

Department of History
University of Western Ontario
History 4807E Select Topics in Business History
2009-2010

B Forster Tuesday 1:30-3:30, TH 3101

Canada, Britain and the United States are business civilizations: many of our values focus on the market. The course explores the ideas, the institutions and the people that generate and evolve the market, with a particular focus on Canada.

The approach is thematic and stresses industry and case studies both in regular seminars and in the presentation of research work. Those who take the course can expect to develop an appreciation of the evolution of business organization, and of the social and economic functions of business activity stretching back to the Industrial Revolution.

Grading

A major research paper, due in the second term, will be worth 40% and two reports or reviews will be required, each worth 15%. Seminar participation will be worth 40%, so ongoing reading and analysis will be of much importance.

Seminar meetings, first term

Sept. 15 **Organizational**

Sept. 22 Core and Periphery: The Staples Thesis

Immanuel Wallerstein, The Modern World System 1, New York: 1974

H.A. Innis, The Fur Trade in Canada: An Introduction to Canadian Economic History, (1956) reprinted in W.T. Eaterbrook and M.H. Watkins, Approaches to Canadian Economic History Toronto: 1967, pp. 16-19

M.H. Watkins, "A Staple Theory of Economic Growth," CJEPS, vol. 29, 1963, pp. 96-105

J. McCallum, Unequal Beginnings: Agriculture and Economic Development in Quebec and Ontario until 1870, Toronto, 1980, pp. 9-24, 115-20

D. McCalla, "The Wheat Staple and Upper Canadian Development," CHA Historical Papers, 1978, pp. 34-46

Sept. 29 **Staples and the Structure of International Business: mostly lumber**

T.W. Acheson, "The Great Merchant and Economic Development in Saint John 1820-1850," Acadiensis, vol. 8, 1979, pp. 3-27

Graeme Wynn, "Industrialism, Entrepreneurship and Opportunity in the New Brunswick Timber Trade," in L.R. Fischer and E. Sager, eds., The enterprising Canadians:

Entrepreneurs and Economic Development in Eastern Canada 1820-1914, St. John's 1979, pp. 7-22

David M. Williams, "Merchanting in the First Half of the Nineteenth Century: The Liverpool Timber Trade," Business History, vol. 8, 1966, pp. 107-17

L. Deschenes "William Price" Dictionary of Canadian Biography, vol. 9, Toronto: 1976, pp. 638-42

D. McCalla, The Upper Canada Trade 1834-1872: A Study of the Buchanans' Business, Toronto, 1979, pp.

Oct. 6 **Transportation – shipping and shipbuilding**

C.K. Harley, "On the Persistence of Old Techniques: The Case of North American Wooden Shipbuilding," Journal of Economic History, 33, 1973, 372-98

Sager, Eric, and L.R. Fischer, "Atlantic Canada and the Age of Sail Revisited," Canadian Historical Review, 63, 1982, 125-50

A. Faucher, "The Decline of Shipbuilding at Quebec in the Nineteenth Century," Canadian Journal of Economic and Political Science, 33, 1957, 195-215

Robert G. Albion, "Early Nineteenth-Century Shipowning – A chapter in Business Enterprise," The Journal of Economic History, 1, 1941, 1-11.

P.N. Davies, "The Development of the Liner Trades, in K. Matthews and G. Panting, eds, Ships and Shipbuilding, St. John's, 1978

A.G. Finley, "The Morans of St. Martins, N.B., 150-1880. Towards and Understanding of Family Participation in Maritime Enterprise," in L.R. Fisher and E. Sager, eds., The enterprising Canadians, St. John's, 1979, 35-54

Oct. 13 **Transportation – Railways**

A.D. Chandler, Jr., "The Railroads: Pioneers in Modern Corporate Management," Business History Review, 39, 1965

Terrence Gourvish, "Captain Mark Huish: A Pioneer in the Development of Railway Management," Business History, 12, 1970 46-58

P. Baskerville, "Professional vs. Proprietor: Power distribution in the Railroad world of Upper Canada/Ontario, 1850 to 1881, CHA Historical Papers, 1978 47-63

Paul Craven, "Labour and Management on the Great Western Railway," in P. Craven, ed., Labouring Lives: Work & Workers in Nineteenth-Century Ontario, Toronto: 1995 335-410

Oct. 20 **Industrialization and consumer demand**

I.M. Drummond, "CHR Dialogue: Ontario's Industrial Revolution," Canadian Historical Review, 69, 1988, 283-314

A.D. Chandler, Jr., "Anthracite coal and the Beginnings of the Industrial Revolution in the United States," Business History Review, 46, 1972, 141-81

David Gagan and R. Gagan, "Working Class Standards of Living in Late-Victorian Urban Ontario," Canadian Historical Association Journal, 1990, 157-79

N. McKendrick, J. Brewer and J.H. Plumb, The Birth of a Consumer Society: The

Commercialization of Eighteenth-century England, London, 1982, 1-33

Oct. 27 **Distribution and business organization**

G. Porter and H.C. Livesay, Merchants and manufacturers; studies in the changing structure of nineteenth-century marketing, Baltimore, 1971

D. McCalla, The Upper Canada Trade, 1834-1872: A Study of the Buchanans' Business, Toronto, 1979

Nov. 10 **The expansion of financial markets - 1**

R.C. Michie, "The Canadian Securities Market, 1850-1914," Business History Review, 62, 1988, 35-73

Whiteside, John F., "The Toronto Stock Exchange and the Development of the Share Market to 1885," Journal of Canadian Studies, 20, 1985, 64-81

I.M. Drummond, "Canadian Life Assurance companies and the Capital Market, 1890-1914," Canadian Journal of Economics and Political Science, 28 1962 202-24

Sun Life

Nov. 17 **The expansion of financial markets - 2**

R.C. Michie, "The London Stock Exchange and the British Securities Market, 1850-1914," Economic History Review, 38, 1985, 61-82

Gene Smiley, "The Expansion of the New York Securities Market at the turn of the Century," Business History Review, 55, 1981 75-85

Navin, T.R., and M. Sears, "The Rise of a Market for Industrial Securities, 1887-1902," Business History Review, 29 1955, 105-38

L. Neal, "Trust Companies and Financial Innovation, 1897-1914," Business History Review, 45 1971 35-51

David F. Hawkins, "The Development of Modern Financial Reporting Practices," Business History Review, 37, 1963 134-68

Nov. 24 **Business consolidation**

L. Hannah, "Mergers in British Manufacturing Industry, 1880-1918," Economic History Review, 18, 1965

M.A. Utton, "Some Features of the Early Merger Movements in British Manufacturing Industry," Business History, 14, 1972 51-60

George J. Stigler, "Monopoly and Oligopoly by Merger," American Economic Review Proceedings 9, 1950

M. Bliss, "Another Anti-Trust Tradition: Canadian Anti-Combines Policy, 1889-1910," in Glenn Porter and Robert Cuff, eds., Enterprise and National Development: Essays in Canadian Business and Economic History, Toronto, 1972

B. Forster, "Finding the Right Size: Markets and Competition in Mid- and

Late-Nineteenth-Century Ontario, in R. Hall, W. Westfall and W.S. MacDowall, eds., *Patters of the Past: Interpreting Ontario's History*, Toronto 1988 150-73
Ralph Nelson, *Merger Movements in American Industry, 1895-1956*, Princeton, 1959

Dec. 1 **The rise of social science**

Margaret McCallum, "Corporate Welfarism in Canada 1919-39, Canadian Historical Review, 71,1990 46-79

D. Nelson, "Scientific Management, Systematic Management, and Labor, 1880-1915, Business History Review 48 1974 479-500

Nelson, D., and Studart Campbell, "Taylorism Versus Welfare Work in American Industry: H.L. Gantt and the Bancrofts," Business History Review 46 1972 1-16

H. Eilbert, "The Development of Personnel Management in the United States," Business History Review, 33 1959 345-64

G.S. Lowe, "'The Enormous File': The Evolution of the Modern Office in Early Twentieth-Century Canada, in D. McCalla, The Development of Canadian Capitalism,

JoAnne Yates, Control through Commuication: The Rise of System in American Management, Baltimore, 1989