

## THE JOB INTERVIEW – 1968

by Eugene (Gene) H. Rotberg

RSM: Well, let's start. Are you very smart?

ER: I have no idea.

RSM: How much Economics did you study in college?

ER: Hardly any.

RSM: Finance?

ER: None.

RSM: International Business?

ER: No.

RSM: Accounting?

ER: None.

RSM: Where did you go to college?

ER: Temple.

RSM: Oh (pause and frown). What did you study there?

ER: Philosophy, English Literature, Humanities.

RSM: Why did you go to law school?

ER: My father is a lawyer.

RSM: But you had no interest in business, finance or corporate law?

ER: No.

RSM: What then?

ER: Mostly civil liberties, civil rights.

RSM: I see that after law school you went to the SEC. Why?

ER: I wanted to investigate Wall Street, expose what they were doing, protect the public, and put bad guys in jail.

RSM: I understand you did that. So now what do you think of investment bankers?

ER: White shoes. Martinis. Tennis. Golf. They sail around Long Island Sound in the summertime.

RSM: Commercial bankers?

ER: Tellers?

RSM: Let me understand. You studied very little accounting, finance, business or economics, but you have a very negative view about the banking and securities business.

ER: I am afraid that's about it.

RSM: What do you think about poverty in the world?

ER: It's worth spending one's life trying to do something about it.

RSM: Why?

ER: Because you can't really fully succeed but you might improve things.

RSM: How would you like to be Treasurer of the World Bank?

ER: What? I don't know a debit from a credit.

RSM: I know. That's the job of a Comptroller.

ER: I'll have to think about it. I'll have to be buddy, buddy with all the guys I've been giving a hard time.

RSM: If the job's good enough for me, it's good enough for you. It's the most rewarding thing you will ever do. It beats the hell out of selling automobiles. Besides, I don't think you are suited for the private sector.

ER: I'd like to talk it over with my wife.

RSM: Sure, let me know by tomorrow morning. The job pays \$25,000 a year.