The Graduate Record Exam has two parts: verbal and mathematical. The verbal tests rhetorical skills (the art of persuading). The mathematical portion is analytical, the art of correct thinking. Over ninety percent of those who become historians do far better on the verbal than the mathematical. They learn how to persuade rather than how to analyze. Figures baffle them. Demography is perhaps as crucial as prices, taxes, and budgets. I scored on the mathematical almost equally as on the verbal, which is very unusual for a historian. Almost all my research has been about numbers, not about how to connect with words.