FOUNDATIONS
BUILDING THE PACE PATH
On October 29, 2017
Pace University inaugurated its eighth president, Marvin Krislov
He presides over an institution that is now 111 years old
In 2017, Pace’s signature program and educational strategy is The Pace Path
AN INNOVATIVE APPROACH TO DEFINING WHAT CONSTITUTES A 21\textsuperscript{ST} CENTURY UNIVERSITY EDUCATION, MANY ELEMENTS OF THE PATH CAN BE TRACED BACK TO THE IDEAS AND PHILOSOPHY OF PACE’S FOUNDERS
What were these ideas and philosophy and how do they remain relevant today?
Usefulness, Education, Experience, and Opportunity
Four pillars are at the foundation of the Pace Path:

Customized Four-Year Plan
Strong Academics
Dedicated Mentors and Advisers
Professional Internships
The Pace brothers’ philosophy, with its many similarities to the present, was strongly influenced by ideas prevalent in the United States in the latter half of the 19th century.
“I am quite willing to stand by my own idea that education is training, for direct or indirect usefulness or culture. There are many narrower uses of the term, with which we are not concerned.”

Homer St. Clair Pace
It stressed the role of individual responsibility and the importance of a broad education as a determinant factor in future success.
A Business Creed

I BELIEVE in myself, for I have learned that self-confidence enables me to face life with strength, courage and patience.

I BELIEVE in my daily work, for I have found that my doing it contributes not only to my personal well-being, but also to the well-being of my fellow men.

I BELIEVE in my capacity for development, for I have had ample proof that any man can train himself to render a larger and a more exceptional service, the older he becomes.

I BELIEVE in purposeful study as a means of mental growth, for all my life I have seen usefulness, advancement and prosperity come as a matter of course to men with their perspective widened and their reasoning ability increased by means of concentrated study.

I BELIEVE in opportunity, for I can name many men who have achieved success in Business because of their unflaging desire for success, their earnest efforts to attain it, and their worthiness of it.

In fine, I believe in making the most out of myself, day by day, week by week, month by month, for I know I shall thus gain the most enduring of all rewards—not only increased earning power, but peace and satisfaction of mind and spirit.

An excellent summary may be found in “A Business Creed” which appeared in the February 1916 issue of The Pace Student.
I believe in
I believe in myself
I believe in myself
my daily work
I BELIEVE IN
MYSELF
MY DAILY WORK
MY CAPACITY FOR DEVELOPMENT
I believe in myself
my daily work
my capacity for development
purposeful study as a means of mental growth
I believe in
Myself
My daily work
My capacity for development
Purposeful study as a means of mental growth
Opportunity
I believe in myself.
My daily work.
My capacity for development.
Purposeful study as a means of mental growth.
Opportunity.
Making the most out of myself.
Another aspect of the Pace philosophy was the importance of having actual practitioners as teachers and mentors, in order to provide students with real-world experience.
Pace & Pace

Teachers of Business

The Pace Organization is a teaching organization. The partners and executives teach. The younger members of the department staffs are preparing themselves to teach. The members of the faculty are trained teachers, who must measure up to exacting pedagogic standards. The teaching spirit pervades everything which the organization thinks, says, and does, and becomes its guiding morale.

The teaching ideals are high. The teaching methods are sound and practical. The teaching results are therefore unusually satisfactory. Pace Students, both men and women, soon acquire a usable grasp of the principles and procedures of modern Business, and come to have a dependable market value as accountants, as systematizers, as executives. They have been taught not only the knowledge that Business needs, but also how to apply and use that knowledge.

Classes, which are available to both men and women, are now forming in the following courses at Pace Institute:

Accountancy (Professional C.P.A. Course)  Law for Business
Accounting of Public Utilities  English for Business
Accounting Application of Tax Laws  Oral Expression
Shorter Accounting Course for Women  Vocational Counseling
Double Entry Bookkeeping  Spanish
Office Training  French

Descriptive bulletins and folders will be sent upon request. Ask especially for “Your Market Value,” which contains a vocational message of wide appeal. Address or telephone—

Pace & Pace

Hudson Terminal  30 Church Street  New York
The idea of the practitioner as teacher and mentor remains important at Pace today.
THE LUBIN SCHOOL OF BUSINESS EXECUTIVE IN RESIDENCE PROGRAM, ESTABLISHED IN 1987, IS JUST ONE EXAMPLE
What could students expect from their Pace experience?
“To be taught not only the knowledge that business needs, but also how to apply and use that knowledge.”

The Pace Student, October 1917
This was seen as the path to success
Your Market Value

What is your market value in Business? Suppose the concern you are now with should go out of existence or should be consolidated with another, and you should lose your present position. Suppose you should be asked to resign for or without a reason. Suppose, being dissatisfied with your work or with your prospects of advancement, you should desire to make a change on your own initiative. Where would you go? What would you do? What could you earn? How big a demand would there be in the open market for your experience in Business and your knowledge of Business?

What is the source of market value in Business—what produces it? You will agree that it is knowledge—knowledge that finds expression in a mastery, not of the details of a particular business, but of the fundamental principles and processes that underlie all Business; in the power to take a broad view of the application of these principles and processes; and in the ability to think and reason about them consistently and logically.

In order to secure knowledge and thereby develop market value, you must utilize your personal overtime in the study of subjects that will give you a controlling grasp of Modern Business as a science—the subjects of Organization, Management, Finance, Accounting, Law, and Applied Economics. The general subject that covers these specific and allied subjects is Accountancy and Business Administration.

The Pace Standardized Courses in Accountancy and Business Administration, which are conducted in 61 schools in 47 of the most progressive cities in the country, have developed and are developing the market value of hundreds of young men and women by equipping them to become either Certified Public Accountants or the holders of important executive positions in private organizations.

New classes will be formed in January and February, 1917. Full details and descriptive pamphlets are available upon request. Ask particularly for the stimulating brochure, "Your Market Value," by Horatio N. Drury.

PACE & PACE

Pace Standardized Courses in Accountancy, Business Administration, Oral Expression, and English, in Residence and by Extension

30 Church Street

New York
Ready for the Real World

As college students are discovering, a career doesn’t start after graduation. Employers are looking for graduates who are market ready and are trained both academically and professionally during their four-year education.

From day one, the Pace Path opens students’ eyes to life beyond the classroom and provides them with a college experience that is both multifaceted and interdisciplinary, but also tailored to each student’s individual goals.

Pace has always believed that a strong liberal education, combined with wider experiential learning, is key to professional preparation and successful outcomes.

At the end of four years, Pace graduates:

- Are market ready
- Have a strong network of personal, mentor, and professional relationships
- Have a global outlook
- Are prepared for lifelong learning
- Have refined soft skills
- Are ready for graduate school, if desired

WHO HIRES PACE STUDENTS?
Below is a short list of some of the companies, organizations, and government agencies that have hired our students:

- Apple
- EY
- Goldman Sachs
- Google
- HBO
- Huffington Post
- IBM
- JPMorgan Chase
- Memorial Sloan Kettering Cancer Center
- Microsoft
- MTV
- NBCUniversal
- New York District Attorney’s Office
- NYC Department of Education
- PwC
- Sony Music
- Viacom
- Westchester Medical Center
- The White House

AS DOES THIS 2016 PUBLICATION INTRODUCING THE PACE PATH
Business is just the Starting Point
ACCOUNTING AND BUSINESS
ADMINISTRATION WERE THE ORIGINAL
FOCUS OF PACE INSTITUTE
5,000 MEN,

and many women as well, are now preparing for an assured future—without interference with present employment—by means of Pace Standardized Courses in Accountancy and Business Administration

Instruction is given by Certified Public Accountants and Practicing Lawyers

Extension Courses by mail. Send now for special offer of a month’s trial instruction.

Resident Courses given in 54 Schools and Colleges in the larger cities. Write for address of nearest school.

Pace Courses have been prepared with the employed man and woman in mind and are country-wide in recognition. They have been adopted by the largest Business Organizations in America as their official training course for employees.

Investigate this Noteworthy Educational Movement.

Fill out the above Coupon and send it now. You will receive by return mail complete descriptive bulletins. No obligation on your part.

PACE & PACE
Pace Standardized Courses in Accountancy, Business Administration, and English
Hudson Terminal, 30 Church Street, New York
“At Pace, students, both men and women, soon acquire a usable grasp of the principles and procedures of modern Business...”

By Homer St. Clair Pace, C. P. A. (N. Y.)

Lecture III.

Accounting Expedients.

The Pace Standardized Course in Accounting grew out of Homer Pace's own experience preparing for the New York State CPA Exam. He authored the texts used in the course.
Yet he himself saw accounting only as a means to an end
“Accountancy, as a profession, promotes the production and the conservation of values. It has no other function.”

Homer St. Clair Pace, *The Art of Study*
His idea of a good education for business took a broader view, as can be seen by the other courses taught at Pace Institute.
Classes, which are available to both men and women, are now forming in the following courses at Pace Institute:

Accountancy (Professional C.P.A. Course)
Accounting of Public Utilities
Accounting Application of Tax Laws
Shorter Accounting Course for Women
Double Entry Bookkeeping
Office Training

Law for Business
English for Business
Oral Expression
Vocational Counseling
Spanish
French

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PACE & PACE

HUDSON TERMINAL  30 CHURCH STREET  NEW YORK
Many of the courses and programs still offered at Pace University originated in the Pace Institute era.
The following are just a sampling...
THE BROADER PATH:
LAW FOR BUSINESS
Business law courses were part of the Pace curriculum from the start
Charles Pace, together with his brother Homer, formed the partnership of Pace & Pace, the legal entity that ran Pace Institute.
Charles Pace was the author of the texts used in the Business Law course and taught a number of courses himself.
Today, the Legal Studies and Taxation Department continues to be an important part of the Lubin School of Business...
THE LEGAL STUDIES AND TAXATION DEPARTMENT
AND THE BUSINESS HONORS PROGRAM
PRESENT
MOVIES AND THE LAW
AN ANTHOLOGY OF THE BEST ENGLISH LANGUAGE LAW MOVIES EVER MADE
A NEW FILM EVERY WEEK BEGINNING THURSDAY, FEBRUARY 4, 2016
3:30 PM—common hour+ 1 E 325
FREE ADMISSION—NO PRE-REGISTRATION NEEDED
FREE POP CORN—BYOS
Movie this week: PHILADELPHIA starring Tom Hanks

...OFFERING UNDERGRADUATE AND GRADUATE LEVEL COURSES AND PROGRAMS, SUCH AS THIS INNOVATIVE MOVIE SERIES PRESENTED IN 2016
With its strong tradition in teaching law, Pace almost immediately received approval in 1975 to open the first law school geographically located between New York City and Albany.
The first class entered in
Fall 1976

President Edward Mortola,
Mrs. Bessie Gerber Glass, and
Dean Robert Fleming
In May 2016 the Law School was renamed the Elisabeth Haub School of Law at Pace University
The Broader Path: English and Oral Expression
Your English

ADEQUATE knowledge of English, especially of grammar, word usage, and sentence structure, as applied to conversation, the writing of letters, the compilation of reports, and the building of advertisements, is a distinct business asset.

Stenographers, correspondents, and executives who really know English and how to use it in every-day business are in steadily growing demand for responsible tasks.

To meet this demand, Pace Institute will conduct classes in practical English, beginning in January and February, 1917, and continuing for seventeen weeks. Each class will meet once a week, either at mid-day or in the late afternoon, for a one hour session. Enrollment will be open to both men and women. The Pace Standardized Course in English (a series of printed booklets, one for each lesson) will be the text used.

Send for the descriptive folder "Your English," which explains the content of the Course in detail.

PACE & PACE

Pace Standardized Courses in Accountancy, Business Administration, Oral Expression, and English, in Residence and by Extension

30 Church Street
New York
Homer Pace firmly believed in the importance of good English in achieving success in the “real world”
He asked his good friend, an English teacher named Horatio Nelson Drury, to design the Pace Standardized Course in English.
Drury was the author of all the texts used in the course. He also wrote a monthly column on English in the magazine *The Pace Student*.
A popular teacher, he is seen here teaching a class in 1916
The long tradition of offering English and other liberal arts courses was a key factor in enabling Pace Institute to become Pace College in December 1948.
Public Speaking
Pace Standardized Courses

Evening Courses covering correct expression for the ordinary occasions of business life as well as for speaking in public.

Breathing exercises, physical exercises, vocal drills, vocabulary enlargement, improvement of diction by sentence types, psychological principles of Oral Expression.

Send for Bulletin and Details

PACE INSTITUTE
Hudson Terminal, 30 Church St., New York

Oral expression was considered as important as written.

Public Speaking was offered as part of the Pace Standardized Courses.
Pace students are still required to take speech and public speaking courses today.
THE BROADER PATH: FOREIGN LANGUAGES, FOREIGN CULTURES, AND GLOBAL STUDIES
Homer Pace, seen here with his wife Mabel, was a world traveler and knew the importance of knowing foreign languages and understanding foreign cultures.
In 1917, following the U.S. entry into World War I, he wrote:

“ONE BRANCH OF LEARNING WHICH THIS WAR HAS DEMONSTRATED THE NEED OF IS FOREIGN LANGUAGES.”
“If we are to be a truly world power, if we are to cultivate intimate social and trade relations with foreign countries, our people must know other languages than English.”
Law for Business
English for Business
Oral Expression
Vocational Counseling
Spanish
French

Both Spanish and French were offered at Pace Institute as early as 1916
“To be able to see things as some of our world neighbors see them, to be able to think as they think—to grasp their view-point, to be able to scale the same heights or aspiration and idealism as they scale—is not this a fitting reward for the time spent in mastering a foreign language?”

Homer Pace, October 1917
The teaching of foreign languages was also an important part of the Pace College curriculum.
WHY AMERICANS SHOULD STUDY FOREIGN LANGUAGES

Not Only for Personal Enrichment but to Help International Relations and National Security

BY RUDOLPH J. MONDELLI

DR. RUDOLPH MONDELLI TAUGHT FRENCH AND WAS CHAIRMAN OF THE FOREIGN LANGUAGES DEPARTMENT WHEN HE WROTE THIS ARTICLE IN 1962
DR. MONDELLI SHOWN TEACHING IN THE LANGUAGE LABORATORY
LOCATED IN 41 PARK ROW
Although Pace Institute did not have an international presence, the Pace name did
Pace in Brazil
“In 1956, as a new professor in the Pace History Department I hoisted the Brazilian Flag with a series of seminars for businessmen focusing on Brazil in 1957.”
“In 1963 as a result of a phone lecture that was piped into our class from Governor Carlos Lacerda of Guanabara of the state of Rio de Janeiro, our class was invited to Rio as his guests.”
“There he inaugurated a public school in our honor, the Escola Pace, which still exists today.

At least two groups of Pace students have visited under the auspices of Dyson College.”

Dr. Jordan Young,
September 2000
Today, as can be seen from the partial list that follows, Pace University offers a wide range of international courses and program in all of its schools.

Homer Pace would be pleased.
International Pathways at PACE UNIVERSITY
THE GLOBAL STUDIES BA IN
THE DYSON COLLEGE OF ARTS AND SCIENCES

THE CENTER FOR GLOBAL BUSINESS PROGRAMS IN
THE LUBIN SCHOOL OF BUSINESS

THE INTERNATIONAL LAW AND INTERNATIONAL ENVIRONMENTAL LAW PROGRAMS
OF THE ELISABETH HAUB SCHOOL OF LAW

THE STUDY ABROAD PROGRAM FOR UNDERGRADUATE NURSING STUDENTS IN
THE COLLEGE OF HEALTH PROFESSIONS
Homer Pace believed in the importance of understanding the psychology of human beings in order to be successful in business.
He authored a number of articles and books on the subject, including one on “Personality Improvement”
He was also interested in the "Psychology of Selling" and included a course on that subject in the curriculum of the Pace Institute School of Marketing, Advertising, and Selling.
These were quite innovative in their day. Pace University has continued to be an innovator in psychology education, offering one of the first PsyD degrees in New York State and, more recently, the PhD in Mental Health Counseling.
Experience
Homer Pace was a strong believer in the need for experience outside the classroom.
He believed in taking advantage of Pace’s New York City location to further one’s education in a wide range of subjects.
A good example is Art
“A most promising feature of present-day educational methods is the stress being laid upon painting and sculpture as factors in the mental development of our people.”
“Here we have our people’s university lying closely and unrestrictedly at hand – The Metropolitan Museum of Art”
Knowledge of and experience with art was also important in business
Professional photography was among the courses of study at Pace Institute in the 1930s.
Throughout its 111 years of existence, Pace has remained true to the philosophy of its founders, Homer and Charles Pace.
The ease with which their philosophy and ideas have adapted to the needs of a 21st century university says a great deal about their foresight as educators.
This remained true of Pace under the leadership of its seven previous presidents.
PACE PRESIDENTS
If history is any judge, this is sure to continue as Pace enters a new era in its history under the leadership of its eighth president, Marvin Krislov.