

FOREIGN SERVICE INSTITUTE

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Dear Major Locklear:

In response to your recent letter we are sending you, under separate cover, a collection of documents which we believe you will find useful in preparing your thesis concerning the requirement for a handbook for U.S. Forces in support of pacification in South Viet-Nam. We have included a rather comprehensive bibliography which may be of further help to you in your study. Some of the documents listed on the bibliography are included in those being sent to you. In regard to your request for copies of lectures given at VTC on applied sociology and anthropology, all lectures are taped but not transcribed; therefore copies are not available.

We would like to suggest in connection with your study that you read a recent book, not yet listed on either the VTC syllabus or on the bibliography but which we are using in our curriculum, i.e., John T. McAlister's The Vietnamese and Their Revolution (New York: Harper and Row, 1970). The book is a loose "translation" of Paul Mus' Vietnam: Sociologie d'une Guerre which, of course, is a classic.

Another study which we use extensively here was done by The Simulmatics Corporation in February 1968, viz., "Studies of Entrepreneurship and National Integration in South Vietnam." ANNEX 1, "Psychodynamic Structures in Vietnamese Personality: Implications for a Preliminary Statement of National Character" by Dr. Walter H. Slote, would probably be of particular interest to you although the entire study would be well worth your time and consideration.

We also use, in our Advanced Advisorial Course, a study made for the Department of the Army by the Special Operations Research Office, The American University, in June 1965, viz., "Persuasion Overseas (Republic of Vietnam Emphasis)" which gives actual case studies in cross-cultural problems faced in Viet-Nam. The object of the report was to assist

members of the U.S. Armed Forces and U.S. civilian officials in the difficult task of establishing good understanding and relationships with peoples of non-Western cultural backgrounds. It is particularly relevant to your study. Both this study and that done by Simulmatics should be available to you through the Defense Documentation Center, Washington, D.C.

We would be happy for you to come to Washington to make further use of our rather extensive research facilities if this is possible. In the interim, if there is anything else we can do to help you in what we consider a very worthwhile undertaking, please let us know.

Sincerely yours,

Ogden Williams
Coordinator
Viet-Nam Training Center

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