N.B. All rooms are in the Arts Building, Edgbaston Campus, unless otherwise specified

9.30-20.00 Registration – Arts Building foyer

9.30 ABH Council Meeting – Rodney Hilton Library, third floor

10.30 Coffee – Arts – Mason Lounge, ground floor

11.30-12.30 **Keynote Lecture – Lecture Room 1, first floor**

<table>
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<th>Professor Leslie Hannah</th>
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<td>‘American Whigs and the Business History of Europe’</td>
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12.30-13.30 Lunch – Mason Lounge, ground floor

13.30-15.00 Sessions A

**Session A 1 - Strategy and Structure**

*Lecture Room 1*

Ray Stokes - University of Glasgow

- Early 19th Century Organisation: Pre-railroad American Trade
- Capitalists and Management: Organisational Form and Scottish Free Standing Companies

John Killick *University of Leeds*

Kevin Tennent *London School of Economics*

Dave Goodwin *Birkbeck College University of London*

Eline Poelmans *Leuven University*

- ‘Digital Equipment Corporation’: Downsizing – cause or cure?
- The influence of ‘governmental participation’ on the concentration of the coal producing companies in the European Coal and Steel Community

**Session A2 - Workers and Industrial Relations**

*Lecture Room 4*

TBC

Michael Heller *Queen Mary University of London*
Session A3 - Joined Up Thinking in Business History Research: Cooperation Between Archivists and Historians in the Pursuit of Funding
Lecture Room 8

Organised by Mike Anson, Richard Coopey and Judy Faraday

Chair: Terry Gourvish, Business History Unit, LSE

Mike Anson, Bank of England and Business Archives Council, Introduction
John Wilson, University of Central Lancashire, Securing the Raw Materials: Archives, Historians and Realities
Panel discussion
Richard Coopey, University of Aberystwyth and Business History Unit, LSE
Gail Lambourne, Programme Manager – Heritage, Arts and Humanities Research Council
Katey Logan, Business Records Development Officer
John Wilson, Co-Editor of 'Business History': Director, Institute of International Business, Lancaster Business School, University of Central Lancashire,
Richard Wiltshire, Senior Archivist - Business Archives City of London: Guildhall Library Manuscripts Section and London Metropolitan Archives.

Session A4 - Corporate Governance
Lecture Room 3

Peter Miskell (University of Reading)
Evelyn Anderson Australian Catholic University
- Firms vs. Inter-firm Relational Contracts: Nissan vs. Toyota 1956-1971
Massimo Pollifroni Università di Torino
- ICT and Ethics: Some Empirical Evidence from Chandler’s Lesson
Giuliano Maielli & Peter Clark Queen Mary University of London
- Creating Hegemony and Transferring Dependency: Comparing the Rise of Operations Management and Strategic Marketing in Italy and the Us
Anton Ehlers University of Stellenbosch
- Black Economic Empowerment, Apartheid Style: Pep Stores Peninsula Ltd, 1973-74

Session A5 - New Approaches to Business History
Lecture Room 2

Phil Scranton – Rutgers University
Charles Harvey, Jon Press & Mairi Maclean Newcastle University; Bath Spa University; University of West of England
- Cultural Leadership and the Dynamics of Taste
Andrew Popp University of Liverpool
- ‘I Didn’t Get Where I Am Today’: Narrating Entrepreneurial Lives
Chris Wrigley University of Nottingham
- Planning for Decline: British Coal Mining and the Heritage Industry

15.00-15.30 Coffee – Arts, Mason Lounge, ground floor

15.30-16.45 Sessions B

Session B1 - Investing and Investors
Lecture Room 8

Lucy Newton (University of Reading)
Paolo Di Martino University of Manchester
- ‘Just a Little is Enough’; British Micro Credit in a Business History Perspective
Janette Rutterford Open University
- Women Investors in the US and UK 1870-1960: A Comparative Study
Per H. Hansen Copenhagen Business School
- Central Bank Cooperation at the Periphery: The Scandinavian Central Banks and the Bank for International Settlements, 1930-1931

Session B2 – Automation of Retail Finance in Britain
Lecture Room 4

Chris Kobrak - ESCP-EAP
Bernardo Batiz-Lazo & Robert Reid University of Leicester
- The Development of Cash Dispenser and ATM technology: Early Patent Records
Bernardo Batiz-Lazo & J. Carles Miaxe-Altes University of Leicester; Universidad de A Coruña
- Organisational Change and the Computerization of British and Spanish Savings Banks
Mark Billings & Alan Booth University of Nottingham; University of Exeter
- Britain’s National Giro 1965-1977: Computerised Nationalism?

Session B3 - Questioning Chandler
Lecture Room 3

Stephen Morgan – University of Nottingham
John Quail University of York
- Not Quick and Not Easy: Distribution, Chandler, Marketing and the Development of Modern Managerial Corporations
Tony Corley University of Reading
- 'Testing the Chandlerian Model: Its Relevance to the Beecham Enterprise'
Nina Shapiro Saint Peter’s College
- Enterprise Theories and Practices: Chandler’s Contribution

**Session B4 - Networked firms**
**Lecture Room 2**

Andrew Popp - University of Liverpool
Etsuo Abe Meiji University
- New Perspectives for the Post-Chandlerian Model: From the Viewpoint of Japanese Networks (Keiretsu)
Michael Best University of Massachusetts, Lowell
- A High-Tech Industrial District: Systems Integration in Massachusetts
Gordon Boyce University of Newcastle (Australia)
- Network Processes and Dynamics: A Contrast with Hierarchy

**Session B5 - Family Firms**
**Lecture Room 1**

Peter Scott - University of Reading
Jean-Claude Daumas University of Besançon
- Family Capitalism and Big Firms in France (1945-1975)
Emily Baines DeMonfort University
- Family firms, Innovation and Networks: the Interwar British Printed Industry
Dong-Woon Kim Dong-Eui University
- Family-Owned Big Business in South Korea: A Managerial Revolution

17.00-18.30

**Coleman Prize Session**
**Large Lecture Theatre**

Stephanie Decker – Harvard Business School/Liverpool University

David Bricknell, Manchester Metropolitan University

Valery Johnson King’s College, London
- British Multinationals, Culture and Empire in the Early Twentieth Century

Niall MacKenzie University of Glasgow
- Chucking Buns Across the Fence? Governmental Planning and Regeneration Projects in the Scottish Highland Economy, 1945-82
19.00-20.00 Drinks reception and prize announcement – Arts, Mason Lounge, ground floor

20.00-. Conference Dinner – Noble Room, Staff House (followed by late bar extension in the Noble Room Annex)

Saturday 5 July

9.00-10.15 Sessions C

Session C1 – Chandler Meets the Creatives: The Modern Industrial Corporation in Music, magazines and the Movies
Lecture Room 1

John Wilson - University of Central Lancashire
Howard Cox University of Worcester
- The Failure of Successful Adaptation: Scale, Scope and the British Experience in the Popular Magazine Industry
Richard Coopey Business History Unit, London School of Economics
- Chandlerian Firms in a Hyper-Schumpeterian Environment: Enterprises in the Popular Music industry in Britain 1950-1990
Peter Miskell University of Reading
- Strategy and Structure in the International Film Industry: A Post-Chandlerian Perspective

Session C2 - Industry Associations and Business Networks
Lecture Room 8

Michael Best - University of Massachusetts, Lowell
Mark Casson University of Reading
- Trade Associations: Theoretical Issues and Evidence from the United Kingdom
Stephen Morgan University of Nottingham
- The Role of Industry and Publishing Networks in the Diffusion of Western Management Knowledge in China before 1945
Simon Ville and David Merrett University of Wollongong-University of Melbourne
- Industry Associations as Facilitators of Social Capital: The Australian Broking Industry
Francesca Carnevali University of Birmingham
- ‘Just a Social Club?’: Governance Strategies in Industrial Communities

Session C3 - Marketing Consumption
Lecture Room 2

Maggie Walsh - University of Nottingham
Catherine Harbor Royal Holloway University of London
- Making a Market for Music in 18th Century London
Peter Scott University of Reading
- Pushing Vacuum Cleaners in Interwar Britain
John Mercer, Teresa da Silva Lopes & Paul Duguid Queen Mary University of London
- The first 100 years of trademark registration: France, the US and UK
Session C4 – Railways
Lecture Room 4

John Killick - University of Leeds
Tokunbo Ayoola Ohio State University
- The Impact of the Second World War on the Nigerian Railways, 1939-1955
Xavier Duran London School of Economics
- The Relationship between Private Incentives and Subsidies: The Pacific Railroad (1845-62)
Benjamin Schwantes, University of Delaware
- Feuding Siblings – Not Siamese Twins: Railroad Managers, Telegraph Entrepreneurs and Chandlerian Paradigms of Growth in Antebellum America

Session C5 - Multinationals and Competitiveness
Lecture Room 3

Julian Greaves – University of Birmingham
Felipe Tamega Fernandes London School of Economics
- Comparative Advantage and Productivity Gap under Scarcity of Resources: British and American Rubber Manufacture Compared (1870-1910)
Neil Rollings University of Glasgow
- The National Competitiveness/ Firm Competitiveness Debate in Britain in the 1960s
Daryl F. White University of Western Ontario
- Integration, Mining Multinationals and Canada’s First World War: The case Studies of Inco and Alcan

10.15-10.45 Coffee – Arts, Mason Lounge, ground floor

10.45-12.00 Sessions D

Session D1 - Questioning Chandler
Lecture Room 8

Steve Tolliday - University of Leeds
Valerie Johnson National Archives
- Hierarchies and Divisions: An Imperial Perspective on British Multinationals
Albert Carreras Universitat Pompeu Fabra
- Does Spain fit the Chandlerian Paradigm?
Peter Clark & Giuliano Maielli Queen Mary University of London
- America’s Refolding Market Empire, Consumer Polity and Colonizing Corporations: Time Place Periods as Cases

Session D2 - Ownership and Control
Lecture Room 4

Paolo Di Martino - University of Manchester
Grietjie Verhoef University of Johannesburg
Managing from the Centre: The Role of Sankorp as an Investment Conglomerate in the Reconfiguration of big Business in South Africa
David M. Higgins & Steven Tomms York Management School
- The Evolution of the Market for Control in Britain: New Evidence from Brewing and Textiles (1945-2000)
Muriel Petit-Konczyk University of Lille 2
- Multiple Voting Shares in the Interwar Period

**Session D3 – Government Policy**
Lecture Room 3

Lisa Jack - University of Essex
Mark Billings University of Nottingham
- ‘1966 and All That’: The Labour Government, the Banks and the Prices and Incomes Board
Julian Greaves University of Birmingham
- British Road Policy before the Second World War: A Case of Contested Authority
John Singleton Victoria University of Wellington
- A New Window on the Development of the Euromarkets: Borrowing by the New Zealand Government in the 1960s

**Session D4 - Banks and their Customers**
Lecture Room 2

John Wilson – University of Central Lancashire
Lucy Newton University of Reading
Bernardo Batiz-Lazo & Claudia Reese University of Leicester
- Meet the Phantom: New Technology in the High Street from a Consumer Perspective
Ian Martin Open University
- Making Space for Computers in the Business of Banking: Barclays and Britain in the 1960s

**Session D5 - Distribution and Marketing**
Lecture Room 1

Laura Ugolini - University of Wolverhampton
Jim Quinn Trinity College, University of Dublin and Leigh Sparks, Institute for Retail Studies, University of Stirling.
Peter Scott & James Walker University of Reading
- Sales and Advertising Rivalry between Interwar US Department Stores: A Negative-sum Game?
Maggie Walsh University of Nottingham
- Consuming Cars: Women, Advertising and American Automobile Sales

12.00-13.00 Lunch – Arts, Mason Lounge, ground floor
12.00 Association of Business Historians AGM – Lecture Room 4

13.00-14.15

**Round Table – Business History After Chandler**

*Large Lecture Theatre*

Chair Mark Casson – University of Reading

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<td>Walter Friedman</td>
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<td>Lina Galvez Munoz</td>
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<td>Youssef Cassis</td>
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<td>Stephen Tolliday</td>
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14.15-14.30 coffee, Arts, Mason Lounge, ground floor

14.30 – 15.45 Sessions E

**Session E1 - British Firms and ‘Personal Capitalism’**

*Lecture Room 1*

Chris Wrigley - University of Nottingham
MJ Lewis, R.Llloyd-Jones *Sheffield Hallam University* & J. Maltby *University of York*
- Corporate Governance and Personal Capitalism in Britain: A case Study of Four Middle Ranking Manufacturing Companies c 1900-1940
  Ying Yong Ding & Sam McKinstry *University of the West of Scotland*
- Where Generalisations Fall Down: Alexander Cowan and Co, papermarkers (1779-1975)
  Jan Hewitt, Peter Thomas & John Wilson *University of Central Lancashire*
- Professionalism in British Management: Bogus Claim or Reality?

**Session E2 - Visions and Revisions**

*Lecture Room 2*

Charles Harvey – Newcastle University
Richard Blundel *Brunel University*
- Will there be Blood?: Entrepreneurial Judgment and Strategic Choice in Chandlerian and Revisionist Narratives of Industrialisation
  Kenneth Hopper *Independent scholar*
- The Visible Hand in Manufacturing in the US, the UK and Japan

**Session E3 - Accounting as Representation and Practice**

*Lecture Room 3*

Mark Billings - University of Nottingham
Omiros Georgiou & Lisa Jack *University of Essex*
- Gaining Legitimacy: Where has Fair Value Accounting come from?
  Lisa Jack *University of Essex*
- Intuition, Economics and Accounting: a 150 year History of Business Decision-making in Agriculture
  Trevor Boyns Cardiff University
- ‘If at first you don’t succeed, try, try and try again’: British Cost and Management Accountants and their Pursuit of Professional Status

15.45 – Conference ends