

THE LINCOLN EDUCATIONAL FOUNDATION, INC.

ANNOUNCES A

\$2,500 FELLOWSHIP

**GIVEN FOR STUDY AND RESEARCH IN THE BUSINESS HISTORY
AND/OR THE ECONOMIC HISTORY OF THE UNITED STATES
DURING THE ACADEMIC YEAR
1961-1962**

ELIGIBILITY

Applicants must be American citizens and planning to acquire a Ph.D. degree, with either American Economic History or American Business History as the area of major interest. Those who have demonstrated capacity to pursue graduate work successfully for one year will have an advantage over those who are just beginning graduate study. The Fellow will select the university he wishes to attend after consultation with the committee of selection. Every applicant should have ambitions at least to teach, if not to engage in research, in his chosen field of study.

SELECTION

The committee to select the Lincoln Educational Foundation Fellow is as follows: Joe B. Frantz, University of Texas; George S. Gibb, editor of *Business History Review*; Herbert Heaton, University of Minnesota, emeritus; A. K. Steigerwalt, University of Michigan; and Ralph W. Hidy, Harvard Business School, chairman.

APPLICATION

Applications for the Fellowship must be submitted not later than February 15, 1961. Inquiries and requests for application blanks should be directed to Ralph W. Hidy, Morgan Hall 304, Graduate School of Business Administration, Harvard University, Soldiers Field, Boston 63, Massachusetts.

DONALD L. KEMMERER
University of Illinois
President

THE LINCOLN EDUCATIONAL FOUNDATION, INC.
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Wages in Germany, 1871-1945

By GERHARD BRY

Professor Bry treats the important changes that took place in wage behavior during the existence of the German Reich as a political unit. Trends in money and real wage levels, long-term changes in the wage structure, and cyclical fluctuations in rates and earnings are analyzed against the background of major institutional changes in the labor market and in the economy at large. Wage movements in Germany are compared with those in Great Britain and in the United States, and their differences are interpreted in terms of the economic, political, and labor market conditions in the three countries. *Published for the National Bureau of Economic Research.* 480 pages. Tables & Charts. \$10



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Trends in the American Economy in the Nineteenth Century

Studies in Income and Wealth No. 24
National Bureau of Economic Research

The papers in this volume deal with the application of statistical data to different aspects of the economic development of the United States and Canada in the nineteenth century — such as balance of payments, commodity output, investment and income components. The volume represents the joint efforts of two different groups of scholars, the Conference on Income and Wealth and the Economic History Association, and constitutes a pioneering work in the application of the national income approach to the study of the nineteenth-century American economy. *Published for the National Bureau of Economic Research.* 900 pages. \$15



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The GRADUATE SCHOOL OF BUSINESS ADMINISTRATION
HARVARD UNIVERSITY

ANNOUNCES A

\$4,500 FELLOWSHIP IN BUSINESS HISTORY

given for twelve months of study and research at the Harvard Graduate School of Business Administration for the purpose of providing further training of qualified men in the study and teaching of Business History.

Applicants for the Fellowship should normally hold a doctor's degree, though exceptional circumstances might alter this stipulation. Their academic training should preferably be in American History, Economic History, or Economics. In the main, preference will be given to applicants who intend to make a career in teaching. Preferably the applicant should be no more than thirty-two years of age.

A committee of three, appointed by the Dean of the Harvard Graduate School of Business Administration, will select from among the applicants the name of a candidate to be presented to the President and Fellows of Harvard College for approval. The Fellowship will be granted for a twelve-month period beginning September 1, 1961. The stipend will be paid in twelve monthly installments. Payments are in the nature of an award for merit and not an emolument for services rendered.

The Fellow will become an enrolled student in the Harvard Graduate School of Business Administration. He will be expected to do research in Business History, the topic to be selected in consultation with members of the Business History group. The results of the research should be of sufficiently high quality to warrant publication. The Fellow will also be expected to take the two courses offered in Business History and one other, preferably Business Policy.

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Cleveland's Venezuelan Message

The President's determined foreign policy pronouncement focused attention upon both the lack of unanimity in business circles and a surprising capacity for independent American action in international finance. For historians, the Venezuelan Message is a challenge inviting efforts to probe the depth and longevity of cleavage between public policy sentiment in the financial and industrial-mercantile sectors of the economy.

WALTER LAFEVER

Industrial Relations Policies, 1900–1933

The first third of the twentieth century completely transformed the practice of industrial relations in American business. Three principal motivating forces may be identified. These not only fluctuated in time, place, and influence, but have received unequal and less than impartial historical attention.

NORMAN J. WOOD

British-Texan Investment Cattle Boom, 1880–1885

Like most speculative extravaganzas, the Western cattle boom was compounded out of a bona fide opportunity, exaggeration, gullibility, inadequate communications, dishonesty, and incompetence. There were some solid residual benefits, representing, in effect, an involuntary gift by British investors to their American cousins.

RICHARD GRAHAM

Development of Bookkeeping into Accounting

The transition from simple record keeping to accounting more or less in the form we know it today took many hundreds of years, though most of the basic developments had occurred by early Renaissance times. The advance of the art was intimately linked with a growing literature, the advancement of status, and other recognizable signs of maturing professionalism.

JAMES DON EDWARDS

American Accounting before 1900

Some later observers, impressed perhaps by rapid progress of the art after 1900, showed disdain for nineteenth-century methods. Five principal factors, however, produced a steady evolution and made accounting an element of importance in the nineteenth-century American business world.

ROY J. SAMPSON

Memoir of Sir Georae Touche, 1861–1935

The career of this influential accountant illuminates, with colorful Victorian overtones, the beginnings of the investment trust movement and the heyday of British international investment.

MARY E. MURPHY

The Kress Library

This monograph is another in a bibliographical series designed to call attention to accessible major repositories of business history source materials, describing both the basic collections and recent acquisitions.

DOROTHEA D. REEVES

OVER THE COUNTER

Inadequacy of Profit Maximization — Bruchey
Hagley Museum History Fellowships

