

EMBOLDEN-III

**III SEMESTER B.COM.
AND OTHER PROGRAMS UNDER THE FACULTY OF COMMERCE**

GENERAL ENGLISH

**Under the State Education Policy
(SEP 2024)**

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**PRASARANGA
BENGALURU CITY UNIVERSITY**



EMBOLDEN-III

General English Textbook

Under the State Education Policy (SEP) – 2024

**III Semester B.Com and other Programs under the Faculty of
Commerce**

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Bengaluru City University (BCU)

Bengaluru

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FOREWORD

It gives me great pleasure to introduce ***EMBOLDEN***, the prescribed textbook for the III Semester B.Com. students. This book brings together a curated mix of timeless classics and contemporary writings, chosen to deepen students' appreciation of English literature and language. Each text has been selected not only for its literary merit but also for its ability to spark reflection on important societal themes.

Alongside these literary readings, the grammar section offers structured and practical guidance on language fundamentals, thereby strengthening students' command of the English language.

I encourage students to immerse themselves in this thoughtfully crafted blend of literature and language, designed to inspire both intellectual growth and linguistic proficiency.

I also take this opportunity to acknowledge the dedicated efforts of BOS and the textbook committee, whose thoughtful selections and academic insight have shaped this valuable learning resource.

Prof. K. R Jalaja
Vice-Chancellor (Acting)
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Bengaluru-560001

PREFACE

EMBOLDEN, the General English textbook prescribed for the III Semester B.Com. and other programs under the Faculty of Commerce, Bengaluru City University (BCU). The text has been thoughtfully developed to enhance their language proficiency and communication skills. As the third instalment in the B.Com. series under the newly implemented State Education Policy, this textbook builds on a progressive approach to English education.

The syllabus offers a comprehensive exploration of diverse literary genres, key linguistic concepts, and practical communication strategies. It is designed to cultivate critical thinking, sharpen analytical skills, and nurture a deep appreciation for the richness of literature and the power of language.

Through a combination of renowned literary texts and structured grammar lessons, students will engage with the finer aspects of storytelling, rhetorical expression, and language mechanics. The aim is to expand their literary understanding and equip them with essential skills necessary for academic achievement and effective communication in the real world.

I sincerely applaud the textbook committee for their diligent efforts in curating this valuable resource, and I express my heartfelt thanks to the Director and team at Bengaluru City University Press for ensuring the book's timely and accurate publication.

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NOTE TO THE TEACHER

Starting Year of Implementation: 2025-26	Total Credits for the Program : 04
Subject: GENERAL ENGLISH	Teaching Hours / Week: 04
Name of the Degree Program : B.Com.	Total number of Lecture Hours/Semester: 60/64

We are delighted to present to you this diligently curated textbook, designed to provide students with a comprehensive and engaging learning experience in both literature and language skills. This textbook brings together a diverse selection of literary pieces and essential grammar components to foster holistic education.

The text committee made a conscious effort to introduce the students to the best of the literary pieces. The literary component encompasses a play, an inspirational piece about a cricketer, poems, and a motivational speech. 1949 Pulitzer Prize-winning play *Death of a Salesman* remains relevant in today's competitive, performance-driven world, 75 years after its publication. Many students face the pressure to succeed at any cost, often chasing image and status rather than meaningful growth. Willy Loman's psychological decline under the weight of career failure and societal expectations mirrors the struggles students face as they step into uncertain futures, unsure of their career paths, overwhelmed by the pressure to "make it," and confused about what they want to do with their lives, much like Biff in the play. The play teaches us that hard work and blind optimism do not guarantee success, emphasizing that professional achievement can be more complex than just effort. It highlights issues like job insecurity, burnout, work-life imbalance, and mental health struggles, concerns that are all too familiar for those entering fast-paced, high-pressure careers.

In stark contrast to the bleak and sad realities of a harsh world as portrayed in the play *Death of a Salesman*, the textbook also stresses the resilience and determination required to thrive in this competitive world. The textbook aims to achieve this through Jyothi Lanjewar's poem "The Mother," Vijay Lokapally's work on Virat Kohli, and Steve Jobs' commencement address at Stanford, titled "Stay Hungry, Stay Foolish." While the text on Virat Kohli would surely light up the classrooms, Steve Jobs' speech can reinvigorate the students. "The Mother", a poem by Jyothi Lanjewar, can be studied as a piece of Dalit

assertion. Walt Whitman's poem "I Hear America Singing" is an exquisite poem that highlights every individual's contribution to making a nation great. Thus, the text offers students a detailed and comprehensive experience. The prescribed pieces have a pre-reading activity, introduction to the author, act-wise summary of the play, glossary, brief note on the text, comprehension questions and suggestions for further reading, which shall surely broaden the horizon of the students.

In addition to the literary component, the grammar component is designed to enhance students' language proficiency. The syllabus covers Reading Comprehension, which aims to improve students' analytical skills across various texts and steer them towards reading critically, understanding the context, and interpreting meanings accurately. This enhances their analytical thinking, vocabulary, and ability to respond effectively to questions based on the text. Through the Presentation Skills module, students learn to communicate ideas clearly and confidently in academic and professional contexts. By exploring different types of presentations—informative, persuasive, decision-making, and demonstrative—they develop skills in content organization, audience engagement, and effective delivery. These competencies enhance their public speaking, critical thinking, and real-world communication abilities. Para Jumble helps students develop logical flow, sentence structure, and coherence in writing. These activities indirectly reinforce grammar by training students to recognise and correct errors, use appropriate transitions, and contextually appropriate language. Through Story writing, students learn to express creativity while developing narrative structure, character development, and plot progression. It also enhances their language skills, imagination, and ability to communicate ideas effectively through storytelling. The Correspondence module focuses on resumes, cover letters, formal letters, and business correspondence, which will encourage students to communicate professionally and appropriately in various real-life situations. These tasks enhance their ability to organize information, use formal language, and respond effectively in academic, workplace, and official contexts. Lastly, Commercial writing shows students how to craft persuasive and visually engaging content for advertisements, posters, and brochures. This enhances their creativity, marketing sense, and ability to communicate messages effectively to target audiences.

To promote effective learning, it is essential to foster active student participation and meaningful classroom discussions. The integration of multimedia resources

will enrich the teaching-learning process by offering varied and engaging experiences. It is equally important to cultivate an inclusive classroom environment where every student feels respected, supported, and empowered, thereby enhancing both engagement and academic outcomes.

The Committee expresses its sincere appreciation to Dr. Thandava Gowda T. N., Chairperson (UG/PG), Bengaluru City University, for his steadfast support and significant contributions towards the successful publication of this textbook. We are also deeply thankful to Prof. K R Jalaja, Vice-Chancellor (Acting) of BCU, for her valuable guidance and thoughtful suggestions throughout the process.

As the Chairperson of the Textbook Committee, I would like to extend my heartfelt thanks to all the Committee members for their dedication and collaborative spirit in bringing this challenging project to a successful completion.

Dr. Harish M G
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**CURRICULUM STRUCTURE FOR THE UNDERGRADUATE DEGREE
PROGRAM**

B.Com. AND OTHER PROGRAMS UNDER THE FACULTY OF COMMERCE

Assessment Pattern	100 marks
Theory- Summative Assessment	80 marks
Internal Assessment- Formative Assessment	20 marks (Assignment 05 Marks Presentation 05 Marks Internal test 10 marks)

CONTENTS

UNIT - 1				
LITERARY SKILLS		30 hrs	40 marks	Page No
PLAY	Death of a Salesman- Arthur Miller	14 hrs	20 marks	1-23
Extract from <i>Driven: The Virat Kohli Story</i>	The Early Years of Virat Kohli- Vijay Lokapally	4hrs	5 marks	24-32
SPEECH	Stay Hungry, Stay Foolish- Steve Jobs	4hrs	5 marks	33-41
POEM	Mother – Jyothi Lanjewar	4hrs	5 marks	42-47
POEM	I Hear America Singing – Walt Whitman	4hrs	5 marks	48-51
	Model Question Paper			52-53
UNIT – 2				
COMMUNICATIVE SKILLS (LSRW SKILLS)		30 hrs	40 marks	Page No
LISTENING AND SPEAKING SKILLS				
PRESENTATION SKILLS Types - <ul style="list-style-type: none"> • Informative/Instructional Presentation • Persuasive Presentation • Decision Making Presentation • Demonstrative Presentation 		5 hrs	5 marks	
READING AND WRITING SKILLS				
<ul style="list-style-type: none"> • Comprehension Passage 		3 hrs	5 marks	
<ul style="list-style-type: none"> • Para Jumble 		3 hrs	5 marks	

<ul style="list-style-type: none"> • Story Writing 	3hrs	5 marks	
CORRESPONDENCES			
<ul style="list-style-type: none"> • Resume and Cover Letter 	2 hrs	5 marks	
Formal Letters: <ul style="list-style-type: none"> • Leave Letter • Application Letters • Enquiry Letter • Inviting Letter 	3hrs	5 marks	
Business Correspondence: <ul style="list-style-type: none"> • Letters of Enquiry • Order Letters • Letters of Complaint • Reply to Letter of Complaint 	6 hrs	5 marks	
COMMERCIAL WRITING			
<ul style="list-style-type: none"> • Advertisement Writing (Classifieds & Commercial) • Poster and Brochure Writing/Designing 	5 hrs	5 marks	

DEATH OF A SALESMAN

Certain Private Conversations in Two Acts and a Requiem (1949)

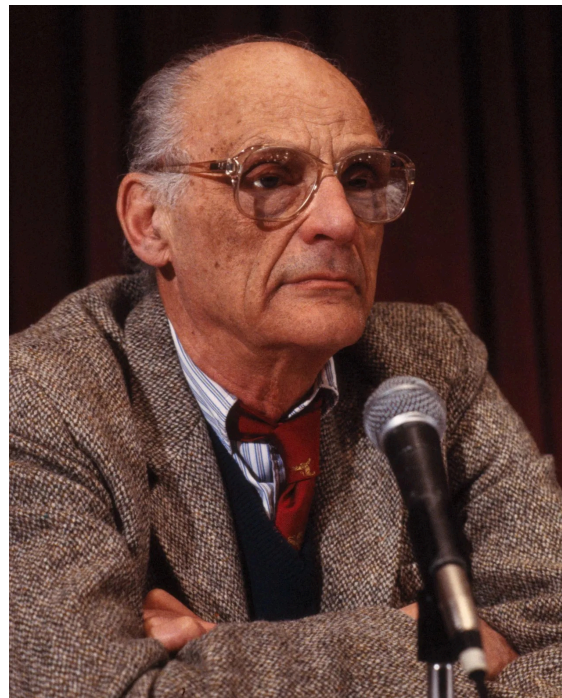
- Arthur Miller

PRE-READING ACTIVITY:

- Have you taken part in a play during school or college?
- Do you think plays are opportunities to understand characters/ human complexities better than other art forms?
- Develop a short skit and enact it in the class.
- Quarrels can be resolved by recreating the scene/recalling the argument. Share your thoughts.

ABOUT THE AUTHOR:

Arthur Miller was born in Manhattan, New York, in 1915 and studied at the University of Michigan. Before becoming a playwright, he worked in a variety of jobs, including a farm hand and a dock worker in New York harbour. Through these jobs, Miller learned about life of the common man in America which have been reflected in his plays and other writings, some of which are: *All My Sons* (1947), *Death of a Salesman* (1949), *The Crucible* (1953) *A View from the Bridge* (1955), *After the Fall* (1963), *The American Clock* (1980) *Two-Way Mirror* (1985) *The Last Yankee* (1992) and a film screenplay, "The Misfits."



Miller's plays reflect his concern for the common man, shaped by his experiences with the ordinary American people. For instance, his play, *All My Sons*, examined some of the assumptions of a capitalist society; *Death of a Salesman* is often read as a struggle by a common man against a society that drains him of his energies and then discards him like a sack of potatoes. Miller

has placed the common man at the centre of the drama, which led many to believe that he had communist sympathies and for which he was investigated by the House Un-American Activities Committee in 1947. The charges against him were dropped, but the fact remains that Miller stood up for the underprivileged man in American society. It is this concern for the ordinary people that has made Miller one of the leading dramatists of our time.

ABOUT THE PLAY:

Arthur Miller's *Death of a Salesman* is a modern American tragedy structured in two acts and a concluding Requiem. In 1948, the play premiered on Broadway, where it ran for 742 performances. The production later received the Antoinette Perry Award (Tony Award), the National Book Critics Award, and the Pulitzer Prize in Drama (1949).

Set in post-war Brooklyn during the late 1940s, the play focuses on the final twenty-four hours in the life of Willy Loman, a 63-year-old traveling salesman who finds himself at the crossroads of personal disillusionment, family tension, and societal change, facing the collapse of his career, growing financial instability, and mounting psychological disorientation.

The narrative is interspersed with fragmented memories and hallucinations that uncover the ideals he clung to (personal charm, social recognition, and material success), the family's subsequent disillusionments, and the slow erosion of his long-standing adherence to these flawed ideals. Through its seamless movement between present events and subjective recollections of the past, Miller delves into the psychological and socio-economic consequences of the American Dream. He exposes the profound human cost of relentlessly pursuing a flawed vision of success and its impact on individual identity, intergenerational relationships, and self-worth. Its fluid, dramatic structure and focus on character psychology powerfully illustrate the emotional and economic pressures defining mid-twentieth-century existence.

(Students can access the complete play in PDF using the link below:
[https://www.acobas.net/wp_teaching_media/deathofasalesman/Miller%2C%20Arthur%20-%20Death%20of%20a%20Salesman%20\(Penguin%2C%201998\).pdf](https://www.acobas.net/wp_teaching_media/deathofasalesman/Miller%2C%20Arthur%20-%20Death%20of%20a%20Salesman%20(Penguin%2C%201998).pdf))

DRAMA AS A GENRE:

Drama is a performing art that explores the human experience through narrative fiction. It combines action, storytelling, and character development to engage audiences. Drama can take various forms, such as theatre, with live performances by actors on stage; film, which uses visuals and audio to tell stories; and television, which broadcasts scripted dramas.

Drama encompasses several subgenres, including tragedy, comedy, melodrama, and historical drama. Through its exploration of these diverse forms, drama challenges perspectives, fosters empathy, and provides insight into the complexities of life.

Key characteristics of drama include:

1. Character-driven storytelling: Dramas focus on the development and interactions of characters, exploring their thoughts, feelings, and motivations.
2. Conflict and tension: Dramas often feature conflicts, challenges, and obstacles that characters must overcome, creating tension and emotional resonance.
3. Emotional resonance: Dramas aim to evoke emotions in the audience, whether it's joy, sadness, fear, or empathy.
4. Thematic exploration: Dramas often explore themes, ideas, and issues relevant to human experience, such as love, loss, identity, or social justice.

(**NOTE:** While “Drama” and “Play” are often used interchangeably, they are distinct. A play is a performance or theatrical work, often with a script, dialogue and stage directions. “Play” is broader, encompassing various forms like comedies, tragedies, and musicals, while “Drama” typically refers to more serious, character-driven performances.)

Difference between a short story and a play:

Storytelling has been an integral part of Indian culture. Short stories are a popular genre of literature. It is important to understand that they are unique in their format and approach. Plays are dialogue-driven, action-oriented, and rely on visual storytelling, whereas short stories are prose narratives that often include internal monologues and rely on descriptive storytelling.

HISTORICAL CONTEXT OF THE PLAY

The Great Depression:

The Great Depression was a severe global economic recession that began in the United States with the Wall Street Crash on "Black Thursday," October 24, 1929. America plunged into its worst financial crisis, and by 1933, over 13 million Americans, about a quarter of the workforce, were unemployed. Poverty became widespread as banks collapsed, companies shut down, and families lost everything. This trauma deeply impacted the American psyche, shaking confidence in the future. The Depression hit the United States harder than any other nation and lasted until 1941, when the country entered World War II.

Post-War America:

After World War II ended in 1945, the United States entered a period of rapid economic growth and social change. While Roosevelt's 'New Deal' had begun the recovery, wartime mobilization truly revitalized the economy. The war effort, fuelled by innovations in weaponry, communication, medicine, and transport, created over 17 million jobs and boosted industrial productivity by nearly 96 percent.

The wartime innovations quickly shifted towards domestic life, sparking the mass production of consumer goods like cars, refrigerators, and washing machines. This gave rise to a booming consumer culture and a widespread optimism centered on home ownership, family life, and material comfort.

The late 1940s also brought significant social pressures and uncertainties. Rapid economic growth raised expectations for personal success and altered family dynamics. While many Americans prospered, deep inequalities persisted. Rural and urban areas still faced poverty, and racial disparities continued to limit access to opportunity. This complex reality, where the promise of the 'American Dream' met underlying challenges, shaped the era's cultural narratives.

The American Dream:

The phrase 'the American Dream' was coined by historian James Truslow Adams in his 1931 book *The Epic of America*. He defined it as the belief in equal opportunity, moral worth, and the chance for personal fulfillment, ideals that he felt were threatened by unchecked Capitalism and Consumerism.

The Dream evolved alongside America's economic and social changes. While it once reflected ideals of self-made success, upward mobility, and being "recognized by others for what they are," its post–World War II version became more focused on material prosperity, suburban comfort, and family life. For many, this meant earning money in business, buying a house with a white picket fence, raising children, and commuting in a new car. This marked a significant shift from the 19th-century ideal of making a fortune through America's wilderness and individual grit.

This evolution mirrored America's transformation from an agricultural economy to one driven by industry, services, and sales. However, for many Americans, the Dream remained just that: an ideal more imagined than achieved.

PLOT SUMMARY:

ACT I

The play begins with Willy Loman's unexpected return from a business trip to New England late at night. He is visibly exhausted and mentally disoriented and confesses to his wife, Linda, that he could not continue driving due to an inability to concentrate. Although he has worked as a salesman for over three decades (34 years), the years have not brought financial security or professional recognition. Instead, he is burdened with debts, disillusionment, and a growing sense of irrelevance. Linda, compassionate but increasingly anxious, suggests that Willy speak to his young employer, Howard Wagner, and request a job that would allow him to work closer to home.

In the adjoining bedroom, their sons, Biff and Happy, are home for a visit. Biff, aged 34, has spent the last several years working on farms and ranches in the West. He is unsettled and searching for direction, having never recovered from a disillusioning experience during his late teens. Happy, two years younger, claims to hold a steady position as an assistant buyer. Despite modest material success, he feels dissatisfied and alienated, masking his insecurity through affairs and shallow ambition. The brothers discuss going into business together, and Happy proposes a sporting goods venture.

Willy's grip on reality is increasingly tenuous. He frequently drifts into memories and fantasies that interrupt the present narrative. These temporal shifts reveal key moments from the past, especially the boys' adolescence, when

Biff was a high school football star with scholarship prospects. Willy is seen encouraging his sons to value charm, confidence, and popularity above discipline and integrity. He dismisses the academic diligence of Bernard, the neighbor's son, who warns Biff about an impending math exam. Willy also reflects on conversations with his older brother, Ben, a symbolic figure representing adventure and financial success. Ben's enigmatic tales of becoming rich through diamond ventures in Africa haunt Willy's perception of missed opportunities.

The Act underscores the contrast between appearance and reality. Willy believes in the American ideal that being "well-liked" leads to prosperity, but his life tells a different story. Linda tries to protect Willy's dignity, defending him against the boys' indifference. In a key revelation, she informs Biff and Happy that Willy has been borrowing money from Charley, their kind neighbor, to cover expenses and maintain the illusion that he can still provide for his family. More alarmingly, she discloses that Willy has attempted suicide multiple times, once by crashing his car and more recently through a rubber hose attached to the gas line.

Spurred by guilt and a sense of responsibility, Biff agrees to visit his former employer, Bill Oliver, to ask for a loan of \$10,000 to finance the business idea. The prospect of the boys finally achieving success gives Willy renewed energy. He begins to fantasize about a triumphant future in which Biff becomes a businessman and restores the family's honor.

ACT II

The Act begins on a hopeful note, with both father and sons preparing for pivotal meetings that could change their fortunes. Willy arrives at Howard Wagner's office early, only to find himself dismissed. In a devastating exchange, Howard completely disregards his three decades of service and cuts him off, effectively ending his career. Willy unsuccessfully pleads for understanding and attempts to remind Howard of his father, who once admired him, but Howard tells him there was no vacancy in New York, and he could no longer represent the firm in New England either. Willy is now without a job.

Following this encounter, Willy visits Charley's office to borrow money to pay his insurance premium and receives a job offer, which he refuses out of pride. He also sees Bernard, now a successful Supreme Court lawyer, preparing to argue a case in Washington. Willy is struck by Bernard's success, especially

given that Bernard was once mocked for lacking charisma. In contrast, Biff, whom Willy championed as naturally gifted, has achieved little. Bernard indirectly raises the question of why Biff's life derailed after high school. This leads Willy to recall a painful memory he keeps suppressing.

Meanwhile, Biff's meeting with Bill Oliver is a failure. Oliver does not remember him, and Biff is forced to confront the truth that he had exaggerated his importance in Oliver's company. In a moment of impulse and symbolic futility, he steals Oliver's fountain pen. Humiliated and disillusioned, Biff concludes that he has been living a lie and that his life, shaped by unrealistic expectations, has no real direction.

That evening, the family meets for dinner at Frank's Chop House. Willy, expecting to hear of Biff's success, becomes increasingly confused and withdrawn when Biff tries to explain the failed meeting. Happy, embarrassed by Willy's behavior, and fearful of confrontation, he denies that anything is wrong and flirts with women at another table. As Biff attempts to tell Willy the truth, Willy retreats into hallucinations of the Boston hotel, reliving the moment Biff discovers his affair with a woman during a high school trip. This betrayal marked the turning point in Biff's life, shattering his respect for his father and undermining his ambitions.

Biff and Happy eventually leave the restaurant without Willy, who is left wandering in a fugue state. Later that night, he returns home and begins planting vegetable seeds in the backyard, a gesture that reflects both desperation and futility, and starts talking aloud to Ben's imagined figure. In a final, agonizing confrontation, Biff tries to make Willy confront reality, telling his father that it would be best if they parted ways, as Willy was no longer a great leader of men but a simple, ordinary person. Biff breaks down, pleading for an end to their shared delusions and admitting his own shortcomings. Tragically, Willy misinterprets Biff's tears as a profound expression of love and a desperate need for his father. Convinced that his death will finally provide his son with the necessary financial start through his \$20,000 insurance policy, Willy drives away and crashes the car, ending his life.

REQUIEM

The Requiem takes place several days later at Willy's funeral. The turnout is sparse: only Linda, Biff, Happy, Charley, and Bernard are present. Linda is grief-stricken and bewildered. She notes that they have finally paid off the

house but now have no one to share it with. Charley offers a generous, philosophical defense of Willy, saying, "A salesman is got to dream..." Despite his flaws, Willy's tragedy was rooted in his belief in a system that ultimately failed him.

Biff expresses clarity and emotional maturity. He acknowledges that Willy "had the wrong dreams," insisting that his father's ideals were misguided and unrealistic. He resolves not to follow the same path of delusion. Happy, however, refuses to accept this view. He vows to fulfill his father's Dream and prove him right, indicating that the cycle of illusion may continue.

The play ends on a note of quiet devastation. Linda, left alone, speaks to Willy at his grave, still unable to comprehend his death. Her final words, "We're free... we're free..." are ambiguous, suggesting both financial freedom and an emotional void. The Loman family's story becomes a cautionary tale about the dangers of chasing an unattainable ideal and the human cost of a society that equates worth with success.

THEMES

The American Dream:

The American Dream, often characterized by the belief that financial prosperity is attainable through diligent effort, serves as a central theme in the play. Protagonist Willy Loman misinterprets this ideal, equating financial success with popularity and personal charm. His ambition, heavily influenced by his brother Ben's sudden luck with money and Howard Wagner's inherited success, pushes him to focus more on being "well-liked" than truly achieving something. On the other hand, characters like Bernard show a more traditional path to success through sustained hard work and academic dedication.

The play highlights how this Dream, when idealized without self-awareness, can become perilous. Willy's tragic choice to end his life for insurance money reduces his worth to a monetary value, effectively turning him into a product of the very system he believed in. On a broader level, the play questions the attainability of the Dream in a society still shaped by class divides, racism, and inequality. Yet, as thinkers like Eleanor Roosevelt argued, the Dream remains a defining aspiration, even as its meaning and accessibility continue to evolve and be debated.

Family relationships and Generational conflict:

The play presents the complexities of the Loman family, the tensions, expectations and disappointments within. It explores the dynamics of husband-wife and father-son relationships. Linda is a supportive partner, trying to keep the family together. Linda's enabling behaviour, such as making excuses for Willy's actions, contributes to holding the family together. When he cannot concentrate on driving, she consoles him that it was the car. She praises him even if he earns too little to pay off their debts. Though Willy cheats on her with another woman, she is forgiving and sympathetic to him. She demands that their sons have respect and care for their father.

On the contrary, Biff, Willy's elder son, is not forgiving. He holds a grudge against his father after discovering Willy's infidelity. He idolised his father until then.

As a young athlete, Biff showed great promise; however, in high school, he became entangled in thievery and deception. He steals a box of basketballs and sells them, he pretends to be clever at studies and to be popular. He is not able to clear his math exam and couldn't graduate and therefore cannot play for the university. He goes to meet Willy to confess and seek his guidance after finding out that his father is with another woman. Subsequently, a strain develops in their relationship. His journey is also marked by a search for identity and purpose.

Willy's relationship with his younger son, Happy, is distinct from Biff's. Happy tries to please Willy and gain his approval. He has a job, but he doesn't care for what he does. He confesses that he has lost his youthful idealism due to pressures from his companions.

Willy loves his sons but he is disappointed in them. His expectations for his sons and their inability to meet them create tension and conflict. The family's lack of open and honest communication contributes to their problems.

Willy admits to himself that he has failed as a father and has misguided his sons. However, he cannot reconcile himself with this knowledge and continues to want to believe that Biff may still have a chance to succeed in the modern business world. In the end, this drives him to suicide.

Disillusionment:

Tragedy for Arthur Miller arises from the human struggle to hold on to one's beliefs in a hostile world until the last. *Death of a Salesman* is about human consciousness and its struggle, rather than the external world, through the tragic figure of Willy Loman. He is old and highly dissatisfied with what he has achieved in his life. He faces a sense of failure, despite having tried to live his life according to the American Dream.

Willy attributes his failure to his personality. He thinks that he is not well-liked and that he talks too much. He is too fat, and people laugh at him. However, he continues to deceive his sons, telling them that he is very popular and in touch with all the powerful men in all the states. Initially, it seemed as if Willy was failing in his old age. But it later emerges that he has always had a dissatisfied life. His ideals and goals defeat him. But up till now, he has been able to persuade himself that he has been doing the right thing.

Willy is delusional about his success. The tragedy of Willy is his struggles; the mental agony he undergoes each time he fails. He is shown to live in a world of his own, often jolted out of it, which may be referred to as *false consciousness*.

Nobody turns up at Willy's funeral, reflecting the illusion he had built up about himself, believing that he was well-liked and had personal attractiveness.

Mental Health Deterioration:

Willy Loman's deteriorating psychological state is a central theme in the play, illustrating the devastating impact of internal struggles exacerbated by external pressures such as work, family expectations, and financial insecurity. Willy often shows signs of a severe mental breakdown. He frequently experiences auditory and visual hallucinations, where he talks to people from his past, like his successful brother Ben, and relives old memories as if they are happening in the present. These breaks from reality, coupled with profound disorientation, erratic mood swings, and a persistent blurring of past and present, are indicative of a serious mental illness, often interpreted by scholars as resembling conditions like schizophrenia or advanced dementia. Beyond these cognitive symptoms, Willy also grapples with pervasive suicidal ideation, which culminates in his final, desperate act of suicide.

A considerable part of Willy's struggle stems from an identity crisis, one that even Biff experiences. Willy's self-worth is entirely tied to his profession as a salesman and his idealized vision of being "well-liked" and successful. When his career fails and he is fired, Willy succumbs to the psychological turmoil caused by involuntary job loss, feeling stripped of both purpose and identity. As the reality of his mediocrity sets in, his sense of self begins to crumble. This is made worse by a heavy burden of guilt over his infidelity, which shatters Biff's idealised image of his father. Willy also struggles with guilt over his perceived failure in his role as a provider and a father.

Furthermore, Willy exhibits elements of narcissism. His excessive need for admiration and exaggerated self-importance prevent him from confronting reality or seeking help. This, combined with his unaddressed guilt and identity crisis, leads to flawed parenting. He projects his unfulfilled ambitions onto his sons, especially Biff, unintentionally setting them up for disillusionment and continuing a cycle of denial within the family.

Students can explore these themes further by examining other characters in the play.

LITERARY DEVICES AND TECHNIQUES

Non-linear Narrative: *Death of a Salesman* sets itself apart from other plays through its innovative use of flashbacks. The play continually circles back through time, creating a non-linear narrative that disorients the audience and reinforces Willy's tragic character, reflecting his mental disintegration. Past and present events are interspersed through flashbacks, memories, and hallucinations, making time fluid and unreliable. Events in the present trigger his memories. This technique deepens Willy's psychological portrait and invites readers to question the nature of memory, perception, and truth.

Expressionism: The play employs expressionist techniques to depict inner conflict. Realistic settings blend with dream-like sequences, and time and space become distorted to reflect Willy's emotional instability. These elements shift the focus from external events to the protagonist's internal experience, offering insight into his hopes, fears, and delusions. Miller originally intended to call his play *The Inside of His Head*.

Symbolism:

Several recurring objects in the play carry symbolic meaning. Some of them are:

- **The Seeds:** They represent Willy's longing for nature and a desire to leave something meaningful behind, while reinforcing the futility of his efforts.
- **The Flute:** Often heard faintly in the background, the flute symbolizes Willy's father's legacy, a sense of abandonment, and a longing for a deeper connection with this family. The flute music is also the sound of the road Willy did not take.
- **The Rubber Hose:** It is a symbol of Willy's impending suicide and serves as a tool of foreshadowing, quietly alerting the audience to his eventual fate.
- **The Stockings:** They symbolize his betrayal and deception through his infidelity. It also emphasizes his inability to provide for his family.
- **Distant Geographical Locations (e.g., Alaska, Texas):** These places symbolize freedom, adventure, and the promise of self-made success, a stark contrast to the stifling confinement and urban decay of New York City and Willy's perceived entrapment.

Irony: It plays a crucial role in *Death of a Salesman*, profoundly shaping its tragic impact. **Dramatic irony** is fundamental as the audience clearly sees Willy Loman's delusions and his declining reality, while he remains unaware, evoking classic tragic elements of pity and fear. **Situational irony** offers powerful commentary on the American Dream through Willy's suicide, which he believes will provide financial stability for his family, but ultimately reveals the hollowness of his dream. He longs for wealth and recognition, yet ends up borrowing money to survive and dies largely forgotten. Furthermore, **verbal irony** highlights Willy's habit of saying one thing while facing the opposite in reality. This disconnect reveals his denial and self-deception, adding emotional weight to the play. Together, these layers of irony deepen the play's emotional resonance and its critical examination of false ideals.

LIST OF CHARACTERS:

Willy Loman: When the play opens Willy Loman is 63 years old and had been working with the Wagner firm for thirty-four years as a traveling salesman. He had been taken off his salary and put on a commission basis.

Linda Loman: She is Loman's wife who loves him, despite all his difficulties.

Biff Loman: The eldest son who was once a star in college with several scholarships. But he had left home fourteen years ago but was still "unable to find himself."

Happy Loman: The younger son who works in a department store and has his own apartment in another part of the town.

Charley: An old friend of the Lomans who has loaned money to Loman every week since he had been put on commission basis by the company.

Bernard: Charley's son who had become a successful lawyer and was Biff's friend.

Ben: He is Willy Loman's brother and had become very rich. He appears in Loman's daydreams or illusions.

Howard Wagner: The son of the former owner of the Wagner company. He ran the company now and was responsible for putting Willy on a commission basis.

The Woman: Willy Loman's mistress in Boston.

Stanley: A waiter at Frank's Chop House.

Letta and Miss Forsythe: The two girls who are picked up by Happy Loman in the restaurant.

Bill Oliver: Biff's former employer.

CHARACTER SKETCHES:

Willy Loman:

He is the central figure in the play, and Loman is a pun on "low-man." He is at the bottom of the rung in a capitalistic world. He owns nothing and makes nothing. He is a travelling salesman whose job is to sell commodities made by

someone else and owned by someone else. He is nothing but a via media with no sense of accomplishment.

Because he is a nobody, he develops the theory that personal attractiveness and being well-liked is all that matters to make a success of life. Willy builds his life around these dreams.

Early in his life, he had come across a salesman named Dave Singleman, who conducted all his business on the telephone from his hotel room. This impressed Loman, and he attributed the success to his personality, being well-liked and attractive. And the final proof of his popularity came when he died at the age of eighty-four. At his funeral, buyers and salesmen came from all over the country to pay their tributes.

To live by this philosophy entailed telling lies and half-truths, which, over time, take on an air of reality. Since Willy has no inner reserves, he goes about pretending that he is well-liked everywhere in the New England territory. At times, he becomes so enthusiastic that he tells Linda he has made more money than he actually has, and he attributes this to his popularity.

Willy tries to inculcate the same values in his sons, especially Biff. But Biff does not accept this and increasingly sees his father as a fake and a phony. While Biff is in and out of jobs, Willy continues to live in his dreams because his own life is so shallow and meaningless. He pins his hopes on Biff making it good, but these are empty dreams simply because Biff has wasted his life.

Biff Loman

Is Biff the central character in the play? Even though Biff rejects Willy's values towards the end of the play, a great deal of the father had gone into the son. Early in the play we see Biff echoing Willy's view of life. When he asks Biff whether Bernard is liked, he replies, "He is liked but not well-liked." In other words, Biff has accepted Willy's central philosophy that the two factors that mattered for success in life were being well-liked and attractive.

Two other factors could be considered: (1) Willy approves of Biff's little acts of theft. In one scene, the father sends off the son to steal lumber from a neighboring construction site just to prove to Ben that his boy is a fearless character. That Biff carries out the instruction shows that he had no qualms about petty larceny and theft. (2) Both are interested in outdoor life and want to work with their hands. Neither is really interested in any scholastic life, as

revealed in Biff's failure in math and his (and his father's) interest in football. Biff has imbibed all his father's values; if they change, it is towards the end of the play when Biff realises these were fake and phony.

Biff's real problem is that although he had accepted all his father's values, he had nothing of his own. So, when he realises that Willy's values are fake, he has nothing to put in their place because he has completely absorbed them." You blew me so full of hot air I could never stand taking orders from anybody." Biff's reaction when he wakes up to his condition is violent. He tells his father in the last showdown, "I'm no good. I'm a dime a dozen, Pop, and so are you." Having said this, he has a great sense of reality and would be able to develop his potential in the field in which he is interested in..

Linda Loman

Linda Loman is the picture of the ever-faithful wife: "My husband, right or wrong". However, her greatest weakness is that she lacks the imagination to see that Willy's dreams were false, and even when she does, she lacks the strength to correct them. She does tell Biff, towards the end of Act 1, that Willy is not the finest character that ever lived. But he is a human being...he's not to be allowed to fall into his grave like an old dog." To the extent that, after having realised all his dreams were hot air, she does not have the strength to alter his course, indicating a weakness which could be taken for faithfulness to the point of absurdity.

RELEVANCE OF THE PLAY:

Death of a Salesman remains relevant in today's competitive, performance-driven world, 75 years after its publication. Many students face the pressure to succeed at any cost, often chasing image and status rather than meaningful growth. Willy Loman's psychological decline under the weight of career failure and societal expectations mirrors the struggles students face as they step into uncertain futures, unsure of their career paths, overwhelmed by the pressure to "make it," and confused about what they want to do with their lives, much like Biff in the play. The play teaches us that hard work and blind optimism do not guarantee success, emphasizing that professional achievement can be more complex than just effort. It highlights issues like job insecurity,

burnout, work-life imbalance, and mental health struggles, concerns that are all too familiar for those entering fast-paced, high-pressure careers.

The play also addresses the unrealistic expectations placed on individuals, including ageism and family pressures. *Death of a Salesman* critiques the obsession with material success and reminds us of the dangers of tying self-worth to professional achievement. In a world where success is often defined by money or status, the play urges students to reflect on what truly matters: mental well-being, personal fulfilment, and a balanced life, while preparing them to be industry and workplace-ready in a healthier, more mindful manner.

GLOSSARY

ACT I	
<ul style="list-style-type: none"> ● Dormer window: A window that projects vertically from a sloping roof. ● Trepidation: A feeling of fear or anxiety about something that may happen. ● Studebaker: A former American automobile manufacturer. ● Crestfallen: Sad; disappointed. ● Tramp around: A to walk heavily or noisily. ● Reminiscences: A story told about a past event remembered by the narrator. ● Elm trees: Tall, deciduous trees common in North America and Europe. ● Mercurial: Subject to sudden or unpredictable changes of mood or mind. ● Turbulent: Characterized by conflict, disorder, or confusion. ● Idealist: A person guided by ideals rather than practical considerations. ● Avidly: With great interest or enthusiasm. ● Enthralled: Held spellbound; captivated. ● Pompous: Affectedly and irritatingly grand, solemn, or self-important. 	<ul style="list-style-type: none"> ● Approbation: Approval or praise. ● Incipient: In an initial stage; beginning to happen or develop. ● Chevvy: (colloquial) a Chevrolet car. ● Simonize: To polish (a car) with wax. ● Measly: Contemptibly small or few. ● Colt: A young male horse. ● Touchdown: (in American football) an act of scoring. ● Regents: A statewide examination administered to New York high school students. ● Indignantly: In a manner indicating anger or annoyance at something perceived as unfair. ● Hammock: A bed made of canvas or rope netting, suspended by cords at the ends. ● Scrim: A theatrical gauze or cloth screen. ● Primp: To make minor adjustments to one's hair, clothes, or makeup. ● Incarnate: Embodied in flesh; in human form. ● Laconic: Very few words.

<ul style="list-style-type: none"> ● Withering: Intended to make someone feel humiliated; devastating. ● Stolid: Calm, dependable, and showing little emotion or animation. ● Treacherous: Presenting unforeseen hazards. ● Ignoramus: An ignorant or stupid person. ● Imbue: To inspire or permeate with a feeling or quality. ● Watch fob: A short chain or ribbon attached to a pocket watch. ● Tenements: A room or a set of rooms forming a separate residence within a house or block of apartments. ● Remiss: Lacking care or attention to duty; negligent. ● Leeway: The amount of freedom to move or act. ● Comradeship: Friendship; the company and companionship of others. ● Incredulously: In a manner indicating disbelief. ● Audacity: The willingness to take bold risks. ● Philandering: Engaging in casual sexual encounters with many women. ● Carte blanche: Complete freedom to act as one wishes. 	<ul style="list-style-type: none"> ● Valise: A small traveling bag or suitcase. ● Rancor: Bitterness or resentfulness, especially when long-standing. ● Gait: A person's manner of walking. ● Agitation: A state of anxiety or nervous excitement. ● Stagnant: Having no current or flow; no change. ● Revelation: A surprising and previously unknown fact, especially one that is made known dramatically. ● Overstrung: Excessively nervous or tense. ● Subdued: Quieted and somewhat depressed. ● Befuddled: Unable to think clearly; confused. ● Sensuous: Relating to or affecting the senses rather than the intellect. ● Calamity: An event causing significant and often sudden damage or distress; a disaster. ● Clinch: Confirm or settle (a contract or bargain). ● Implements: Tools or instruments. ● Contemptuous: Showing contempt; scornful. ● Ominously: In a way that suggests that something bad will happen.
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- **Implacably:** In a way that cannot be appeased or pacified.
- **Ebbets Field:** The stadium where the Dodgers, Brooklyn's major league baseball team, played from 1913 to 1957.

ACT II

- **Downtown:** The commercial area of a town.
- **Solidify:** Make stronger; reinforce.
- **Lumber:** To move in a slow, heavy, awkward way.
- **Junkyard:** A place where scrap is collected before being recycled or discarded.
- **Mortgage:** A financial agreement where a borrower pledges property as collateral for a loan.
- **Saccharine:** An artificial sweetener.
- **Stockings:** A tight-fitting covering for the feet and legs made of thin material and often worn under skirts and dresses.
- **Drum:** To give (someone) reliable information or a warning.
- **Merchandise:** The commodities or goods that are bought and sold in business.

- **Comradeship:** Company and friendship of others with common aims.
- **Proposition:** A suggested scheme or plan of action, especially in a business context.
- **Conquer:** Successfully overcome.
- **Locker room:** A room containing lockers, especially a sports changing room.
- **Casino:** A public room or a building where gambling games are played.
- **Elevator:** A lift.
- **Mystify:** Utterly bewilder or perplex somebody.
- **Furnace:** A device that produces heat, typically used for industrial processes or for heating buildings.
- **Ignoramus:** An ignorant or stupid person.
- **Strapped:** Short of money.
- **Champagne:** A white sparkling wine.
- **Slugger:** A player who consistently hits home runs and doubles.
- **Lithp:** A humorous misspelling of lisp, a speech impediment.
- **Chippie:** A promiscuous woman.

Comprehension Questions:

I. Answer the following questions in about a page.

1. Analyze Miller's choice of the title and subtitle for the play.
2. Explain Linda Loman's role in the family and her response to Willy's struggles.
3. Why does Willy Loman admire his brother Ben so much?
4. Draw out the relationship between Happy and Biff.
5. Comment on Bernard's role in the play.
6. Discuss Willy Loman as a father and what Biff means to him.
7. Analyze familial relations as presented in the play.
8. Explain how Biff's character changes over the course of the play.
9. Analyze the significance of symbols in the play.
10. What role does pride play in Willy's decisions and downfall?
11. Explore the effects of a societal paradigm shift in the play.
12. What ethical lessons can be drawn from Willy's professional choices?

II. Answer the following questions in about two pages.

1. Analyze how Willy Loman's dreams conflict with his reality and explain how it affects his entire family.
2. Examine the specific turning point that causes Biff's view of success to diverge from his father's.
3. Discuss the American Dream as depicted in the play.
4. How much of Willy's tragedy is caused by the weakness of his own personality, and how much by the pressures of a capitalist society like America?
5. Explain how Biff and Happy Loman cope with their father's values and expectations, and discuss whether they escape his influence.
6. How does Arthur Miller use memory and flashbacks to reveal Willy Loman's state of mind?
7. Compare the lives and values of Biff, Happy, Bernard, and Howard. What do their contrasting journeys suggest about success and opportunity in the modern world?
8. Analyze why the scene where Willy meets Howard is central to the tragedy as well as to the critique of modern life.
9. Do the characters' blindness to situations and people highlight their self-realizations in the play? Explain.

10. Can Willy be seen as heroic in holding on to his dream, or is he deluded? Justify your answer.
11. In what ways does *Death of a Salesman* remain relevant to contemporary discussions?
12. Discuss whether Willy Loman's tragic end was primarily due to his personal decisions and life choices or caused by his deteriorating mental state.
13. Analyze *Death of a Salesman* as a modern tragedy.
14. Show how this play can be seen as a social commentary on American society.
15. If you could give Willy Loman one piece of advice at any point in the play, what would it be, and justify your reasoning?

DISCUSSION:

Willy Loman as a tragic hero- Arthur Miller redefined the tragic hero by portraying Willy as an everyday individual facing the pressures of modern society. By making the tragic hero relatable to the common person, Miller brings a sense of universality to the play and highlights the tragic consequences of societal ideals and individual struggles in the modern world. Willy Loman, the protagonist of Arthur Miller's *Death of a Salesman*, can be analyzed as a modern tragic hero, drawing parallels to the classical tragic heroes of Greek drama. While not of noble birth like their classical counterparts, Willy embodies many characteristics of a tragic hero, particularly in his tragic flaw, his downfall, and the catharsis experienced by the audience. Similarities to Classical Tragic Hero:

- **Fatal Flaw (Hamartia):** Willy's tragic flaw is his inability to accept reality and his obsession with the illusionary "American Dream". He prioritizes being "well-liked" and achieving superficial success over genuine hard work and personal fulfillment, a belief he instills in his sons. This flawed perception leads to his downfall.
- **Downfall:** Willy's life spirals downwards as he faces job loss, financial struggles, and strained relationships with his sons. His mental state deteriorates, culminating in his suicide.
- **Catharsis:** The audience experiences pity and fear as they witness Willy's unraveling, mirroring the cathartic effect of classical tragedy as described by Aristotle. The play confronts the audience with the tragedy

of Willy's life, prompting reflection on the nature of success, societal pressures, and the human condition.

- **Reversal of Fortune (Peripeteia):** Willy experiences a significant reversal of fortune when he loses his job and faces the harsh reality of his failures, which is exacerbated by his excessive pride and inability to accept help.
- **Moment of Recognition (Anagnorisis):** While Willy's death is a tragic end, he doesn't fully achieve a moment of self-recognition that Aristotle considered a key element of a tragic hero. His suicide, while driven by a desire to provide for his family, is more of a desperate act than a conscious choice based on a clear understanding of his flaws and their consequences.

SUGGESTED READING:

- *In Memoriam*: Arthur Miller
- *The Glass Menagerie*: Tennessee Williams
- *A Raisin in the Sun*: Lorraine Hansberry
- *Fences*: August Wilson
- *The Great Gatsby*: F. Scott Fitzgerald
- *Quality*: John Galsworthy
- *Death of a Salesman*: (1985 film adaptation) directed by Volker Schlöndorff, starring Dustin Hoffman and John Malkovich
- *12 Angry Men*: (1957 film) directed by Sidney Lumet

EXTENDED ACTIVITY:

- Enact the play/ key scenes in class.
- Use multimedia to explore audiobooks or watch movie adaptations of the play for a deeper understanding.
- Have the students role-play Willy, giving a sales pitch, emphasizing his confidence and delusions.

- Rewrite a scene with a modern twist, adapting the setting or characters to reflect the contemporary world.
- Destigmatize mental health issues and explore resources available to students who may be struggling with them. Students can observe World Suicide Prevention Day (September 10) to raise awareness.

THE EARLY YEARS OF VIRAT KOHLI

(Extract from *Driven: The Virat Kohli Story - A biography*)

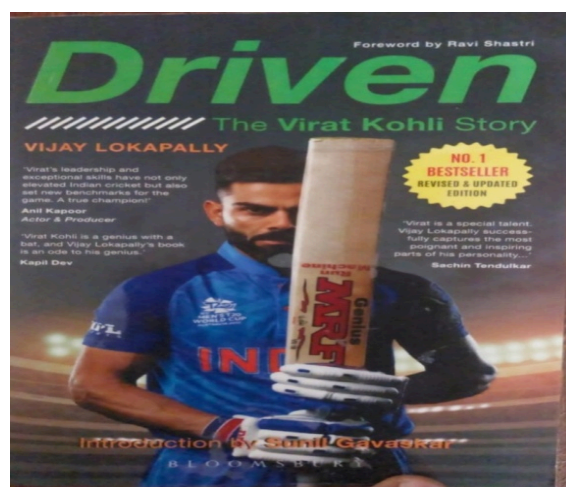
- VIJAY LOKAPALLY

Pre-reading Activity:

- Why is sports important? What do we learn from sports?
- What does being sportive mean?
- "Focus on studies, not sports," is a common advice often given by most of the parents. Is this the right advice? What are the societal pressures that lead parents to resort to giving such advice?
- "Cricket is a religion in India and cricketers are Gods." Do you agree?
- What makes a sports person a legend? Identify the characteristic traits of legends of the game.
- Can we strike a balance between studies and passion? What are the challenges?

About the Author:

Vijay Lokapally is a well-known cricket journalist who contributes to "The Hindu", a daily newspaper. He is regarded as one of the most acclaimed sports journalists in India. He has extensively written about cricket in India. Notable being *The Virender Sehwag Story*, *Driven: The Virat Kohli Story*, *World Cup Warriors*, *The Hitman: The Rohit Sharma Story* and *Speed Merchants: The Story of Indian Pace Bowling*.



Other than playing an aggressive game, the common thread that runs among Sehwag, Gambhir, Ashish Nehra, Dhawan, Ishant and Virat is that all of them hail from West Delhi, an area in the national capital where the struggle for space and recognition is that much more intense. Lack of opportunities means youngsters have to jostle for a spot in the state squads that sets off a race, which often produces champions. Raman Lamba was a firm believer of this theory. Lamba introduced a trend that has given Delhi cricket a steady stream of international cricketers, with Virat being the most recent example.

The credit for putting Delhi on the national cricket map should go to Bishan Singh Bedi. He led a bunch of ambitious and talented cricketers, namely, Mohinder Amarnath, Madan Lal, Surender Khanna, Kirti Azad to challenge the hegemony of Bombay cricket.

Speaking of West Delhi boys, Sehwag, hailing from a middle-class background, was a role model for youngsters from economically disadvantaged sections who dreamed of making it big. His success story was the outcome of a fierce fight for recognition of his talents. He had little financial support or institutional aid to bank upon, other than the unstinting support from his family. Travelling three hours for a five-minute stint in the 'nets' steeled Sehwag's determination to be counted among cricket's best. When offered a chance to demonstrate his skills in a match, Sehwag left his mark with a brand of cricket that set him apart. His sole aim was to destroy the attack and more often than not, he succeeded in leaving the bowlers embarrassed.

For most youngsters who were inspired by Sehwag, it did not matter if they lacked the best quality equipment. Their sole wish was a level-playing field and when they got one, they delivered the goods. Gambhir was an exception, since his businessman-father could offer the necessary facilities at his disposal. Wassan, supported by a financially sound family, went to Sonnet Club, which was a trusted nursery for spotting and grooming talent among the non-elite in

Delhi. However, he was part of a generation of middle-class cricketers neither pampered nor falling short of going the long distance.

Sonnet Club, under the astute guidance of coach Tarak Sinha, encouraged competition at the club level. It nurtured a series of cricketers who went on to represent the state, as well as the country. When Wassan quit playing, he helped his club mate and a wily off-spinner, Raj Kumar, set up a coaching clinic. They aptly named it West Delhi Cricket Academy (WDCA). It was a happy coincidence that nine-year-old Virat, accompanied by his father Prem, walked up to Raj Kumar on a warm afternoon to learn proper cricket. Eight years later, as chairman of the Delhi senior selection committee, Wassan was to pick the boy for his first Ranji Trophy match in a hotly-contested meeting.

May 30, 1998. This was Virat's first day at the WDCA. Prem Kohli was a lawyer, favourably disposed towards his younger son wanting to pursue cricket as a career. Although no one in the family had envisaged a future related to cricket for Virat, there was no doubt that the lad had set his heart on chasing his passion with due diligence. It was the year when Tendulkar played some of his best cricket. His impressive batting against Australia in Sharjah, during the Coca Cola Cup, had helped him amass a legion of fans for the maestro-in-making, and Virat was one of them. Sachin was the reason why Sehwag played cricket. Sachin would also be the reason why Virat took to the game.

Less than a month after Sachin's exploits in Sharjah, the coaches at the WDCA welcomed this chubby boy. He was like most other boys; restless, enthusiastic, keen to get a stint in the nets.

‘We really hadn't seen anything extraordinary,’ recounted Raj Kumar. However, things changed dramatically in a couple of weeks. A few incidents that took place left a favourable impression on the coach. Gradually, he began to discover that Virat was a cut above the rest. What made him realise Virat's potential?

‘It was a throw. I remember vividly. He produced a throw that made heads turn. He was just nine, but the accuracy and power in that throw gave an indication that he had one quality - the feel for the game - and we lost no time in concentrating on Virat,’ recalled Raj Kumar. His assistant, Suresh Batra was also stunned by the boy's powerful return from the boundary that had sped like a bullet into the wicketkeeper's gloves.

Within ten days of reporting at the WDCA, Virat was drafted into the playing XI for an under-14 match at the Springdales School. His coaches were astonished by a six flicked to midwicket, which confirmed Virat's remarkable talent. ‘We were playing against Playmakers Academy, and it was a matting pitch. This boy casually picked the ball off his legs, and sent it soaring over midwicket. For someone who was not even ten, it was a tremendous shot to play,’ said Batra. That match convinced Raj Kumar and Batra that this was a naturally gifted youngster waiting to be honed properly. Sachin had also demonstrated such phenomenal talent when he had gone through the grind at Shivaji Park in Mumbai, under the direction of Ramakant Achrekar. Among the first to arrive for nets day after day, Sachin would be the last to leave the training ground in Dadar, a largely middle-class locality in India's commercial capital. Sachin had to fight for a place on the bus, aboard the local train, in a coaching clinic, and the local league.

So did Virat, born on 5 November 1988, to Saroj and Prem Kohli. The Delhi boy's challenge was to retain his focus and not to lose heart due to the nepotism and favouritism prevalent in junior cricket selections. He was almost close to being lost to the world of cricket because of the shenanigans of the Delhi and District Cricket Association (DDCA). The DDCA, firmly ensconced at the Ferozeshah Kotla, is notorious for its ways of functioning.

Unable to make an under-14 selection, which Virat missed for non-cricketing reasons, further fuelled his ambitions. Virat was anxious to make his mark as a player at the junior level. The selection would have been Virat's first step to

achieving his goal, the first step towards playing representative cricket, and to take stock of opportunities for playing at big venues. He was relentless in the pursuit of his goal. No news had come of the team selection. In fact, the meeting at the DDCA seemed to have been highly contentious. It was well past midnight when the team was finalised for a match to be played the following day. Batra's phone rang at two in the morning. His heart missed a beat. A phone call at that late hour would obviously cause concern. Virat was on the other end, wanting to know his fate. The boy had missed the boat, not because of a lack of merit but for considerations other than cricket.

It took tremendous effort on the part of the coaches to console and convince Virat that all was not lost. His father was anxious. There had been offers made to him to move Virat to an influential club in order to ensure his selection. But Prem Kohli was confident that his son would overcome the appalling system rife with nepotism. Eventually, Virat would find his path just like a river that carves its route around obstacles. For how long could the DDCA have kept him down? Finally, Virat forced his way into the under-15 team the following season.

At the WDCA, Virat was easily the best talent on display by a long shot. 'He oozed talent. It was so difficult to keep him quiet. He was a natural in whatever he did and I was most impressed with his attitude. He was ready to bat at any spot, and I had to literally push him home after the training sessions. He just wouldn't leave,' remembered Raj Kumar, his mentor and guide. There was not a moment when Virat would sit idle. 'He had a bat or a ball in his hand at all times, and never wasted his time with the rest. I don't remember Virat coming to the nets late. He would report even when he was indisposed. It was impossible to keep him away from the academy,' added Raj Kumar.

Of course, there were plenty of occasions when he was admonished by the coaches. A few times, he received resounding reminders on his cheeks to drive home the importance of preserving his wicket. Virat, like a faithful pupil,

absorbed those moments as part of his learning process. He never repeated a mistake.

It may surprise his fans today but Virat, according to his coaches, was a shy and unassuming student at the WDCA. 'He never raised his voice at any fellow trainee and his eyes only reflected reverence and obeisance,' said Batra. What separated Virat from the rest was his keenness to imbibe the lessons offered to him. 'He was inquisitive, it was not easy to convince him because he had so many questions and supplementary queries. Sometimes I would just fold my hands and ask him to spare me his unending quest for cricket knowledge. His grasping power was beyond his age,' revealed Raj Kumar.

His attentive nature at the WDCA worked well for Virat. He was amazingly focussed. 'We started the academy at the Savier Convent and moved to St. Sophia's School (in Paschim Vihar). His father was the driving force behind Virat's obsession with cricket, but elder brother Vikas and sister Bhavna also played their part in supporting the naughty youngster's journey to wearing the India cap. He was initially making steady progress, and then outstripped the others by a long margin,' said Raj Kumar. One under-15 match in a local tournament remains unforgettable for Batra. It was held at Picnic Hut, in the Ashok Vihar area of North Delhi. Virat was twelve years old. The lad stunned his coaches and the opposition with a sparkling century. 'It was sparkling because the opponents saw stars during the day. He played some outstanding shots, the power and timing belonging to a higher class. We were convinced that day that this boy was going to make an impact in the world of cricket. Everyone present at the ground left in a trance after the Virat show,' said Batra. The soft-spoken Batra passed away at 53 in May 2021.

Virat would not miss a match. His father drove him to far-flung venues on his two-wheeler and made sure the zeal to play cricket never ebbed. Virat was a diamond in the rough only for a short period of time. As he learned his lessons

fast and integrated them into his game, Virat grew into an effective batsman. Sometimes, he surprised observers with his excellent combination of timing and power. His range of shots was developed on the strength of his strong self-belief. He played the pull and the drive with rare flourish, and came to be respected by the bowlers in the local circuit.

Raj Kumar did not have to worry about the abilities of Virat. 'He was fearless. He trained hard at the nets and took on the senior bowlers like a veteran. At the first opportunity, Virat would look to pull the ball. There was fire in his stroke play. Training on matting pitches ensured he was quick to respond to the bounce and tame the ball with a rock-steady defence, or smash it with disdain. His shot selection was developed on the basis of his long nets sessions at the WDCA'.

Virat's footwork was limited in the initial stages. With success in junior cricket, it improved to an extent where he began playing the cover-drive with a long stride. Even Sachin's stride, when playing the cover-drive, was short. But Virat loved to drive the ball, and the flick was a stroke he had mastered at a young age. He would whip the ball with tremendous power that came from his wrists, along with a sensational timing of the ball. The square cut, Raj Kumar revealed, was not one of Virat's assets, but he added it to his repertoire late in the junior grade. His balance at the crease was undoubtedly an added quality that enhanced the calibre of his batting even as an under-15 cricketer.

Fitness was an uncompromising part of Virat's training schedule. If he was required to give up some delicacies, so be it. Virat was unsparing when it came to following a strict diet, and worked hard on his endurance and stamina. This ultimately helped him become the splendid runner between the wickets that he is today. The foundation was already strong for Virat to build on his cricket dreams. He had nursed a secret desire to go in for tennis, but cricket was the way forward because Raj Kumar kept him under a tight leash.

Glossary:

Hegemony: Leadership or dominance, especially by one state or social group over others.

Midwicket: The fielding position on the one side, approximately midway between square leg and mid-on.

Nepotism: The practice among those with power or influence of favouring relatives, friends, or associates, especially by giving them jobs.

About the Text: Virat Kohli, undoubtedly is the most admired and popular cricketer. He has a huge fan following which other cricketers can only dream of. Today, Virat Kohli is perceived as an embodiment of passion, relentless pursuit and unflinching confidence in one's ability. He is celebrated as a fierce competitor. But the early days of his career were not a smooth ride. Hailing from the middle class of West Delhi, he had to battle self doubt, nepotism and favoritism to eventually make it big. The text prescribed provides a glimpse of the Virat's early days of struggle.

Comprehension Questions:

I. Answer the following questions in about a page:

1. Describe the role of the Sonnet Cricket Club and its coaches in shaping cricketers in Delhi.
2. Discuss the cause that fuelled Virat's ambitions in playing relentless pursuits?
3. How does Raj Kumar recount some of Virat's training sessions at WDCA?
4. Examine how the socio-economic backgrounds of players like Sehwag and Gambhir shaped their cricketing journeys.
5. How did Virat Kohli overcome systemic challenges and setbacks during his junior cricket career?
6. Fitness and diet should be uncompromising in sports. Give reasons.
7. Map Virat Kohli's cricketing journey from his formative years at the West Delhi Cricket Academy to his rise to prominence, emphasizing the contributions of his coaches, the support of his family, and the personal qualities that shaped his success.

8. Compare and contrast the struggles faced by aspiring cricketers from West Delhi with those from more privileged backgrounds. Use examples from the text.
9. How did mentorship and opportunity play a crucial role in shaping Virat Kohli's career?
10. 'Talent alone is not enough; it needs nurturing and relentless effort to shine.' Evaluate this statement in the context of Virat's unstinted dedication to cricket.
11. How did Virat Kohli remain steadfast in his approach despite the unfair selection process and initial setbacks?

Suggested Reading:

- ☐ *Rafa- My Story*: John Carlin
- ☐ *The Golden Rules*: Bob Bowman
- ☐ *Shoe Dog*: Phil Knight
- ☐ *Searching for Novak*: Mark Hodgkinson
- ☐ *Mamba Mentality*: Kobe Bryant
- ☐ TEDx Talk: "Success vs Failure Management, Padma Shri Syed Kirmani".
- ☐ <https://www.google.com/url?sa=t&rct=j&q=&esrc=s&source=web&cd=&ved.>

STAY HUNGRY. STAY FOOLISH **(Stanford Commencement Speech)**

- **Steve Jobs**

Pre-reading Activity:

- Who was Steve Jobs? What are some inventions or products associated with him?
- What does success mean to you?
- Have you ever made a decision that seemed risky at the time but worked out later?

About the Speaker:

Steven Paul Jobs (February 24, 1955 – October 5, 2011) was an American entrepreneur, innovator, and investor, most famous for co-founding Apple Inc. In addition to Apple, Jobs established NeXT and served as chairman and primary shareholder of Pixar. Alongside his early collaborator and Apple co-founder Steve Wozniak, he played a pivotal role in shaping the personal computing era of the 1970s and 1980s.



Renowned for his exceptional public speaking, Jobs captivated millions worldwide with his dynamic presentations as Apple's CEO. While he became legendary for unveiling groundbreaking products—such as the iconic 2007 iPhone launch—he also inspired audiences with his motivational speeches. One of his most memorable addresses was the 2005 commencement speech at Stanford University.

Speaking to the graduating class, Jobs delivered a candid and touching message, weaving together personal anecdotes that were humorous, heartfelt, and deeply relatable. For nearly 15 minutes, he shared pivotal moments from his life, leaving a lasting impression on the audience.

Transcript of the Speech:

"I am honoured to be with you today at your commencement from one of the finest universities in the world. I never graduated from college. Truth be told, this is the closest I've ever gotten to a college graduation. Today I want to tell you three stories from my life. That's it. No big deal. Just three stories.

The first story is about connecting the dots.

I dropped out of Reed College [Portland, Oregon] after the first six months, but then stayed around as a drop-in for another 18 months or so before I really quit. So why did I drop out?

It started before I was born. My biological mother was a young, unwed college graduate student, and she decided to put me up for adoption. She felt very strongly that I should be adopted by college graduates, so everything was all set for me to be adopted at birth by a lawyer and his wife. Except that when I popped out, they decided at the last minute that they really wanted a girl. So, my parents, who were on a waiting list, got a call in the middle of the night asking: "We have an unexpected baby boy; do you want him?" They said: "Of course." My biological mother later found out that my mother had never graduated from college and that my father had never graduated from high school. She refused to sign the final adoption papers. She only relented a few months later when my parents promised that I would someday go to college.

And 17 years later I did go to college. But I naively chose a college that was almost as expensive as Stanford, and all of my working-class parents' savings were being spent on my college tuition. After six months I couldn't see the value in it. I had no idea what I wanted to do with my life and no idea how college was going to help me figure it out. And here I was spending all of the money my parents had saved their entire life. So, I decided to drop out and trust that it would all work out OK. It was pretty scary at the time, but looking back it was one of the best decisions I ever made. The minute I dropped out I could stop taking the required classes that didn't interest me, and begin dropping in on the ones that looked interesting.

It wasn't all romantic. I didn't have a dorm room, so I slept on the floor in friends' rooms, I returned Coke bottles for the 5¢ deposits to buy food with, and I would walk the seven miles across town every Sunday night to get one good

meal a week at the Hare Krishna temple. I loved it. And much of what I stumbled into by following my curiosity and intuition turned out to be priceless later on. Let me give you one example:

Reed College at that time offered perhaps the best calligraphy instruction in the country. Throughout the campus every poster, every label on every drawer, was beautifully hand calligraphed. Because I had dropped out and didn't have to take the normal classes, I decided to take a calligraphy class to learn how to do this. I learned about serif and sans serif typefaces, about varying the amount of space between different letter combinations, about what makes great typography great. It was beautiful, historical, artistically subtle in a way that science can't capture, and I found it fascinating.

None of this had even a hope of any practical application in my life. But 10 years later, when we were designing the first Macintosh computer, it all came back to me. And we designed it all into the Mac. It was the first computer with beautiful typography. If I had never dropped in on that single course in college, the Mac would have never had multiple typefaces or proportionally spaced fonts. And since Windows just copied the Mac, it's likely that no personal computer would have them. If I had never dropped out, I would have never dropped in on this calligraphy class, and personal computers might not have the wonderful typography that they do. Of course, it was impossible to connect the dots looking forward when I was in college. But it was very, very clear looking backwards 10 years later.

Again, you can't connect the dots looking forward; you can only connect them looking backwards. So, you have to trust that the dots will somehow connect in your future. You have to trust in something – your gut, destiny, life, karma, whatever. This approach has never let me down, and it has made all the difference in my life.

My second story is about love and loss.

I was lucky – I found what I loved to do early in life. Woz [Steve Wozniak] and I started Apple in my parents' garage when I was 20. We worked hard, and in 10 years Apple had grown from just the two of us in a garage into a \$2bn company with over 4,000 employees. We had just released our finest creation – the Macintosh – a year earlier, and I had just turned 30. And then I got fired. How can you get fired from a company you started? Well, as Apple grew, we hired

someone who I thought was very talented to run the company with me and for the first year or so things went well. But then our visions of the future began to diverge and eventually we had a falling-out. When we did, our board of directors sided with him. So, at 30 I was out. And very publicly out. What had been the focus of my entire adult life was gone, and it was devastating.

I really didn't know what to do for a few months. I felt that I had let the previous generation of entrepreneurs down – that I had dropped the baton as it was being passed to me. I met with David Packard and Bob Noyce and tried to apologise for screwing up so badly. I was a very public failure, and I even thought about running away from the valley. But something slowly began to dawn on me – I still loved what I did. The turn of events at Apple had not changed that one bit. I had been rejected, but I was still in love. And so, I decided to start over. I didn't see it then, but it turned out that getting fired from Apple was the best thing that could have ever happened to me. The heaviness of being successful was replaced by the lightness of being a beginner again, less sure about everything. It freed me to enter one of the most creative periods of my life.

During the next five years, I started a company named NeXT, another company named Pixar, and fell in love with an amazing woman who would become my wife. Pixar went on to create the world's first computer-animated feature film, Toy Story, and is now the most successful animation studio in the world. In a remarkable turn of events, Apple bought NeXT, I returned to Apple, and the technology we developed at NeXT is at the heart of Apple's current renaissance. And Laurene and I have a wonderful family together.

I'm pretty sure none of this would have happened if I hadn't been fired from Apple. It was awful-tasting medicine, but I guess the patient needed it. Sometimes life hits you in the head with a brick. Don't lose faith. I'm convinced that the only thing that kept me going was that I loved what I did. You've got to find what you love. And that is as true for your work as it is for your lovers. Your work is going to fill a large part of your life, and the only way to be truly satisfied is to do what you believe is great work. And the only way to do great work is to love what you do. If you haven't found it yet, keep looking. Don't settle. As with all matters of the heart, you'll know when you find it. And, like any great relationship, it just gets better and better as the years roll on. So keep looking until you find it. Don't settle.

My third story is about death.

When I was 17, I read a quote that went something like: "If you live each day as if it was your last, someday you'll most certainly be right." It made an impression on me, and since then, for the past 33 years, I have looked in the mirror every morning and asked myself: "If today were the last day of my life, would I want to do what I am about to do today?" And whenever the answer has been "no" for too many days in a row, I know I need to change something.

Remembering that I'll be dead soon is the most important tool I've ever encountered to help me make the big choices in life. Because almost everything – all external expectations, all pride, all fear of embarrassment or failure – these things just fall away in the face of death, leaving only what is truly important. Remembering that you are going to die is the best way I know to avoid the trap of thinking you have something to lose. You are already naked. There is no reason not to follow your heart.

About a year ago I was diagnosed with cancer. I had a scan at 7.30 in the morning and it clearly showed a tumour on my pancreas. I didn't even know what a pancreas was. The doctors told me this was almost certainly a type of cancer that is incurable and that I should expect to live no longer than three to six months. My doctor advised me to go home and get my affairs in order, which is doctor's code for "prepare to die". It means to try to tell your kids everything you thought you'd have the next 10 years to tell them in just a few months. It means to make sure everything is buttoned up so that it will be as easy as possible for your family. It means to say your goodbyes.

I lived with that diagnosis all day. Later that evening I had a biopsy, where they stuck an endoscope down my throat, through my stomach and into my intestines, put a needle into my pancreas and got a few cells from the tumour. I was sedated, but my wife, who was there, told me that when they viewed the cells under a microscope the doctors started crying because it turned out to be a very rare form of pancreatic cancer that is curable with surgery. I had the surgery and I'm fine now.

This was the closest I've been to facing death, and I hope it's the closest I get for a few more decades. Having lived through it, I can now say this to you with a bit more certainty than when death was a useful, but purely intellectual, concept:

No one wants to die. Even people who want to go to heaven don't want to die to get there. And yet death is the destination we all share. No one has ever escaped it. And that is as it should be, because death is very likely the single best invention of life. It is life's change agent. It clears out the old to make way for the new. Right now the new is you, but some day not too long from now, you will gradually become the old and be cleared away. Sorry to be so dramatic, but it is quite true.

Your time is limited, so don't waste it living someone else's life. Don't be trapped by dogma – which is living with the results of other people's thinking. Don't let the noise of others' opinions drown out your own inner voice. And, most important, have the courage to follow your heart and intuition. They somehow already know what you truly want to become. Everything else is secondary.

When I was young, there was an amazing publication called the Whole Earth Catalog, which was one of the bibles of my generation. It was created by a fellow named Stewart Brand not far from here in Menlo Park, and he brought it to life with his poetic touch. This was in the late 1960s, before personal computers and desktop publishing, so it was all made with typewriters, scissors and Polaroid cameras. It was sort of like Google in paperback form, 35 years before Google came along: it was idealistic, and overflowing with neat tools and great notions.

Stewart and his team put out several issues of the Whole Earth Catalog, and then, when it had run its course, they put out a final issue. It was the mid-1970s, and I was your age. On the back cover of their final issue was a photograph of an early morning country road, the kind you might find yourself hitchhiking on if you were so adventurous. Beneath it were the words "Stay hungry. Stay foolish". It was their farewell message as they signed off. Stay hungry. Stay foolish. And I have always wished that for myself. And now, as you graduate to begin anew, I wish that for you. Stay hungry. Stay foolish.

Thank you all very much.

Link: <https://youtu.be/1i9kcBHX2Nw>

Glossary: :

Calligraphy: The art of producing decorative handwriting or lettering with a pen or brush.

Typography: The style and appearance of printed matter.

Renaissance: A revival of or renewed interest in something.

Dogma: Teaching, belief.

Adoption: The legal process of taking another person's child into one's family and raising them as one's own.

Dorm room: A bedroom for a student in a college or university residence hall.

Drop-in: A student who attends certain classes informally without being enrolled or paying tuition.

Serif and sans serif: Styles of fonts; serif fonts have small decorative lines at the end of characters, while sans serif fonts do not.

Typefaces: Design of lettering which includes variations like fonts, sizes, and weights.

Intuition: The ability to understand something instinctively, without the need for conscious reasoning.

Renaissance (in context): A period of creative rebirth or resurgence in Steve Jobs' career.

Biopsy: A medical procedure involving the removal of cells or tissues for examination.

Endoscope: A medical instrument used to view the inside of the body.

About the Text:

"Stay Hungry. Stay Foolish" is a memorable commencement speech delivered by Steve Jobs, co-founder of Apple Inc., at Stanford University in 2005. In this inspiring address, Jobs shares three powerful stories from his own life — about connecting the dots, love and loss, and facing death — to convey meaningful life lessons to young graduates. With honesty, humility, and insight, Jobs encourages listeners to follow their passion, trust their instincts, learn from

failure, and live each day with purpose. The speech continues to resonate with people around the world for its timeless wisdom and motivational message. He also offers tips for students to apply to their own lives. Through his honest and heartfelt words, he encourages young people to trust their instincts, stay curious, and never be afraid of being different.

Comprehension questions:

I. Answer the following questions in about a page:

1. Why did Steve Jobs decide to drop out of Reed College?
2. Steve Jobs' adoptive parents had promised his biological mother that they would send him to college. What prompted them to do this?
3. Connecting the dots in Steve's life, how can you say that dropping out of Reed's College proved advantageous to his career.
4. How did Jobs use his knowledge of calligraphy while designing the Mac?
5. Getting fired from Apple was the best thing that could have happened to Steve Jobs. Elucidate the statement.
6. The only thing that kept Steve going was that he loved what he did. How did he prove this to the world?
7. Trace the journey of Steve Jobs from Apple to NeXT.
8. Narrate the turn of events that led Steve Jobs to return to the company Apple that he had started.
9. How does the idea of death affect Jobs' perspective on life?
10. Steve Jobs had been very close to facing death, but he was lucky enough to escape from it. Narrate this incident.
11. Discuss how Steve Jobs' speech inspires young people to trust their instincts and follow their passions. Use examples from the speech to support your answer.
12. How did Steve Jobs show strength and never give up, even when things went wrong in his life?
13. Explain the role of failures and setbacks in shaping the success story of Steve Jobs. Give examples from his life.
14. Steve Jobs said, "Death is very likely the single best invention of life." What did he mean by this? How did thinking about death help him live a better life?
15. Examine how Steve Jobs' narrative style of telling three personal stories makes the speech impactful, relatable, and easy to remember for the audience.

16. “Don’t let the noise of others’ opinions drown out your inner voice.” What did Steve Jobs mean by this? How does he tell us to believe in ourselves?
17. Steve Jobs’ address at Stanford is not merely a biography but a set of life lessons. Identify and discuss the key life lessons he imparts to the graduates.
18. How did Steve Jobs use his creativity and gut feeling (intuition) to build his career? Give examples from his speech.

Suggested Reading:

- *Steve Jobs*: Walter Isaacson
- *The Alchemist*: Paulo Coelho
- Barack Obama’s Speech at Howard University (2016)
- *Outliers: The Story of Success*: Malcolm Gladwell

MOTHER

- Jyoti Lanjewar

Pre-reading Activity:

- What emotions or images come to mind when you think of the word "Mother"? Share your experiences.
- Can you think of examples where mothers have had to choose between personal aspirations and family responsibilities?
- What are some common sacrifices mothers make for their families? Come up with some examples.
- What challenges do mothers, especially from marginalized communities, face in society? Discuss in groups.
- How do gender roles influence the division of household responsibilities? Cite a few instances.

About the Author:

Dr. Jyoti Lanjewar (1950-2013) was born in Nagpur, Maharashtra, on 25th November 1950. She grew up in a family that had dedicated itself to social causes. She was educated in Nagpur, where she completed her master's, M.Phil., and Ph.D. She served as a professor and Head of Marathi Department at SB City College, Nagpur. She is a noted writer, critic, poet, feminist scholar and social activist. She has authored more than 14 books, including four poetry collections and seven books on criticism. Her poems have been translated into almost all Indian languages and foreign languages. She was honoured with numerous awards, including the "Padmashri Daya Pawar Puraskar", "Lokmitra Award", and "Dalit Mitra Award."



I have never seen you
Wearing one of those gold-bordered saris
With a gold necklace
With gold bangles
With fancy sandals
Mother! I have seen you
Burning the soles of your feet in the harsh summer sun
Hanging your little ones in a cradle on an acacia tree
Carrying barrels of tar
Working on a road construction crew.....

I have seen you
With a basket of earth on your head
Rags bound on your feet
Giving a sweaty kiss to the naked child
Who came tottering over to you
Working for your daily wage, working, working.....

I have seen you
Turning back the tide of tears
Trying to ignore your stomach's growl
Suffering parched throat and lips
Building a dam on a lake.....

I have seen you
For a dream of four mud walls
Stepping carefully, pregnant
On the scaffolding of a sky scraper
Carrying a hod of wet cement on your head.....

I have seen you
In evening, untying the end of your sari
For the coins to buy salt and oil,
Putting a five paise coin
On a little hand
Saying 'go eat candy'
Taking the little bundle from the cradle to your breast

Saying "Study, become an Ambedkar"
And let the baskets fall from my hands.....

I have seen you
Sitting in front of the stove
Burning your very bones
To make coarse bread and a little something
To feed everybody, but half-fed yourself
So there'd would a bit in the morning.....

I have seen you
Washing clothes and cleaning pots
In different households
Rejecting the scraps of food offered to you
With pride
Covering yourself with a sari
That had been mended so many times
Saying "Don't you have a mother or a sister?"
To anyone who looked at you with lust in his eyes.....

I have seen you
On a crowded street with a market basket on your head
Trying always to keep your head covered with the end of your sari
Chasing anyone who nudged you deliberately
With your sandal in your hand.....

I have seen you working until sunset
Piercing the darkness to turn toward home,
Then forcing from the door
That man who staggered in from the hooch hut.....

I have seen you
At the front of the Long March
The end of your sari tucked tightly at the waist
Shouting "Change the name"
Taking the blow of the police stick on your upraised hands
Going to jail with head held high.....

I have seen you
Saying when your only son
Fell martyr to police bullets
"You died for Bhim, your death means something"
saying boldly to the police
"If I had two or three sons, I would be fortunate.
They would fight on."

I have seen you on your deathbed
Giving that money you earned
Rag-picking to the *diksha bhumi*
Saying with your dying breadth
"Live in unity..... fight for Baba..... don't forget him.....
And with your very last breadth
"Jai Bhim."
I have seen you.....

I have never seen you
Even wanting a new broad-bordered sari

Mother, I have seen you.....

*Translated by Sylvie Martinez, Rujita Pathre,
S. K. Thorat, Vimal Thorat, and Eleanor Zelliot.*

Glossary:

Rag: A piece of old cloth, especially one torn from a larger piece.

Tottering: Feeble or unsteady.

Growl: Make a low or harsh rumbling sound.

Parched: Dried out, extremely thirsty.

Scaffolding: A raised structure that supports workers and materials during work on a building.

Hod: A container for carrying bricks made of an open box on a pole that is held against the shoulder.

Lust: Strong sexual desire.

Nudged: To push something or someone gently, especially to push someone with your elbow to attract the person's attention.

Staggered: Walk or stagger, as if about to fall.

Hooch: An alcoholic drink, especially inferior or illicit whisky.

Long March: (here) could refer to the agitation of the Maharashtra Dalits on December 6, 1979, to rename Marathwada University after Dr. B.R. Ambedkar.

Diksha Bhumi: Is a sacred monument of Navayana Buddhism located in Nagpur city, Maharashtra, India. R. Ambedkar, with approximately 400,000 of his followers, mainly Dalits, embraced Buddhism on Ashoka Vijaya Dashami on 14 October 1956.

About the Text:

Jyoti Lanjewar's poem reflects the struggles and resilience of Dalit women, particularly mothers, in the face of societal oppression. In the poem, Lanjewar portrays a mother's determination to ensure her child's education and future, even as she endures hardship. The mother prioritizes her child's future over her hardships, symbolizing the selflessness of motherhood. The poem reflects the mother's hope that her child will rise above caste-based labor and achieve dignity through education. The mother's hope for her child to become an Ambedkar reflects the transformative power of education in breaking cycles of oppression. The poem critiques the caste system, showing how Dalit women bear the burden of labour and discrimination. Lanjewar's poem is a powerful protest against caste discrimination and patriarchal oppression, advocating for a Dalit-feminist identity that centers the experiences of Dalit women. It is a powerful portrayal of motherhood, sacrifice, and resilience, particularly within the Dalit community. The poem highlights the struggles of a mother who works tirelessly to ensure her child's education and upliftment, despite facing systemic oppression. Despite suffering, the mother remains determined, embodying the strength of marginalized women.

Comprehension questions:

I. Answer the following questions in about a page.

1. Explain the contrasting description of the mother in the first stanza.
2. How did the mother take care of the child despite her hard work?

3. What efforts did the mother take to make ends meet?
4. Describe the social concerns of the mother. What did she go through trying to achieve them?
5. How did mother brave the lustful people?
6. How does the poem connect motherhood with themes of oppression and survival?
7. The poem emphasises how the mother plays a crucial role in breaking cycles of oppression through education. Justify.
8. How have changing gender roles over time influenced motherhood, as reflected in the poem?
9. What societal pressures do mothers face when balancing work and family life?
10. In what ways might the poem highlight the resilience and strength of mothers?
11. How does Jyoti Lanjewar portray the struggles of mothers, particularly those from marginalized communities?
12. Despite suffering, the mother remains hopeful and pushes her child toward a better future. Elucidate.
13. In what ways does the poem critique the romanticized notion of motherhood?
14. How does the poem use imagery and language to convey the hardships of motherhood?

Suggested Reading:

- “Sanskriti”: Hira Bansode
- “Avva”: P. Lankesh
- “Touch”: Meena Kandasamy
- “The Story of My Sanskrit”: Kumud Pawde
- “Golpita”: Namdeo Dhasal

I HEAR AMERICA SINGING

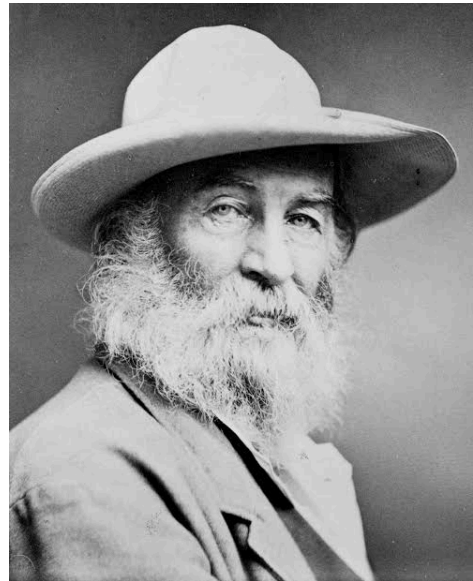
- WALT WHITMAN

Pre-reading Activity:

- What images or ideas come to your mind when you think of America and its workers? Discuss.
- What role do you think work and labour play in shaping a countryman's identity? Debate.
- What do you think about the importance of individual contributions to society? Share your opinions.
- What do the ideas of 'singing' evoke in terms of emotions or images? Share your thoughts with your group.

About the Poet:

Walt Whitman. Jr. (May 31, 1819 - March 26, 1892) was an American poet, essayist, and journalist. He also wrote two novels. He is regarded as one of the most influential poets in both American and world literature. Whitman incorporated both transcendentalism and realism in his writings and is often called the father of free verse. His work was controversial in his time, particularly his 1855 poetry collection, "Leaves of Grass", which was described by some as obscene for its overt sensuality.



Whitman was born in Huntington, Long Island, and lived in Brooklyn as a child and throughout much of his career. At age 11, he left formal schooling to go to work. He worked as a journalist, a teacher, and a government clerk. Whitman's significant poetry collection, *Leaves of Grass*, first published in 1855, was financed with his funds and gained widespread recognition. The work was an attempt to connect with the common person through an American epic.

Whitman continued to expand and revise “Leaves of Grass” until he died in 1892.

I hear America Singing, the varied carols I hear,
Those of mechanics, each one singing his as it
 should be blithe and strong,
The carpenter singing his as he measures his plank
 or beam,
The mason singing his as he makes ready for work, or
 leaves off work,
The boatman singing what belongs to him in his boat,
 the deckhand singing on the steamboat deck,
The shoemaker singing as he sits on his bench, a the
 hatter singing as he stands,
The wood-cutter's song, the ploughboy's on his way in
 the morning, or at noon intermission or at sundown,
The delicious singing of the mother, or of the young
 wife at work, or of the girl sewing or washing,
Each singing what belongs to him or her and to none
 else,
The day what belongs to the day—at night the party of
 young fellows, robust, friendly,
Singing with open mouths their strong melodious
 songs.

Glossary:

Deckhand: A deckhand is a person who works on a ship's deck, assisting with various tasks such as maintenance, cargo handling, navigation, and safety.

Cataloguing: In the context of literature, refers to a poetic device where a list or enumeration of items, people, or ideas is presented in a systematic or rhythmic way.

About the Text:

Walt Whitman often highlights patriotism and American pride in his works. This has become one of his trademarks in some of his poems, including “I Hear America Singing”. Through this poem, we see how Whitman is a champion of American democracy. He loves celebrating everything that makes America a great nation. Needless to say, the American landscape is a great domain of his poetry.

The poem "I Hear America Singing" describes the contributions of everyday Americans through their regular daily activities. He tells us the idea of every American person having their song or story, which also highlights their various professions. This provides readers with imagery of diverse American workers, including mechanics, carpenters, masons, boat crews, shoemakers, hatters, and even woodcutters, ploughboys, mothers, and wives.

This collective contribution, through their roles working from daytime to nighttime, makes up the unique voices in the fabric of America, and each voice contributes to the country's greatness.

Comprehension Questions:

I. Answer the following questions in about a page.

1. Analyse the theme of democracy in the poem, 'I Hear America Singing'.
2. How does Whitman use imagery and descriptive language to portray American workers in the poem?
3. Discuss the significance of the title 'I Hear America Singing' in relation to the poem's themes and ideas.
4. What images do you think Whitman is trying to convey through the poem's portrayal of various occupations?

5. Examine the poet's use of cataloguing in the poem and its effect on the reader.
6. Discuss the poem 'I Hear America Singing' as a celebration of American democracy and diversity.
7. Analyse the poet's use of literary devices and techniques in 'I Hear America Singing' to convey the themes of individuality and collective identity.
8. What does the poet reveal about America, its people, culture, and values in the poem?

Suggested Reading:

- "Song of Myself": Walt Whitman
- "A Supermarket in California": Allen Ginsberg
- "On the Pulse of Mourning": Maya Angelou

MODEL QUESTION PAPER
III SEMESTER B.Com Degree Examination
GENERAL ENGLISH
EMBOLDEN -III
(SEP SCHEME)

Time:3 hours

Max.Marks:80

Instructions: 1. Answer questions from all the sections.
2. Mention the Question Numbers correctly.

SECTION - A
LITERARY SKILLS- 40 MARKS

I. Answer in a page.

2x5=10

1. Write short notes on any TWO of the following:

- a) Linda Loman
- b) Ben
- c) Happy Loman

II. Answer any ONE question in about 2 – 3 pages.

1x10=10

- 1. Discuss the American Dream as depicted in the play.
- 2. How much of Willy's tragedy is caused by the weakness of his own personality, and how much by the pressures of a capitalist society like America?
- 3. Can Willy be seen as heroic in holding on to his dream, or is he deluded? Justify your answer.

III. Answer any FOUR questions in about a page each:

4x5=20

- 1. Compare and contrast the struggles faced by aspiring cricketers from West Delhi with those from more privileged backgrounds. Use examples from the text such as Sehwag, Gambhir, and Virat.
- 2. Steve Jobs' address at Stanford is not merely a biography but a set of life lessons. Identify and discuss the key life lessons he imparts to the graduates.
- 3. How does Jyoti Lanjewar portray the struggles of mothers, particularly those from marginalized communities?
- 4. Discuss the poem 'I Hear America Singing' as a celebration of American democracy and diversity.
- 5. Fitness and diet should be uncompromising in sports. Give reasons.

SECTION – B
GRAMMAR COMPONENT- 40 MARKS

COMMUNICATIVE SKILLS

IV. Presentation Skills 1x5=5

V. Comprehension Passage 5x1=5

VI. Para Jumble/Para Completion 1x5=5

VII. Story Writing 1x5=5

VIII. Correspondence

a. Resume and Cover Letter 1x5=5

b. Formal Letter 1x5=5

c. Business Correspondence 1x5=5

IX. Commercial Writing 1x5=5

The action takes place in Willy Loman's house and yard and in various places he visits in the New York and Boston of today.

Throughout the play, in the stage directions, left and right mean stage left and stage right.

ACT ONE

A melody is heard, played upon a flute. It is small and fine, telling of grass and trees and the horizon. The curtain rises.

Before us is the SALESMAN'S house. We are aware of towering, angular shapes behind it, surrounding it on all sides. Only the blue light of the sky falls upon the house and forestage; the surrounding area shows an angry glow of orange. As more light appears, we see a solid vault of apartment houses around the small, fragile-seeming home. An air of the dream clings to the place, a dream rising out of reality. The kitchen at center seems actual enough, for there is a kitchen table with three chairs, and a refrigerator. But no other fixtures are seen. At the back of the kitchen there is a draped entrance, which leads to the living-room. To the right of the kitchen, on a level raised two feet, is a bedroom furnished only with a brass bedstead and a straight chair. On a shelf over the bed a silver athletic trophy stands. A window opens on to the apartment house at the side.

Behind the kitchen, on a level raised six and a half feet, is the boys' bedroom, at present barely visible. Two beds are dimly seen, and at the back of the room a dormer window. (This bedroom is above the unseen living-room.) At the left a stairway curves up to it from the kitchen.

The entire setting is wholly or, in some places, partially transparent. The roof-line of the house is one-dimensional; under and over it we see the apartment buildings. Before the house lies an apron, curving beyond the forestage into the orchestra. This forward area serves as the back yard as well as the locale of all Willy's imaginings and of his city scenes. Whenever the action is in the present the actors observe the imaginary wall-lines, entering the house only through its door at the left. But in the scenes of the past these boundaries are broken, and characters enter or leave a room by stepping "through" a wall on to the forestage.

[From the right, WILLY LOMAN, the Salesman, enters, carrying two large sample cases. The flute plays on. He hears but is not aware of it. He is past sixty years of age, dressed quietly. Even as he crosses the stage to the doorway of the house, his exhaustion is apparent. He unlocks the door, comes into the kitchen, and thankfully lets his burden down, feeling the soreness of his palms. A word-sigh escapes his lips—it might be “Oh, boy, oh, boy.” He closes the door, then carries his cases out into the living-room, through the draped kitchen doorway. LINDA, his wife, has stirred in her bed at the right. She gets out and puts on a robe, listening. Most often jovial, she has developed an iron repression of her exceptions to WILLY’S behavior—she more than loves him, she admires him, as though his mercurial nature, his temper, his massive dreams and little cruelties, served her only as sharp reminders of the turbulent longings within him, longings which she shares but lacks the temperament to utter and follow to their end.]

LINDA [*hearing WILLY outside the bedroom, calls with some trepidation*]: Willy!

WILLY: It’s all right. I came back.

LINDA: Why? What happened? [*Slight pause.*] Did something happen, Willy?

WILLY: No, nothing happened.

LINDA: You didn’t smash the car, did you?

WILLY [*with casual irritation*]: I said nothing happened. Didn’t you hear me?

LINDA: Don’t you feel well?

WILLY: I’m tired to the death. [*The flute has faded away. He sits on the bed beside her, a little numb.*] I couldn’t make it. I just couldn’t make it, Linda.

LINDA [*very carefully, delicately*]: Where were you all day? You look terrible.

WILLY: I got as far as a little above Yonkers. I stopped for a cup of coffee. Maybe it was the coffee.

LINDA: What?

WILLY [*after a pause*]: I suddenly couldn't drive any more. The car kept going off on to the shoulder, y'know?

LINDA [*helpfully*]: Oh. Maybe it was the steering again. I don't think Angelo knows the Studebaker.

WILLY: No, it's me, it's me. Suddenly I realize I'm goin' sixty miles an hour and I don't remember the last five minutes. I'm—I can't seem to—keep my mind to it.

LINDA: Maybe it's your glasses. You never went for your new glasses.

WILLY: No, I see everything. I came back ten miles an hour. It took me nearly four hours from Yonkers.

LINDA [*resigned*]: Well, you'll just have to take a rest, Willy, you can't continue this way.

WILLY: I just got back from Florida.

LINDA: But you didn't rest your mind. Your mind is over-active, and the mind is what counts, dear.

WILLY: I'll start out in the morning. Maybe I'll feel better in the morning. [*She is taking off his shoes.*] These goddam arch supports are killing me.

LINDA: Take an aspirin. Should I get you an aspirin? It'll soothe you.

WILLY [*with wonder*]: I was driving along, you understand? And I was fine. I was even observing the scenery. You can imagine, me looking at scenery, on the road every week of my life. But it's so beautiful up there, Linda, the trees are so thick, and the sun is warm. I opened the windshield and just let the warm air bathe over me. And then all of a sudden I'm goin' off the road! I'm tellin' ya, I absolutely forgot I was driving. If I'd've gone the other way over the white line I might've killed somebody. So I went on again—and five minutes later I'm dreamin' again, and I nearly—[*He*

presses two fingers against his eyes.] I have such thoughts, I have such strange thoughts.

LINDA: Willy, dear. Talk to them again. There's no reason why you can't work in New York.

WILLY: They don't need me in New York. I'm the New England man. I'm vital in New England.

LINDA: But you're sixty years old. They can't expect you to keep traveling every week.

WILLY: I'll have to send a wire to Portland. I'm supposed to see Brown and Morrison tomorrow morning at ten o'clock to show the line. Goddammit, I could sell them! [*He starts putting on his jacket.*]

LINDA [*taking the jacket from him*]: Why don't you go down to the place tomorrow and tell Howard you've simply got to work in New York? You're too accommodating, dear.

WILLY: If old man Wagner was alive I'd a been in charge of New York now! That man was a prince, he was a masterful man. But that boy of his, that Howard, he don't appreciate. When I went north the first time, the Wagner Company didn't know where New England was!

LINDA: Why don't you tell those things to Howard, dear?

WILLY [*encouraged*]: I will, I definitely will. Is there any cheese?

LINDA: I'll make you a sandwich.

WILLY: No, go to sleep. I'll take some milk. I'll be up right away. The boys in?

LINDA: They're sleeping. Happy took Biff on a date to-night.

WILLY [*interested*]: That so?

LINDA: It was so nice to see them shaving together, one behind the other, in the bathroom. And going out together. You notice? The whole house smells of shaving lotion.

WILLY: Figure it out. Work a lifetime to pay off a house. You finally own it, and there's nobody to live in it.

LINDA: Well, dear, life is a casting off. It's always that way.

WILLY: No, no, some people—some people accomplish something. Did Biff say anything after I went this morning?

LINDA: You shouldn't have criticized him, Willy, especially after he just got off the train. You mustn't lose your temper with him.

WILLY: When the hell did I lose my temper? I simply asked him if he was making any money. Is that a criticism?

LINDA: But, dear, how could he make any money?

WILLY [*worried and angered*]: There's such an undercurrent in him. He became a moody man. Did he apologize when I left this morning?

LINDA: He was crestfallen, Willy. You know how he admires you. I think if he finds himself, then you'll both be happier and not fight any more.

WILLY: How can he find himself on a farm? Is that a life? A farmhand? In the beginning, when he was young, I thought, well, a young man, it's good for him to tramp around, take a lot of different jobs. But it's more than ten years now and he has yet to make thirty-five dollars a week!

LINDA: He's finding himself, Willy.

WILLY: Not finding yourself at the age of thirty-four is a disgrace!

LINDA: Shh!

WILLY: The trouble is he's lazy, goddammit!

LINDA: Willy, please!

WILLY: Biff is a lazy bum!

LINDA: They're sleeping. Get something to eat. Go on down.

WILLY: Why did he come home? I would like to know what brought him home.

LINDA: I don't know. I think he's still lost, Willy. I think he's very lost.

WILLY: Biff Loman is lost. In the greatest country in the world a young man with such—personal attractiveness, gets lost. And such a hard worker. There's one thing about Biff—he's not lazy.

LINDA: Never.

WILLY [*with pity and resolve*]: I'll see him in the morning; I'll have a nice talk with him. I'll get him a job selling. He could be big in no time. My God! Remember how they used to follow him around in high school? When he smiled at one of them their faces lit up. When he walked down the street . . . [*He loses himself in reminiscences.*]

LINDA [*trying to bring him out of it*]: Willy, dear, I got a new kind of American-type cheese today. It's whipped.

WILLY: Why do you get American when I like Swiss?

LINDA: I just thought you'd like a change—

WILLY: I don't want a change! I want Swiss cheese. Why am I always being contradicted?

LINDA [*with a covering laugh*]: I thought it would be a surprise.

WILLY: Why don't you open a window in here, for God's sake?

LINDA [*with infinite patience*]: They're all open, dear.

WILLY: The way they boxed us in here. Bricks and windows, windows and bricks.

LINDA: We should've bought the land next door.

WILLY: The street is lined with cars. There's not a breath of fresh air in the neighborhood. The grass don't grow any more, you can't raise a carrot in the back yard. They should've had a law against apartment houses. Remember those two beautiful elm trees out there? When I and Biff hung the swing between them?

LINDA: Yeah, like being a million miles from the city.

WILLY: They should've arrested the builder for cutting those down. They massacred the neighborhood. [*Lost*] More

and more I think of those days, Linda. This time of year it was lilac and wisteria. And then the peonies would come out, and the daffodils. What fragrance in this room!

LINDA: Well, after all, people had to move somewhere.

WILLY: No, there's more people now.

LINDA: I don't think there's more people. I think—

WILLY: There's more people! That's what's ruining this country! Population is getting out of control. The competition is maddening! Smell the stink from that apartment house! And another one on the other side . . . How can they whip cheese?

[On WILLY'S last line, BIFF and HAPPY raise themselves up in their beds, listening.]

LINDA: Go down, try it. And be quiet.

WILLY [turning to LINDA, guiltily]: You're not worried about me, are you, sweetheart?

BIFF: What's the matter?

HAPPY: Listen!

LINDA: You've got too much on the ball to worry about.

WILLY: You're my foundation and my support, Linda.

LINDA: Just try to relax, dear. You make mountains out of molehills.

WILLY: I won't fight with him any more. If he wants to go back to Texas, let him go.

LINDA: He'll find his way.

WILLY: Sure. Certain men just don't get started till later in life. Like Thomas Edison, I think. Or B. F. Goodrich. One of them was deaf. [He starts for the bedroom doorway.] I'll put my money on Biff.

LINDA: And Willy—if it's warm Sunday we'll drive in the country. And we'll open the windshield, and take lunch.

WILLY: No, the windshields don't open on the new cars.

LINDA: But you opened it today.

WILLY: Me? I didn't. [He stops.] Now isn't that peculiar!

Isn't that a remarkable—*[He breaks off in amazement and fright as the flute is heard distantly.]*

LINDA: What, darling?

WILLY: That is the most remarkable thing.

LINDA: What, dear?

WILLY: I was thinking of the Chevvy. *[Slight pause.]* Nineteen twenty-eight . . . when I had that red Chevvy—*[Breaks off.]* That funny? I coulda sworn I was driving that Chevvy today.

LINDA: Well, that's nothing. Something must've reminded you.

WILLY: Remarkable. Ts. Remember those days? The way Biff used to simonize that car? The dealer refused to believe there was eighty thousand miles on it. *[He shakes his head.]* Heh! *[To LINDA]* Close your eyes, I'll be right up. *[He walks out of the bedroom.]*

HAPPY *[to BIFF]*: Jesus, maybe he smashed up the car again!

LINDA *[calling after WILLY]*: Be careful on the stairs, dear! The cheese is on the middle shelf! *[She turns, goes over to the bed, takes his jacket, and goes out of the bedroom.]*

[Light has risen on the boys' room. Unseen, WILLY is heard talking to himself, "Eighty thousand miles," and a little laugh. BIFF gets out of bed, comes downstage a bit, and stands attentively. BIFF is two years older than his brother, HAPPY, well built, but in these days bears a worn air and seems less self-assured. He has succeeded less, and his dreams are stronger and less acceptable than HAPPY'S. HAPPY is tall, powerfully made. Sexuality is like a visible color on him, or a scent that many women have discovered. He, like his brother, is lost, but in a different way, for he has never allowed himself to turn his face toward defeat and is thus more confused and hard-skinned, although seemingly more content.]

HAPPY *[getting out of bed]*: He's going to get his licence taken away if he keeps that up. I'm getting nervous about him, y'know, Biff?

BIFF: His eyes are going.

HAPPY: No, I've driven with him. He sees all right. He just doesn't keep his mind on it. I drove into the city with him last week. He stops at a green light and then it turns red and he goes. [*He laughs.*]

BIFF: Maybe he's color-blind.

HAPPY: Pop? Why, he's got the finest eye for color in the business. You know that.

BIFF [*sitting down on his bed*]: I'm going to sleep.

HAPPY: You're not still sour on Dad, are you, Biff?

BIFF: He's all right, I guess.

WILLY [*underneath them, in the living-room*]: Yes, sir, eighty thousand miles—eighty-two thousand!

BIFF: You smoking?

HAPPY [*holding out a pack of cigarettes*]: Want one?

BIFF [*taking a cigarette*]: I can never sleep when I smell it.

WILLY: What a simonizing job, heh!

HAPPY [*with deep sentiment*]: Funny, Biff, y'know? Us sleeping in here again? The old beds. [*He pats his bed affectionately.*] All the talk that went across those two beds, huh? Our whole lives.

BIFF: Yeah. Lotta dreams and plans.

HAPPY [*with a deep and masculine laugh*]: About five hundred women would like to know what was said in this room. [*They share a soft laugh.*]

BIFF: Remember that big Betsy something—what the hell was her name—over on Bushwick Avenue?

HAPPY [*combing his hair*]: With the collie dog!

BIFF: That's the one. I got you in there, remember?

HAPPY: Yeah, that was my first time—I think. Boy, there was a pig! [*They laugh, almost crudely.*] You taught me everything I know about women. Don't forget that.

BIFF: I bet you forgot how bashful you used to be. Especially with girls.

HAPPY: Oh, I still am, Biff.

BIFF: Oh, go on.

HAPPY: I just control it, that's all. I think I got less bashful and you got more so. What happened, Biff? Where's the old humor, the old confidence? [*He shakes BIFF's knee. BIFF gets up and moves restlessly about the room.*] What's the matter?

BIFF: Why does Dad mock me all the time?

HAPPY: He's not mocking you, he—

BIFF: Everything I say there's a twist of mockery on his face. I can't get near him.

HAPPY: He just wants you to make good, that's all. I wanted to talk to you about Dad for a long time, Biff. Something's—happening to him. He—talks to himself.

BIFF: I noticed that this morning. But he always mumbled.

HAPPY: But not so noticeable. It got so embarrassing I sent him to Florida. And you know something? Most of the time he's talking to you.

BIFF: What's he say about me?

HAPPY: I can't make it out.

BIFF: What's he say about me?

HAPPY: I think the fact that you're not settled, that you're still kind of up in the air . . .

BIFF: There's one or two other things depressing him, Happy.

HAPPY: What do you mean?

BIFF: Never mind. Just don't lay it all to me.

HAPPY: But I think if you got started—I mean—is there any future for you out there?

BIFF: I tell ya, Hap, I don't know what the future is. I don't know—what I'm supposed to want.

HAPPY: What do you mean?

BIFF: Well, I spent six or seven years after high school trying to work myself up. Shipping clerk, salesman, business of one kind or another. And it's a measly manner of existence. To get on that subway on the hot mornings in sum-

mer. To devote your whole life to keeping stock, or making phone calls, or selling or buying. To suffer fifty weeks of the year for the sake of a two-week vacation, when all you really desire is to be outdoors, with your shirt off. And always to have to get ahead of the next fella. And still—that's how you build a future.

HAPPY: Well, you really enjoy it on a farm? Are you content out there?

BIFF [*with rising agitation*]: Hap, I've had twenty or thirty different kinds of job since I left home before the war, and it always turns out the same. I just realized it lately. In Nebraska when I herded cattle, and the Dakotas, and Arizona, and now in Texas. It's why I came home now, I guess, because I realized it. This farm I work on, it's spring there now, see? And they've got about fifteen new colts. There's nothing more inspiring or—beautiful than the sight of a mare and a new colt. And it's cool there now, see? Texas is cool now, and it's spring. And whenever spring comes to where I am, I suddenly get the feeling, my God, I'm not gettin' anywhere! What the hell am I doing, playing around with horses, twenty-eight dollars a week! I'm thirty-four years old, I oughta be makin' my future. That's when I come running home. And now, I get here, and I don't know what to do with myself. [*After a pause*] I've always made a point of not wasting my life, and everytime I come back here I know that all I've done is to waste my life.

HAPPY: You're a poet, you know that, Biff? You're a—you're an idealist!

BIFF: No, I'm mixed up very bad. Maybe I oughta get married. Maybe I oughta get stuck into something. Maybe that's my trouble. I'm like a boy. I'm not married, I'm not in business, I just—I'm like a boy. Are you content, Hap? You're a success, aren't you? Are you content?

HAPPY: Hell, no!

BIFF: Why? You're making money, aren't you?

HAPPY [*moving about with energy, expressiveness*]: All I can do now is wait for the merchandise manager to die. And suppose I get to be merchandise manager? He's a good friend of mine, and he just built a terrific estate on Long Island. And he lived there about two months and sold it, and now he's building another one. He can't enjoy it once it's finished. And I know that's just what I would do. I don't know what the hell I'm workin' for. Sometimes I sit in my apartment—all alone. And I think of the rent I'm paying. And it's crazy. But then, it's what I always wanted. My own apartment, a car, and plenty of women. And still, goddammit, I'm lonely.

BIFF [*with enthusiasm*]: Listen, why don't you come out West with me?

HAPPY: You and I, heh?

BIFF: Sure, maybe we could buy a ranch. Raise cattle, use our muscles. Men built like we are should be working out in the open.

HAPPY [*avidly*]: The Loman Brothers, heh?

BIFF [*with vast affection*]: Sure, we'd be known all over the counties!

HAPPY [*enthralled*]: That's what I dream about, Biff. Sometimes I want to just rip my clothes off in the middle of the store and outbox that goddam merchandise manager. I mean I can outbox, outrun, and outlift anybody in that store, and I have to take orders from those common, petty sons-of-bitches till I can't stand it any more.

BIFF: I'm tellin' you, kid, if you were with me I'd be happy out there.

HAPPY [*enthused*]: See, Biff, everybody around me is so false that I'm constantly lowering my ideals . . .

BIFF: Baby, together we'd stand up for one another, we'd have someone to trust.

HAPPY: If I were around you—

BIFF: Hap, the trouble is we weren't brought up to grub for money. I don't know how to do it.

HAPPY: Neither can I!

BIFF: Then let's go!

HAPPY: The only thing is—what can you make out there?

BIFF: But look at your friend. Builds an estate and then hasn't the peace of mind to live in it.

HAPPY: Yeah, but when he walks into the store the waves part in front of him. That's fifty-two thousand dollars a year coming through the revolving door, and I got more in my pinky finger than he's got in his head.

BIFF: Yeah, but you just said—

HAPPY: I gotta show some of those pompous, self-important executives over there that Hap Loman can make the grade. I want to walk into the store the way he walks in. Then I'll go with you, Biff. We'll be together yet, I swear. But take those two we had tonight. Now weren't they gorgeous creatures?

BIFF: Yeah, yeah, most gorgeous I've had in years.

HAPPY: I get that any time I want, Biff. Whenever I feel disgusted. The only trouble is, it gets like bowling or something. I just keep knockin' them over and it doesn't mean anything. You still run around a lot?

BIFF: Naa. I'd like to find a girl—steady, somebody with substance.

HAPPY: That's what I long for.

BIFF: Go on! You'd never come home.

HAPPY: I would! Somebody with character, with resistance! Like Mom, y'know? You're gonna call me a bastard when I tell you this. That girl Charlotte I was with tonight is engaged to be married in five weeks. [*He tries on his new hat.*]

BIFF: No kiddin'!

HAPPY: Sure, the guy's in line for the vice-presidency of the store. I don't know what gets into me, maybe I just have an overdeveloped sense of competition or something, but I went and ruined her, and furthermore I can't get rid of her. And he's the third executive I've done that to. Isn't that a crummy characteristic? And to top it all, I go to their weddings! [*Indignantly, but laughing*] Like I'm not supposed to take bribes. Manufacturers offer me a hundred-dollar bill now and then to throw an order their way. You know how honest I am, but it's like this girl, see. I hate myself for it. Because I don't want the girl, and, still, I take it and—I love it!

BIFF: Let's go to sleep.

HAPPY: I guess we didn't settle anything, heh?

BIFF: I just got one idea that I think I'm going to try.

HAPPY: What's that?

BIFF: Remember Bill Oliver?

HAPPY: Sure, Oliver is very big now. You want to work for him again?

BIFF: No, but when I quit he said something to me. He put his arm on my shoulder, and he said, "Biff, if you ever need anything, come to me."

HAPPY: I remember that. That sounds good.

BIFF: I think I'll go to see him. If I could get ten thousand or even seven or eight thousand dollars I could buy a beautiful ranch.

HAPPY: I bet he'd back you. 'Cause he thought highly of you, Biff. I mean, they all do. You're well liked, Biff. That's why I say to come back here, and we both have the apartment. And I'm tellin' you, Biff, any babe you want . . .

BIFF: No, with a ranch I could do the work I like and still be something. I just wonder though. I wonder if Oliver still thinks I stole that carton of basketballs.

HAPPY: Oh, he probably forgot that long ago. It's almost

ten years. You're too sensitive. Anyway, he didn't really fire you.

BIFF: Well, I think he was going to. I think that's why I quit. I was never sure whether he knew or not. I know he thought the world of me, though. I was the only one he'd let lock up the place.

WILLY [*below*]: You gonna wash the engine, Biff?

HAPPY: Shh!

[*BIFF looks at HAPPY, who is gazing down, listening. WILLY is mumbling in the parlor.*]

HAPPY: You hear that?

[*They listen. WILLY laughs warmly.*]

BIFF [*growing angry*]: Doesn't he know Mom can hear that?

WILLY: Don't get your sweater dirty, Biff!

[*A look of pain crosses BIFF's face.*]

HAPPY: Isn't that terrible? Don't leave again, will you? You'll find a job here. You gotta stick around. I don't know what to do about him, it's getting embarrassing.

WILLY: What a simonizing job!

BIFF: Mom's hearing that!

WILLY: No kiddin', Biff, you got a date? Wonderful!

HAPPY: Go on to sleep. But talk to him in the morning, will you?

BIFF [*reluctantly getting into bed*]: With her in the house. Brother!

HAPPY [*getting into bed*]: I wish you'd have a good talk with him.

[*The light on their room begins to fade.*]

BIFF [*to himself in bed*]: That selfish, stupid . . .

HAPPY: Sh . . . Sleep, Biff.

[*Their light is out. Well before they have finished speaking, WILLY'S form is dimly seen below in the darkened kitchen. He opens the refrigerator, searches in there, and takes out a bottle of milk. The apartment houses are fading out, and the*]

entire house and surroundings become covered with leaves. Music insinuates itself as the leaves appear.]

WILLY: Just wanna be careful with those girls, Biff, that's all. Don't make any promises. No promises of any kind. Because a girl, y'know, they always believe what you tell 'em, and you're very young, Biff, you're too young to be talking seriously to girls.

[Light rises on the kitchen. WILLY, talking, shuts the refrigerator door and comes downstage to the kitchen table. He pours milk into a glass. He is totally immersed in himself, smiling faintly.]

WILLY: Too young entirely, Biff. You want to watch your schooling first. Then when you're all set, there'll be plenty of girls for a boy like you. *[He smiles broadly at a kitchen chair.]* That so? The girls pay for you? *[He laughs.]* Boy, you must really be makin' a hit.

[WILLY is gradually addressing—physically—a point offstage, speaking through the wall of the kitchen, and his voice has been rising in volume to that of a normal conversation.]

WILLY: I been wondering why you polish the car so careful. Ha! Don't leave the hubcaps, boys. Get the chamois to the hubcaps. Happy, use newspaper on the windows, it's the easiest thing. Show him how to do it, Biff! You see, Happy? Pad it up, use it like a pad. That's it, that's it, good work. You're doin' all right, Hap. *[He pauses, then nods in approbation for a few seconds, then looks upward.]* Biff, first thing we gotta do when we get time is clip that big branch over the house. Afraid it's gonna fall in a storm and hit the roof. Tell you what. We get a rope and sling her around, and then we climb up there with a couple of saws and take her down. Soon as you finish the car, boys, I wanna see ya. I got a surprise for you, boys.

BIFF *[offstage]*: Whatta ya got, Dad?

WILLY: No, you finish first. Never leave a job till you're

finished—remember that. [*Looking toward the “big trees”*] Biff, up in Albany I saw a beautiful hammock. I think I’ll buy it next trip, and we’ll hang it right between those two elms. Wouldn’t that be something? Just swingin’ there under those branches. Boy, that would be . . .

[*YOUNG BIFF and YOUNG HAPPY appear from the direction WILLY was addressing. HAPPY carries rags and a pail of water. BIFF, wearing a sweater with a block “S,” carries a football.*]

BIFF [*pointing in the direction of the car offstage*]: How’s that, Pop, professional?

WILLY: Terrific. Terrific job, boys. Good work, Biff.

HAPPY: Where’s the surprise, Pop?

WILLY: In the back seat of the car.

HAPPY: Boy! [*He runs off.*]

BIFF: What is it, Dad? Tell me, what’d you buy?

WILLY [*laughing, cuffs him*]: Never mind, something I want you to have.

BIFF [*turns and starts off*]: What is it, Hap?

HAPPY [*offstage*]: It’s a punching bag!

BIFF: Oh, Pop!

WILLY: It’s got Gene Tunney’s signature on it!

[*HAPPY runs onstage with a punching bag.*]

BIFF: Gee, how’d you know we wanted a punching bag?

WILLY: Well, it’s the finest thing for the timing.

HAPPY [*lies down on his back and pedals with his feet*]: I’m losing weight, you notice, Pop?

WILLY [*to HAPPY*]: Jumping rope is good too.

BIFF: Did you see the new football I got?

WILLY [*examining the ball*]: Where’d you get a new ball?

BIFF: The coach told me to practice my passing.

WILLY: That so? And he gave you the ball, heh?

BIFF: Well, I borrowed it from the locker room. [*He laughs confidentially.*]

WILLY [*laughing with him at the theft*]: I want you to return that.

HAPPY: I told you he wouldn't like it!

BIFF [*angrily*]: Well, I'm bringing it back!

WILLY [*stopping the incipient argument, to HAPPY*]: Sure, he's gotta practice with a regulation ball, doesn't he? [*To BIFF*] Coach'll probably congratulate you on your initiative!

BIFF: Oh, he keeps congratulating my initiative all the time, Pop.

WILLY: That's because he likes you. If somebody else took that ball there'd be an uproar. So what's the report, boys, what's the report?

BIFF: Where'd you go this time, Dad? Gee, we were lonesome for you.

WILLY [*pleased, puts an arm around each boy and they come down to the apron*]: Lonesome, heh?

BIFF: Missed you every minute.

WILLY: Don't say? Tell you a secret, boys. Don't breathe it to a soul. Someday I'll have my own business, and I'll never have to leave home any more.

HAPPY: Like Uncle Charley, heh?

WILLY: Bigger than Uncle Charley! Because Charley is not—liked. He's liked, but he's not—well liked.

BIFF: Where'd you go this time, Dad?

WILLY: Well, I got on the road, and I went north to Providence. Met the Mayor.

BIFF: The Mayor of Providence!

WILLY: He was sitting in the hotel lobby.

BIFF: What'd he say?

WILLY: He said, "Morning!" And I said, "You got a fine city here, Mayor." And then he had coffee with me. And then I went to Waterbury. Waterbury is a fine city. Big clock city, the famous Waterbury clock. Sold a nice bill there. And then Boston—Boston is the cradle of the Rev-

olution. A fine city. And a couple of other towns in Mass., and on to Portland and Bangor and straight home!

BIFF: Gee, I'd love to go with you sometime, Dad.

WILLY: Soon as summer comes.

HAPPY: Promise?

WILLY: You and Hap and I, and I'll show you all the towns. America is full of beautiful towns and fine, upstanding people. And they know me, boys, they know me up and down New England. The finest people. And when I bring you fellas up, there'll be open sesame for all of us, 'cause one thing, boys: I have friends. I can park my car in any street in New England, and the cops protect it like their own. This summer, heh?

BIFF and HAPPY [*together*]: Yeah! You bet!

WILLY: We'll take our bathing suits.

HAPPY: We'll carry your bags, Pop!

WILLY: Oh, won't that be something! Me comin' into the Boston stores with you boys carryin' my bags. What a sensation!

[BIFF *is prancing around, practicing passing the ball.*]

WILLY: You nervous, Biff, about the game?

BIFF: Not if you're gonna be there.

WILLY: What do they say about you in school, now that they made you captain?

HAPPY: There's a crowd of girls behind him every time the classes change.

BIFF [*taking WILLY'S hand*]: This Saturday, Pop, this Saturday—just for you, I'm going to break through for a touchdown.

HAPPY: You're supposed to pass.

BIFF: I'm takin' one play for Pop. You watch me, Pop, and when I take off my helmet, that means I'm breakin' out. Then you watch me crash through that line!

WILLY [*kisses BIFF*]: Oh, wait'll I tell this in Boston!

[BERNARD enters in knickers. He is younger than BIFF, earnest and loyal, a worried boy.]

BERNARD: Biff, where are you? You're supposed to study with me today.

WILLY: Hey, looka Bernard. What're you lookin' so anemic about, Bernard?

BERNARD: He's gotta study, Uncle Willy. He's got Regents next week.

HAPPY [tauntingly, spinning BERNARD around]: Let's box, Bernard!

BERNARD: Biff! [He gets away from HAPPY.] Listen, Biff, I heard Mr. Birnbaum say that if you don't start studyin' math he's gonna flunk you, and you won't graduate. I heard him!

WILLY: You better study with him, Biff. Go ahead now.

BERNARD: I heard him!

BIFF: Oh, Pop, you didn't see my sneakers! [He holds up a foot for WILLY to look at.]

WILLY: Hey, that's a beautiful job of printing!

BERNARD [wiping his glasses]: Just because he printed University of Virginia on his sneakers doesn't mean they've got to graduate him, Uncle Willy!

WILLY [angrily]: What're you talking about? With scholarships to three universities they're gonna flunk him?

BERNARD: But I heard Mr. Birnbaum say—

WILLY: Don't be a pest, Bernard! [To his boys] What an anemic!

BERNARD: Okay, I'm waiting for you in my house, Biff. [BERNARD goes off. The LOMANS laugh.]

WILLY: Bernard is not well liked, is he?

BIFF: He's liked, but he's not well liked.

HAPPY: That's right, Pop.

WILLY: That's just what I mean, Bernard can get the best marks in school, y'understand, but when he gets out in the business world, y'understand, you are going to be five times

ahead of him. That's why I thank Almighty God you're both built like Adonises. Because the man who makes an appearance in the business world, the man who creates personal interest, is the man who gets ahead. Be liked and you will never want. You take me, for instance. I never have to wait in line to see a buyer. "Willy Loman is here!" That's all they have to know, and I go right through.

BIFF: Did you knock them dead, Pop?

WILLY: Knocked 'em cold in Providence, slaughtered 'em in Boston.

HAPPY [*on his back, pedaling again*]: I'm losing weight, you notice, Pop?

[LINDA *enters, as of old, a ribbon in her hair, carrying a basket of washing.*]

LINDA [*with youthful energy*]: Hello, dear!

WILLY: Sweetheart!

LINDA: How'd the Chevvy run?

WILLY: Chevrolet, Linda, is the greatest car ever built. [*To the boys*] Since when do you let your mother carry wash up the stairs?

BIFF: Grab hold there, boy!

HAPPY: Where to, Mom?

LINDA: Hang them up on the line. And you better go down to your friends, Biff. The cellar is full of boys. They don't know what to do with themselves.

BIFF: Ah, when Pop comes home they can wait!

WILLY [*laughs appreciatively*]: You better go down and tell them what to do, Biff.

BIFF: I think I'll have them sweep out the furnace room.

WILLY: Good work, Biff.

BIFF [*goes through wall-line of kitchen to doorway at back and calls down*]: Fellas! Everybody sweep out the furnace room! I'll be right down!

VOICES: All right! Okay, Biff.

BIFF: George and Sam and Frank, come out back! We're hangin' up the wash! Come on, Hap, on the double! [*He and HAPPY carry out the basket.*]

LINDA: The way they obey him!

WILLY: Well, that's training, the training. I'm tellin' you, I was sellin' thousands and thousands, but I had to come home.

LINDA: Oh, the whole block'll be at that game. Did you sell anything?

WILLY: I did five hundred gross in Providence and seven hundred gross in Boston.

LINDA: No! Wait a minute, I've got a pencil. [*She pulls pencil and paper out of her apron pocket.*] That makes your commission . . . Two hundred—my God! Two hundred and twelve dollars!

WILLY: Well, I didn't figure it yet, but . . .

LINDA: How much did you do?

WILLY: Well, I—I did—about a hundred and eighty gross in Providence. Well, no—it came to—roughly two hundred gross on the whole trip.

LINDA [*without hesitation*]: Two hundred gross. That's . . . [*She figures.*]

WILLY: The trouble was that three of the stores were half closed for inventory in Boston. Otherwise I woulda broke records.

LINDA: Well, it makes seventy dollars and some pennies. That's very good.

WILLY: What do we owe?

LINDA: Well, on the first there's sixteen dollars on the refrigerator—

WILLY: Why sixteen?

LINDA: Well, the fan belt broke, so it was a dollar eighty.

WILLY: But it's brand new.

LINDA: Well, the man said that's the way it is. Till they work themselves in, y'know.

[They move through the wall-line into the kitchen.]

WILLY: I hope we didn't get stuck on that machine.

LINDA: They got the biggest ads of any of them!

WILLY: I know, it's a fine machine. What else?

LINDA: Well, there's nine-sixty for the washing machine. And for the vacuum cleaner there's three and a half due on the fifteenth. Then the roof, you got twenty-one dollars remaining.

WILLY: It don't leak, does it?

LINDA: No, they did a wonderful job. Then you owe Frank for the carburetor.

WILLY: I'm not going to pay that man! That god-dam Chevrolet, they ought to prohibit the manufacture of that car!

LINDA: Well, you owe him three and a half. And odds and ends, comes to around a hundred and twenty dollars by the fifteenth.

WILLY: A hundred and twenty dollars! My God, if business don't pick up I don't know what I'm gonna do!

LINDA: Well, next week you'll do better.

WILLY: Oh, I'll knock 'em dead next week. I'll go to Hartford. I'm very well liked in Hartford. You know, the trouble is, Linda, people don't seem to take to me.

[They move onto the forestage.]

LINDA: Oh, don't be foolish.

WILLY: I know it when I walk in. They seem to laugh at me.

LINDA: Why? Why would they laugh at you? Don't talk that way, Willy.

[WILLY moves to the edge of the stage. LINDA goes into the kitchen and starts to darn stockings.]

WILLY: I don't know the reason for it, but they just pass me by. I'm not noticed.

LINDA: But you're doing wonderful, dear. You're making seventy to a hundred dollars a week.

WILLY: But I gotta be at it ten, twelve hours a day. Other men—I don't know—they do it easier. I don't know why—I can't stop myself—I talk too much. A man oughta come in with a few words. One thing about Charley. He's a man of few words, and they respect him.

LINDA: You don't talk too much, you're just lively.

WILLY [*smiling*]: Well, I figure, what the hell, life is short, a couple of jokes. [*To himself*] I joke too much! [*The smile goes.*]

LINDA: Why? You're—

WILLY: I'm fat. I'm very—foolish to look at, Linda. I didn't tell you, but Christmas time I happened to be calling on F. H. Stewarts, and a salesman I know, as I was going in to see the buyer I heard him say something about—walrus. And I—I cracked him right across the face. I won't take that. I simply will not take that. But they do laugh at me. I know that.

LINDA: Darling . . .

WILLY: I gotta overcome it. I know I gotta overcome it. I'm not dressing to advantage, maybe.

LINDA: Willy, darling, you're the handsomest man in the world—

WILLY: Oh, no, Linda.

LINDA: To me you are. [*Slight pause.*] The handsomest.

[*From the darkness is heard the laughter of a woman. WILLY doesn't turn to it, but it continues through LINDA'S lines.*]

LINDA: And the boys, Willy. Few men are idolized by their children the way you are.

[*Music is heard as behind a scrim, to the left of the house, THE WOMAN, dimly seen, is dressing.*]

WILLY [*with great feeling*]: You're the best there is, Linda, you're a pal, you know that? On the road—on the road I want to grab you sometimes and just kiss the life outa you.

[*The laughter is loud now, and he moves into a brightening*

area at the left, where THE WOMAN has come from behind the scrim and is standing, putting on her hat, looking into a "mirror," and laughing.]

WILLY: 'Cause I get so lonely—especially when business is bad and there's nobody to talk to. I get the feeling that I'll never sell anything again, that I won't make a living for you, or a business, a business for the boys. [*He talks through THE WOMAN'S subsiding laughter; THE WOMAN primps at the "mirror."*] There's so much I want to make for—

THE WOMAN: Me? You didn't make me, Willy. I picked you.

WILLY [*pleased*]: You picked me?

THE WOMAN [*who is quite proper-looking, Willy's age*]: I did. I've been sitting at that desk watching all the salesmen go by, day in, day out. But you've got such a sense of humor, and we do have such a good time together, don't we?

WILLY: Sure, sure. [*He takes her in his arms.*] Why do you have to go now?

THE WOMAN: It's two o'clock . . .

WILLY: No, come on in! [*He pulls her.*]

THE WOMAN: . . . my sisters'll be scandalized. When'll you be back?

WILLY: Oh, two weeks about. Will you come up again?

THE WOMAN: Sure thing. You do make me laugh. It's good for me. [*She squeezes his arm, kisses him.*] And I think you're a wonderful man.

WILLY: You picked me, heh?

THE WOMAN: Sure. Because you're so sweet. And such a kidder.

WILLY: Well, I'll see you next time I'm in Boston.

THE WOMAN: I'll put you right through to the buyers.

WILLY [*slapping her bottom*]: Right. Well, bottoms up!

THE WOMAN [*slaps him gently and laughs*]: You just kill me, Willy. [*He suddenly grabs her and kisses her roughly.*] You kill

me. And thanks for the stockings. I love a lot of stockings. Well, good night.

WILLY: Good night. And keep your pores open!

THE WOMAN: Oh, Willy!

[THE WOMAN *bursts out laughing, and LINDA's laughter blends in. THE WOMAN disappears into the dark. Now the area at the kitchen table brightens. LINDA is sitting where she was at the kitchen table, but now is mending a pair of her silk stockings.*]

LINDA: You are, Willy. The handsomest man. You've got no reason to feel that—

WILLY [*coming out of THE WOMAN's dimming area and going over to LINDA*]: I'll make it all up to you, Linda, I'll—

LINDA: There's nothing to make up, dear. You're doing fine, better than—

WILLY [*noticing her mending*]: What's that?

LINDA: Just mending my stockings. They're so expensive—

WILLY [*angrily, taking them from her*]: I won't have you mending stockings in this house! Now throw them out!

[LINDA *puts the stockings in her pocket.*]

BERNARD [*entering on the run*]: Where is he? If he doesn't study!

WILLY [*moving to the forestage, with great agitation*]: You'll give him the answers!

BERNARD: I do, but I can't on a Regents! That's a state exam! They're liable to arrest me!

WILLY: Where is he? I'll whip him, I'll whip him!

LINDA: And he'd better give back that football, Willy, it's not nice.

WILLY: Biff! Where is he? Why is he taking everything?

LINDA: He's too rough with the girls, Willy. All the mothers are afraid of him!

WILLY: I'll whip him!

BERNARD: He's driving the car without a license!

[THE WOMAN'S *laugh is heard.*]

WILLY: Shut up!

LINDA: All the mothers—

WILLY: Shut up!

BERNARD [*backing quietly away and out*]: Mr. Birnbaum says he's stuck up.

WILLY: Get outa here!

BERNARD: If he doesn't buckle down he'll flunk math! [*He goes off.*]

LINDA: He's right, Willy, you've gotta—

WILLY [*exploding at her*]: There's nothing the matter with him! You want him to be a worm like Bernard? He's got spirit, personality . . .

[*As he speaks, LINDA, almost in tears, exits into the living-room. WILLY is alone in the kitchen, wilting and staring. The leaves are gone. It is night again, and the apartment houses look down from behind.*]

WILLY: Loaded with it. Loaded! What is he stealing? He's giving it back, isn't he? Why is he stealing? What did I tell him? I never in my life told him anything but decent things.

[*HAPPY in pajamas has come down the stairs; WILLY suddenly becomes aware of HAPPY'S presence.*]

HAPPY: Let's go now, come on.

WILLY [*sitting down at the kitchen table*]: Huh! Why did she have to wax the floors herself? Everytime she waxes the floors she keels over. She knows that!

HAPPY: Shh! Take it easy. What brought you back to-night?

WILLY: I got an awful scare. Nearly hit a kid in Yonkers. God! Why didn't I go to Alaska with my brother Ben that time! Ben! That man was a genius, that man was success incarnate! What a mistake! He begged me to go.

HAPPY: Well, there's no use in—

WILLY: You guys! There was a man started with the clothes on his back and ended up with diamond mines?

HAPPY: Boy, someday I'd like to know how he did it.

WILLY: What's the mystery? The man knew what he wanted and went out and got it! Walked into a jungle, and comes out, the age of twenty-one, and he's rich! The world is an oyster, but you don't crack it open on a mattress!

HAPPY: Pop, I told you I'm gonna retire you for life.

WILLY: You'll retire me for life on seventy goddam dollars a week? And your women and your car and your apartment, and you'll retire me for life! Christ's sake, I couldn't get past Yonkers today! Where are you guys, where are you? The woods are burning! I can't drive a car!

[CHARLEY *has appeared in the doorway. He is a large man, slow of speech, laconic, immovable. In all he says, despite what he says, there is pity, and, now, trepidation. He has a robe over pajamas, slippers on his feet. He enters the kitchen.*]

CHARLEY: Everything all right?

HAPPY: Yeah, Charley, everything's . . .

WILLY: What's the matter?

CHARLEY: I heard some noise. I thought something happened. Can't we do something about the walls? You sneeze in here, and in my house hats blow off.

HAPPY: Let's go to bed, Dad. Come on.

[CHARLEY *signals to HAPPY to go.*]

WILLY: You go ahead, I'm not tired at the moment.

HAPPY [to WILLY]: Take it easy, huh? [*He exits.*]

WILLY: What're you doin' up?

CHARLEY [*sitting down at the kitchen table opposite WILLY*]: Couldn't sleep good. I had a heartburn.

WILLY: Well, you don't know how to eat.

CHARLEY: I eat with my mouth.

WILLY: No, you're ignorant. You gotta know about vitamins and things like that.

CHARLEY: Come on, let's shoot. Tire you out a little.

WILLY [*hesitantly*]: All right. You got cards?

CHARLEY [*taking a deck from his pocket*]: Yeah, I got them. Someplace. What is it with those vitamins?

WILLY [*dealing*]: They build up your bones. Chemistry.

CHARLEY: Yeah, but there's no bones in a heartburn.

WILLY: What are you talkin' about? Do you know the first thing about it?

CHARLEY: Don't get insulted.

WILLY: Don't talk about something you don't know anything about.

[*They are playing. Pause.*]

CHARLEY: What're you doin' home?

WILLY: A little trouble with the car.

CHARLEY: Oh. [*Pause.*] I'd like to take a trip to California.

WILLY: Don't say.

CHARLEY: You want a job?

WILLY: I got a job, I told you that. [*After a slight pause*]
What the hell are you offering me a job for?

CHARLEY: Don't get insulted.

WILLY: Don't insult me.

CHARLEY: I don't see no sense in it. You don't have to go on this way.

WILLY: I got a good job. [*Slight pause.*] What do you keep comin' in here for?

CHARLEY: You want me to go?

WILLY [*after a pause, withering*]: I can't understand it. He's going back to Texas again. What the hell is that?

CHARLEY: Let him go.

WILLY: I got nothin' to give him, Charley, I'm clean, I'm clean.

CHARLEY: He won't starve. None a them starve. Forget about him.

WILLY: Then what have I got to remember?

CHARLEY: You take it too hard. To hell with it. When a deposit bottle is broken you don't get your nickel back.

WILLY: That's easy enough for you to say.

CHARLEY: That ain't easy for me to say.

WILLY: Did you see the ceiling I put up in the living-room?

CHARLEY: Yeah, that's a piece of work. To put up a ceiling is a mystery to me. How do you do it?

WILLY: What's the difference?

CHARLEY: Well, talk about it.

WILLY: You gonna put up a ceiling?

CHARLEY: How could I put up a ceiling?

WILLY: Then what the hell are you bothering me for?

CHARLEY: You're insulted again.

WILLY: A man who can't handle tools is not a man. You're disgusting.

CHARLEY: Don't call me disgusting, Willy.

[UNCLE BEN, carrying a valise and an umbrella, enters the forestage from around the right corner of the house. He is a stolid man, in his sixties, with a mustache and an authoritative air. He is utterly certain of his destiny, and there is an aura of far places about him. He enters exactly as WILLY speaks.]

WILLY: I'm getting awfully tired, Ben.

[BEN'S music is heard. BEN looks around at everything.]

CHARLEY: Good, keep playing; you'll sleep better. Did you call me Ben?

[BEN looks at his watch.]

WILLY: That's funny. For a second there you reminded me of my brother Ben.

BEN: I only have a few minutes. [He strolls, inspecting the place. WILLY and CHARLEY continue playing.]

CHARLEY: You never heard from him again, heh? Since that time?

WILLY: Didn't Linda tell you? Couple of weeks ago we got a letter from his wife in Africa. He died.

CHARLEY: That so.

BEN [*chuckling*]: So this is Brooklyn, eh?

CHARLEY: Maybe you're in for some of his money.

WILLY: Naa, he had seven sons. There's just one opportunity I had with that man . . .

BEN: I must make a train, William. There are several properties I'm looking at in Alaska.

WILLY: Sure, sure! If I'd gone with him to Alaska that time, everything would've been totally different.

CHARLEY: Go on, you'd froze to death up there.

WILLY: What're you talking about?

BEN: Opportunity is tremendous in Alaska, William. Surprised you're not up there.

WILLY: Sure, tremendous.

CHARLEY: Heh?

WILLY: There was the only man I ever met who knew the answers.

CHARLEY: Who?

BEN: How are you all?

WILLY [*taking a pot, smiling*]: Fine, fine.

CHARLEY: Pretty sharp tonight.

BEN: Is Mother living with you?

WILLY: No, she died a long time ago.

CHARLEY: Who?

BEN: That's too bad. Fine specimen of a lady, Mother.

WILLY [*to CHARLEY*]: Heh?

BEN: I'd hoped to see the old girl.

CHARLEY: Who died?

BEN: Heard anything from Father, have you?

WILLY [*unnerved*]: What do you mean, who died?

CHARLEY [*taking a pot*]: What're you talkin' about?

BEN [*looking at his watch*]: William, it's half past eight!

WILLY [*as though to dispel his confusion he angrily stops CHARLEY's hand*]: That's my build!

CHARLEY: I put the ace—

WILLY: If you don't know how to play the game I'm not gonna throw my money away on you!

CHARLEY [*rising*]: It was my ace, for God's sake!

WILLY: I'm through, I'm through!

BEN: When did Mother die?

WILLY: Long ago. Since the beginning you never knew how to play cards.

CHARLEY [*picks up the cards and goes to the door*]: All right! Next time I'll bring a deck with five aces.

WILLY: I don't play that kind of game!

CHARLEY [*turning to him*]: You ought to be ashamed of yourself!

WILLY: Yeah?

CHARLEY: Yeah! [*He goes out.*]

WILLY [*slamming the door after him*]: Ignoramus!

BEN [*as WILLY comes toward him through the wall-line of the kitchen*]: So you're William.

WILLY [*shaking BEN's hand*]: Ben! I've been waiting for you so long! What's the answer? How did you do it?

BEN: Oh, there's a story in that.

[*LINDA enters the forestage, as of old, carrying the wash basket.*]

LINDA: Is this Ben?

BEN [*gallantly*]: How do you do, my dear.

LINDA: Where've you been all these years? Willy's always wondered why you—

WILLY [*pulling BEN away from her impatiently*]: Where is Dad? Didn't you follow him? How did you get started?

BEN: Well, I don't know how much you remember.

WILLY: Well, I was just a baby, of course, only three or four years old—

BEN: Three years and eleven months.

WILLY: What a memory, Ben!

BEN: I have many enterprises, William, and I have never kept books.

WILLY: I remember I was sitting under the wagon in— was it Nebraska?

BEN: It was South Dakota, and I gave you a bunch of wildflowers.

WILLY: I remember you walking away down some open road.

BEN [*laughing*]: I was going to find Father in Alaska.

WILLY: Where is he?

BEN: At that age I had a very faulty view of geography, William. I discovered after a few days that I was heading due south, so instead of Alaska, I ended up in Africa.

LINDA: Africa!

WILLY: The Gold Coast!

BEN: Principally diamond mines.

LINDA: Diamond mines!

BEN: Yes, my dear. But I've only a few minutes—

WILLY: No! Boys! Boys! [YOUNG BIFF *and* HAPPY *appear*.] Listen to this. This is your Uncle Ben, a great man! Tell my boys, Ben!

BEN: Why boys, when I was seventeen I walked into the jungle, and when I was twenty-one I walked out. [*He laughs*.] And by God I was rich.

WILLY [*to the boys*]: You see what I been talking about? The greatest things can happen!

BEN [*glancing at his watch*]: I have an appointment in Ketchikan Tuesday week.

WILLY: No, Ben! Please tell about Dad. I want my boys to hear. I want them to know the kind of stock they spring from. All I remember is a man with a big beard, and I was in Mamma's lap, sitting around a fire, and some kind of high music.

BEN: His flute. He played the flute.

WILLY: Sure, the flute, that's right!

[*New music is heard, a high, rollicking tune.*]

BEN: Father was a very great and a very wild-hearted man. We would start in Boston, and he'd toss the whole family into the wagon, and then he'd drive the team right across the country; through Ohio, and Indiana, Michigan, Illinois, and all the Western states. And we'd stop in the towns and sell the flutes that he'd made on the way. Great inventor, Father. With one gadget he made more in a week than a man like you could make in a lifetime.

WILLY: That's just the way I'm bringing them up, Ben—rugged, well liked, all-around.

BEN: Yeah? [*To BIFF*] Hit that, boy—hard as you can. [*He pounds his stomach.*]

BIFF: Oh, no, sir!

BEN [*taking boxing stance*]: Come on, get to me! [*He laughs.*]

WILLY: Go to it, Biff! Go ahead, show him!

BIFF: Okay! [*He cocks his fists and starts in.*]

LINDA [*to WILLY*]: Why must he fight, dear?

BEN [*sparring with BIFF*]: Good boy! Good boy!

WILLY: How's that, Ben, heh?

HAPPY: Give him the left, Biff!

LINDA: Why are you fighting?

BEN: Good boy! [*Suddenly comes in, trips BIFF, and stands over him, the point of his umbrella poised over BIFF's eye.*]

LINDA: Look out, Biff!

BIFF: Gee!

BEN [*patting BIFF's knee*]: Never fight fair with a stranger, boy. You'll never get out of the jungle that way. [*Taking LINDA's hand and bowing*] It was an honor and a pleasure to meet you, Linda.

LINDA [*withdrawing her hand coldly, frightened*]: Have a nice—trip.

BEN [*to WILLY*]: And good luck with your—what do you do?

WILLY: Selling.

BEN: Yes. Well . . . [*He raises his hand in farewell to all.*]

WILLY: No, Ben, I don't want you to think . . . [*He takes BEN'S arm to show him.*] It's Brooklyn, I know, but we hunt too.

BEN: Really, now.

WILLY: Oh, sure, there's snakes and rabbits and—that's why I moved out here. Why, Biff can fell any one of these trees in no time! Boys! Go right over to where they're building the apartment house and get some sand. We're gonna rebuild the entire front stoop right now! Watch this, Ben!

BIFF: Yes, sir! On the double, Hap!

HAPPY [*as he and BIFF run off*]: I lost weight, Pop, you notice?

[*CHARLEY enters in knickers, even before the boys are gone.*]

CHARLEY: Listen, if they steal any more from that building the watchman'll put the cops on them!

LINDA [*to WILLY*]: Don't let Biff . . .

[*BEN laughs lustily.*]

WILLY: You shoulda seen the lumber they brought home last week. At least a dozen six-by-tens worth all kinds a money.

CHARLEY: Listen, if that watchman—

WILLY: I gave them hell, understand. But I got a couple of fearless characters there.

CHARLEY: Willy, the jails are full of fearless characters.

BEN [*clapping WILLY on the back, with a laugh at CHARLEY*]: And the stock exchange, friend!

WILLY [*joining in BEN'S laughter*]: Where are the rest of your pants?

CHARLEY: My wife bought them.

WILLY: Now all you need is a golf club and you can go

upstairs and go to sleep. [*To BEN*] Great athlete! Between him and his son Bernard they can't hammer a nail!

BERNARD [*rushing in*]: The watchman's chasing Biff!

WILLY [*angrily*]: Shut up! He's not stealing anything!

LINDA [*alarmed, hurrying off left*]: Where is he? Biff, dear! [*She exits.*]

WILLY [*moving toward the left, away from BEN*]: There's nothing wrong. What's the matter with you?

BEN: Nervy boy. Good!

WILLY [*laughing*]: Oh, nerves of iron, that Biff!

CHARLEY: Don't know what it is. My New England man comes back and he's bleedin', they murdered him up there.

WILLY: It's contacts, Charley, I got important contacts!

CHARLEY [*sarcastically*]: Glad to hear it, Willy. Come in later, we'll shoot a little casino. I'll take some of your Portland money. [*He laughs at WILLY and exits.*]

WILLY [*turning to BEN*]: Business is bad, it's murderous. But not for me, of course.

BEN: I'll stop by on my way back to Africa.

WILLY [*longingly*]: Can't you stay a few days? You're just what I need, Ben, because I—I have a fine position here, but I—well, Dad left when I was such a baby and I never had a chance to talk to him and I still feel—kind of temporary about myself.

BEN: I'll be late for my train.

[*They are at opposite ends of the stage.*]

WILLY: Ben, my boys—can't we talk? They'd go into the jaws of hell for me, see, but I—

BEN: William, you're being first-rate with your boys. Outstanding, manly chaps!

WILLY [*hanging on to his words*]: Oh, Ben, that's good to hear! Because sometimes I'm afraid that I'm not teaching them the right kind of—Ben, how should I teach them?

BEN [*giving great weight to each word, and with a certain vicious audacity*]: William, when I walked into the jungle, I was

seventeen. When I walked out I was twenty-one. And, by God, I was rich! [*He goes off into darkness around the right corner of the house.*]

WILLY: . . . was rich! That's just the spirit I want to imbue them with! To walk into a jungle! I was right! I was right! I was right!

[*BEN is gone, but WILLY is still speaking to him as LINDA, in nightgown and robe, enters the kitchen, glances around for WILLY, then goes to the door of the house, looks out and sees him. Comes down to his left. He looks at her.*]

LINDA: Willy, dear? Willy?

WILLY: I was right!

LINDA: Did you have some cheese? [*He can't answer.*] It's very late, darling. Come to bed, heh?

WILLY [*looking straight up*]: Gotta break your neck to see a star in this yard.

LINDA: You coming in?

WILLY: Whatever happened to that diamond watch fob? Remember? When Ben came from Africa that time? Didn't he give me a watch fob with a diamond in it?

LINDA: You pawned it, dear. Twelve, thirteen years ago. For Biff's radio correspondence course.

WILLY: Gee, that was a beautiful thing. I'll take a walk.

LINDA: But you're in your slippers.

WILLY [*starting to go around the house at the left*]: I was right! I was! [*Half to LINDA, as he goes, shaking his head*] What a man! There was a man worth talking to. I was right!

LINDA [*calling after WILLY*]: But in your slippers, Willy!

[*WILLY is almost gone when BIFF, in his pajamas, comes down the stairs and enters the kitchen.*]

BIFF: What is he doing out there?

LINDA: Sh!

BIFF: God Almighty, Mom, how long has he been doing this?

LINDA: Don't, he'll hear you.

BIFF: What the hell is the matter with him?

LINDA: It'll pass by morning.

BIFF: Shouldn't we do anything?

LINDA: Oh, my dear, you should do a lot of things, but there's nothing to do, so go to sleep.

[HAPPY comes down the stairs and sits on the steps.]

HAPPY: I never heard him so loud, Mom.

LINDA: Well, come around more often; you'll hear him.

[She sits down at the table and mends the lining of WILLY'S jacket.]

BIFF: Why didn't you ever write me about this, Mom?

LINDA: How would I write to you? For over three months you had no address.

BIFF: I was on the move. But you know I thought of you all the time. You know that, don't you, pal?

LINDA: I know, dear, I know. But he likes to have a letter. Just to know that there's still a possibility for better things.

BIFF: He's not like this all the time, is he?

LINDA: It's when you come home he's always the worst.

BIFF: When I come home?

LINDA: When you write you're coming, he's all smiles, and talks about the future, and—he's just wonderful. And then the closer you seem to come, the more shaky he gets, and then, by the time you get here, he's arguing, and he seems angry at you. I think it's just that maybe he can't bring himself to—to open up to you. Why are you so hateful to each other? Why is that?

BIFF [*evasively*]: I'm not hateful, Mom.

LINDA: But you no sooner come in the door than you're fighting!

BIFF: I don't know why. I mean to change. I'm tryin', Mom, you understand?

LINDA: Are you home to stay now?

BIFF: I don't know. I want to look around, see what's doin'.

LINDA: Biff, you can't look around all your life, can you?

BIFF: I just can't take hold, Mom. I can't take hold of some kind of a life.

LINDA: Biff, a man is not a bird, to come and go with the springtime.

BIFF: Your hair . . . [*He touches her hair.*] Your hair got so gray.

LINDA: Oh, it's been gray since you were in high school. I just stopped dyeing it, that's all.

BIFF: Dye it again, will ya? I don't want my pal looking old. [*He smiles.*]

LINDA: You're such a boy! You think you can go away for a year and . . . You've got to get it into your head now that one day you'll knock on this door and there'll be strange people here—

BIFF: What are you talking about? You're not even sixty, Mom.

LINDA: But what about your father?

BIFF [*lamely*]: Well, I meant him too.

HAPPY: He admires Pop.

LINDA: Biff, dear, if you don't have any feeling for him, then you can't have any feeling for me.

BIFF: Sure I can, Mom.

LINDA: No. You can't just come to see me, because I love him. [*With a threat, but only a threat, of tears*] He's the dearest man in the world to me, and I won't have anyone making him feel unwanted and low and blue. You've got to make up your mind now, darling, there's no leeway any more. Either he's your father and you pay him that respect, or else you're not to come here. I know he's not easy to get along with—nobody knows that better than me—but . . .

WILLY [*from the left, with a laugh*]: Hey, hey, Biffo!

BIFF [*starting to go out after WILLY*]: What the hell is the matter with him? [*HAPPY stops him.*]

LINDA: Don't—don't go near him!

BIFF: Stop making excuses for him! He always, always wiped the floor with you. Never had an ounce of respect for you.

HAPPY: He's always had respect for—

BIFF: What the hell do you know about it?

HAPPY [*surlily*]: Just don't call him crazy!

BIFF: He's got no character—Charley wouldn't do this. Not in his own house—spewing out that vomit from his mind.

HAPPY: Charley never had to cope with what he's got to.

BIFF: People are worse off than Willy Loman. Believe me, I've seen them!

LINDA: Then make Charley your father, Biff. You can't do that, can you? I don't say he's a great man. Willy Loman never made a lot of money. His name was never in the paper. He's not the finest character that ever lived. But he's a human being, and a terrible thing is happening to him. So attention must be paid. He's not to be allowed to fall into his grave like an old dog. Attention, attention must be finally paid to such a person. You called him crazy—

BIFF: I didn't mean—

LINDA: No, a lot of people think he's lost his—balance. But you don't have to be very smart to know what his trouble is. The man is exhausted.

HAPPY: Sure!

LINDA: A small man can be just as exhausted as a great man. He works for a company thirty-six years this March, opens up unheard-of territories to their trademark, and now in his old age they take his salary away.

HAPPY [*indignantly*]: I didn't know that, Mom.

LINDA: You never asked, my dear! Now that you get your spending money someplace else you don't trouble your mind with him.

HAPPY: But I gave you money last—

LINDA: Christmas time, fifty dollars! To fix the hot water it cost ninety-seven fifty! For five weeks he's been on straight commission, like a beginner, an unknown!

BIFF: Those ungrateful bastards!

LINDA: Are they any worse than his sons? When he brought them business, when he was young, they were glad to see him. But now his old friends, the old buyers that loved him so and always found some order to hand him in a pinch—they're all dead, retired. He used to be able to make six, seven calls a day in Boston. Now he takes his valises out of the car and puts them back and takes them out again and he's exhausted. Instead of walking he talks now. He drives seven hundred miles, and when he gets there no one knows him any more, no one welcomes him. And what goes through a man's mind, driving seven hundred miles home without having earned a cent? Why shouldn't he talk to himself? Why? When he has to go to Charley and borrow fifty dollars a week and pretend to me that it's his pay? How long can that go on? How long? You see what I'm sitting here and waiting for? And you tell me he has no character? The man who never worked a day but for your benefit? When does he get the medal for that? Is this his reward—to turn around at the age of sixty-three and find his sons, who he loved better than his life, one a philandering bum—

HAPPY: Mom!

LINDA: That's all you are, my baby! [*To BIFF*] And you! What happened to the love you had for him? You were such pals! How you used to talk to him on the phone every night! How lonely he was till he could come home to you!

BIFF: All right, Mom. I'll live here in my room, and I'll get a job. I'll keep away from him, that's all.

LINDA: No, Biff. You can't stay here and fight all the time.

BIFF: He threw me out of this house, remember that.

LINDA: Why did he do that? I never knew why.

BIFF: Because I know he's a fake and he doesn't like anybody around who knows!

LINDA: Why a fake? In what way? What do you mean?

BIFF: Just don't lay it all at my feet. It's between me and him—that's all I have to say. I'll chip in from now on. He'll settle for half my pay check. He'll be all right. I'm going to bed. [*He starts for the stairs.*]

LINDA: He won't be all right.

BIFF [*turning on the stairs, furiously*]: I hate this city and I'll stay here. Now what do you want?

LINDA: He's dying, Biff.

[*HAPPY turns quickly to her, shocked.*]

BIFF [*after a pause*]: Why is he dying?

LINDA: He's been trying to kill himself.

BIFF [*with great horror*]: How?

LINDA: I live from day to day.

BIFF: What're you talking about?

LINDA: Remember I wrote you that he smashed up the car again? In February?

BIFF: Well?

LINDA: The insurance inspector came. He said that they have evidence. That all these accidents in the last year—weren't—weren't—accidents.

HAPPY: How can they tell that? That's a lie.

LINDA: It seems there's a woman . . . [*She takes a breath as*]

BIFF [*sharply but contained*]: } What woman?

LINDA [*simultaneously*]: } . . . and this woman . . .

LINDA: What?

BIFF: Nothing. Go ahead.

LINDA: What did you say?

BIFF: Nothing. I just said what woman?

HAPPY: What about her?

LINDA: Well, it seems she was walking down the road and saw his car. She says that he wasn't driving fast at all, and that he didn't skid. She says he came to that little bridge, and then deliberately smashed into the railing, and it was only the shallowness of the water that saved him.

BIFF: Oh, no, he probably just fell asleep again.

LINDA: I don't think he fell asleep.

BIFF: Why not?

LINDA: Last month . . . [*With great difficulty*] Oh, boys, it's so hard to say a thing like this! He's just a big stupid man to you, but I tell you there's more good in him than in many other people. [*She chokes, wipes her eyes.*] I was looking for a fuse. The lights blew out, and I went down the cellar. And behind the fuse box—it happened to fall out—was a length of rubber pipe—just short.

HAPPY: No kidding?

LINDA: There's a little attachment on the end of it. I knew right away. And sure enough, on the bottom of the water heater there's a new little nipple on the gas pipe.

HAPPY [*angrily*]: That—jerk.

BIFF: Did you have it taken off?

LINDA: I'm—I'm ashamed to. How can I mention it to him? Every day I go down and take away that little rubber pipe. But, when he comes home, I put it back where it was. How can I insult him that way? I don't know what to do. I live from day to day, boys. I tell you, I know every thought in his mind. It sounds so old-fashioned and silly, but I tell you he put his whole life into you and you've turned your backs on him. [*She is bent over in the chair, weeping, her face in her hands.*] Biff, I swear to God! Biff, his life is in your hands!

HAPPY [*to BIFF*]: How do you like that damned fool!

BIFF [*kissing her*]: All right, pal, all right. It's all settled now. I've been remiss. I know that, Mom. But now I'll stay, and

I swear to you, I'll apply myself. [*Kneeling in front of her, in a fever of self-reproach*] It's just—you see, Mom, I don't fit in business. Not that I won't try. I'll try, and I'll make good.

HAPPY: Sure you will. The trouble with you in business was you never tried to please people.

BIFF: I know, I—

HAPPY: Like when you worked for Harrison's. Bob Harrison said you were tops, and then you go and do some damn fool thing like whistling whole songs in the elevator like a comedian.

BIFF [*against HAPPY*]: So what? I like to whistle sometimes.

HAPPY: You don't raise a guy to a responsible job who whistles in the elevator!

LINDA: Well, don't argue about it now.

HAPPY: Like when you'd go off and swim in the middle of the day instead of taking the line around.

BIFF [*his resentment rising*]: Well, don't you run off? You take off sometimes, don't you? On a nice summer day?

HAPPY: Yeah, but I cover myself!

LINDA: Boys!

HAPPY: If I'm going to take a fade the boss can call any number where I'm supposed to be and they'll swear to him that I just left. I'll tell you something that I hate to say, Biff, but in the business world some of them think you're crazy.

BIFF [*angered*]: Screw the business world!

HAPPY: All right, screw it! Great, but cover yourself!

LINDA: Hap, Hap!

BIFF: I don't care what they think! They've laughed at Dad for years, and you know why? Because we don't belong in this nuthouse of a city! We should be mixing cement on some open plain, or—or carpenters. A carpenter is allowed to whistle!

[*WILLY walks in from the entrance of the house, at left.*]

WILLY: Even your grandfather was better than a carpenter.

[*Pause. They watch him.*] You never grew up. Bernard does not whistle in the elevator, I assure you.

BIFF [*as though to laugh WILLY out of it*]: Yeah, but you do, Pop.

WILLY: I never in my life whistled in an elevator! And who in the business world thinks I'm crazy?

BIFF: I didn't mean it like that, Pop. Now don't make a whole thing out of it, will ya?

WILLY: Go back to the West! Be a carpenter, a cowboy, enjoy yourself!

LINDA: Willy, he was just saying—

WILLY: I heard what he said!

HAPPY [*trying to quiet WILLY*]: Hey, Pop, come on now . . .

WILLY [*continuing over HAPPY's line*]: They laugh at me, heh? Go to Filene's, go to the Hub, go to Slattery's, Boston. Call out the name Willy Loman and see what happens! Big shot!

BIFF: All right, Pop.

WILLY: Big!

BIFF: All right!

WILLY: Why do you always insult me?

BIFF: I didn't say a word. [*To LINDA*] Did I say a word?

LINDA: He didn't say anything, Willy.

WILLY [*going to the doorway of the living-room*]: All right, good night, good night.

LINDA: Willy, dear, he just decided . . .

WILLY [*to BIFF*]: If you get tired hanging around tomorrow, paint the ceiling I put up in the living-room.

BIFF: I'm leaving early tomorrow.

HAPPY: He's going to see Bill Oliver, Pop.

WILLY [*interestedly*]: Oliver? For what?

BIFF [*with reserve, but trying, trying*]: He always said he'd stake me. I'd like to go into business, so maybe I can take him up on it.

LINDA: Isn't that wonderful?

WILLY: Don't interrupt. What's wonderful about it? There's fifty men in the City of New York who'd stake him. [*To BIFF*] Sporting goods?

BIFF: I guess so. I know something about it and—

WILLY: He knows something about it! You know sporting goods better than Spalding, for God's sake! How much is he giving you?

BIFF: I don't know, I didn't even see him yet, but—

WILLY: Then what're you talkin' about?

BIFF [*getting angry*]: Well, all I said was I'm gonna see him, that's all!

WILLY [*turning away*]: Ah, you're counting your chickens again.

BIFF [*starting left for the stairs*]: Oh, Jesus, I'm going to sleep!

WILLY [*calling after him*]: Don't curse in this house!

BIFF [*turning*]: Since when did you get so clean?

HAPPY [*trying to stop them*]: Wait a . . .

WILLY: Don't use that language to me! I won't have it!

HAPPY [*grabbing BIFF, shouts*]: Wait a minute! I got an idea. I got a feasible idea. Come here, Biff, let's talk this over now, let's talk some sense here. When I was down in Florida last time, I thought of a great idea to sell sporting goods. It just came back to me. You and I, Biff—we have a line, the Loman Line. We train a couple of weeks, and put on a couple of exhibitions, see?

WILLY: That's an idea!

HAPPY: Wait! We form two basketball teams, see? Two water-polo teams. We play each other. It's a million dollars' worth of publicity. Two brothers, see? The Loman Brothers. Displays in the Royal Palms—all the hotels. And banners over the ring and the basketball court: "Loman Brothers." Baby, we could sell sporting goods!

WILLY: That is a one-million-dollar idea!

LINDA: Marvelous!

BIFF: I'm in great shape as far as that's concerned.

HAPPY: And the beauty of it is, Biff, it wouldn't be like a business. We'd be out playin' ball again . . .

BIFF [*enthused*]: Yeah, that's . . .

WILLY: Million-dollar . . .

HAPPY: And you wouldn't get fed up with it, Biff. It'd be the family again. There'd be the old honor, and comradeship, and if you wanted to go off for a swim or somethin'—well you'd do it! Without some smart cooky gettin' up ahead of you!

WILLY: Lick the world! You guys together could absolutely lick the civilized world.

BIFF: I'll see Oliver tomorrow. Hap, if we could work that out . . .

LINDA: Maybe things are beginning to—

WILLY [*wildly enthused, to LINDA*]: Stop interrupting! [*To BIFF*] But don't wear sport jacket and slacks when you see Oliver.

BIFF: No, I'll—

WILLY: A business suit, and talk as little as possible, and don't crack any jokes.

BIFF: He did like me. Always liked me.

LINDA: He loved you!

WILLY [*to LINDA*]: Will you stop! [*To BIFF*] Walk in very serious. You are not applying for a boy's job. Money is to pass. Be quiet, fine, and serious. Everybody likes a kidder, but nobody lends him money.

HAPPY: I'll try to get some myself, Biff. I'm sure I can.

WILLY: I see great things for you kids, I think your troubles are over. But remember, start big and you'll end big. Ask for fifteen. How much you gonna ask for?

BIFF: Gee, I don't know—

WILLY: And don't say "Gee." "Gee" is a boy's word. A

man walking in for fifteen thousand dollars does not say “Gee”!

BIFF: Ten, I think, would be top though.

WILLY: Don’t be so modest. You always started too low. Walk in with a big laugh. Don’t look worried. Start off with a couple of your good stories to lighten things up. It’s not what you say, it’s how you say it—because personality always wins the day.

LINDA: Oliver always thought the highest of him—

WILLY: Will you let me talk?

BIFF: Don’t yell at her, Pop, will ya?

WILLY [*angrily*]: I was talking, wasn’t I?

BIFF: I don’t like you yelling at her all the time, and I’m tellin’ you, that’s all.

WILLY: What’re you, takin’ over this house?

LINDA: Willy—

WILLY [*turning on her*]: Don’t take his side all the time, goddammit!

BIFF [*furiously*]: Stop yelling at her!

WILLY [*suddenly pulling on his cheek, beaten down, guilt ridden*]: Give my best to Bill Oliver—he may remember me. [*He exits through the living-room doorway.*]

LINDA [*her voice subdued*]: What’d you have to start that for? [*BIFF turns away.*] You see how sweet he was as soon as you talked hopefully? [*She goes over to BIFF.*] Come up and say good night to him. Don’t let him go to bed that way.

HAPPY: Come on, Biff, let’s buck him up.

LINDA: Please, dear. Just say good night. It takes so little to make him happy. Come. [*She goes through the living-room doorway, calling upstairs from within the living-room.*] Your pajamas are hanging in the bathroom, Willy!

HAPPY [*looking toward where LINDA went out*]: What a woman! They broke the mold when they made her. You know that, Biff?

BIFF: He's off salary. My God, working on commission!

HAPPY: Well, let's face it: he's no hot-shot selling man. Except that sometimes, you have to admit, he's a sweet personality.

BIFF [*deciding*]: Lend me ten bucks, will ya? I want to buy some new ties.

HAPPY: I'll take you to a place I know. Beautiful stuff. Wear one of my striped shirts tomorrow.

BIFF: She got gray. Mom got awful old. Gee, I'm gonna go in to Oliver tomorrow and knock him for a—

HAPPY: Come on up. Tell that to Dad. Let's give him a whirl. Come on.

BIFF [*steamed up*]: You know, with ten thousand bucks, boy!

HAPPY [*as they go into the living-room*]: That's the talk, Biff, that's the first time I've heard the old confidence out of you! [*From within the living-room, fading off*] You're gonna live with me, kid, and any babe you want just say the word . . . [*The last lines are hardly heard. They are mounting the stairs to their parents' bedroom.*]

LINDA [*entering her bedroom and addressing WILLY, who is in the bathroom. She is straightening the bed for him.*]: Can you do anything about the shower? It drips.

WILLY [*from the bathroom*]: All of a sudden everything falls to pieces! Goddam plumbing, oughta be sued, those people. I hardly finished putting it in and the thing . . . [*His words rumble off.*]

LINDA: I'm just wondering if Oliver will remember him. You think he might?

WILLY [*coming out of the bathroom in his pajamas*]: Remember him? What's the matter with you, you crazy? If he'd've stayed with Oliver he'd be on top by now! Wait'll Oliver gets a look at him. You don't know the average caliber any more. The average young man today—[*he is getting into*

bed—is got a caliber of zero. Greatest thing in the world for him was to bum around.

[BIFF and HAPPY enter the bedroom. *Slight pause.*]

WILLY [*stops short, looking at BIFF*]: Glad to hear it, boy.

HAPPY: He wanted to say good night to you, sport.

WILLY [*to BIFF*]: Yeah. Knock him dead, boy. What'd you want to tell me?

BIFF: Just take it easy, Pop. Good night. [*He turns to go.*]

WILLY [*unable to resist*]: And if anything falls off the desk while you're talking to him—like a package or something—don't you pick it up. They have office boys for that.

LINDA: I'll make a big breakfast—

WILLY: Will you let me finish? [*To BIFF*] Tell him you were in the business in the West. Not farm work.

BIFF: All right, Dad.

LINDA: I think everything—

WILLY [*going right through her speech*]: And don't undersell yourself. No less than fifteen thousand dollars.

BIFF [*unable to bear him*]: Okay. Good night, Mom. [*He starts moving.*]

WILLY: Because you got a greatness in you, Biff, remember that. You got all kinds a greatness . . . [*He lies back, exhausted. BIFF walks out.*]

LINDA [*calling after BIFF*]: Sleep well, darling!

HAPPY: I'm gonna get married, Mom. I wanted to tell you.

LINDA: Go to sleep, dear.

HAPPY [*going*]: I just wanted to tell you.

WILLY: Keep up the good work. [*HAPPY exits.*] God . . . remember that Ebbets Field game? The championship of the city?

LINDA: Just rest. Should I sing to you?

WILLY: Yeah. Sing to me. [*LINDA hums a soft lullaby.*]
When that team came out—he was the tallest, remember?

LINDA: Oh, yes. And in gold.

[BIFF enters the darkened kitchen, takes a cigarette, and leaves the house. He comes downstage into a golden pool of light. He smokes, staring at the night.]

WILLY: Like a young god. Hercules—something like that. And the sun, the sun all around him. Remember how he waved to me? Right up from the field, with the representatives of three colleges standing by? And the buyers I brought, and the cheers when he came out—Loman, Loman, Loman! God Almighty, he'll be great yet. A star like that, magnificent, can never really fade away!

[The light on WILLY is fading. The gas heater begins to glow through the kitchen wall, near the stairs, a blue flame beneath red coils.]

LINDA *[timidly]*: Willy dear, what has he got against you?

WILLY: I'm so tired. Don't talk any more.

[BIFF slowly returns to the kitchen. He stops, stares toward the heater.]

LINDA: Will you ask Howard to let you work in New York?

WILLY: First thing in the morning. Everything'll be all right.

[BIFF reaches behind the heater and draws out a length of rubber tubing. He is horrified and turns his head toward WILLY'S room, still dimly lit, from which the strains of LINDA'S desperate but monotonous humming rise.]

WILLY *[staring through the window into the moonlight]*: Gee, look at the moon moving between the buildings!

[BIFF wraps the tubing around his hand and quickly goes up the stairs.]

CURTAIN

ACT TWO

Music is heard, gay and bright. The curtain rises as the music fades away.

[WILLY, *in shirt sleeves, is sitting at the kitchen table, sipping coffee, his hat in his lap. LINDA is filling his cup when she can.*]

WILLY: Wonderful coffee. Meal in itself.

LINDA: Can I make you some eggs?

WILLY: No. Take a breath.

LINDA: You look so rested, dear.

WILLY: I slept like a dead one. First time in months. Imagine, sleeping till ten on a Tuesday morning. Boys left nice and early, heh?

LINDA: They were out of here by eight o'clock.

WILLY: Good work!

LINDA: It was so thrilling to see them leaving together. I can't get over the shaving lotion in this house!

WILLY [*smiling*]: Mmm—

LINDA: Biff was very changed this morning. His whole attitude seemed to be hopeful. He couldn't wait to get downtown to see Oliver.

WILLY: He's heading for a change. There's no question, there simply are certain men that take longer to get—solidified. How did he dress?

LINDA: His blue suit. He's so handsome in that suit. He could be a—anything in that suit!

[WILLY *gets up from the table. LINDA holds his jacket for him.*]

WILLY: There's no question, no question at all. Gee, on the way home tonight I'd like to buy some seeds.

LINDA [*laughing*]: That'd be wonderful. But not enough sun gets back there. Nothing'll grow any more.

WILLY: You wait, kid, before it's all over we're gonna get a little place out in the country, and I'll raise some vegetables, a couple of chickens . . .

LINDA: You'll do it yet, dear.

[WILLY *walks out of his jacket*. LINDA *follows him*.]

WILLY: And they'll get married, and come for a weekend. I'd build a little guest house. 'Cause I got so many fine tools, all I'd need would be a little lumber and some peace of mind.

LINDA [*joyfully*]: I sewed the lining . . .

WILLY: I could build two guest houses, so they'd both come. Did he decide how much he's going to ask Oliver for?

LINDA [*getting him into the jacket*]: He didn't mention it, but I imagine ten or fifteen thousand. You going to talk to Howard today?

WILLY: Yeah. I'll put it to him straight and simple. He'll just have to take me off the road.

LINDA: And Willy, don't forget to ask for a little advance, because we've got the insurance premium. It's the grace period now.

WILLY: That's a hundred . . . ?

LINDA: A hundred and eight, sixty-eight. Because we're a little short again.

WILLY: Why are we short?

LINDA: Well, you had the motor job on the car . . .

WILLY: That goddam Studebaker!

LINDA: And you got one more payment on the refrigerator . . .

WILLY: But it just broke again!

LINDA: Well, it's old, dear.

WILLY: I told you we should've bought a well-advertised machine. Charley bought a General Electric and it's twenty years old and it's still good, that son-of-a-bitch.

LINDA: But, Willy—

WILLY: Whoever heard of a Hastings refrigerator? Once in my life I would like to own something outright before it's broken! I'm always in a race with the junkyard! I just finished paying for the car and it's on its last legs. The refrigerator consumes belts like a goddam maniac. They time those things. They time them so when you finally paid for them, they're used up.

LINDA [*buttoning up his jacket as he unbuttons it*]: All told, about two hundred dollars would carry us, dear. But that includes the last payment on the mortgage. After this payment, Willy, the house belongs to us.

WILLY: It's twenty-five years!

LINDA: Biff was nine years old when we bought it.

WILLY: Well, that's a great thing. To weather a twenty-five-year mortgage is—

LINDA: It's an accomplishment.

WILLY: All the cement, the lumber, the reconstruction I put in this house! There ain't a crack to be found in it any more.

LINDA: Well, it served its purpose.

WILLY: What purpose? Some stranger'll come along, move in, and that's that. If only Biff would take this house, and raise a family . . . [*He starts to go.*] Good-bye, I'm late.

LINDA [*suddenly remembering*]: Oh, I forgot! You're supposed to meet them for dinner.

WILLY: Me?

LINDA: At Frank's Chop House on Forty-eighth near Sixth Avenue.

WILLY: Is that so! How about you?

LINDA: No, just the three of you. They're gonna blow you to a big meal!

WILLY: Don't say! Who thought of that?

LINDA: Biff came to me this morning, Willy, and he said, "Tell Dad, we want to blow him to a big meal." Be there

six o'clock. You and your two boys are going to have dinner.

WILLY: Gee whiz! That's really somethin'. I'm gonna knock Howard for a loop, kid. I'll get an advance, and I'll come home with a New York job. Goddammit, now I'm gonna do it!

LINDA: Oh, that's the spirit, Willy!

WILLY: I will never get behind a wheel the rest of my life!

LINDA: It's changing, Willy, I can feel it changing!

WILLY: Beyond a question. G'bye, I'm late. [*He starts to go again.*]

LINDA [*calling after him as she runs to the kitchen table for a handkerchief*]: You got your glasses?

WILLY [*feels for them, then comes back in*]: Yeah, yeah, got my glasses.

LINDA [*giving him the handkerchief*]: And a handkerchief.

WILLY: Yeah, handkerchief.

LINDA: And your saccharine?

WILLY: Yeah, my saccharine.

LINDA: Be careful on the subway stairs.

[*She kisses him, and a silk stocking is seen hanging from her hand. WILLY notices it.*]

WILLY: Will you stop mending stockings? At least while I'm in the house. It gets me nervous. I can't tell you. Please.

[*LINDA hides the stocking in her hand as she follows WILLY across the forestage in front of the house.*]

LINDA: Remember, Frank's Chop House.

WILLY [*passing the apron*]: Maybe beets would grow out there.

LINDA [*laughing*]: But you tried so many times.

WILLY: Yeah. Well, don't work hard today. [*He disappears around the right corner of the house.*]

LINDA: Be careful!

[As WILLY vanishes, LINDA waves to him. Suddenly the phone rings. She runs across the stage and into the kitchen and lifts it.]

LINDA: Hello? Oh, Biff! I'm so glad you called, I just . . . Yes, sure, I just told him. Yes, he'll be there for dinner at six o'clock, I didn't forget. Listen, I was just dying to tell you. You know that little rubber pipe I told you about? That he connected to the gas heater? I finally decided to go down the cellar this morning and take it away and destroy it. But it's gone! Imagine? He took it away himself, it isn't there! [She listens.] When? Oh, then you took it. Oh—nothing, it's just that I'd hoped he'd taken it away himself. Oh, I'm not worried, darling, because this morning he left in such high spirits, it was like the old days! I'm not afraid any more. Did Mr. Oliver see you? . . . Well, you wait there then. And make a nice impression on him, darling. Just don't perspire too much before you see him. And have a nice time with Dad. He may have big news too! . . . That's right, a New York job. And be sweet to him tonight, dear. Be loving to him. Because he's only a little boat looking for a harbor. [She is trembling with sorrow and joy.] Oh, that's wonderful, Biff, you'll save his life. Thanks, darling. Just put your arm around him when he comes into the restaurant. Give him a smile. That's the boy . . . Good-bye, dear . . . You got your comb? . . . That's fine. Good-bye, Biff dear.

[In the middle of her speech, HOWARD WAGNER, thirty-six, wheels on a small typewriter table on which is a wire-recording machine and proceeds to plug it in. This is on the left forestage. Light slowly fades on LINDA as it rises on HOWARD. HOWARD is intent on threading the machine and only glances over his shoulder as WILLY appears.]

WILLY: Pst! Pst!

HOWARD: Hello, Willy, come in.

WILLY: Like to have a little talk with you, Howard.

HOWARD: Sorry to keep you waiting. I'll be with you in a minute.

WILLY: What's that, Howard?

HOWARD: Didn't you ever see one of these? Wire recorder.

WILLY: Oh. Can we talk a minute?

HOWARD: Records things. Just got delivery yesterday. Been driving me crazy, the most terrific machine I ever saw in my life. I was up all night with it.

WILLY: What do you do with it?

HOWARD: I bought it for dictation, but you can do anything with it. Listen to this. I had it home last night. Listen to what I picked up. The first one is my daughter. Get this. [*He flicks the switch and "Roll out the Barrel" is heard being whistled.*] Listen to that kid whistle.

WILLY: That is lifelike, isn't it?

HOWARD: Seven years old. Get that tone.

WILLY: Ts, ts. Like to ask a little favor if you . . .

[*The whistling breaks off, and the voice of HOWARD'S daughter is heard.*]

HIS DAUGHTER: "Now you, Daddy."

HOWARD: She's crazy for me! [*Again the same song is whistled.*] That's me! Ha! [*He winks.*]

WILLY: You're very good!

[*The whistling breaks off again. The machine runs silent for a moment.*]

HOWARD: Sh! Get this now, this is my son.

HIS SON: "The capital of Alabama is Montgomery; the capital of Arizona is Phoenix; the capital of Arkansas is Little Rock; the capital of California is Sacramento . . ." [*and on, and on.*]

HOWARD [*holding up five fingers*]: Five years old, Willy!

WILLY: He'll make an announcer some day!

HIS SON [*continuing*]: "The capital . . ."

HOWARD: Get that—alphabetical order! [*The machine breaks off suddenly.*] Wait a minute. The maid kicked the plug out.

WILLY: It certainly is a—

HOWARD: Sh, for God's sake!

HIS SON: "It's nine o'clock, Bulova watch time. So I have to go to sleep."

WILLY: That really is—

HOWARD: Wait a minute! The next is my wife.

[*They wait.*]

HOWARD'S VOICE: "Go on, say something." [*Pause.*] "Well, you gonna talk?"

HIS WIFE: "I can't think of anything."

HOWARD'S VOICE: "Well, talk—it's turning."

HIS WIFE [*shyly, beaten*]: "Hello." [*Silence.*] "Oh, Howard, I can't talk into this . . ."

HOWARD [*snapping the machine off*]: That was my wife.

WILLY: That is a wonderful machine. Can we—

HOWARD: I tell you, Willy, I'm gonna take my camera, and my bandsaw, and all my hobbies, and out they go. This is the most fascinating relaxation I ever found.

WILLY: I think I'll get one myself.

HOWARD: Sure, they're only a hundred and a half. You can't do without it. Supposing you wanna hear Jack Benny, see? But you can't be at home at that hour. So you tell the maid to turn the radio on when Jack Benny comes on, and this automatically goes on with the radio . . .

WILLY: And when you come home you . . .

HOWARD: You can come home twelve o'clock, one o'clock, any time you like, and you get yourself a Coke and sit yourself down, throw the switch, and there's Jack Benny's program in the middle of the night!

WILLY: I'm definitely going to get one. Because lots of time I'm on the road, and I think to myself, what I must be missing on the radio!

HOWARD: Don't you have a radio in the car?

WILLY: Well, yeah, but who ever thinks of turning it on?

HOWARD: Say, aren't you supposed to be in Boston?

WILLY: That's what I want to talk to you about, Howard. You got a minute? [*He draws a chair in from the wing.*]

HOWARD: What happened? What're you doing here?

WILLY: Well . . .

HOWARD: You didn't crack up again, did you?

WILLY: Oh, no. No . . .

HOWARD: Geez, you had me worried there for a minute. What's the trouble?

WILLY: Well, tell you the truth, Howard. I've come to the decision that I'd rather not travel any more.

HOWARD: Not travel! Well, what'll you do?

WILLY: Remember, Christmas time, when you had the party here? You said you'd try to think of some spot for me here in town.

HOWARD: With us?

WILLY: Well, sure.

HOWARD: Oh, yeah, yeah. I remember. Well, I couldn't think of anything for you, Willy.

WILLY: I tell ya, Howard. The kids are all grown up, y'know. I don't need much any more. If I could take home—well, sixty-five dollars a week, I could swing it.

HOWARD: Yeah, but Willy, see I—

WILLY: I tell ya why, Howard. Speaking frankly and between the two of us, y'know—I'm just a little tired.

HOWARD: Oh, I could understand that, Willy. But you're a road man, Willy, and we do a road business. We've only got a half-dozen salesmen on the floor here.

WILLY: God knows, Howard, I never asked a favor of any man. But I was with the firm when your father used to carry you in here in his arms.

HOWARD: I know that, Willy, but—

WILLY: Your father came to me the day you were born

and asked me what I thought of the name of Howard, may he rest in peace.

HOWARD: I appreciate that, Willy, but there just is no spot here for you. If I had a spot I'd slam you right in, but I just don't have a single solitary spot.

[He looks for his lighter. WILLY has picked it up and gives it to him. Pause.]

WILLY *[with increasing anger]*: Howard, all I need to set my table is fifty dollars a week.

HOWARD: But where am I going to put you, kid?

WILLY: Look, it isn't a question of whether I can sell merchandise, is it?

HOWARD: No, but it's a business, kid, and everybody's gotta pull his own weight.

WILLY *[desperately]*: Just let me tell you a story, Howard—

HOWARD: 'Cause you gotta admit, business is business.

WILLY *[angrily]*: Business is definitely business, but just listen for a minute. You don't understand this. When I was a boy—eighteen, nineteen—I was already on the road. And there was a question in my mind as to whether selling had a future for me. Because in those days I had a yearning to go to Alaska. See, there were three gold strikes in one month in Alaska, and I felt like going out. Just for the ride, you might say.

HOWARD *[barely interested]*: Don't say.

WILLY: Oh, yeah, my father lived many years in Alaska. He was an adventurous man. We've got quite a little streak of self-reliance in our family. I thought I'd go out with my older brother and try to locate him, and maybe settle in the North with the old man. And I was almost decided to go, when I met a salesman in the Parker House. His name was Dave Singleman. And he was eighty-four years old, and he'd drummed merchandise in thirty-one states. And old Dave,

he'd go up to his room, y'understand, put on his green velvet slippers—I'll never forget—and pick up his phone and call the buyers, and without ever leaving his room, at the age of eighty-four, he made his living. And when I saw that, I realized that selling was the greatest career a man could want. 'Cause what could be more satisfying than to be able to go, at the age of eighty-four, into twenty or thirty different cities, and pick up a phone, and be remembered and loved and helped by so many different people? Do you know? when he died—and by the way he died the death of a salesman, in his green velvet slippers in the smoker of the New York, New Haven, and Hartford, going into Boston—when he died, hundreds of salesmen and buyers were at his funeral. Things were sad on a lotta trains for months after that. [*He stands up. HOWARD has not looked at him.*] In those days there was personality in it, Howard. There was respect, and comradeship, and gratitude in it. Today, it's all cut and dried, and there's no chance for bringing friendship to bear—or personality. You see what I mean? They don't know me any more.

HOWARD [*moving away, to the right*]: That's just the thing, Willy.

WILLY: If I had forty dollars a week—that's all I'd need. Forty dollars, Howard.

HOWARD: Kid, I can't take blood from a stone, I—

WILLY [*desperation is on him now*]: Howard, the year Al Smith was nominated, your father came to me and—

HOWARD [*starting to go off*]: I've got to see some people, kid.

WILLY [*stopping him*]: I'm talking about your father! There were promises made across this desk! You mustn't tell me you've got people to see—I put thirty-four years into this firm, Howard, and now I can't pay my insurance! You can't eat the orange and throw the peel away—a man is not a

piece of fruit! [*After a pause*] Now pay attention. Your father—in 1928 I had a big year. I averaged a hundred and seventy dollars a week in commissions.

HOWARD [*impatiently*]: Now, Willy, you never averaged—

WILLY [*banging his hand on the desk*]: I averaged a hundred and seventy dollars a week in the year of 1928! And your father came to me—or rather, I was in the office here—it was right over this desk—and he put his hand on my shoulder—

HOWARD [*getting up*]: You'll have to excuse me, Willy, I gotta see some people. Pull yourself together. [*Going out*] I'll be back in a little while.

[*On HOWARD'S exit, the light on his chair grows very bright and strange.*]

WILLY: Pull myself together! What the hell did I say to him? My God, I was yelling at him! How could I! [WILLY *breaks off, staring at the light, which occupies the chair, animating it. He approaches this chair, standing across the desk from it.*] Frank, Frank, don't you remember what you told me that time? How you put your hand on my shoulder, and Frank . . . [*He leans on the desk and as he speaks the dead man's name he accidentally switches on the recorder, and instantly—*]

HOWARD'S SON: “. . . of New York is Albany. The capital of Ohio is Cincinnati, the capital of Rhode Island is . . .” [*The recitation continues.*]

WILLY [*leaping away with fright, shouting*]: Ha! Howard! Howard! Howard!

HOWARD [*rushing in*]: What happened?

WILLY [*pointing at the machine, which continues nasally, childishly, with the capital cities*]: Shut it off! Shut it off!

HOWARD [*pulling the plug out*]: Look, Willy . . .

WILLY [*pressing his hands to his eyes*]: I gotta get myself some coffee. I'll get some coffee . . .

[WILLY *starts to walk out*. HOWARD *stops him*.]

HOWARD [*rolling up the cord*]: Willy, look . . .

WILLY: I'll go to Boston.

HOWARD: Willy, you can't go to Boston for us.

WILLY: Why can't I go?

HOWARD: I don't want you to represent us. I've been meaning to tell you for a long time now.

WILLY: Howard, are you firing me?

HOWARD: I think you need a good long rest, Willy.

WILLY: Howard—

HOWARD: And when you feel better, come back, and we'll see if we can work something out.

WILLY: But I gotta earn money, Howard. I'm in no position to—

HOWARD: Where are your sons? Why don't your sons give you a hand?

WILLY: They're working on a very big deal.

HOWARD: This is no time for false pride, Willy. You go to your sons and you tell them that you're tired. You've got two great boys, haven't you?

WILLY: Oh, no question, no question, but in the meantime . . .

HOWARD: Then that's that, heh?

WILLY: All right, I'll go to Boston tomorrow.

HOWARD: No, no.

WILLY: I can't throw myself on my sons. I'm not a cripple!

HOWARD: Look, kid, I'm busy this morning.

WILLY [*grasping HOWARD's arm*]: Howard, you've got to let me go to Boston!

HOWARD [*hard, keeping himself under control*]: I've got a line of people to see this morning. Sit down, take five minutes, and pull yourself together, and then go home, will ya? I need the office, Willy. [*He starts to go, turns, remembering the recorder, starts to push off the table holding the recorder.*] Oh, yeah. When—

ever you can this week, stop by and drop off the samples. You'll feel better, Willy, and then come back and we'll talk. Pull yourself together, kid, there's people outside.

[HOWARD exits, pushing the table off left. WILLY stares into space, exhausted. Now the music is heard—BEN'S music—first distantly, then closer, closer. As WILLY speaks, BEN enters from the right. He carries valise and umbrella.]

WILLY: Oh, Ben, how did you do it? What is the answer? Did you wind up the Alaska deal already?

BEN: Doesn't take much time if you know what you're doing. Just a short business trip. Boarding ship in an hour. Wanted to say good-bye.

WILLY: Ben, I've got to talk to you.

BEN [*glancing at his watch*]: Haven't the time, William.

WILLY [*crossing the apron to BEN*]: Ben, nothing's working out. I don't know what to do.

BEN: Now, look here, William. I've bought timberland in Alaska and I need a man to look after things for me.

WILLY: God, timberland! Me and my boys in those grand outdoors!

BEN: You've a new continent at your doorstep, William. Get out of these cities, they're full of talk and time payments and courts of law. Screw on your fists and you can fight for a fortune up there.

WILLY: Yes, yes! Linda, Linda!

[LINDA enters as of old, with the wash.]

LINDA: Oh, you're back?

BEN: I haven't much time.

WILLY: No, wait! Linda, he's got a proposition for me in Alaska.

LINDA: But you've got—[To BEN] He's got a beautiful job here.

WILLY: But in Alaska, kid, I could—

LINDA: You're doing well enough, Willy!

BEN [*to LINDA*]: Enough for what, my dear?

LINDA [*frightened of BEN and angry at him*]: Don't say those things to him! Enough to be happy right here, right now. [*To WILLY, while BEN laughs*] Why must everybody conquer the world? You're well liked, and the boys love you, and someday—[*to BEN*—why, old man Wagner told him just the other day that if he keeps it up he'll be a member of the firm, didn't he, Willy?

WILLY: Sure, sure. I am building something with this firm, Ben, and if a man is building something he must be on the right track, mustn't he?

BEN: What are you building? Lay your hand on it. Where is it?

WILLY [*hesitantly*]: That's true, Linda, there's nothing.

LINDA: Why? [*To BEN*] There's a man eighty-four years old—

WILLY: That's right, Ben, that's right. When I look at that man I say, what is there to worry about?

BEN: Bah!

WILLY: It's true, Ben. All he has to do is go into any city, pick up the phone, and he's making his living and you know why?

BEN [*picking up his valise*]: I've got to go.

WILLY [*holding BEN back*]: Look at this boy!

[*BIFF, in his high school sweater, enters carrying suitcase.*

HAPPY carries BIFF'S shoulder guards, gold helmet, and football pants.]

WILLY: Without a penny to his name, three great universities are begging for him, and from there the sky's the limit, because it's not what you do, Ben. It's who you know and the smile on your face! It's contacts, Ben, contacts! The whole wealth of Alaska passes over the lunch table at the Commodore Hotel, and that's the wonder, the wonder of this country, that a man can end with diamonds here on the

basis of being liked! [*He turns to BIFF.*] And that's why when you get out on that field today it's important. Because thousands of people will be rooting for you and loving you. [*To BEN, who has again begun to leave*] And Ben! when he walks into a business office his name will sound out like a bell and all the doors will open to him! I've seen it, Ben, I've seen it a thousand times! You can't feel it with your hand like timber, but it's there!

BEN: Good-bye, William.

WILLY: Ben, am I right? Don't you think I'm right? I value your advice.

BEN: There's a new continent at your doorstep, William. You could walk out rich. Rich! [*He is gone.*]

WILLY: We'll do it here, Ben! You hear me? We're gonna do it here!

[*Young BERNARD rushes in. The gay music of the boys is heard.*]

BERNARD: Oh, gee, I was afraid you left already!

WILLY: Why? What time is it?

BERNARD: It's half-past one!

WILLY: Well, come on, everybody! Ebbets Field next stop! Where's the pennants? [*He rushes through the wall-line of the kitchen and out into the living-room.*]

LINDA [*to BIFF*]: Did you pack fresh underwear?

BIFF [*who has been limbering up*]: I want to go!

BERNARD: Biff, I'm carrying your helmet, ain't I?

HAPPY: No, I'm carrying the helmet.

BERNARD: Oh, Biff, you promised me.

HAPPY: I'm carrying the helmet.

BERNARD: How am I going to get in the locker room?

LINDA: Let him carry the shoulder guards. [*She puts her coat and hat on in the kitchen.*]

BERNARD: Can I, Biff? 'Cause I told everybody I'm going to be in the locker room.

HAPPY: In Ebbets Field it's the clubhouse.

BERNARD: I meant the clubhouse. Biff!

HAPPY: Biff!

BIFF [*grandly, after a slight pause*]: Let him carry the shoulder guards.

HAPPY [*as he gives BERNARD the shoulder guards*]: Stay close to us now.

[WILLY *rushes in with the pennants.*]

WILLY [*handing them out*]: Everybody wave when Biff comes out on the field. [HAPPY and BERNARD *run off.*] You set now, boy?

[*The music has died away.*]

BIFF: Ready to go, Pop. Every muscle is ready.

WILLY [*at the edge of the apron*]: You realize what this means?

BIFF: That's right, Pop.

WILLY [*feeling BIFF's muscles*]: You're comin' home this afternoon captain of the All-Scholastic Championship Team of the City of New York.

BIFF: I got it, Pop. And remember, pal, when I take off my helmet, that touchdown is for you.

WILLY: Let's go! [*He is starting out, with his arm around BIFF, when CHARLEY enters, as of old, in knickers.*] I got no room for you, Charley.

CHARLEY: Room? For what?

WILLY: In the car.

CHARLEY: You goin' for a ride? I wanted to shoot some casino.

WILLY [*furiously*]: Casino! [*Incredulously*] Don't you realize what today is?

LINDA: Oh, he knows, Willy. He's just kidding you.

WILLY: That's nothing to kid about!

CHARLEY: No. Linda, what's goin' on?

LINDA: He's playing in Ebbets Field.

CHARLEY: Baseball in this weather?

WILLY: Don't talk to him. Come on, come on! [*He is pushing them out.*]

CHARLEY: Wait a minute, didn't you hear the news?

WILLY: What?

CHARLEY: Don't you listen to the radio? Ebbets Field just blew up.

WILLY: You go to hell! [CHARLEY *laughs. Pushing them out*] Come on, come on! We're late.

CHARLEY [*as they go*]: Knock a homer, Biff, knock a homer!

WILLY [*the last to leave, turning to CHARLEY*]: I don't think that was funny, Charley. This is the greatest day of his life.

CHARLEY: Willy, when are you going to grow up?

WILLY: Yeah, heh? When this game is over, Charley, you'll be laughing out of the other side of your face. They'll be calling him another Red Grange. Twenty-five thousand a year.

CHARLEY [*kidding*]: Is that so?

WILLY: Yeah, that's so.

CHARLEY: Well, then, I'm sorry, Willy. But tell me something.

WILLY: What?

CHARLEY: Who is Red Grange?

WILLY: Put up your hands. Goddam you, put up your hands!

[CHARLEY, *chuckling, shakes his head and walks away, around the left corner of the stage. WILLY follows him. The music rises to a mocking frenzy.*]

WILLY: Who the hell do you think you are, better than everybody else? You don't know everything, you big, ignorant, stupid . . . Put up your hands!

[*Light rises, on the right side of the forestage, on a small table in the reception room of CHARLEY'S office. Traffic sounds are*

heard. BERNARD, now mature, sits whistling to himself. A pair of tennis rackets and an overnight bag are on the floor beside him.]

WILLY [*offstage*]: What are you walking away for? Don't walk away! If you're going to say something say it to my face! I know you laugh at me behind my back. You'll laugh out of the other side of your goddam face after this game. Touchdown! Touchdown! Eighty thousand people! Touchdown! Right between the goal posts.

[BERNARD is a quiet, earnest, but self-assured young man. WILLY'S voice is coming from right upstage now. BERNARD lowers his feet off the table and listens. JENNY, his father's secretary, enters.]

JENNY [*distressed*]: Say, Bernard, will you go out in the hall?

BERNARD: What is that noise? Who is it?

JENNY: Mr. Loman. He just got off the elevator.

BERNARD [*getting up*]: Who's he arguing with?

JENNY: Nobody. There's nobody with him. I can't deal with him any more, and your father gets all upset everytime he comes. I've got a lot of typing to do, and your father's waiting to sign it. Will you see him?

WILLY [*entering*]: Touchdown! Touch—*[He sees JENNY.]* Jenny, Jenny, good to see you. How're ya? Workin'? Or still honest?

JENNY: Fine. How've you been feeling?

WILLY: Not much any more, Jenny. Ha, ha! *[He is surprised to see the rackets.]*

BERNARD: Hello, Uncle Willy.

WILLY [*almost shocked*]: Bernard! Well, look who's here! *[He comes quickly, guiltily, to BERNARD and warmly shakes his hand.]*

BERNARD: How are you? Good to see you.

WILLY: What are you doing here?

BERNARD: Oh, just stopped by to see Pop. Get off my feet till my train leaves. I'm going to Washington in a few minutes.

WILLY: Is he in?

BERNARD: Yes, he's in his office with the accountant. Sit down.

WILLY [*sitting down*]: What're you going to do in Washington?

BERNARD: Oh, just a case I've got there, Willy.

WILLY: That so? [*Indicating the rackets*] You going to play tennis there?

BERNARD: I'm staying with a friend who's got a court.

WILLY: Don't say. His own tennis court. Must be fine people, I bet.

BERNARD: They are, very nice. Dad tells me Biff's in town.

WILLY [*with a big smile*]: Yeah, Biff's in. Working on a very big deal, Bernard.

BERNARD: What's Biff doing?

WILLY: Well, he's been doing very big things in the West. But he decided to establish himself here. Very big. We're having dinner. Did I hear your wife had a boy?

BERNARD: That's right. Our second.

WILLY: Two boys! What do you know!

BERNARD: What kind of a deal has Biff got?

WILLY: Well, Bill Oliver—very big sporting-goods man—he wants Biff very badly. Called him in from the West. Long distance, carte blanche, special deliveries. Your friends have their own private tennis court?

BERNARD: You still with the old firm, Willy?

WILLY [*after a pause*]: I'm—I'm overjoyed to see how you made the grade, Bernard, overjoyed. It's an encouraging thing to see a young man really—really—Looks very good for Biff—very—[*He breaks off, then*] Bernard—[*He is so full of emotion, he breaks off again.*]

BERNARD: What is it, Willy?

WILLY [*small and alone*]: What—what's the secret?

BERNARD: What secret?

WILLY: How—how did you? Why didn't he ever catch on?

BERNARD: I wouldn't know that, Willy.

WILLY [*confidentially, desperately*]: You were his friend, his boyhood friend. There's something I don't understand about it. His life ended after that Ebbets Field game. From the age of seventeen nothing good ever happened to him.

BERNARD: He never trained himself for anything.

WILLY: But he did, he did. After high school he took so many correspondence courses. Radio mechanics; television; God knows what, and never made the slightest mark.

BERNARD [*taking off his glasses*]: Willy, do you want to talk candidly?

WILLY [*rising, faces BERNARD*]: I regard you as a very brilliant man, Bernard. I value your advice.

BERNARD: Oh, the hell with the advice, Willy. I couldn't advise you. There's just one thing I've always wanted to ask you. When he was supposed to graduate, and the math teacher flunked him—

WILLY: Oh, that son-of-a-bitch ruined his life.

BERNARD: Yeah, but, Willy, all he had to do was to go to summer school and make up that subject.

WILLY: That's right, that's right.

BERNARD: Did you tell him not to go to summer school?

WILLY: Me? I begged him to go. I ordered him to go!

BERNARD: Then why wouldn't he go?

WILLY: Why? Why! Bernard, that question has been trailing me like a ghost for the last fifteen years. He flunked the subject, and laid down and died like a hammer hit him!

BERNARD: Take it easy, kid.

WILLY: Let me talk to you—I got nobody to talk to. Bernard, Bernard, was it my fault? Y'see? It keeps going

around in my mind, maybe I did something to him. I got nothing to give him.

BERNARD: Don't take it so hard.

WILLY: Why did he lay down? What is the story there? You were his friend!

BERNARD: Willy, I remember, it was June, and our grades came out. And he'd flunked math.

WILLY: That son-of-a-bitch!

BERNARD: No, it wasn't right then. Biff just got very angry, I remember, and he was ready to enroll in summer school.

WILLY [*surprised*]: He was?

BERNARD: He wasn't beaten by it at all. But then, Willy, he disappeared from the block for almost a month. And I got the idea that he'd gone up to New England to see you. Did he have a talk with you then?

[WILLY *stares in silence.*]

BERNARD: Willy?

WILLY [*with a strong edge of resentment in his voice*]: Yeah, he came to Boston. What about it?

BERNARD: Well, just that when he came back—I'll never forget this, it always mystifies me. Because I'd thought so well of Biff, even though he'd always taken advantage of me. I loved him, Willy, y'know? And he came back after that month and took his sneakers—remember those sneakers with "University of Virginia" printed on them? He was so proud of those, wore them every day. And he took them down in the cellar, and burned them up in the furnace. We had a fist fight. It lasted at least half an hour. Just the two of us, punching each other down the cellar, and crying right through it. I've often thought of how strange it was that I knew he'd given up his life. What happened in Boston, Willy?

[WILLY *looks at him as at an intruder.*]

BERNARD: I just bring it up because you asked me.

WILLY [*angrily*]: Nothing. What do you mean, “What happened?” What’s that got to do with anything?

BERNARD: Well, don’t get sore.

WILLY: What are you trying to do, blame it on me? If a boy lays down is that my fault?

BERNARD: Now, Willy, don’t get—

WILLY: Well, don’t—don’t talk to me that way! What does that mean, “What happened?”

[CHARLEY *enters*. *He is in his vest, and he carries a bottle of bourbon.*]

CHARLEY: Hey, you’re going to miss that train. [*He waves the bottle.*]

BERNARD: Yeah, I’m going. [*He takes the bottle.*] Thanks, Pop. [*He picks up his rackets and bag.*] Good-bye, Willy, and don’t worry about it. You know, “If at first you don’t succeed . . .”

WILLY: Yes, I believe in that.

BERNARD: But sometimes, Willy, it’s better for a man just to walk away.

WILLY: Walk away?

BERNARD: That’s right.

WILLY: But if you can’t walk away?

BERNARD [*after a slight pause*]: I guess that’s when it’s tough.

[*Extending his hand*] Good-bye, Willy.

WILLY [*shaking BERNARD’S hand*]: Good-bye, boy.

CHARLEY [*an arm on BERNARD’S shoulder*]: How do you like this kid? Gonna argue a case in front of the Supreme Court.

BERNARD [*protesting*]: Pop!

WILLY [*genuinely shocked, pained, and happy*]: No! The Supreme Court!

BERNARD: I gotta run. ’Bye, Dad!

CHARLEY: Knock 'em dead, Bernard!

[BERNARD *goes off.*]

WILLY [*as CHARLEY takes out his wallet*]: The Supreme Court! And he didn't even mention it!

CHARLEY [*counting out money on the desk*]: He don't have to—he's gonna do it.

WILLY: And you never told him what to do, did you? You never took any interest in him.

CHARLEY: My salvation is that I never took any interest in anything. There's some money—fifty dollars. I got an accountant inside.

WILLY: Charley, look . . . [*With difficulty*] I got my insurance to pay. If you can manage it—I need a hundred and ten dollars.

[CHARLEY *doesn't reply for a moment; merely stops moving.*]

WILLY: I'd draw it from my bank but Linda would know, and I . . .

CHARLEY: Sit down, Willy.

WILLY [*moving toward the chair*]: I'm keeping an account of everything, remember. I'll pay every penny back. [*He sits.*]

CHARLEY: Now listen to me, Willy.

WILLY: I want you to know I appreciate . . .

CHARLEY [*sitting down on the table*]: Willy, what're you doin'? What the hell is goin' on in your head?

WILLY: Why? I'm simply . . .

CHARLEY: I offered you a job. You can make fifty dollars a week. And I won't send you on the road.

WILLY: I've got a job.

CHARLEY: Without pay? What kind of a job is a job without pay? [*He rises.*] Now, look, kid, enough is enough. I'm no genius but I know when I'm being insulted.

WILLY: Insulted!

CHARLEY: Why don't you want to work for me?

WILLY: What's the matter with you? I've got a job.

CHARLEY: Then what're you walkin' in here every week for?

WILLY [*getting up*]: Well, if you don't want me to walk in here—

CHARLEY: I am offering you a job.

WILLY: I don't want your goddam job!

CHARLEY: When the hell are you going to grow up?

WILLY [*furiously*]: You big ignoramus, if you say that to me again I'll rap you one! I don't care how big you are! [*He's ready to fight.*]

[*Pause.*]

CHARLEY [*kindly, going to him*]: How much do you need, Willy?

WILLY: Charley, I'm strapped, I'm strapped. I don't know what to do. I was just fired.

CHARLEY: Howard fired you?

WILLY: That snotnose. Imagine that? I named him. I named him Howard.

CHARLEY: Willy, when're you gonna realize that them things don't mean anything? You named him Howard, but you can't sell that. The only thing you got in this world is what you can sell. And the funny thing is that you're a salesman, and you don't know that.

WILLY: I've always tried to think otherwise, I guess. I always felt that if a man was impressive, and well liked, that nothing—

CHARLEY: Why must everybody like you? Who liked J. P. Morgan? Was he impressive? In a Turkish bath he'd look like a butcher. But with his pockets on he was very well liked. Now listen, Willy, I know you don't like me, and nobody can say I'm in love with you, but I'll give you a job because—just for the hell of it, put it that way. Now what do you say?

WILLY: I—I just can't work for you, Charley.

CHARLEY: What're you, jealous of me?

WILLY: I can't work for you, that's all, don't ask me why.

CHARLEY [*angered, takes out more bills*]: You been jealous of me all your life, you damned fool! Here, pay your insurance. [*He puts the money in WILLY's hand.*]

WILLY: I'm keeping strict accounts.

CHARLEY: I've got some work to do. Take care of yourself. And pay your insurance.

WILLY [*moving to the right*]: Funny, y'know? After all the highways, and the trains, and the appointments, and the years, you end up worth more dead than alive.

CHARLEY: Willy, nobody's worth nothin' dead. [*After a slight pause*] Did you hear what I said?

[*WILLY stands still, dreaming.*]

CHARLEY: Willy!

WILLY: Apologize to Bernard for me when you see him. I didn't mean to argue with him. He's a fine boy. They're all fine boys, and they'll end up big—all of them. Someday they'll all play tennis together. Wish me luck, Charley. He saw Bill Oliver today.

CHARLEY: Good luck.

WILLY [*on the verge of tears*]: Charley, you're the only friend I got. Isn't that a remarkable thing? [*He goes out.*]

CHARLEY: Jesus!

[*CHARLEY stares after him a moment and follows. All light blacks out. Suddenly raucous music is heard, and a red glow rises behind the screen at right. STANLEY, a young waiter, appears, carrying a table, followed by HAPPY, who is carrying two chairs.*]

STANLEY [*putting the table down*]: That's all right, Mr. Loman, I can handle it myself. [*He turns and takes the chairs from HAPPY and places them at the table.*]

HAPPY [*glancing around*]: Oh, this is better.

STANLEY: Sure, in the front there you're in the middle of

all kinds a noise. Whenever you got a party, Mr. Loman, you just tell me and I'll put you back here. Y'know, there's a lotta people they don't like it private, because when they go out they like to see a lotta action around them because they're sick and tired to stay in the house by theirselves. But I know you, you ain't from Hackensack. You know what I mean?

HAPPY [*sitting down*]: So how's it coming, Stanley?

STANLEY: Ah, it's a dog's life. I only wish during the war they'd a took me in the Army. I coulda been dead by now.

HAPPY: My brother's back, Stanley.

STANLEY: Oh, he come back, heh? From the Far West.

HAPPY: Yeah, big cattle man, my brother, so treat him right. And my father's coming too.

STANLEY: Oh, your father too!

HAPPY: You got a couple of nice lobsters?

STANLEY: Hundred percent, big.

HAPPY: I want them with the claws.

STANLEY: Don't worry, I don't give you no mice. [HAPPY *laughs*.] How about some wine? It'll put a head on the meal.

HAPPY: No. You remember, Stanley, that recipe I brought you from overseas? With the champagne in it?

STANLEY: Oh, yeah, sure. I still got it tacked up yet in the kitchen. But that'll have to cost a buck apiece anyways.

HAPPY: That's all right.

STANLEY: What'd you, hit a number or somethin'?

HAPPY: No, it's a little celebration. My brother is—I think he pulled off a big deal today. I think we're going into business together.

STANLEY: Great! That's the best for you. Because a family business, you know what I mean?—that's the best.

HAPPY: That's what I think.

STANLEY: 'Cause what's the difference? Somebody steals? It's in the family. Know what I mean? [*Sotto voce*] Like this

bartender here. The boss is goin' crazy what kinda leak he's got in the cash register. You put it in but it don't come out.

HAPPY [*raising his head*]: Sh!

STANLEY: What?

HAPPY: You notice I wasn't lookin' right or left, was I?

STANLEY: No.

HAPPY: And my eyes are closed.

STANLEY: So what's the—?

HAPPY: Strudel's comin'.

STANLEY [*catching on, looks around*]: Ah, no, there's no—
[*He breaks off as a furred, lavishly dressed girl enters and sits at the next table. Both follow her with their eyes.*]

STANLEY: Geez, how'd ya know?

HAPPY: I got radar or something. [*Staring directly at her profile*] Ooooooooo . . . Stanley.

STANLEY: I think that's for you, Mr. Loman.

HAPPY: Look at that mouth. Oh, God. And the binoculars.

STANLEY: Geez, you got a life, Mr. Loman.

HAPPY: Wait on her.

STANLEY [*going to the girl's table*]: Would you like a menu, ma'am?

GIRL: I'm expecting someone, but I'd like a—

HAPPY: Why don't you bring her—excuse me, miss, do you mind? I sell champagne, and I'd like you to try my brand. Bring her a champagne, Stanley.

GIRL: That's awfully nice of you.

HAPPY: Don't mention it. It's all company money. [*He laughs.*]

GIRL: That's a charming product to be selling, isn't it?

HAPPY: Oh, gets to be like everything else. Selling is selling, y'know.

GIRL: I suppose.

HAPPY: You don't happen to sell, do you?

GIRL: No, I don't sell.

HAPPY: Would you object to a compliment from a stranger? You ought to be on a magazine cover.

GIRL [*looking at him a little archly*]: I have been.

[STANLEY comes in with a glass of champagne.]

HAPPY: What'd I say before, Stanley? You see? She's a cover girl.

STANLEY: Oh, I could see, I could see.

HAPPY [*to the GIRL*]: What magazine?

GIRL: Oh, a lot of them. [*She takes the drink.*] Thank you.

HAPPY: You know what they say in France, don't you? "Champagne is the drink of the complexion"—Hya, Biff!

[BIFF has entered and sits with HAPPY.]

BIFF: Hello, kid. Sorry I'm late.

HAPPY: I just got here. Uh, Miss—?

GIRL: Forsythe.

HAPPY: Miss Forsythe, this is my brother.

BIFF: Is Dad here?

HAPPY: His name is Biff. You might've heard of him. Great football player.

GIRL: Really? What team?

HAPPY: Are you familiar with football?

GIRL: No, I'm afraid I'm not.

HAPPY: Biff is quarterback with the New York Giants.

GIRL: Well, that is nice, isn't it? [*She drinks.*]

HAPPY: Good health.

GIRL: I'm happy to meet you.

HAPPY: That's my name. Hap. It's really Harold, but at West Point they called me Happy.

GIRL [*now really impressed*]: Oh, I see. How do you do? [*She turns her profile.*]

BIFF: Isn't Dad coming?

HAPPY: You want her?

BIFF: Oh, I could never make that.

HAPPY: I remember the time that idea would never come into your head. Where's the old confidence, Biff?

BIFF: I just saw Oliver—

HAPPY: Wait a minute. I've got to see that old confidence again. Do you want her? She's on call.

BIFF: Oh, no. [*He turns to look at the GIRL.*]

HAPPY: I'm telling you. Watch this. [*Turning to the GIRL*] Honey? [*She turns to him.*] Are you busy?

GIRL: Well, I am . . . but I could make a phone call.

HAPPY: Do that, will you, honey? And see if you can get a friend. We'll be here for a while. Biff is one of the greatest football players in the country.

GIRL [*standing up*]: Well, I'm certainly happy to meet you.

HAPPY: Come back soon.

GIRL: I'll try.

HAPPY: Don't try, honey, try hard.

[*The GIRL exits. STANLEY follows, shaking his head in bewildered admiration.*]

HAPPY: Isn't that a shame now? A beautiful girl like that? That's why I can't get married. There's not a good woman in a thousand. New York is loaded with them, kid!

BIFF: Hap, look—

HAPPY: I told you she was on call!

BIFF [*strangely unnerved*]: Cut it out, will ya? I want to say something to you.

HAPPY: Did you see Oliver?

BIFF: I saw him all right. Now look, I want to tell Dad a couple of things and I want you to help me.

HAPPY: What? Is he going to back you?

BIFF: Are you crazy? You're out of your goddam head, you know that?

HAPPY: Why? What happened?

BIFF [*breathlessly*]: I did a terrible thing today, Hap. It's been the strangest day I ever went through. I'm all numb, I swear.

HAPPY: You mean he wouldn't see you?

BIFF: Well, I waited six hours for him, see? All day. Kept sending my name in. Even tried to date his secretary so she'd get me to him, but no soap.

HAPPY: Because you're not showin' the old confidence, Biff. He remembered you, didn't he?

BIFF [*stopping HAPPY with a gesture*]: Finally, about five o'clock, he comes out. Didn't remember who I was or anything. I felt like such an idiot, Hap.

HAPPY: Did you tell him my Florida idea?

BIFF: He walked away. I saw him for one minute. I got so mad I could've torn the walls down! How the hell did I ever get the idea I was a salesman there? I even believed myself that I'd been a salesman for him! And then he gave me one look and—I realized what a ridiculous lie my whole life has been. We've been talking in a dream for fifteen years. I was a shipping clerk.

HAPPY: What'd you do?

BIFF [*with great tension and wonder*]: Well, he left, see. And the secretary went out. I was all alone in the waiting-room. I don't know what came over me, Hap. The next thing I know I'm in his office—paneled walls, everything. I can't explain it. I—Hap, I took his fountain pen.

HAPPY: Geez, did he catch you?

BIFF: I ran out. I ran down all eleven flights. I ran and ran and ran.

HAPPY: That was an awful dumb—what'd you do that for?

BIFF [*agonized*]: I don't know, I just—wanted to take something, I don't know. You gotta help me, Hap, I'm gonna tell Pop.

HAPPY: You crazy? What for?

BIFF: Hap, he's got to understand that I'm not the man somebody lends that kind of money to. He thinks I've been spiting him all these years and it's eating him up.

HAPPY: That's just it. You tell him something nice.

BIFF: I can't.

HAPPY: Say you got a lunch date with Oliver tomorrow.

BIFF: So what do I do tomorrow?

HAPPY: You leave the house tomorrow and come back at night and say Oliver is thinking it over. And he thinks it over for a couple of weeks, and gradually it fades away and nobody's the worse.

BIFF: But it'll go on for ever!

HAPPY: Dad is never so happy as when he's looking forward to something!

[WILLY enters.]

HAPPY: Hello, scout!

WILLY: Gee, I haven't been here in years!

[STANLEY has followed WILLY in and sets a chair for him.

STANLEY starts off but HAPPY stops him.]

HAPPY: Stanley!

[STANLEY stands by, waiting for an order.]

BIFF [going to WILLY with guilt, as to an invalid]: Sit down, Pop. You want a drink?

WILLY: Sure, I don't mind.

BIFF: Let's get a load on.

WILLY: You look worried.

BIFF: N-no. [To STANLEY] Scotch all around. Make it doubles.

STANLEY: Doubles, right. [He goes.]

WILLY: You had a couple already, didn't you?

BIFF: Just a couple, yeah.

WILLY: Well, what happened, boy? [Nodding affirmatively, with a smile] Everything go all right?

BIFF [takes a breath, then reaches out and grasps WILLY's hand]: Pal . . . [He is smiling bravely, and WILLY is smiling too.] I had an experience today.

HAPPY: Terrific, Pop.

WILLY: That so? What happened?

BIFF [*high, slightly alcoholic, above the earth*]: I'm going to tell you everything from first to last. It's been a strange day. [*Silence. He looks around, composes himself as best he can, but his breath keeps breaking the rhythm of his voice.*] I had to wait quite a while for him, and—

WILLY: Oliver?

BIFF: Yeah, Oliver. All day, as a matter of cold fact. And a lot of—instances—facts, Pop, facts about my life came back to me. Who was it, Pop? Who ever said I was a salesman with Oliver?

WILLY: Well, you were.

BIFF: No, Dad, I was a shipping clerk.

WILLY: But you were practically—

BIFF [*with determination*]: Dad, I don't know who said it first, but I was never a salesman for Bill Oliver.

WILLY: What're you talking about?

BIFF: Let's hold on to the facts tonight, Pop. We're not going to get anywhere bullin' around. I was a shipping clerk.

WILLY [*angrily*]: All right, now listen to me—

BIFF: Why don't you let me finish?

WILLY: I'm not interested in stories about the past or any crap of that kind because the woods are burning, boys, you understand? There's a big blaze going on all around. I was fired today.

BIFF [*shocked*]: How could you be?

WILLY: I was fired, and I'm looking for a little good news to tell your mother, because the woman has waited and the woman has suffered. The gist of it is that I haven't got a story left in my head, Biff. So don't give me a lecture about facts and aspects. I am not interested. Now what've you got to say to me?

[*STANLEY enters with three drinks. They wait until he leaves.*]

WILLY: Did you see Oliver?

BIFF: Jesus, Dad!

WILLY: You mean you didn't go up there?

HAPPY: Sure he went up there.

BIFF: I did. I—saw him. How could they fire you?

WILLY [*on the edge of his chair*]: What kind of a welcome did he give you?

BIFF: He won't even let you work on commission?

WILLY: I'm out! [*Driving*] So tell me, he gave you a warm welcome?

HAPPY: Sure, Pop, sure!

BIFF [*driven*]: Well, it was kind of—

WILLY: I was wondering if he'd remember you. [*To HAPPY*] Imagine, man doesn't see him for ten, twelve years and gives him that kind of a welcome!

HAPPY: Damn right!

BIFF [*trying to return to the offensive*]: Pop, look—

WILLY: You know why he remembered you, don't you? Because you impressed him in those days.

BIFF: Let's talk quietly and get this down to the facts, huh?

WILLY [*as though BIFF had been interrupting*]: Well, what happened? It's great news, Biff. Did he take you into his office or'd you talk in the waiting-room?

BIFF: Well, he came in, see, and—

WILLY [*with a big smile*]: What'd he say? Betcha he threw his arm around you.

BIFF: Well, he kinda—

WILLY: He's a fine man. [*To HAPPY*] Very hard man to see, y'know.

HAPPY [*agreeing*]: Oh, I know.

WILLY [*to BIFF*]: Is that where you had the drinks?

BIFF: Yeah, he gave me a couple of—no, no!

HAPPY [*cutting in*]: He told him my Florida idea.

WILLY: Don't interrupt. [*To BIFF*] How'd he react to the Florida idea?

BIFF: Dad, will you give me a minute to explain?

WILLY: I've been waiting for you to explain since I sat down here! What happened? He took you into his office and what?

BIFF: Well—I talked. And—and he listened, see.

WILLY: Famous for the way he listens, y'know. What was his answer?

BIFF: His answer was—*[He breaks off, suddenly angry.]* Dad, you're not letting me tell you what I want to tell you!

WILLY *[accusing, angered]*: You didn't see him, did you?

BIFF: I did see him!

WILLY: What'd you insult him or something? You insulted him, didn't you?

BIFF: Listen, will you let me out of it, will you just let me out of it!

HAPPY: What the hell!

WILLY: Tell me what happened!

BIFF *[to HAPPY]*: I can't talk to him!

[A single trumpet note jars the ear. The light of green leaves stains the house, which holds the air of night and a dream.]

YOUNG BERNARD *enters and knocks on the door of the house.*

YOUNG BERNARD *[frantically]*: Mrs. Loman, Mrs. Loman!

HAPPY: Tell him what happened!

BIFF *[to HAPPY]*: Shut up and leave me alone!

WILLY: No, no! You had to go and flunk math!

BIFF: What math? What're you talking about?

YOUNG BERNARD: Mrs. Loman, Mrs. Loman!

[LINDA appears in the house, as of old.]

WILLY *[wildly]*: Math, math, math!

BIFF: Take it easy, Pop!

YOUNG BERNARD: Mrs. Loman!

WILLY *[furiously]*: If you hadn't flunked you'd've been set by now!

BIFF: Now, look, I'm gonna tell you what happened, and you're going to listen to me.

YOUNG BERNARD: Mrs. Loman!

BIFF: I waited six hours—

HAPPY: What the hell are you saying?

BIFF: I kept sending in my name but he wouldn't see me. So finally he . . . [*He continues unheard as light fades low on the restaurant.*]

YOUNG BERNARD: Biff flunked math!

LINDA: No!

YOUNG BERNARD: Birnbaum flunked him! They won't graduate him!

LINDA: But they have to. He's gotta go to the university. Where is he? Biff! Biff!

YOUNG BERNARD: No, he left. He went to Grand Central.

LINDA: Grand—You mean he went to Boston!

YOUNG BERNARD: Is Uncle Willy in Boston?

LINDA: Oh, maybe Willy can talk to the teacher. Oh, the poor, poor boy!

[*Light on house area snaps out.*]

BIFF [*at the table, now audible, holding up a gold fountain pen*]: . . . so I'm washed up with Oliver, you understand? Are you listening to me?

WILLY [*at a loss*]: Yeah, sure. If you hadn't flunked—

BIFF: Flunked what? What're you talking about?

WILLY: Don't blame everything on me! I didn't flunk math—you did! What pen?

HAPPY: That was awful dumb, Biff, a pen like that is worth—

WILLY [*seeing the pen for the first time*]: You took Oliver's pen?

BIFF [*weakening*]: Dad, I just explained it to you.

WILLY: You stole Bill Oliver's fountain pen!

BIFF: I didn't exactly steal it! That's just what I've been explaining to you!

HAPPY: He had it in his hand and just then Oliver walked in, so he got nervous and stuck it in his pocket!

WILLY: My God, Biff!

BIFF: I never intended to do it, Dad!

OPERATOR'S VOICE: Standish Arms, good evening!

WILLY [*shouting*]: I'm not in my room!

BIFF [*frightened*]: Dad, what's the matter? [*He and HAPPY stand up.*]

OPERATOR: Ringing Mr. Loman for you!

WILLY: I'm not there, stop it!

BIFF [*horrified, gets down on one knee before WILLY*]: Dad, I'll make good, I'll make good. [*WILLY tries to get to his feet. BIFF holds him down.*] Sit down now.

WILLY: No, you're no good, you're no good for anything.

BIFF: I am, Dad, I'll find something else, you understand? Now don't worry about anything. [*He holds up WILLY's face.*] Talk to me, Dad.

OPERATOR: Mr. Loman does not answer. Shall I page him?

WILLY [*attempting to stand, as though to rush and silence the OPERATOR*]: No, no, no!

HAPPY: He'll strike something, Pop.

WILLY: No, no . . .

BIFF [*desperately, standing over WILLY*]: Pop, listen! Listen to me! I'm telling you something good. Oliver talked to his partner about the Florida idea. You listening? He—he talked to his partner, and he came to me . . . I'm going to be all right, you hear? Dad, listen to me, he said it was just a question of the amount!

WILLY: Then you . . . got it?

HAPPY: He's gonna be terrific, Pop!

WILLY [*trying to stand*]: Then you got it, haven't you? You got it! You got it!

BIFF [*agonized, holds WILLY down*]: No, no. Look, Pop. I'm supposed to have lunch with them tomorrow. I'm just telling you this so you'll know that I can still make an impression,

Pop. And I'll make good somewhere, but I can't go tomorrow, see?

WILLY: Why not? You simply—

BIFF: But the pen, Pop!

WILLY: You give it to him and tell him it was an oversight!

HAPPY: Sure, have lunch tomorrow!

BIFF: I can't say that—

WILLY: You were doing a crossword puzzle and accidentally used his pen!

BIFF: Listen, kid, I took those balls years ago, now I walk in with his fountain pen? That clinches it, don't you see? I can't face him like that! I'll try elsewhere.

PAGE'S VOICE: Paging Mr. Loman!

WILLY: Don't you want to be anything?

BIFF: Pop, how can I go back?

WILLY: You don't want to be anything, is that what's behind it?

BIFF [*now angry at WILLY for not crediting his sympathy*]: Don't take it that way! You think it was easy walking into that office after what I'd done to him? A team of horses couldn't have dragged me back to Bill Oliver!

WILLY: Then why'd you go?

BIFF: Why did I go? Why did I go! Look at you! Look at what's become of you!

[*Off left, THE WOMAN laughs.*]

WILLY: Biff, you're going to go to that lunch tomorrow, or—

BIFF: I can't go. I've got no appointment!

HAPPY: Biff, for . . . !

WILLY: Are you spiting me?

BIFF: Don't take it that way! Goddammit!

WILLY [*strikes BIFF and falters away from the table*]: You rotten little louse! Are you spiting me?

THE WOMAN: Someone's at the door, Willy!

BIFF: I'm no good, can't you see what I am?

HAPPY [*separating them*]: Hey, you're in a restaurant! Now cut it out, both of you! [*The girls enter.*] Hello, girls, sit down.

[THE WOMAN *laughs, off left.*]

MISS FORSYTHE: I guess we might as well. This is Letta.

THE WOMAN: Willy, are you going to wake up?

BIFF [*ignoring WILLY*]: How're ya, miss, sit down. What do you drink?

MISS FORSYTHE: Letta might not be able to stay long.

LETTA: I gotta get up very early tomorrow. I got jury duty. I'm so excited! Were you fellows ever on a jury?

BIFF: No, but I been in front of them! [*The girls laugh.*] This is my father.

LETTA: Isn't he cute? Sit down with us, Pop.

HAPPY: Sit him down, Biff!

BIFF [*going to him*]: Come on, slugger, drink us under the table. To hell with it! Come on, sit down, pal.

[*On BIFF's last insistence, WILLY is about to sit.*]

THE WOMAN [*now urgently*]: Willy, are you going to answer the door!

[THE WOMAN'S *call pulls WILLY back. He starts right, befuddled.*]

BIFF: Hey, where are you going?

WILLY: Open the door.

BIFF: The door?

WILLY: The washroom . . . the door . . . where's the door?

BIFF [*leading WILLY to the left*]: Just go straight down.

[WILLY *moves left.*]

THE WOMAN: Willy, Willy, are you going to get up, get up, get up, get up?

[WILLY *exits left.*]

LETTA: I think it's sweet you bring your daddy along.

MISS FORSYTHE: Oh, he isn't really your father!

BIFF [*at left, turning to her resentfully*]: Miss Forsythe, you've just seen a prince walk by. A fine, troubled prince. A hard-working, unappreciated prince. A pal, you understand? A good companion. Always for his boys.

LETTA: That's so sweet.

HAPPY: Well, girls, what's the program? We're wasting time. Come on, Biff. Gather round. Where would you like to go?

BIFF: Why don't you do something for him?

HAPPY: Me!

BIFF: Don't you give a damn for him, Hap?

HAPPY: What're you talking about? I'm the one who—

BIFF: I sense it, you don't give a good goddam about him. [*He takes the rolled-up hose from his pocket and puts it on the table in front of HAPPY.*] Look what I found in the cellar, for Christ's sake. How can you bear to let it go on?

HAPPY: Me? Who goes away? Who runs off and—

BIFF: Yeah, but he doesn't mean anything to you. You could help him—I can't. Don't you understand what I'm talking about? He's going to kill himself, don't you know that?

HAPPY: Don't I know it! Me!

BIFF: Hap, help him! Jesus . . . help him . . . Help me, help me, I can't bear to look at his face! [*Ready to weep, he hurries out, up right.*]

HAPPY [*starting after him*]: Where are you going?

MISS FORSYTHE: What's he so mad about?

HAPPY: Come on, girls, we'll catch up with him.

MISS FORSYTHE [*as HAPPY pushes her out*]: Say, I don't like that temper of his!

HAPPY: He's just a little overstrung, he'll be all right!

WILLY [*off left, as THE WOMAN laughs*]: Don't answer! Don't answer!

LETTA: Don't you want to tell your father—

HAPPY: No, that's not my father. He's just a guy. Come on, we'll catch Biff, and, honey, we're going to paint this town! Stanley, where's the check! Hey, Stanley!

[*They exit. STANLEY looks toward left.*]

STANLEY [*calling to HAPPY indignantly*]: Mr. Loman! Mr. Loman!

[*STANLEY picks up a chair and follows them off. Knocking is heard off left. THE WOMAN enters, laughing. WILLY follows her. She is in a black slip; he is buttoning his shirt. Raw, sensuous music accompanies their speech.*]

WILLY: Will you stop laughing? Will you stop?

THE WOMAN: Aren't you going to answer the door? He'll wake the whole hotel.

WILLY: I'm not expecting anybody.

THE WOMAN: Whyn't you have another drink, honey, and stop being so damn self-centered?

WILLY: I'm so lonely.

THE WOMAN: You know you ruined me, Willy? From now on, whenever you come to the office, I'll see that you go right through to the buyers. No waiting at my desk any more, Willy. You ruined me.

WILLY: That's nice of you to say that.

THE WOMAN: Gee, you are self-centered! Why so sad? You are the saddest, self-centerested soul I ever did see-saw. [*She laughs. He kisses her.*] Come on inside, drummer boy. It's silly to be dressing in the middle of the night. [*As knocking is heard*] Aren't you going to answer the door?

WILLY: They're knocking on the wrong door.

THE WOMAN: But I felt the knocking. And he heard us talking in here. Maybe the hotel's on fire!

WILLY [*his terror rising*]: It's a mistake.

THE WOMAN: Then tell him to go away!

WILLY: There's nobody there.

THE WOMAN: It's getting on my nerves, Willy. There's somebody standing out there and it's getting on my nerves!

WILLY [*pushing her away from him*]: All right, stay in the bathroom here, and don't come out. I think there's a law in Massachusetts about it, so don't come out. It may be that new room clerk. He looked very mean. So don't come out. It's a mistake, there's no fire.

[*The knocking is heard again. He takes a few steps away from her, and she vanishes into the wing. The light follows him, and now he is facing YOUNG BIFF, who carries a suitcase. BIFF steps toward him. The music is gone.*]

BIFF: Why didn't you answer?

WILLY: Biff! What are you doing in Boston?

BIFF: Why didn't you answer? I've been knocking for five minutes, I called you on the phone—

WILLY: I just heard you. I was in the bathroom and had the door shut. Did anything happen home?

BIFF: Dad—I let you down.

WILLY: What do you mean?

BIFF: Dad . . .

WILLY: Biff, what's this about? [*Putting his arm around BIFF*] Come on, let's go downstairs and get you a malted.

BIFF: Dad, I flunked math.

WILLY: Not for the term?

BIFF: The term. I haven't got enough credits to graduate.

WILLY: You mean to say Bernard wouldn't give you the answers?

BIFF: He did, he tried, but I only got a sixty-one.

WILLY: And they wouldn't give you four points?

BIFF: Birnbaum refused absolutely. I begged him, Pop, but he won't give me those points. You gotta talk to him before they close the school. Because if he saw the kind of man you are, and you just talked to him in your way, I'm sure he'd come through for me. The class came right before prac-

tice, see, and I didn't go enough. Would you talk to him? He'd like you, Pop. You know the way you could talk.

WILLY: You're on. We'll drive right back.

BIFF: Oh, Dad, good work! I'm sure he'll change it for you!

WILLY: Go downstairs and tell the clerk I'm checkin' out. Go right down.

BIFF: Yes, sir! See, the reason he hates me, Pop—one day he was late for class so I got up at the blackboard and imitated him. I crossed my eyes and talked with a lithp.

WILLY [*laughing*]: You did? The kids like it?

BIFF: They nearly died laughing!

WILLY: Yeah? What'd you do?

BIFF: The thquare root of thixthy twee is . . . [WILLY *bursts out laughing*; BIFF *joins him*.] And in the middle of it he walked in!

[WILLY *laughs* and THE WOMAN *joins in offstage*.]

WILLY [*without hesitation*]: Hurry downstairs and—

BIFF: Somebody in there?

WILLY: No, that was next door.

[THE WOMAN *laughs offstage*.]

BIFF: Somebody got in your bathroom!

WILLY: No, it's the next room, there's a party—

THE WOMAN [*enters, laughing. She lisps this*]: Can I come in? There's something in the bathtub, Willy, and it's moving!

[WILLY *looks at* BIFF, *who is staring open-mouthed and horrified at* THE WOMAN.]

WILLY: Ah—you better go back to your room. They must be finished painting by now. They're painting her room so I let her take a shower here. Go back, go back . . . [*He pushes her*.]

THE WOMAN [*resisting*]: But I've got to get dressed, Willy, I can't—

WILLY: Get out of here! Go back, go back . . . [*Suddenly*

striving for the ordinary] This is Miss Francis, Biff, she's a buyer. They're painting her room. Go back, Miss Francis, go back . . .

THE WOMAN: But my clothes, I can't go out naked in the hall!

WILLY [*pushing her offstage*]: Get outa here! Go back, go back!

[BIFF *slowly sits down on his suitcase as the argument continues offstage.*]

THE WOMAN: Where's my stockings? You promised me stockings, Willy!

WILLY: I have no stockings here!

THE WOMAN: You had two boxes of size nine sheers for me, and I want them!

WILLY: Here, for God's sake, will you get outa here!

THE WOMAN [*enters holding a box of stockings*]: I just hope there's nobody in the hall. That's all I hope. [*To BIFF*] Are you football or baseball?

BIFF: Football.

THE WOMAN [*angry, humiliated*]: That's me too. G'night. [*She snatches her clothes from WILLY, and walks out.*]

WILLY [*after a pause*]: Well, better get going. I want to get to the school first thing in the morning. Get my suits out of the closet. I'll get my valise. [BIFF *doesn't move.*] What's the matter? [BIFF *remains motionless, tears falling.*] She's a buyer. Buys for J. H. Simmons. She lives down the hall—they're painting. You don't imagine—[*He breaks off. After a pause*] Now listen, pal, she's just a buyer. She sees merchandise in her room and they have to keep it looking just so . . . [*Pause. Assuming command*] All right, get my suits. [BIFF *doesn't move.*] Now stop crying and do as I say. I gave you an order. Biff, I gave you an order! Is that what you do when I give you an order? How dare you cry? [*Putting his arm around BIFF*] Now look, Biff, when you grow up you'll

understand about these things. You mustn't—you mustn't overemphasize a thing like this. I'll see Birnbaum first thing in the morning.

BIFF: Never mind.

WILLY [*getting down beside* BIFF]: Never mind! He's going to give you those points. I'll see to it.

BIFF: He wouldn't listen to you.

WILLY: He certainly will listen to me. You need those points for the U. of Virginia.

BIFF: I'm not going there.

WILLY: Heh? If I can't get him to change that mark you'll make it up in summer school. You've got all summer to—

BIFF [*his weeping breaking from him*]: Dad . . .

WILLY [*infected by it*]: Oh, my boy . . .

BIFF: Dad . . .

WILLY: She's nothing to me, Biff. I was lonely, I was terribly lonely.

BIFF: You—you gave her Mama's stockings! [*His tears break through and he rises to go.*]

WILLY [*grabbing for* BIFF]: I gave you an order!

BIFF: Don't touch me, you—liar!

WILLY: Apologize for that!

BIFF: You fake! You phony little fake! You fake! [*Overcome, he turns quickly and weeping fully goes out with his suitcase. WILLY is left on the floor on his knees.*]

WILLY: I gave you an order! Biff, come back here or I'll beat you! Come back here! I'll whip you!

[*STANLEY comes quickly in from the right and stands in front of* WILLY.]

WILLY [*shouts at* STANLEY]: I gave you an order . . .

STANLEY: Hey, let's pick it up, pick it up, Mr. Loman. [*He helps* WILLY *to his feet.*] Your boys left with the chippies. They said they'll see you home.

[*A second waiter watches some distance away.*]

WILLY: But we were supposed to have dinner together.

[*Music is heard, WILLY's theme.*]

STANLEY: Can you make it?

WILLY: I'll—sure, I can make it. [*Suddenly concerned about his clothes.*] Do I—I look all right?

STANLEY: Sure, you look all right. [*He flicks a speck off WILLY's lapel.*]

WILLY: Here—here's a dollar.

STANLEY: Oh, your son paid me. It's all right.

WILLY [*putting it in STANLEY's hand*]: No, take it. You're a good boy.

STANLEY: Oh, no, you don't have to . . .

WILLY: Here—here's some more. I don't need it any more. [*After a slight pause*] Tell me—is there a seed store in the neighborhood?

STANLEY: Seeds? You mean like to plant?

[*As WILLY turns, STANLEY slips the money back into his jacket pocket.*]

WILLY: Yes. Carrots, peas . . .

STANLEY: Well, there's hardware stores on Sixth Avenue, but it may be too late now.

WILLY [*anxiously*]: Oh, I'd better hurry. I've got to get some seeds. [*He starts off to the right.*] I've got to get some seeds, right away. Nothing's planted. I don't have a thing in the ground.

[*WILLY hurries out as the light goes down. STANLEY moves over to the right after him, watches him off. The other waiter has been staring at WILLY.*]

STANLEY [*to the waiter*]: Well, whatta you looking at?

[*The waiter picks up the chairs and moves off right. STANLEY takes the table and follows him. The light fades on this area. There is a long pause, the sound of the flute coming over. The light gradually rises on the kitchen, which is empty. HAPPY appears at the door of the house, followed by BIFF.*]

HAPPY *is carrying a large bunch of long-stemmed roses. He enters the kitchen, looks around for LINDA. Not seeing her, he turns to BIFF, who is just outside the house door, and makes a gesture with his hands, indicating "Not here, I guess."* He looks into the living-room and freezes. Inside, LINDA, unseen, is seated, WILLY'S coat on her lap. She rises ominously and quietly and moves toward HAPPY, who backs up into the kitchen, afraid.]

HAPPY: Hey, what're you doing up? [LINDA says nothing but moves toward him implacably.] Where's Pop? [He keeps backing to the right, and now LINDA is in full view in the doorway to the living-room.] Is he sleeping?

LINDA: Where were you?

HAPPY [trying to laugh it off]: We met two girls, Mom, very fine types. Here, we brought you some flowers. [Offering them to her] Put them in your room, Ma.

[She knocks them to the floor at BIFF'S feet. He has now come inside and closed the door behind him. She stares at BIFF, silent.]

HAPPY: Now what'd you do that for? Mom, I want you to have some flowers—

LINDA [cutting HAPPY off, violently to BIFF]: Don't you care whether he lives or dies?

HAPPY [going to the stairs]: Come upstairs, Biff.

BIFF [with a flare of disgust, to HAPPY]: Go away from me! [To LINDA] What do you mean, lives or dies? Nobody's dying around here, pal.

LINDA: Get out of my sight! Get out of here!

BIFF: I wanna see the boss.

LINDA: You're not going near him!

BIFF: Where is he? [He moves into the living-room and LINDA follows.]

LINDA [shouting after BIFF]: You invite him to dinner. He looks forward to it all day—[BIFF appears in his parents' bed-

room, looks around, and exits]—and then you desert him there. There's no stranger you'd do that to!

HAPPY: Why? He had a swell time with us. Listen, when I—[LINDA comes back into the kitchen]—desert him I hope I don't outlive the day!

LINDA: Get out of here!

HAPPY: Now look, Mom . . .

LINDA: Did you have to go to women tonight? You and your lousy rotten whores!

[BIFF reenters the kitchen.]

HAPPY: Mom, all we did was follow Biff around trying to cheer him up! [To BIFF] Boy, what a night you gave me!

LINDA: Get out of here, both of you, and don't come back! I don't want you tormenting him any more. Go on now, get your things together! [To BIFF] You can sleep in his apartment. [She starts to pick up the flowers and stops herself.] Pick up this stuff, I'm not your maid any more. Pick it up, you bum, you!

[HAPPY turns his back to her in refusal. BIFF slowly moves over and gets down on his knees, picking up the flowers.]

LINDA: You're a pair of animals! Not one, not another living soul would have had the cruelty to walk out on that man in a restaurant!

BIFF [not looking at her]: Is that what he said?

LINDA: He didn't have to say anything. He was so humiliated he nearly limped when he came in.

HAPPY: But, Mom, he had a great time with us—

BIFF [cutting him off violently]: Shut up!

[Without another word, HAPPY goes upstairs.]

LINDA: You! You didn't even go in to see if he was all right!

BIFF [still on the floor in front of LINDA, the flowers in his hand; with self-loathing]: No. Didn't. Didn't do a damned thing. How do you like that, heh? Left him babbling in a toilet.

LINDA: You louse. You . . .

BIFF: Now you hit it on the nose! [*He gets up, throws the flowers in the wastebasket.*] The scum of the earth, and you're looking at him!

LINDA: Get out of here!

BIFF: I gotta talk to the boss, Mom. Where is he?

LINDA: You're not going near him. Get out of this house!

BIFF [*with absolute assurance, determination*]: No. We're gonna have an abrupt conversation, him and me.

LINDA: You're not talking to him!

[*Hammering is heard from outside the house, off right. BIFF turns toward the noise.*]

LINDA [*suddenly pleading*]: Will you please leave him alone?

BIFF: What's he doing out there?

LINDA: He's planting the garden!

BIFF [*quietly*]: Now? Oh, my God!

[*BIFF moves outside, LINDA following. The light dies down on them and comes up on the center of the apron as WILLY walks into it. He is carrying a flashlight, a hoe, and a handful of seed packets. He raps the top of the hoe sharply to fix it firmly, and then moves to the left, measuring off the distance with his foot. He holds the flashlight to look at the seed packets, reading off the instructions. He is in the blue of night.*]

WILLY: Carrots . . . quarter-inch apart. Rows . . . one-foot rows. [*He measures it off.*] One foot. [*He puts down a package and measures off.*] Beets. [*He puts down another package and measures again.*] Lettuce. [*He reads the package, puts it down.*] One foot—[*He breaks off as BEN appears at the right and moves slowly down to him.*] What a proposition, ts, ts. Terrific, terrific. 'Cause she's suffered, Ben, the woman has suffered. You understand me? A man can't go out the way he came in, Ben, a man has got to add up to something. You can't, you can't—[*BEN moves toward him as though to interrupt.*] You

gotta consider, now. Don't answer so quick. Remember, it's a guaranteed twenty-thousand-dollar proposition. Now look, Ben, I want you to go through the ins and outs of this thing with me. I've got nobody to talk to, Ben, and the woman has suffered, you hear me?

BEN [*standing still, considering*]: What's the proposition?

WILLY: It's twenty thousand dollars on the barrelhead. Guaranteed, gilt-edged, you understand?

BEN: You don't want to make a fool of yourself. They might not honor the policy.

WILLY: How can they dare refuse? Didn't I work like a coolie to meet every premium on the nose? And now they don't pay off? Impossible!

BEN: It's called a cowardly thing, William.

WILLY: Why? Does it take more guts to stand here the rest of my life ringing up a zero?

BEN [*yielding*]: That's a point, William. [*He moves, thinking, turns.*] And twenty thousand—that *is* something one can feel with the hand, it is there.

WILLY [*now assured, with rising power*]: Oh, Ben, that's the whole beauty of it! I see it like a diamond, shining in the dark, hard and rough, that I can pick up and touch in my hand. Not like—like an appointment! This would not be another damned-fool appointment, Ben, and it changes all the aspects. Because he thinks I'm nothing, see, and so he spites me. But the funeral—[*Straightening up*] Ben, that funeral will be massive! They'll come from Maine, Massachusetts, Vermont, New Hampshire! All the old-timers with the strange license plates—that boy will be thunderstruck, Ben, because he never realized—I am known! Rhode Island, New York, New Jersey—I am known, Ben, and he'll see it with his eyes once and for all. He'll see what I am, Ben! He's in for a shock, that boy!

BEN [*coming down to the edge of the garden*]: He'll call you a coward.

WILLY [*suddenly fearful*]: No, that would be terrible.

BEN: Yes. And a damned fool.

WILLY: No, no, he mustn't, I won't have that! [*He is broken and desperate.*]

BEN: He'll hate you, William.

[*The gay music of the boys is heard.*]

WILLY: Oh, Ben, how do we get back to all the great times? Used to be so full of light, and comradeship, the sleigh-riding in winter, and the ruddiness on his cheeks. And always some kind of good news coming up, always something nice coming up ahead. And never even let me carry the valises in the house, and simonizing, simonizing that little red car! Why, why can't I give him something and not have him hate me?

BEN: Let me think about it. [*He glances at his watch.*] I still have a little time. Remarkable proposition, but you've got to be sure you're not making a fool of yourself.

[*BEN drifts off upstage and goes out of sight. BIFF comes down from the left.*]

WILLY [*suddenly conscious of BIFF, turns and looks up at him, then begins picking up the packages of seeds in confusion*]: Where the hell is that seed? [*Indignantly*] You can't see nothing out here! They boxed in the whole goddam neighborhood!

BIFF: There are people all around here. Don't you realize that?

WILLY: I'm busy. Don't bother me.

BIFF [*taking the hoe from WILLY*]: I'm saying good-bye to you, Pop. [*WILLY looks at him, silent, unable to move.*] I'm not coming back any more.

WILLY: You're not going to see Oliver tomorrow?

BIFF: I've got no appointment, Dad.

WILLY: He put his arm around you, and you've got no appointment?

BIFF: Pop, get this now, will you? Everytime I've left it's been a fight that sent me out of here. Today I realized some-

thing about myself and I tried to explain it to you and I—I think I'm just not smart enough to make any sense out of it for you. To hell with whose fault it is or anything like that. [*He takes WILLY's arm.*] Let's just wrap it up, heh? Come on in, we'll tell Mom. [*He gently tries to pull WILLY to left.*]

WILLY [*frozen, immobile, with guilt in his voice*]: No, I don't want to see her.

BIFF: Come on! [*He pulls again, and WILLY tries to pull away.*]

WILLY [*highly nervous*]: No, no, I don't want to see her.

BIFF [*tries to look into WILLY's face, as if to find the answer there*]: Why don't you want to see her?

WILLY [*more harshly now*]: Don't bother me, will you?

BIFF: What do you mean, you don't want to see her? You don't want them calling you yellow, do you? This isn't your fault; it's me, I'm a bum. Now come inside! [*WILLY strains to get away.*] Did you hear what I said to you?

[*WILLY pulls away and quickly goes by himself into the house. BIFF follows.*]

LINDA [*to WILLY*]: Did you plant, dear?

BIFF [*at the door, to LINDA*]: All right, we had it out. I'm going and I'm not writing any more.

LINDA [*going to WILLY in the kitchen*]: I think that's the best way, dear. 'Cause there's no use drawing it out, you'll just never get along.

[*WILLY doesn't respond.*]

BIFF: People ask where I am and what I'm doing, you don't know, and you don't care. That way it'll be off your mind and you can start brightening up again. All right? That clears it, doesn't it? [*WILLY is silent, and BIFF goes to him.*] You gonna wish me luck, scout? [*He extends his hand*] What do you say?

LINDA: Shake his hand, Willy.

WILLY [*turning to her, seething with hurt*]: There's no necessity to mention the pen at all, y'know.

BIFF [*gently*]: I've got no appointment, Dad.

WILLY [*erupting fiercely*]: He put his arm around . . . ?

BIFF: Dad, you're never going to see what I am, so what's the use of arguing? If I strike oil I'll send you a check. Meantime forget I'm alive.

WILLY [*to LINDA*]: Spite, see?

BIFF: Shake hands, Dad.

WILLY: Not my hand.

BIFF: I was hoping not to go this way.

WILLY: Well, this is the way you're going. Good-bye.

[*BIFF looks at him a moment, then turns sharply and goes to the stairs.*]

WILLY [*stops him with*]: May you rot in hell if you leave this house!

BIFF [*turning*]: Exactly what is it that you want from me?

WILLY: I want you to know, on the train, in the mountains, in the valleys, wherever you go, that you cut down your life for spite!

BIFF: No, no.

WILLY: Spite, spite, is the word of your undoing! And when you're down and out, remember what did it. When you're rotting somewhere beside the railroad tracks, remember, and don't you dare blame it on me!

BIFF: I'm not blaming it on you!

WILLY: I won't take the rap for this, you hear?

[*HAPPY comes down the stairs and stands on the bottom step, watching.*]

BIFF: That's just what I'm telling you!

WILLY [*sinking into a chair at the table, with full accusation*]: You're trying to put a knife in me—don't think I don't know what you're doing!

BIFF: All right, phony! Then let's lay it on the line. [*He*

whips the rubber tube out of his pocket and puts it on the table.]

HAPPY: You crazy—

LINDA: Biff! [*She moves to grab the hose, but BIFF holds it down with his hand.*]

BIFF: Leave it there! Don't move it!

WILLY [*not looking at it*]: What is that?

BIFF: You know goddam well what that is.

WILLY [*caged, wanting to escape*]: I never saw that.

BIFF: You saw it. The mice didn't bring it into the cellar! What is this supposed to do, make a hero out of you? This supposed to make me sorry for you?

WILLY: Never heard of it.

BIFF: There'll be no pity for you, you hear it? No pity!

WILLY [*to LINDA*]: You hear the spite!

BIFF: No, you're going to hear the truth—what you are and what I am!

LINDA: Stop it!

WILLY: Spite!

HAPPY [*coming down toward BIFF*]: You cut it now!

BIFF [*to HAPPY*]: The man don't know who we are! The man is gonna know! [*To WILLY*] We never told the truth for ten minutes in this house!

HAPPY: We always told the truth!

BIFF [*turning on him*]: You big blow, are you the assistant buyer? You're one of the two assistants to the assistant, aren't you?

HAPPY: Well, I'm practically—

BIFF: You're practically full of it! We all are! And I'm through with it. [*To WILLY*] Now hear this, Willy, this is me.

WILLY: I know you!

BIFF: You know why I had no address for three months? I stole a suit in Kansas City and I was in jail. [*To LINDA, who is sobbing*] Stop crying. I'm through with it.

[*LINDA turns away from them, her hands covering her face.*]

WILLY: I suppose that's my fault!

BIFF: I stole myself out of every good job since high school!

WILLY: And whose fault is that?

BIFF: And I never got anywhere because you blew me so full of hot air I could never stand taking orders from anybody! That's whose fault it is!

WILLY: I hear that!

LINDA: Don't, Biff!

BIFF: It's goddam time you heard that! I had to be boss big shot in two weeks, and I'm through with it!

WILLY: Then hang yourself! For spite, hang yourself!

BIFF: No! Nobody's hanging himself, Willy! I ran down eleven flights with a pen in my hand today. And suddenly I stopped, you hear me? And in the middle of that office building, do you hear this? I stopped in the middle of that building and I saw—the sky. I saw the things that I love in this world. The work and the food and time to sit and smoke. And I looked at the pen and said to myself, what the hell am I grabbing this for? Why am I trying to become what I don't want to be? What am I doing in an office, making a contemptuous, begging fool of myself, when all I want is out there, waiting for me the minute I say I know who I am! Why can't I say that, Willy? [*He tries to make WILLY face him, but WILLY pulls away and moves to the left.*]

WILLY [*with hatred, threateningly*]: The door of your life is wide open!

BIFF: Pop! I'm a dime a dozen, and so are you!

WILLY [*turning on him now in an uncontrolled outburst*]: I am not a dime a dozen! I am Willy Loman, and you are Biff Loman!

[*BIFF starts for WILLY, but is blocked by HAPPY. In his fury, BIFF seems on the verge of attacking his father.*]

BIFF: I am not a leader of men, Willy, and neither are

you. You were never anything but a hard-working drummer who landed in the ash can like all the rest of them! I'm one dollar an hour, Willy! I tried seven states and couldn't raise it. A buck an hour! Do you gather my meaning? I'm not bringing home any prizes any more, and you're going to stop waiting for me to bring them home!

WILLY [*directly to BIFF*]: You vengeful, spiteful mut!

[*BIFF breaks from HAPPY. WILLY, in fright, starts up the stairs. BIFF grabs him.*]

BIFF [*at the peak of his fury*]: Pop, I'm nothing! I'm nothing, Pop. Can't you understand that? There's no spite in it any more. I'm just what I am, that's all.

[*BIFF's fury has spent itself, and he breaks down, sobbing, holding on to WILLY, who dumbly fumbles for BIFF's face.*]

WILLY [*astonished*]: What're you doing? What're you doing? [*To LINDA*] Why is he crying?

BIFF [*crying, broken*]: Will you let me go, for Christ's sake? Will you take that phony dream and burn it before something happens? [*Struggling to contain himself, he pulls away and moves to the stairs.*] I'll go in the morning. Put him—put him to bed. [*Exhausted, BIFF moves up the stairs to his room.*]

WILLY [*after a long pause, astonished, elevated*]: Isn't that— isn't that remarkable? Biff—he likes me!

LINDA: He loves you, Willy!

HAPPY [*deeply moved*]: Always did, Pop.

WILLY: Oh, Biff! [*Staring wildly*] He cried! Cried to me. [*He is choking with his love, and now cries out his promise.*] That boy—that boy is going to be magnificent!

[*BEN appears in the light just outside the kitchen.*]

BEN: Yes, outstanding, with twenty thousand behind him.

LINDA [*sensing the racing of his mind, fearfully, carefully*]: Now come to bed, Willy. It's all settled now.

WILLY [*finding it difficult not to rush out of the house*]: Yes, we'll sleep. Come on. Go to sleep, Hap.

BEN: And it does take a great kind of a man to crack the jungle.

[*In accents of dread, BEN's idyllic music starts up.*]

HAPPY [*his arm around LINDA*]: I'm getting married, Pop, don't forget it. I'm changing everything. I'm gonna run that department before the year is up. You'll see, Mom. [*He kisses her.*]

BEN: The jungle is dark but full of diamonds, Willy.

[*WILLY turns, moves, listening to BEN.*]

LINDA: Be good. You're both good boys, just act that way, that's all.

HAPPY: 'Night, Pop. [*He goes upstairs.*]

LINDA [*to WILLY*]: Come, dear.

BEN [*with greater force*]: One must go in to fetch a diamond out.

WILLY [*to LINDA, as he moves slowly along the edge of the kitchen, toward the door*]: I just want to get settled down, Linda. Let me sit alone for a little.

LINDA [*almost uttering her fear*]: I want you upstairs.

WILLY [*taking her in his arms*]: In a few minutes, Linda. I couldn't sleep right now. Go on, you look awful tired. [*He kisses her.*]

BEN: Not like an appointment at all. A diamond is rough and hard to the touch.

WILLY: Go on now. I'll be right up.

LINDA: I think this is the only way, Willy.

WILLY: Sure, it's the best thing.

BEN: Best thing!

WILLY: The only way. Everything is gonna be—go on, kid, get to bed. You look so tired.

LINDA: Come right up.

WILLY: Two minutes.

[*LINDA goes into the living-room, then reappears in her bedroom. WILLY moves just outside the kitchen door.*]

WILLY: Loves me. [*Wonderingly*] Always loved me. Isn't that a remarkable thing? Ben, he'll worship me for it!

BEN [*with promise*]: It's dark there, but full of diamonds.

WILLY: Can you imagine that magnificence with twenty thousand dollars in his pocket?

LINDA [*calling from her room*]: Willy! Come up!

WILLY [*calling into the kitchen*]: Yes! Yes. Coming! It's very smart, you realize that, don't you, sweetheart? Even Ben sees it. I gotta go, baby. 'Bye! 'Bye! [*Going over to BEN, almost dancing*] Imagine? When the mail comes he'll be ahead of Bernard again!

BEN: A perfect proposition all around.

WILLY: Did you see how he cried to me? Oh, if I could kiss him, Ben!

BEN: Time, William, time!

WILLY: Oh, Ben, I always knew one way or another we were gonna make it, Biff and I!

BEN [*looking at his watch*]: The boat. We'll be late. [*He moves slowly off into the darkness.*]

WILLY [*elegiacally, turning to the house*]: Now when you kick off, boy, I want a seventy-yard boot, and get right down the field under the ball, and when you hit, hit low and hit hard, because it's important, boy. [*He swings around and faces the audience.*] There's all kinds of important people in the stands, and the first thing you know . . . [*Suddenly realizing he is alone*] Ben! Ben, where do I . . . ? [*He makes a sudden movement of search.*] Ben, how do I . . . ?

LINDA [*calling*]: Willy, you coming up?

WILLY [*uttering a gasp of fear, whirling about as if to quiet her*]: Sh! [*He turns around as if to find his way; sounds, faces, voices seem to be swarming in upon him and he flicks at them, crying, "Sh! Sh!" Suddenly music, faint and high, stops him. It rises in intensity, almost to an unbearable scream. He goes up and down on his toes, and rushes off around the house.*] Shhh!

LINDA: Willy?

[There is no answer. LINDA waits. BIFF gets up off his bed. He is still in his clothes. HAPPY sits up. BIFF stands listening.]

LINDA *[with real fear]*: Willy, answer me! Willy!

[There is the sound of a car starting and moving away at full speed.]

LINDA: No!

BIFF *[rushing down the stairs]*: Pop!

[As the car speeds off, the music crashes down in a frenzy of sound, which becomes the soft pulsation of a single cello string. BIFF slowly returns to his bedroom. He and HAPPY gravely don their jackets. LINDA slowly walks out of her room. The music has developed into a dead march. The leaves of day are appearing over everything. CHARLEY and BERNARD, somberly dressed, appear and knock on the kitchen door. BIFF and HAPPY slowly descend the stairs to the kitchen as CHARLEY and BERNARD enter. All stop a moment when LINDA, in clothes of mourning, bearing a little bunch of roses, comes through the draped doorway into the kitchen. She goes to CHARLEY and takes his arm. Now all move toward the audience, through the wall-line of the kitchen. At the limit of the apron, LINDA lays down the flowers, kneels, and sits back on her heels. All stare down at the grave.]

REQUIEM

CHARLEY: It's getting dark, Linda.

[LINDA *doesn't react. She stares at the grave.*]

BIFF: How about it, Mom? Better get some rest, heh? They'll be closing the gate soon.

[LINDA *makes no move. Pause.*]

HAPPY [*deeply angered*]: He had no right to do that. There was no necessity for it. We would've helped him.

CHARLEY [*grunting*]: Hmmm.

BIFF: Come along, Mom.

LINDA: Why didn't anybody come?

CHARLEY: It was a very nice funeral.

LINDA: But where are all the people he knew? Maybe they blame him.

CHARLEY: Naa. It's a rough world, Linda. They wouldn't blame him.

LINDA: I can't understand it. At this time especially. First time in thirty-five years we were just about free and clear. He only needed a little salary. He was even finished with the dentist.

CHARLEY: No man only needs a little salary.

LINDA: I can't understand it.

BIFF: There were a lot of nice days. When he'd come home from a trip; or on Sundays, making the stoop; finishing the cellar; putting on the new porch; when he built the extra bathroom; and put up the garage. You know something, Charley, there's more of him in that front stoop than in all the sales he ever made.

CHARLEY: Yeah. He was a happy man with a batch of cement.

LINDA: He was so wonderful with his hands.

BIFF: He had the wrong dreams. All, all, wrong.

HAPPY [*almost ready to fight* BIFF]: Don't say that!

BIFF: He never knew who he was.

CHARLEY [*stopping* HAPPY'S *movement and reply. To* BIFF]: Nobody dast blame this man. You don't understand: Willy was a salesman. And for a salesman, there is no rock bottom to the life. He don't put a bolt to a nut, he don't tell you the law or give you medicine. He's a man way out there in the blue, riding on a smile and a shoeshine. And when they start not smiling back—that's an earthquake. And then you get yourself a couple of spots on your hat, and you're finished. Nobody dast blame this man. A salesman is got to dream, boy. It comes with the territory.

BIFF: Charley, the man didn't know who he was.

HAPPY [*infuriated*]: Don't say that!

BIFF: Why don't you come with me, Happy?

HAPPY: I'm not licked that easily. I'm staying right in this city, and I'm gonna beat this racket! [*He looks at* BIFF, *his chin set.*] The Loman Brothers!

BIFF: I know who I am, kid.

HAPPY: All right, boy. I'm gonna show you and everybody else that Willy Loman did not die in vain. He had a good dream. It's the only dream you can have—to come out number-one man. He fought it out here, and this is where I'm gonna win it for him.

BIFF [*with a hopeless glance at* HAPPY, *bends toward his mother*]: Let's go, Mom.

LINDA: I'll be with you in a minute. Go on, Charley. [*He hesitates.*] I want to, just for a minute. I never had a chance to say good-bye.

[CHARLEY *moves away, followed by* HAPPY. BIFF *remains a slight distance up and left of* LINDA. *She sits there, summoning herself. The flute begins, not far away, playing behind her speech.*]

LINDA: Forgive me, dear. I can't cry. I don't know what it is, but I can't cry. I don't understand it. Why did you ever do that? Help me, Willy, I can't cry. It seems to me that you're just on another trip. I keep expecting you. Willy, dear, I can't cry. Why did you do it? I search and search and I search, and I can't understand it, Willy. I made the last payment on the house today. Today, dear. And there'll be nobody home. [*A sob rises in her throat.*] We're free and clear. [*Sobbing more fully, released*] We're free. [*BIFF comes slowly toward her.*] We're free . . . We're free . . .

[*BIFF lifts her to her feet and moves out up right with her in his arms. LINDA sobs quietly. BERNARD and CHARLEY come together and follow them, followed by HAPPY. Only the music of the flute is left on the darkening stage as over the house the hard towers of the apartment buildings rise into sharp focus.*]

CURTAIN