

*The BOOKER T. WASHINGTON Papers*

of-fact. He can plan, philosophize, and co-ordinate ideas, calculate consequences, and grasp the why and wherefore of things, whenever it is necessary to do so in the discharge of his duties, but he is not given to much speculation or dreaming in any form. This is not the head of a great thinker, but rather of a practical doer.

The development in the centre of the upper forehead is the mark of ability to read character. This faculty confers the ability to understand people's motives. It prompts to the observation of all kinds of phrenophysical signs. It enables him to know what people "mean." He is not disposed to credit his enemies with being loyal, or to suspect treason on the part of his friends. He has a good deal of *savoir faire*, and can generally manage to have his own way.

His principal talents may be summed up in the one word, intelligence. He has a great deal of good, hard, common sense, which is due in part to his health of body and mind, but particularly to the subordination of all non-essential, frivolous or diverting qualities, and concentration upon the serious business of life. His character is solid and substantial, and his ability consists more in being able to say and do the right thing at the right time than in any spectacular display. His thoughts and methods are straightforward and direct. He instinctively follows the principle of the simple life. He wastes neither time nor strength. Every move he makes is sure to count, and he succeeds as much because he knows what to leave undone as because he knows what to do.

He is a born public speaker, and his oratory is due primarily to the fact that he has something to say. He is thus more effective than if he talked for the mere pleasure of expression. Some of his best addresses will doubtless prove to be among those for which he consciously prepares the least.

He has a strong sense of humor, and his mirthfulness is particularly revealed in the upward curve at the outer corners of the mouth.

With such narrow temples he would never excel as an inventor, manufacturer or merchant. His social qualities, sense of human nature and language fit him eminently for some literary pursuit. He would have neither heart nor skill for any of the technical sciences that would confine him in a laboratory with no companions except mute instruments of glass or metal. Such a man must be out among the folks. In law, journalism or politics he would do well,