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Correlation - Not Cooperation

Aubrey Lawrence

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CORRELATION - NOT COOPERATION

The first element of efficiency is correlation.

Webster defines "Cooperation" as the act of concurring in action, effort or effect. "Correlation" is defined as a mutual or reciprocal relation as a part to part or of parts to a whole.

We need "correlation" more than we need "cooperation." In the past we, of the profession, have arrogated to ourselves a position on the hilltop and said to the world: "We are professional men" and "We are sufficient unto ourselves."

That may work as a theory today but not as a practical fact. All professions today are businesses and all businesses are professions. No one pursuit, vocation, profession or business, can succeed alone. We interlock at every step of life and success depends on recognition of that fact. A member of the legal profession may well advise the practical businessman that he wants to walk hand in hand with him and understand him and his business, and be understood as to himself and his profession by the business man.

Would it not be well to have businessmen understand that we are a part of their business life and they are a part of our business life? This understanding may and will come through knowledge of each other, gained through associations at professional and business meetings by individual efforts to make others understand and by unceasing work in developing real personal and business contacts.

We must travel together if we reach that goal in governmental business and social life, called efficiency.—President Lawrence.