

# Pull

Networking and Success  
Since Benjamin Franklin  
PAMELA WALKER LAIRD



# Pull Networking And Success Since Benjamin Franklin Harvard Studies In Business History

**Pamela Walker LAIRD**



## **Pull Networking And Success Since Benjamin Franklin Harvard Studies In Business History:**

*Pull* Pamela Walker Laird, 2006-01-30 In retelling success stories from Benjamin Franklin to Andrew Carnegie to Bill Gates Laird goes beyond personality upbringing and social skills to reveal the critical common key access to circles that control and distribute opportunity and information She contrasts how Americans have prospered or not with how we have talked about prospering

*Pull* Pamela Walker LAIRD, 2009-06-30 Redefining the way we view business success Pamela Laird demolishes the popular American self made story as she exposes the social dynamics that navigate some people toward opportunity and steer others away Who gets invited into the networks of business opportunity What does an unacceptable candidate lack The answer is social capital all those social assets that attract respect generate confidence evoke affection and invite loyalty In retelling success stories from Benjamin Franklin to Andrew Carnegie to Bill Gates Laird goes beyond personality upbringing and social skills to reveal the critical common key access to circles that control and distribute opportunity and information She explains how civil rights activism and feminism in the 1960s and 1970s helped demonstrate that personnel practices violated principles of equal opportunity She evaluates what social privilege actually contributes to business success and analyzes the balance between individual characteristics effort innovation talent and social factors such as race gender class and connections In contrasting how Americans have prospered or not with how we have talked about prospering Laird offers rich insights into how business really operates and where its workings fit within American culture From new perspectives on entrepreneurial achievement to the role of affirmative action and the operation of modern corporate personnel systems Pull shows that business is a profoundly social process and that no one can succeed alone

*The Routledge Companion to Business History* John Wilson, Steven Toms, Abe de Jong, Emily Buchnea, 2016-12-01 The Routledge Companion to Business History is a definitive work of reference and authoritative international source on business history Compiled by leading scholars in the field it offers both researchers and students an introduction and overview of current scholarship in this expanding discipline Drawing on a wealth of international contributions this volume expands the field and explores how business history interacts theoretically and methodologically with other fields It charts the origins and development of business history and its global reach from Latin America and Africa to North America and Europe With this multi perspective approach it illustrates the unique contribution of business history and its relationship with a range of other disciplines from finance and banking to gender issues in corporations The Routledge Companion to Business History is a vital source of reference for students and researchers in the fields of business history corporate governance and business ethics This collection is an excellent starting point for understanding the field and finding areas where business history management theory and social science can intersect Canadian Business History Newsletter January 2019

[The Business of Emotions in Modern History](#) Mandy L. Cooper, Andrew Popp, 2023-01-12 The Business of Emotions in Modern History shows how businesses from individual entrepreneurs to family firms and massive corporations have relied on leveraged generated

and been shaped by emotions for centuries With a broad temporal and global coverage ranging from the early modern era to the present day in Africa Asia Europe and North America the essays in this volume highlight the rich potential for studying emotions and business in tandem In exploring how emotions and emotional situations affect business and in turn how businesses affect the emotional lives of individuals and communities this book allows us to recognise the emotional structures behind business decisions and relationships and how to question them From emotional labour in family firms to affective corporate paternalism and the role of specific emotions such as trust fear anxiety love and nostalgia in creating economic connections this book opens a rich new avenue of research for both the history of emotions and business history

**The Oxford Handbook of Business History** Geoffrey Jones,Jonathan Zeitlin,2008-01-24 Introduction Approaches and debates Forms of business organization Functions of enterprise Enterprise and society

**Creative Mentorship and Career-Building Strategies** Mary Pender Greene,2015-01-09 There has been a paradigm shift as to how professional knowledge is passed on It no longer happens naturally through traditional corporate grooming and succession rituals With less time lower budgets and more uncertainty traditional mentorship models don t work in today s economy The recent dramatic upheaval in the professional landscape has radically altered how 21st century professionals can most effectively cultivate career success Creative Mentorship brings the most advanced mentoring methods out of the Fortune 500 boardroom and into your classroom conference room or even your living room giving everyone access to groundbreaking and innovative mentoring methods utilized by today s most powerful and influential professionals Mary Pender Greene draws upon more than 20 years of experience as a therapist career coach and successful executive to codify her personal system for career development the Virtual Personal Board of Directors VPBOD Creative Mentorship features engaging exercises and worksheets as well as practical methods and strategies that will transform the way you approach career development Creative Mentorship guides you step by step through the process of building your own Virtual Personal Board of Directors Creative Mentorship will show you how to select specialized mentors who will accompany and assist you on your path to career success A toolbox of tactics strategies and rules of engagement will ensure that you fully assimilate the VPBOD networking strategy learn how to best leverage its innovative tactics and ultimately integrate this revolutionary mentoring methodology into every aspect of your professional life Creative Mentorship will enable you to achieve your most ambitious dreams and make your ultimate professional goals a reality

**Women in Audio** Leslie Gaston-Bird,2019-12-06 Women in Audio features almost 100 profiles and stories of audio engineers who are women and have achieved success throughout the history of the trade Beginning with a historical view the book covers the achievements of women in various audio professions and then focuses on organizations that support and train women and girls in the industry What follows are eight chapters divided by discipline highlighting accomplished women in various audio fields radio sound for film and television music recording and electronic music hardware and software design acoustics live sound and sound for theater education audio for

games virtual reality augmented reality and mixed reality as well as immersive sound Women in Audio is a valuable resource for professionals educators and students looking to gain insight into the careers of trailblazing women in audio related fields and represents required reading for those looking to add diversity to their music technology programs

**Reimagining Business History** Philip Scranton, Patrick Fridenson, 2013-04-15 A vigorous call for rethinking the field of business history Business history needs a shake up Philip Scranton and Patrick Fridenson argue as many businesses go global and cultural contexts become critical Reimagining Business History prods practitioners to take new approaches to entrepreneurial intentions company scale corporate strategies local infrastructure employee well being use of resources and long term environmental consequences During the past half century the history of American business became an unusually active and rewarding field of scholarship partly because of the primacy of postwar American capital at home and abroad and the rise of a consumer culture but also because of the theoretical originality of Alfred D Chandler In a field long given over to banal company histories and biographies of tycoons Chandler took the subject seriously enough to ask about the large patterns and causes of corporate success Chandler and his students found the richest material for theorizing about the course of business history in large companies and their institutional structures and cultures Meantime Scranton and others found smaller firms those specializing in batch work as opposed to mass produced goods far closer to the norm and more telling Scranton and Fridenson believe that the time has come for a sweeping rethinking of the field its materials and the kinds of questions its practitioners should be asking How can this field develop in an age of global markets growing information technology and diminishing resources A transnational collaboration between two senior scholars Reimagining Business History offers direction in forty four short pithy essays

**Revolutionary Networks** Joseph M. Adelman, 2021-02-02 An engrossing and powerful story about the influence of printers who used their commercial and political connections to directly shape Revolutionary political ideology and mass mobilization Honorable Mention St Louis Mercantile Library Prize Bibliographical Society of America During the American Revolution printed material including newspapers pamphlets almanacs and broadsides played a crucial role as a forum for public debate In Revolutionary Networks Joseph M Adelman argues that printers artisans who mingled with the elite but labored in a manual trade used their commercial and political connections to directly shape Revolutionary political ideology and mass mobilization Going into the printing offices of colonial America to explore how these documents were produced Adelman shows how printers balanced their own political beliefs and interests alongside the commercial interests of their businesses the customs of the printing trade and the prevailing mood of their communities Adelman describes how these laborers repackaged oral and manuscript compositions into printed works through which political news and opinion circulated Drawing on a database of 756 printers active during the Revolutionary era along with a rich collection of archival and printed sources Adelman surveys printers editorial strategies Moving chronologically through the era of the American Revolution and to the war s aftermath he details the development of the

networks of printers and explains how they contributed to the process of creating first a revolution and then the new nation By underscoring the important and intertwined roles of commercial and political interests in the development of Revolutionary rhetoric this book essentially reframes our understanding of the American Revolution Printers Adelman argues played a major role as mediators who determined what rhetoric to amplify and where to circulate it Offering a unique perspective on the American Revolution and early American print culture Revolutionary Networks reveals how these men and women managed political upheaval through a commercial lens

#### **Comparative Entrepreneurship Initiatives C.**

Usui,2011-08-31 This book investigates entrepreneurial initiatives in the three largest economies of the world China Japan and the USA It brings together historical institutional and ethnographic approaches and highlights entrepreneurial patterns that result from cultural legal and political forces that facilitate and constrain entrepreneurship

#### **Cornering the Market**

Susan V. Spellman,2016-03-15 In popular stereotypes local grocers were avuncular men who spent their days in pickle barrel conversations and checkers games they were backward small town merchants resistant to modernizing impulses Cornering the Market challenges these conventions to demonstrate that nineteenth and early twentieth century grocers were important but unsung innovators of business models and retail technologies that fostered the rise of contemporary retailing Small grocery owners revolutionized business practices from the bottom by becoming the first retailers to own and operate cash registers develop new distribution paths and engage in transforming the grocery trade from local enterprises to a nationwide industry Drawing on storekeepers diaries business ledgers and documents and the letters of merchants wholesalers traveling men and consumers Susan V Spellman details the remarkable achievements of American small businessmen and their major contributions to the making of modern enterprise in the United States The development of mass production distribution and marketing the growth of regional and national markets and the introduction of new organizational and business methods fundamentally changed the structures of American capitalism Within the walls of their stores proprietors confronted these changes by crafting solutions centered on notions of efficiency scale and price control Without abandoning local ties they turned social concepts of community into commercial profitability It was a powerful combination that businesses from chain stores to Walmart continue to exploit today

#### **The Determinants of Entrepreneurship Jose L García-Ruiz,2015-10-06**

This study looks at entrepreneurial history from three angles Entrepreneurial Typologies Business Leaders and Culture vs Institutions The previous scarcity of material makes this collection of eight papers an invaluable resource and should encourage further analysis

#### **Whom Fortune Favours**

Laurence B. Mussio,2020-04-16 The Bank of Montreal is not only Canada's first bank it has also occupied a prominent place in the pantheon of Canadian nation building Whom Fortune Favours examines the trajectory of this extraordinary organization across the span of two centuries The historian Laurence Mussio applies an analytical lens to a financial institution whose strategies fundamentally shaped and were shaped by the evolution of a country and a continent The Bank of Montreal BMO represents an extremely rare institution one that has both

endured and adapted to fundamental change The depth and breadth of the Bank s history offer a unique opportunity to analyze a singular organization over ten generations As an institution BMO played a critical part in the destiny of its home city and in the emergence of Canada on an international scene Crucial to the development of Canadian and North American financial systems BMO shaped the political economy of banking Over the last half century the institution s response to successive economic technological demographic and regulatory shifts illustrates how Canadian and North American finance has adapted to the challenges before it At its heart Whom Fortune Favours presents a multifaceted story about the making of contemporary finance This epic chronicle is the result of a massive research effort incorporating thousands of never before released internal documents Mussio s accessible narrative will appeal to both scholars and executives who seek to understand the origins development and present day implications of one of North America s great institutions **Katharine**

**and R.J. Reynolds** Michele Gillespie,2012-10-01 A tour de force a top notch study of a powerful couple negotiating the shifting socioeconomic world of the New South and early corporate America Journal of American History Separately they were formidable together they were unstoppable Despite their intriguing lives and the deep impact they had on their community and region the story of Richard Joshua Reynolds and Katharine Smith Reynolds has never been fully told Now Michele Gillespie provides a sweeping account of how R J and Katharine succeeded in realizing their American dreams From relatively modest beginnings R J launched the R J Reynolds Tobacco Company which would eventually develop two hugely profitable products Prince Albert pipe tobacco and Camel cigarettes His marriage in 1905 to Katharine Smith a dynamic woman thirty years his junior marked the beginning of a unique partnership that went well beyond the family As a couple the Reynoldses conducted a far ranging social life and under Katharine s direction built Reynolda House a breathtaking estate and model farm Katharine and R J Reynolds is an engrossing study of a power couple extraordinaire Telling us much about an unusual relationship Michele Gillespie also provides a new way to understand how the post Reconstruction New South elite helped construct business structures social relations and racial hierarchies The result is an important addition to our understanding of the industrial South in the North Carolina Piedmont heartland William A Link author of The Paradox of Southern Progressivism Ms Gillespie uses Katharine s life and work as a kind of prism through which to view the prejudices and predilections of Southern culture in the 1910s and 1920s The Wall Street Journal **Creating the College Man** Daniel

A. Clark,2010-05-25 How did a college education become so vital to American notions of professional and personal advancement Reared on the ideal of the self made man American men had long rejected the need for college But in the early twentieth century this ideal began to change as white men born in the U S faced a barrage of new challenges among them a stultifying bureaucracy and growing competition in the workplace from an influx of immigrants and women At this point a college education appealed to young men as an attractive avenue to success in a dawning corporate age Accessible at first almost exclusively to middle class white males college funneled these aspiring elites toward a more comfortable and certain

future in a revamped construction of the American dream In *Creating the College Man* Daniel A Clark argues that the dominant mass media of the era popular magazines such as *Cosmopolitan* and the *Saturday Evening Post* played an integral role in shaping the immediate and long term goals of this select group of men In editorials articles fiction and advertising magazines depicted the college man as simultaneously cultured and scientific genteel and athletic polished and tough Such depictions underscored the college experience in powerful and attractive ways that neatly united the incongruous strains of American manhood and linked a college education to corporate success

**Building a Housewife's Paradise** Tracey Deutsch, 2010-05-01 Supermarkets are a mundane feature in the landscape but as Tracey Deutsch reveals they represent a major transformation in the ways that Americans feed themselves In her examination of the history of food distribution in the United States Deutsch demonstrates the important roles that gender business class and the state played in the evolution of American grocery stores Deutsch's analysis reframes shopping as labor and embeds consumption in the structures of capitalism The supermarket that icon of postwar American life emerged not from straightforward consumer demand for low prices Deutsch argues but through government regulations women customers demands and retailers concerns with financial success and control of the shop floor From small neighborhood stores to huge corporate chains of supermarkets Deutsch traces the charged story of the origins of contemporary food distribution treating topics as varied as everyday food purchases the sales tax postwar celebrations and critiques of mass consumption and 1960s and 1970s urban insurrections Demonstrating connections between women's work and the history of capitalism Deutsch locates the origins of supermarkets in the politics of twentieth century consumption

*Lobbying America* Benjamin C. Waterhouse, 2015-11-24 Lobbying America tells the story of the political mobilization of American business in the 1970s and 1980s Benjamin Waterhouse traces the rise and ultimate fragmentation of a broad based effort to unify the business community and promote a fiscally conservative antiregulatory and market oriented policy agenda to Congress and the country at large Arguing that business's political involvement was historically distinctive during this period Waterhouse illustrates the changing power and goals of America's top corporate leaders Examining the rise of the Business Roundtable and the revitalization of older business associations such as the National Association of Manufacturers and the U S Chamber of Commerce Waterhouse takes readers inside the mind set of the powerful CEOs who responded to the crises of inflation recession and declining industrial productivity by organizing an effective and disciplined lobbying force By the mid 1970s that coalition transformed the economic power of the capitalist class into a broad reaching political movement with real policy consequences Ironically the cohesion that characterized organized business failed to survive the ascent of conservative politics during the 1980s and many of the coalition's top goals on regulatory and fiscal policies remained unfulfilled The industrial CEOs who fancied themselves the voice of business found themselves one voice among many vying for influence in an increasingly turbulent and unsettled economic landscape Complicating assumptions that wealthy business leaders naturally get their way in



Washington Lobbying America shows how economic and political powers interact in the American democratic system

*American Book Publishing Record*, 2006      **Creativity and Innovation in Business and Beyond** Leon Mann, Janet Chan, 2011-02 Creativity and Innovation in Business and Beyond illustrates the ways in which creativity spurs innovation not only in the realms of business and management where the innovation is regularly acknowledged and discussed but throughout the social sciences With contributions from experts in fields as far flung as policy history economics law psychology and education in addition to business and management this volume explores the manifold avenues for creativity and innovation within and across a multitude of disciplines      *Tug of War* Jocelyn Wills, 2017-09-04 Selling Earth observation satellites on their abilities to predict and limit adverse environmental change politicians business leaders the media and technology enthusiasts have spent sixty years arguing that space exploration can create a more peaceful prosperous world Capitalist states have also socialized the risk and privatized the profits of the commercial space industry by convincing taxpayers to fund surveillance technologies as necessary components of sovereignty freedom and democracy Jocelyn Wills's *Tug of War* reminds us that colonizing the cosmos has not only accelerated the arms race but also encouraged government contractors to compete for the military and commercial spoils of surveillance Although Canadians prefer to celebrate their role as purveyors of peaceful space applications Canada has played a pivotal part in the expansion of neoliberal policies and surveillance networks that now encircle the globe primarily as a political ally of the United States and component supplier for its military industrial complex Tracing the forty five year history of Canada's largest space company MacDonald Dettwiler and Associates MDA through the lens of surveillance studies and a trove of oral history transcripts government documents trade journals and other sources Wills places capitalism's imperial ambitions squarely at the centre of Canada US relations and the privatization of the Canadian political economy *Tug of War* confronts the mythic lure of technological progress and the ways in which those who profess little interest in war rationalize their leap into military contracting by avoiding the moral and political implications of their work

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