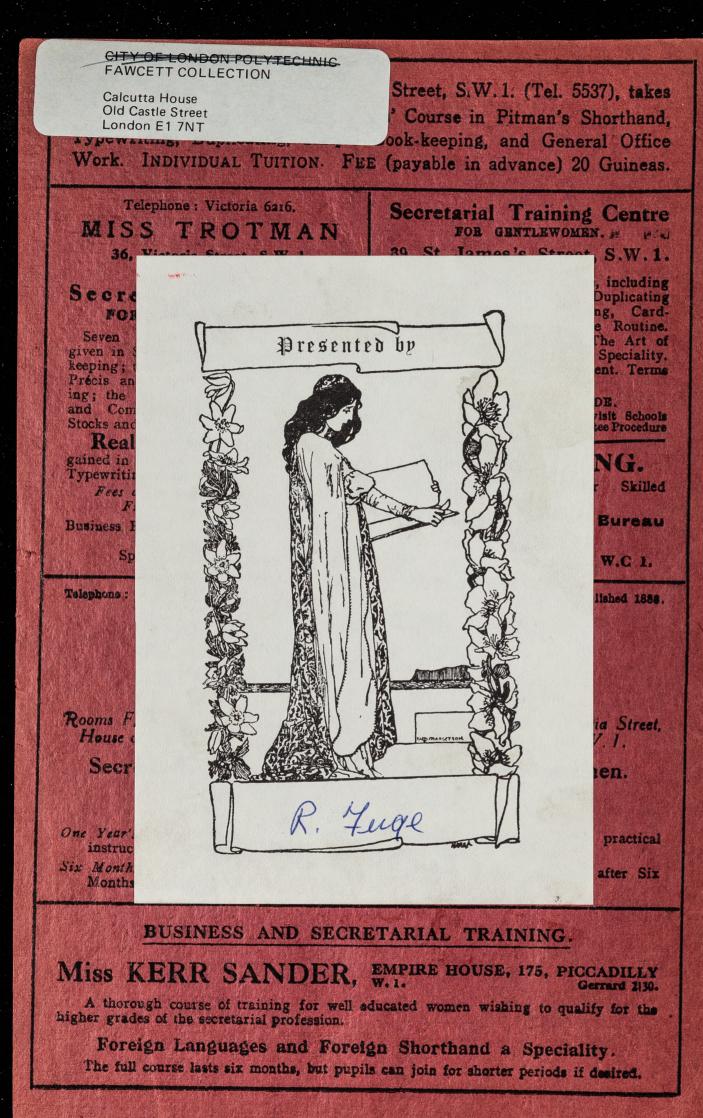
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27456 The "VOCATIONAL" SERIES introduces a new version of our book, "Careers." Fresh numbers will appear in quick succession containing all necessary information on each profession and its allied branches. Sections I and II bave already appeared.

19/ 650.023

INTRODUCTION.

N grouping these professions together, there is no idea of precedence, it is merely a convenience to treat the ever enlarging field of women's work in sections of more or less related occupations, so that in the new volume they can be easily recognised and compared.

Each of these following professions shows progress so far as women are concerned since we dealt with them four years ago, and the same characteristics are noticeable in each advance, viz., the demand for greater efficiency, and the standardisation of requirements. It is true that we have not yet reached the normal in either supply or demand, because there still exist severe trade depression on one hand and abnormal discharges of workers on the other.

Employers nowadays insist on a high degree of efficiency, however humble the position to be filled, and in spite of salaries being lower (the cost of living is now considerably lower) those only who have become really capable are needed. The qualities for which there is a great demand are adaptability, stability and courtesy.

In Accountancy, the progress made recently by women is too well known to need special record. There is one woman chartered accountant, several women are public auditors, and many are qualified to undertake private work. The nervousness frequently shown in dealing with large finance is wearing off with achievement, and many women seem to be particularly fitted to work with men in this profession.

Of **Civil Service** work it is scarcely necessary to speak at present because the "Geddes axe" has cut very deeply, but we give all information available about that, and about Clerical and other work under the L.C.C. in the following paper.

Journalism continues to be the cherished ideal of thousands of young workers, who have very little notion of the strenuousness and difficulty of the real thing, nor of the comparatively small demand for "free lance" work as described in the many alluring advertisements of postal courses.

A general secretarial training, ability to write good English quickly and easily, imagination combined with accuracy, this rather rare combination is needed in the worker before she enters a career in Journalism.

Various interesting developments have taken place in Library Work, and the increase in specialised or technical libraries is remarkable. These comparatively new fields offer more scope

to women than do the older sections of the work, where competition is more keen. Speaking generally, the peculiar suitability of women for work as librarians is becoming gradually but surely recognised.

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Lastly, with regard to Secretarial Work, about which so much misunderstanding still exists. Thousands of clerical workers seek clerical posts which, by their very nature, cannot exist unless a calamity like the war calls for similar efforts from all classes. The high wave of abnormal demand has ebbed, and the waves of normal demand are smaller; but still they are rising, and those workers left high and dry on the shifting sands of unemployment will gradually be absorbed, if they are alert enough to watch and learn what the incoming tide of new activity demands.

There is a distinct opening for teachers of shorthand and typing who have had the benefit of University education, and it is almost impossible to find them. If some teachers would turn their attention to this opening, they would find the work both interesting and remunerative.

While the numbers of general clerical posts show a sharp decline, there is arising on the other hand a steady and increasing demand for higher specialisation, and especially for a higher standard of education as a basis of such preparation in secretarial work.

Excessive competition among the unskilled or less skilled workers produces in its turn a state of miserable waste and unemployment, which can only be cured when a wider vision recognises a much wider range of occupations, and courageously meets the larger demand which exists even at the present time.

MARY G. SPENCER.

SECRETARIAL WORK.

HERE is a fairly large demand on the part of societies, organisations, and individuals for the Secretary whose training is built upon the foundation of a good education, preferably University.

In order to obtain the best-paid posts, good speeds in Shorthand and Typewriting are needed, as well as a training in Filing, Indexing, Office Routine, Keeping Accounts, etc. A knowledge of one or more foreign languages (gained abroad if possible) is valuable, particularly if a special study has been made of their commercial terms and expressions.

The Secretary of a Society who works under a Committee should be able to deal with men and women of varying temperaments and opinions. As she becomes more experienced she may be expected on occasions to explain the objects of the Society on a platform, and should possess initiative and some organising ability.

The Private Secretary needs much tact and adaptability, and

should be willing to do anything. These posts are often residential, and fitting in with the household is not always easy.

A Secretary to a Member of Parliament or to a Political Society requires a knowledge of general politics, and perhaps of Election Law. She should be able to address a meeting of women electors, and would almost certainly be asked to organise women's meetings and bands of canvassers at election times.

There is a certain demand for the Appeal Secretary (who collects funds for some Cause or Society). She should gain special qualifications by undertaking voluntary work if necessary, in an appeal office at first. She should have personality, resource, and originality in arranging and suggesting methods for obtaining funds. Persuasive powers, and a gift of inspiring others to work are required, as are tact and judgment in dealing with all kinds of men and women. The Appeal Secretary should be able to organise a campaign, and might be expected to address a public meeting.

The educated and accurate stenographer who has taken pains to make herself thoroughly acquainted with medical, legal, engineering or stock exchange technical terms, may make herself invaluable to her employer and will receive a good salary.

Length of Training ... 6 to 18 months. Cost of Training 15 to 75 guineas. Salary £50 to £150 resident.

CIVIL SERVICE.

HERE are openings for the Educated Woman in the higher branches of the Civil Service, but the regulations with regard to them vary from time to time, and the Civil Service Commissioners expressly state that they " can give no information " (as to appointment, salaries, duties, promotion) beyond what may be discovered in the various documents issued, and supplied by them free of charge. It may be taken generally that these higher appointments are made (after examination) from staff.

When vacancies to be filled by open competition occur, advertisements are inserted (usually on Thursday) in "The Times," "The Morning Post," and "The Daily Telegraph."

Executive and Administrative Class.

Age 18-25 and 22-30. (Open competitions are expected after 1924).

Shorthand Typist in Government Departments.

Age over 19. (Must be an established Typist for at least one year.)

£150 to £300 non-resident.

Apart from these opportunities in the higher branches, the following posts are open to girls after an Entrance Examination :

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Clerical Class in various Government Departments.

Age $16\frac{1}{2}$ —17 $\frac{1}{2}$. Writing Assistant. Age 16—17. Telegraphists in G.P.O. Age 15—17.

Post Office.

Typists, Clerks, Telephonists, Telegraphists, Sorters, etc., are appointed as required after an Examination; for conditions and dates of the next Examination, application should be made to the Civil Service Commissioners, 6, Burlington Gardens, London, W. Promotion to the higher-paid administrative posts in the Post Office, such as Inspectors, Controllers of Departments, etc., is usually made from Staff; if by open competition, notice of vacancies is given in the Press.

Inspectors.

Inspectors are recommended for appointment by the various Government Departments concerned, Factory Inspectors by the Home Office, Health Inspectors by the Ministry of Health, Trade Board and Labour Exchange Officials by the Ministry of Labour; Education Inspectors by the Board of Education, and from these Departments details as to qualifications, methods of application, and salaries may be obtained. These appointments are not often open to outsiders, for should a vacancy occur most of the Departments have suitable applicants upon their staffs who have risen from the Junior Grade of administrative class.

Tax Inspectors.

A new field has been opened to women since the Commissioners of Inland Revenue decided that they may compete on equal terms with men for posts as Assistant Tax Inspectors. Applicants must be nominated by the authorities of a University to which they have been attached as wholetime students.

The age limit for entry is from 21 to 24, and admission is by examination, of which notice will be duly given by the Civil Service Commissioners, from whom further details can be obtained.

POSTS UNDER MUNICIPALITIES AND OTHER PUBLIC BODIES.

THE large Municipalities, and various Local Authorities employ a certain number of women in a clerical and administrative capacity, the conditions of such service being, as a rule, good and the salaries adequate. The London County Council may be taken as typical, though salaries in the provinces are slightly lower. Clerkships in the service of the L.C.C. are open to applicants of both sexes, and appointments are made after open competitive examination. Girls, who must be between the ages of 17 and 19, begin with a basic salary of 17/- per week, which with bonus is brought up to £1 105. 8d. The bonus will be reviewed not later than September, 1923.

Promotion on the occurrence of a vacancy, may be made by Examination to the higher clerical and administrative posts. Those who wish to sit must be between the ages of 21 and 23 (or 24, if a candidate possesses a First Class Honours Degree or its equivalent). Women under the L.C.C. scheme are only eligible for 10 per cent. of such vacancies.

a vacancy occurs.—		Basic		as from March 1st,	
		Salary.		1923.	
Second Class (minimum)		£ 120.		£203 12 4.	
First Class (maximum)		£350.		£ 504 13 10.	
Senior Assistants (minimum)		£360.		£517 9 3.	
Principal Assistants (normal					
maximum)		£560.		£751 11 3.	
1 111		lator than	Contor	mbor road	

The bonus will be reviewed not later than September, 1923.

Promotion in the service of the Council is by merit, not by seniority. If and when vacancies in the higher grades occur, which cannot be filled from staff, they will be advertised in the Daily Press.

In work other than clerical and administrative, the L.C.C. employs a small number of women inspectors of shops, employment agencies, massage establishments, and also women secretaries of training colleges. Should vacancies for these posts occur, which are not filled by promotion within the service, they are advertised in certain daily papers, appropriate journals, and in the L.C.C. Gazette. The present tendency of the Council is to reduce the staff, and vacancies for outside competition are not probable in the near future. The salaries of Women Inspectors of Employment Agencies begin at £120 a year in section (b), rising to a maximum of £200 in section (a). The same maximum and minimum apply to Women Inspectors under the Shops Acts.

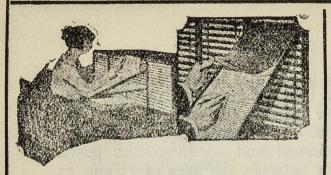
Women Secretaries and Assistant Secretaries of Training Colleges are appointed at an initial salary of \pounds 80 in the junior grades, reaching, after promotion to the higher grades, to a maximum of \pounds 200. Appointments to these posts are made by the Council, on the recommendation of the Establishment Committee.

The salaries of Women Secretaries, Assistant Secretaries and Women Inspectors are subject to temporary additions on the Civil Service Scale.

Application for further information should be made, in the provinces, to the Clerk of the Town or County Council under which a post is desired, and in London to

> The Clerk of the London County Council, The County Hall, Westminster Bridge, S.E.I.

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ACCOUNTANCY.

S business improves, and as more enterprises are undertaken, there will be more openings for women trained in. Accountancy.

In order to take up Accountancy as a profession, a girl should have matriculated; for those who have not done so, the Institute of Chartered Accountants has an Entrance Examination which must be passed.

Apprenticeship to a firm of Chartered Accountants is then necessary. For a graduate, the term is three years; for a nongraduate, it is five. Fees charged vary from £50 to £500, according to the size and standing of the firm.

The student can then take the examination which admits her as an associate member of the Institute of Chartered Accountants or of the Society of Incorporated Accountants.

A woman Accountant, when qualified, can set up for herself, and since women are entering more and more into businesses, there is likely to be an increased demand for her services as auditor, and in some cases as managing director of a company. This does not mean that her clients are only women. Many societies make a point of employing a woman auditor when possible.

Women have been appointed Public Auditors, an appointment which carries no salary, but which gives added status and opens fresh fields of government and other work.

Length of Training ... Graduate 3 years.

Non-Graduate 5 years. Articles Fee £50 to £500.

BOOK-KEEPING.

HERE is always a certain demand for the really welltrained Book-keeper who can keep a set of books and

prepare accounts for audit. A Book-keeper is sometimes confused with a cashier or ledger clerk, but the work is quite different.

In order to make a success in the profession a girl should have a genuine taste for figures and accounts-arithmetic having been her favourite study at school.

A training can be obtained at a recognised school of Bookkeeping, and after this the examination of the London Chamber of Commerce, or of the Royal Society of Arts, should be taken. The student is then ready to apply for a post.

Book-keepers are needed in clubs, schools (boys' and girls'), hospitals, city offices, businesses of various kinds. Publishers. Court dressmakers and milliners employ Book-keepers and many of these are women. Private Secretaries command higher salaries if they include Book-keeping among their qualifications.

Length of Training	 	6—12 months.
Cost of Training	 	20—30 guineas.
Salary	 ••••	$f_2 - f_5$ weekly.

INSURANCE WORK.

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NSURANCE work for women is a profession which is not as yet overcrowded. There is no special preliminary training. for success depends on personality and initiative.

The work of an Insurance Agent who is not a whole-time worker may be undertaken in conjunction with some other employment, and the pleasant part of the business is, that a percentage of the commission earned continues to come in without any further trouble on the part of the agent as long as the policy is kept up. The girl who has many friends and acquaintances. who meets fresh people in the course of her work, who has confidence in herself and can talk convincingly, has opportunity for gaining clients for her company, who quickly recognise an energetic and resourceful agent.

A girl, however, who intends to take up Insurance Work as a profession has two courses open to her. She may either begin as a clerk or typist on the clerical or "inside" branch of the Office, or become attached to a Women's Department, of which a few exist at the moment. If very young, having just left school. she would be well advised to do this, and if she shows ability she may then have an opportunity of learning some of the technicalities of the business. She could meantime practice her persuasive powers on her friends, so qualifying herself for an appointment as an "outside agent."

An older woman of 25-35, who began as an Agent to a Women's Department, would have the opportunity of becoming an Inspector as soon as she had proved her worth. She might begin at a salary of £3 10s. to £4 a week, or work on a commission basis and earn more than this.

Inspectors as a rule are wellpaid officials, and it should not be difficult in time to rise to £300 or £350 a year, though it must be borne in mind that remuneration will be governed by her ability as a producer, that is by sums assured and completed at the end of the year.

These Women's Departments have Women Managers at the head of them, and if these departments are a success-as undoubtedly some of them already are-there will be further openings for women managers, inspectors, agents, thus creating a new career for women.

The work of the Department, which is purely a businessgetting one, consists of interviewing all classes of men and women with the object of insuring them : it brings out literature specially adapted to women's needs, sends out circulars, prepares advertisements, etc.

The life is an open-air one, delightful and very fascinating to those who, by means of patience and persistence, are able to withstand discouragement and failure and thus attain success.

Secretarial Training useful.

ACTUARIAL WORK.

HE woman who wishes to take up Actuarial work must have a natural aptitude for figures. The Institute of Actuaries accepts for examination from time to time students who possess suitable educational qualifications. Knowledge of Compound Interest and Life Contingencies, as well as of the Differential and Integral Calculas and of the Calculus of Finite Differences is required. The Institute recommends students, where possible, to obtain a clerkship in an Insurance office in order to gain the necessary practical experience

Length of Training ... From one year. Cost of Training Fees about £12 125. besides cost of books. According to post obtained. Salary

LIBRARIANSHIP.

HE work of Librarian is eminently suitable for women, but there is very keen competition for every vacant post, and even the fully-trained have often to wait long for an appointment.

The Librarian requires many qualifications besides a general love of books. She must be well educated and thoroughly trained, besides being alert, courteous and observant. The work will provide scope for her personality and organising powers.

In order to obtain a post as Librarian in a Public Library it is necessary to possess the Diploma of the Library Association or of the School of Librarianship in connection with the London University.

Although the Library Association does not train, a student can obtain preparation for its Diploma by means of its correspondence classes. She must work while studying in a Public Library, either as a volunteer or as a paid worker, for not less than twenty-four hours a week for three years.

The School of Librarianship prepares students for the Library Association's Diploma, and for that of the London University. A student on full time can complete her course in two vears; a part-time student (one who has perhaps a junior appointment in a library) in three or not more than five years.

The Librarian who has received her general training may specialise in one or more of the various branches of Librarianship -Reference, Children's, Technical or Commercial, Science or Bibliography, and so increase her earning powers. Besides public libraries, there are quite a number of Commercial, Society, School, College and Institutional Libraries, some of them very considerable in scope and value.

Information can be obtained from the Hon. Secretary, Library Association, Public Library, Buckingham Palace Road, S.W.I, or the Secretary, School of Librarianship, University College, Gower Street, W.C.

Length	of Trainin	ıg			2 to 5 years.
	Training				12 to 32 guin
Salary			•••	•••	According to

neas. o size of Library.

POLITICAL WORK.

JOURNALISM.

LMOST every important newspaper has upon its Staff at least one woman who deals with women's matters, editing, and largely writing the woman's page. Besides this woman editor, there may be a woman Reporter, who must have a good knowledge of shorthand. Both are expected to give their whole time; they are thoroughly trained and experienced, and receive good salaries. No one should undertake the work of Reporter unless she has very good health; she must be prepared to go out in all weathers, and much of the work is done at night-attending meetings, etc.

Besides those holding these appointments there are journalists who work on a "Free Lance" basis, selecting the matter they will use and sending it to the different papers. A good income can be earned in this way by an experienced woman, but it is unwise to trust to this as the entire source of income till the worker has had several years' experience. Much of this "Free Lance " work is done to supplement an income earned in some other way, and those undertaking it should remember that Newspaper Editors do not require essays on abstract subjects unless by some noted specialist. The woman writer who makes some particular subject her own and specialises in it will in time be able to command high prices for her articles. A good training for daily Journalism is often obtained by taking a post-even at low rates of pay at first—on a provincial paper, or the trained typist who takes a post as secretary to an Editor obtains an insight into the work which will be invaluable, and which may eventually lead to an appointment. There are women writing commissioned articles regularly, and for this the pay is good.

The London University grants a Diploma of Journalism after a two years' course. The first examination for those who had taken this course was held in July, 1921, and a similar examination is to be held annually.

The University does not undertake to find posts for students, but those who obtain the Diploma are equipped to find work, and have gained a certain knowledge of the kind of matter needed and how to present it.

Magazine Work.

Editors of women's papers receive good salaries, but much experience is needed to judge the work sent in, to obtain suitable contributions, and to arrange the items and illustrations on the pages. A well-educated beginner, equipped with good shorthand and typewriting, might obtain a post as secretary to such an Editor, and so gain a thorough knowledge of the work. If she showed an aptitude she might in time become Sub-Editor, and from that position reach the Editorial chair.

Secretarial Training useful.

Length of Training (Diploma Course, University of London).. 2 years. Cost (Diploma Course, University of London) 28 guineas.

OLITICAL work offers openings for women, but should only be undertaken by those genuinely interested in politics, and who have strong convictions, combined with personality and enterprise. There is no better training than a year's voluntary work (or as paid typist) with a political agent. During this time the technicalities of Organisation, Registration, the tracing of "Removals," Canvassing—an art in itself—will be learned. Political Associations, Members of Parliament, and Candidates often appoint organisers to work in Constituencies. particularly among the woman electors, and here there is scope for the woman of originality and initiative. Such an organiser should study Election Law (Wooding's " Conduct and Management of Elections " is an invaluable hand-book, though the price is 6/-, the serious political worker can hardly dispense with it) and so qualify herself to be appointed a sub-agent in charge of a polling district at an Election.

The fee paid to a sub-agent is a pleasant "Extra," and is generally a "lump sum "-£10, £15 or £20-according to the length of the contest. The position of Head Agent may be, and has been reached by women, who have gained experience in the above ways; the legal fee allowed is, for a County Constituency £75; for a Borough £50, exclusive of expenses.

Typewriting and Shorthand are necessary for a woman who acts as Private Secretary to a Candidate or Member of Parliament. If she is to be something more than a clerk she will do active work in his constituency, organising the women electors, keeping them interested between elections (no easy matter) and gaining new adherents to her employer's cause. The organiser should be able to address a meeting, though not necessarily a large mixed one in a Town Hall, as in this work the supply of professional speakers far exceeds the demand. Salaries vary according to experience, and may be from £3 to £5 a week for a Secretary-Organiser.

The headquarters of the various Political Parties now appoint women organisers, whose work it is to travel from one constituency to another, organising women's branches. Meetings must be addressed, local committees arranged, etc., and much experience and knowledge are necessary. This work is, as a rule, very well paid.

It should be remembered that Political work is, in the nature of things uncertain; the candidate may not be returned, the Member may be unseated. All Parties however keep up a certain amount of permanent organisation, and as the thoroughly experienced worker becomes known her services are likely to be in demand, especially if she does not mind moving from one part of the country to another.

Training Secretarial useful.

ADVERTISING AND PUBLICITY WORK.

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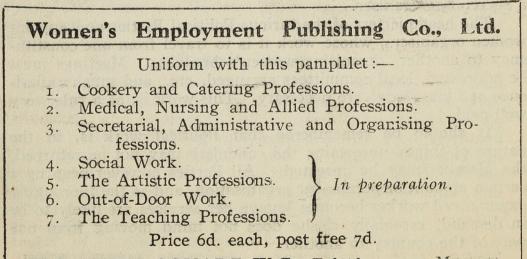
HE art of advertising has advanced so much within the last few years that there are now posts with good salaries open to the woman who does not mind beginning at the bottom of the ladder. Canvassing, writing, and poster drawing for advertisements are all branches of the business, but in only exceptional circumstances, and after long experience, would it be wise to rely on these as a means of earning an income.

The girl who intends to take up Publicity Work as a profession should enter one of the big advertising firms as a shorthandtypist. If she is willing to work voluntarily for a short time at first, stating that she wishes to learn the business, she may be able to arrange that she has three or more months in each department. Thus she will learn about the different types and their names, the "setting out" of an advertisement so as to make it look attractive, the technicalities of block-making and colour-printing, and then the "copy" writing which is of a specialised kind. A Publicity Agent may have no idea of drawing herself, but with experience she should be able to indicate to the artist and writer what is required to carry out her ideas.

Most large stores and businesses have advertising departments of their own, and in them women are employed at good salaries. Some of the Railway Companies employ a woman Publicity Agent, as do some Municipalities in holiday resorts. The latter work, though well paid, is as a rule only seasonal.

A woman with ideas, originality and enterprise, combined with tact and judgment, may at the end of four or five years (during which she would have been earning) command a salary of from £300 to £500, not including commission. Experienced women have been able successfully to open Publicity or Advertising businesses of their own.

... ... Secretarial useful. Training



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