



ADVANCED STUDIES IN AMERICAN HISTORY – THE CORPORATION



This seminar offers you, the History major, a hands-on, “capstone” experience in conducting your own research. By the end of the semester you will produce a *ca.* 20-page paper that is based on primary sources and makes an *original contribution to historical knowledge*. Because of its intensive nature, and because it is so important to your major, plan to make this seminar the focal point of your semester. If the research topic that you develop is intellectually gripping and challenging, it will be a rewarding experience.

YOUR RESEARCH QUESTION

Corporations have been a distinguishing feature of American business since shortly after the American Revolution, and they are today arguably more powerful than ever—economically, politically, and socially. Any and all aspects of the history of American corporations are fair game for your research project. You may focus your research on any period in American history and on any aspect of their history, *narrowing and refining* your specific question in consultation with Prof. D. and with feedback from your peers in the seminar.

RHYTHM OF THE SEMESTER

During the first few weeks of the semester, our common reading will develop a foundation of knowledge of several kinds -- about the history of American corporations, about the “nuts and bolts” of the research process, and about the wealth of research materials available on campus and on the web. Then, as you begin to firm up your paper topics, we will switch modes and the seminar will function like a workshop, each student pursuing her/his research projects independently while also periodically obtaining advice and feedback in seminar or in individual consultations with me.

YOUR PROJECT

After the first few weeks, most of your time will be devoted to your own research project. You will probably be surprised to learn how difficult and time-consuming it is to define an interesting (to historians) and feasible (researchable) research question. We will do this collaboratively—both in one-on-one consultations and in seminar discussions—but be prepared for it to require a lot of rummaging around in the historical literature and in the sources as well as extensive rumination. Carrying your research topic through to fruition (your final paper) will require self-discipline and personal commitment.

READINGS

The common, assigned readings are of two kinds: 1) on selected aspects of the history of the American corporation from the Revolution through the twentieth century; and 2) on the research process. Most of these are front-loaded into the first few weeks of seminar. You will also do *lots* of other reading during the semester, focused on materials relevant to your own research question. It



will be your task to figure what sources to read and where to find them (always with my and your peers' advice and tips, of course).

With one exception, the assigned readings are all available online—either on E-Reserves or on our Learn@UW website (both accessed through My UW) or via the “E-Journal Title List” (EJTL) on the UW libraries' home page. (Finding the readings on EJTL will give you critically important skills for your research.) The exception is Rampolla's *A Pocket Guide to Writing in History*, which is available for purchase at the University Bookstore and is on reserve at College Library.

OPTIONAL READINGS

During your research, you will probably find it useful to read up on aspects of American business history that are unfamiliar to you. If so, the following books—all hard copies on reserve at College Library— will be helpful:

- Blackford, Mansel, and J. Austin Kerr. *Business Enterprise in American History*. 3rd ed. Boston: Houghton Mifflin, 1996.
- Blasczyk, Regina, and Philip Scranton, eds. *Major Problems in American Business History*. Boston: Houghton Mifflin, 2006.
- Chandler, Alfred D., Jr. *The Visible Hand: The Managerial Revolution in American Business* (Cambridge, Mass.: Harvard University Press/Belknap Press, 1977). Note that this is also available as an electronic resource through MadCat.
- Lipartito, Kenneth, and David B. Sicilia, eds. *Constructing Corporate America: History, Politics, Culture*. Oxford: Oxford University Press, 2004.
- McCraw, Thomas K. *American Business, 1920-2000: How It Worked*. Wheeling, Ill.: Harlan Davidson, 2000.
- Porter, Glenn. *The Rise of Big Business, 1860-1920*. 3rd ed. Wheeling, Ill.: Harlan Davidson, 2006.

The following books, in my view, are “must” reading for every college student. If you haven't already read them, I urge you to do so. They are on reserve at College Library and are also available as recommended reading at University Bookstore:

- Strunk, William, Jr., and E. G. White. *The Elements of Style*. 4th ed. New York: Longman, 2000. (A version is also available online.)
- Browne, M. Neil, and Stuart M. Keeley. *Asking the Right Questions: A Guide to Critical Thinking*. 7th ed. Englewood Cliffs, N.J.: Prentice Hall, 2004.

For insights into the research process, we will read selections from the following book. Feel free to read more (on reserve and as recommended reading at University Bookstore).

- Booth, Wayne C., Gregory G. Colomb, and Joseph M. Williams. *The Craft of Research*. 3rd ed. Chicago: University of Chicago Press, 2003.

FINDING SOURCES FOR YOUR PROJECT

In principle, the availability of sources in the library and, increasingly, on the internet is virtually unlimited, but finding the right sources—ones that will help you answer *your* research *question*—



requires a lot of work and creative thinking. In the first two weeks, I will hand out guides to finding primary and secondary sources that will help you to get started. Also, remember to consult *A Pocket Guide* as well.

BIBLIOGRAPHY AND NOTE-TAKING SOFTWARE

To organize your bibliography (and possibly your notes), consider software aids such as RefWorks (free through the library website) or Zotero, a new open-source (free) software that works inside of the Firefox web browser. RefWorks is a bibliography program that has the virtue of storing your bibliography online so that it is accessible anywhere that you have internet access. You will need to backup your Zotero "library," but the program is, as you might guess, especially web-friendly and also enables one to make notes records that are linked to the bibliography records.

KEEPING NOTES / VOLUNTARY BLOGGING

From the outset, you should develop the habit of keeping notes on the bibliographic searches that you have done, on questions you need to answer, on ideas about how to organize your paper, on sources you need to find, etc. You can do this on paper, but, if you are so inclined, consider doing it in a blog—which you can keep entirely private or share with me, friends, or family members, as you choose. If you create a blog for your research project and would like me to read it (as often as time permits), email me your blog link.

GRADES

Your seminar grade will be comprised of the following elements:

Participation (attendance, preparation, discussion)	20%
Bibliography of primary and secondary sources:	10%
Research proposal:	15%
Detailed outline of your paper	15%
Final paper	40%

Although I have listed these as separate elements, be aware that they are highly interdependent. The better your participation, the easier it will be to produce an excellent bibliography, research proposal, etc. The better your bibliography, the easier it will be to write your research proposal. And so on. Needless to say, your final paper can only be enhanced by success in the earlier stages of the process of research and writing.

WARNING – DO YOUR OWN WORK!

It is your responsibility to know what constitutes “plagiarism”—using the work of others without full and proper attribution (aka “theft” in a private-property-based society). For detailed information, see Chapter 6 of *A Pocket Guide* and this website:

http://turnitin.com/research_site/e_what_is_plagiarism.html



WEEKLY SCHEDULE

For the first three weeks, your assignments for the seminars are three-fold: assigned reading on the history of corporations, assigned reading on the research process, and a research assignment designed to give you hands-on experience in using research tools. After that, the research reading and assignments will continue, while our seminar meetings will be devoted to collaborative learning, but your time will be spent principally on your own projects. Remember: self-discipline!



SEPTEMBER 6 – ORIENTATION

- Introductions, library tours

SEPTEMBER 13 – LATE 18C/EARLY 19C

READING – HISTORY OF CORPORATIONS

- Handlin, Oscar, and Mary F. Handlin. "Origins of the American Business Corporation." *Journal of Economic History* 5, no. 1 (May 1945): 1-23. – use EJTL
- Maier, Pauline. "The Revolutionary Origins of the American Corporation." *William and Mary Quarterly* 3d ser., vol. 50, no. 1 (January 1993): 51-84. – use EJTL
- Gunn, L. Ray. *The Decline of Authority: Public Economic Policy and Political Development in New York State, 1800-1860*. Ithaca and London: Cornell University Press, 1988. Pp. 99-114, 120-121, 222-245. —on E-Reserves
- An Act to incorporate the Broad Cove Dam Company, February 17, 1831, ch. 46, 1831 Mass. Acts 555 —on E-Reserves
- An Act providing for the organization of Joint Stock Companies, April 2, 1853, ch. 68, 1853 Wisc. Acts 66. —on E-Reserves

READING – RESEARCH PROCESS

- Rampolla, Mary Lynn. *A Pocket Guide to Writing in History*. 5th ed. Boston: Bedford/St. Martins, 2007. Preface and pp. 1-31. —at University Bookstore and on reserve
- Booth, Wayne C., Gregory G. Colomb, and Joseph M. Williams. *The Craft of Research*. 3rd ed. Chicago: University of Chicago Press, 2003. Ch. 1 ("Thinking in Print"). —on E-Reserves

RESEARCH ASSIGNMENT

Search the digitized *New York Times* (on the library website via E-Resources) for *articles* that include the words "Wisconsin" and "railroads" in the "Citation and Abstract" from 1851 through 1855. (Use the Advanced link and then Other Search Options.) This should yield 2 records. Read both articles and print them out. (Notice that you have three print options – you will get the best results with the Print link under the word ProQuest.) Bring the printouts to seminar for discussion.



SEPTEMBER 20 – LATE 19C/EARLY 20C

READING – HISTORY OF CORPORATIONS

- Dunlavy, Colleen A. "From Citizens to Plutocrats: Nineteenth-Century Shareholder Voting Rights and Theories of the Corporation." In *Constructing Corporate America: History, Politics, Culture*, edited by Kenneth Lipartito and David B. Sicilia, 66-93. Oxford: Oxford University Press, 2004. —on *E-Reserves*
- Lamoreaux, Naomi. *The Great Merger Movement in American Business, 1895-1904*. Cambridge: Cambridge University Press, 1985. Pp. 1-12. —on *E-Reserves*
- Thomas K. McCraw, "In Retrospect: Berle and Means," *Reviews in American History* 18, no. 4 (December 1990): 578-96. —use *EJTL*
- Dalia Tsuk, "From Pluralism to Individualism: Berle and Means and Twentieth-Century American Legal Thought," *Law and Social Inquiry* 30 (2005): 179-225. —use *EJTL*

READING – RESEARCH PROCESS

- Rampolla, Mary Lynn. *A Pocket Guide to Writing in History*. 5th ed. Boston: Bedford/St. Martins, 2007. Chs. 4-6, and Appendices A and B. —at University Bookstore and on reserve.

RESEARCH ASSIGNMENT

Try the following searches of *Making of America*, a collection of digitized articles and books (via E-Resources). Print out the first page of each successful search, staple in order, and *bring to seminar*.

1. In the search box on the front page:
 - a. Type "women stockholders" (no quotation marks on search terms). No hits.
 - b. Try "women shareholders." No hits.
2. Click "Other Searches in MOA."
 - a. Click the Boolean tab.
 - i. Enter "women" in the first box and "stockholders" in the second box.) This should yield 1,063 records. Browse through a few (the Results Details link will take you to the specific pages where your words appear). What do you learn about women stockholders?
 - ii. Hit the back arrow and replace "stockholders" with "shareholders." (522 records, right?) Browse.
 - iii. Hit the back arrow and enter "stockholders" OR "shareholders" AND "women." (1,327) Browse.
 - b. Now click the Proximity search tab and repeat searches i-iii. You should get the following results:
 - i. As in i above: 2 records. Read these two.
 - ii. As ii above: 2 records – read them, and notice that they are different from the two obtained in the last search.



- iii. Notice that you cannot do the third search by proximity – you have to do it twice, as you just did, to get all relevant results.
3. Now experiment with Boolean and Proximity searches of terms relevant to your research interests.

SEPTEMBER 27—20C CORPORATIONS

READING – HISTORY OF CORPORATIONS

- Mowery, David C., and Nelson, Richard R. "The U.S. Corporation and Technical Progress." In *The American Corporation Today*, ed. Carl Kaysen, 187-241. New York: Oxford University Press, 1996. —on *E-Reserves*
- Sicilia, David B. "The Corporation Under Seige: Social Movements, Regulation, Public Relations, and Tort Law since the Second World War." In *Constructing Corporate America: History, Politics, Culture*, eds. Kenneth Lipartito and David B. Sicilia, 188-220. Oxford: Oxford University Press, 2004). —on *E-Reserves*
- Walker, Juliet E. K. "White Corporate America: The New Arbiter of Race?" In *Constructing Corporate America: History, Politics, Culture*, eds. Kenneth Lipartito and David B. Sicilia, 246-293. Oxford: Oxford University Press, 2004). —on *E-Reserves*

READING – RESEARCH PROCESS

- Booth, Wayne C., Gregory G. Colomb, and Joseph M. Williams. *The Craft of Research*. 3rd ed. Chicago: University of Chicago Press, 2003. Chs. 3-5. —on *E-Reserves*

RESEARCH ASSIGNMENT

- Continue independent research and reading.
- Prepare a *succinct (one-paragraph) description* of your prospective research question. Make this as concrete as possible. Include a sentence or two on the *kinds* of sources you will use.

OCTOBER 4—WORKSHOP

In seminar, each member will give a brief report (approx. five minutes) on his/her prospective research topic and sources.

RESEARCH ASSIGNMENT

- Continue intensive, independent research and reading.



OCTOBER 11—NO SEMINAR MEETING

I will schedule individual meetings with each of you on Monday and Tuesday, Oct. 8-9, to discuss the status of your research. *Bring to our meeting a bibliography of your best primary and secondary sources (details below).*

READING – RESEARCH PROCESS

- Rampolla, Mary Lynn. *A Pocket Guide to Writing in History*. 5th ed. Boston: Bedford/St. Martins, 2007. Ch. 7 (note the Directory to Documentation Models inside the back cover). —at University Bookstore and on reserve.

RESEARCH ASSIGNMENT

- Continue independent research and reading.
- Prepare a bibliography of your *best* primary and secondary sources. Note:
 - The number of sources will vary, depending on your topic and sources, but, in general, aim for at least six of each.
 - Organize them into at least two sections with headings (e.g., Primary Sources, Secondary Sources).
 - Be sure to follow carefully the bibliographic models in *A Pocket Guide* (even spacing and punctuation matter--they create "static" that distracts your reader when they are wrong).

OCTOBER 18 / OCTOBER 25—WORKSHOPS

In seminar these two weeks, the members will present their projects to the seminar -- five-minute presentations, followed by five minutes of discussion. Due in seminar: *research proposal* (submit a paper copy and email a copy to Professor Dunlavy for posting on our Learn@UW website).

READING– RESEARCH PROCESS

- Przeworski, Adam, and Salomon, Frank. "The Art of Writing Proposals: Some Candid Suggestions for Applicants to Social Science Research Council Competitions." *Social Science Research Council - Fellowships*, http://fellowships.ssrc.org/art_of_writing_proposals/
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- Prepare a research proposal that describes (in your best prose!):
 - Your research *question*
 - What the secondary literature has to say about it
 - How you will address your question--e.g., case study
 - What kinds of *sources* you will use
 - Append an updated bibliography of primary and secondary sources.



NOVEMBER 1—*WORKSHOP*

In seminar, we will discuss the research proposals that were submitted last week. The goal will be for you to mine them for insights into ways in which you can improve your own project, while also giving the proposals' authors valuable feedback.

READING– RESEARCH PROCESS

- All seminar members' research proposals, which will be available on our Learn@UW website.

RESEARCH ASSIGNMENT

- Continue intensive, independent research and reading.

NOVEMBER 8—*NO SEMINAR MEETING*

I will schedule individual meetings with each of you on Wednesday and Thursday, Nov. 7-8, to discuss the status of your research. *Bring to our meeting a detailed outline* of your research paper (details below).

RESEARCH ASSIGNMENT

- Continue independent research and reading.
- Prepare a detailed outline of your paper (approx. five pages).
 - Whether you produce a formal (roman numerals, etc.) or an informal outline is your choice.
 - Aim for a "point-based" rather than a "topic-based" outline--that is, describe the points you expect to make, rather than merely the topics that you will cover.
 - Organize it into four or five main sections (including Introduction and Conclusion).
 - Within sections, aim for at least one line per envisioned paragraph.
 - Provide as many indications as possible of the evidence that you will marshal to make your points.
 - Revise the outline to ensure an orderly, logical flow from one topic to the next.

NOVEMBER 15—*WORKSHOP*

RESEARCH ASSIGNMENT

- Paper drafts due in seminar -- ca. twenty pages in length. These should be not "rough" drafts but *polished* drafts, complete with footnotes and bibliography. Submit a paper copy in seminar and email Prof. D. a copy for posting on our Learn@UW website.



NOVEMBER 22 – THANKSGIVING BREAK

NOVEMBER 29 / DECEMBER 6—*WORKSHOPS*

In these two seminars, we will discuss the members' paper drafts, which will be posted on our Learn@UW website. Everyone should read *all* the drafts. In addition, each student will read one paper draft closely and prepare a critique to be presented in seminar as a means of launching discussion.

READING ASSIGNMENT

- Read quickly: all paper drafts.
- Read closely: your assigned paper draft.

DECEMBER 13 – LAST SEMINAR MEETING

RESEARCH ASSIGNMENT

- Wrap-up discussion and celebration
- Final papers due: **Thursday, December 20.**