This course introduces graduate students to selected topics in the history of business, technology, and the state in colonial America and the United States since 1760. Its primary goal is to enable students to understand, engage, and evaluate key themes in the literature. Though some attention is given to older works, the focus is on recent scholarship, methods, and approaches. Its secondary goal is to help prepare students for minor-field examinations in business history and the history of technology.

Requirements: Every student enrolled in this class is expected to: (1) read and reflect on the assigned readings; (2) participate actively in the weekly classroom discussions; (3) prepare a brief presentation on at least one of the “classic” readings (details to be discussed in class); (4) prepare notes on the week's readings (after the first week); (5) write a 4-5 page essay on a topic in the history of capitalism before 1920 (due in week 7); and (6) write a ten-page historiographical essay on a topic to be chosen by the student and approved by the instructor. On or before week 8, students are required to submit a brief, 1-2 page prospectus of their paper topic. The prospectus should describe the scope of the paper, lay out the issues that it will consider, and list the works it will discuss. The paper is due in class on week 14.

ALL PAPER TOPICS MUST BE APPROVED IN ADVANCE BY THE INSTRUCTOR. No paper will be accepted that has not been approved.

IT IS ESSENTIAL THAT STUDENTS COMPLETE THE ASSIGNED READINGS PRIOR TO THE CLASS DISCUSSION. Students who are unable to attend a class will prepare, in lieu of the weekly meditation, a three-to-five-page essay on the week's readings.

Grading: Final grades will be based on the following criteria: (1) participation in the weekly discussions, including presentation(s) on “classics” (30 percent); (2) notes (20 percent); (3) first essay (10 percent); prospectus and final essay (40 percent).
Required Readings
Richard White, Railroaded: The Transcontinentals and the Making of Modern America (2011)
Julia C. Ott, When Wall Street Met Main Street: The Quest for an Investors Democracy (2011)
Thomas P. Hughes, Rescuing Prometheus: Four Monumental Projects that Changed the World (1998)
Louis Hyman, Debtor Nation: The History of America in Red Ink (2011)
Week 1: **Introduction: Business, Technology, and the State**  
**Readings:** Beckert, “History of American Capitalism” (COURSEWORKS); Chandler, “Business History as Institutional History” and "Government Versus Business" (both in COURSEWORKS); Staudenmaier, “Rationality versus Contingency” (COURSEWORKS); Skocpol, “Bringing the State Back In” (COURSEWORKS)

Week 2: **Trade in the Atlantic World**  
**Readings:** Fichter, *So Great a Profitt*; Coclanis, “Atlantic World” (COURSEWORKS); Rothschild, “Hume” (COURSEWORKS)  
**Classic:** Robert G. Albion, *The Rise of New York Port, 1815-1860* (1939)

Week 3: **Slavery and Early Industrialization**  
**Readings:** Zakim and Kornblith, *Capitalism Takes Command*; Rothman, “Slave Power” (COURSEWORKS); Beckert, “Emancipation and Empire” (COURSEWORKS)  
**Classic:** Harold Woodman, *King Cotton and His Retainers: Financing and Marketing the Cotton Crop of the South, 1800-1925* (1968)

Week 4: **Big Business before 1920**  
**Readings:** Levy, *Freaks of Fortune OR John*, Network Nation; John, “Elaborations, Revisions, Dissents” (COURSEWORKS); Lamoreaux, Raff, and Temin, “Beyond Markets and Hierarchies” (COURSEWORKS)  
**Classic:** Alfred D. Chandler, Jr., *The Visible Hand: The Managerial Revolution in American Business* (1977)

Week 5: **Business, Labor, and the Environment**  
**Readings:** Andrews, *Killing for Coal*; Jones, “Landscape of Energy Abundance” (COURSEWORKS); Steinberg, "Down to Earth" (COURSEWORKS)  
**Classic:** William Cronon, *Nature’s Metropolis: Chicago and the Great West* (1991)

Week 6: **Antimonopoly**  
**Readings:** White, *Railroaded*; John, “Who Were the Gilders?” (COURSEWORKS); Hyman, “Rethinking the Postwar Corporation,” in Phillips-Fein and Zelizer, *What’s Good for Business*  
Week 7: Progressivism
Readings: Berk, Brandeis; Galambos, “Central Themes” (COURSEWORKS); Scranton and Fridenson, Reimagining Business History, pt. 1 (COURSEWORKS)

Classic: Olivier Zunz, Why the American Century (1998)

First essay due

Week 8: Consumerism
Readings: Ott, When Wall Street Met Main Street; Yates, “Business Enterprises” (COURSEWORKS); Jacobs, “Pocketbook Politics” (COURSEWORKS)


Final paper prospectus due

Week 9: Big Business since 1920


Week 10: Corporate Liberalism and its Critics
Readings: Phillips-Fein, Invisible Hands; Gilman, “Post-Fordism” (COURSEWORKS); Smith, “Liberal Invention,” in Phillips-Fein and Zelizer, What’s Good for Business


NOTE: WE MEET THIS WEEK ON MONDAY AND NOT TUESDAY; ON TUESDAY YOU ARE INVITED TO ATTEND THE HEYMAN CENTER SEMINAR: “Should Business Schools Have a Future”?
Week 11: The Rediscovery of the Market

Classic: Frederick Hayek, The Road to Serfdom (1944)

Week 12: Technological Projects
Readings: Hughes, Rescuing Prometheus; Misa, “Sociotechnical Change” (COURSEWORKS); Scranton, “Manufacturing Diversity” (COURSEWORKS)

Classic: Joseph Schumpeter, Capitalism, Socialism, and Democracy (1942)

Week 13: Post-Industrialism
Readings: Stein, Pivotal Decade; Lazonick, “Innovative Enterprise” (COURSEWORKS); Castells, “Network Economy” (COURSEWORKS)

Classic: Daniel Bell, The Coming of Post-Industrial Society (1976)

Week 14: The Financial Crisis and Beyond
Readings: Hyman, Debtor Nation OR Roubini and Mihm, Crisis Economics; Sullivan “Finance” (COURSEWORKS); Lasch, “Revolt of the Elites” (COURSEWORKS)


Final paper due


Peter A. Coclanis. “Atlantic World or Atlantic/World?” William and Mary Quarterly, 63 (October 2006): 725-742.


