

[4 Apr 1922]

Tuesday

Dear Mother, Father, and Pete:

At least I know why Barnard won the debate. I quote from LeBon's "The Crowd":--'To convince the crowd the speaker must affirm very emphatically, and he must repeat the affirmation of the fact continuously, as emphatically as possible, and as nearly in the same words as the original statement as possible without becoming monotonous. In no case must he attempt to reason, argue, or explain. As soon as he does this, his power of conviction is lost". Me for a psychological treatment of Brown!

I am installed again in 203 D. I just spent an hour putting the room in order. It is too bad you are not here to see the result. I fear it will not long remain this way!

Today was not as successful a study day as yesterday, but I got some work done. I also wrote some letters, for mental diversion. I could not keep up the brain speed of the last few days indefinitely.

I shall have my back topics up to date before next Monday. I can then go full speed on psych without interruption until those three are well out of the way. Would that I had been here the whole vacation--I could then spend most of my spring on the golf links. What's the use of learning, anyhow?

Just wrote to Henrietta Butler telling her I couldn't make St.

Love, Fannie