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


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

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


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


Oct. 13 **Transportation – Railways**


Oct. 20 **Industrialization and consumer demand**


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


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

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

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


Sun Life

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


Nov. 24 **Business consolidation**

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

Dec. 1  The rise of social science