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THE BUSINESS ADMINISTRATION:
HIS MODELS IN WAR,
STATECRAFT, AND SCIENCE**

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EDW. D. JONES

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AND SCIENCE

BY
EDW. D. JONES

PROFESSOR OF COMMERCE AND INDUSTRY, UNIVERSITY OF MICHIGAN



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INTRODUCTION

Confident that administration of manufacturing and operating companies under modern conditions is developing into a new profession, Professor Jones has sought its scientific principles by a remarkable study of the older professions with which it is most closely allied. His argument is, briefly:

First—That success in dealing with men and affairs depends upon certain basic propositions and laws which can be discovered by studying the work of successful administrators;

Second—That the rules and methods followed by masters of business and finance are usually deliberately hidden, and there are no records throwing clear, full light on their lives and acts;

Third—That leaders in statecraft, war, and science, on the contrary, are figures of world interest whose careers and practice are illuminated fully and searchingly by public and private records, correspondence, personal reminiscences, and even petty gossip. From such data Professor Jones has analyzed definite primary principles of administration. In history and the biographies of military conquerors, diplomats, and scientists, he finds the elementary rules of success.

Close systematic study of scientific management has expended its first force on machines and processes. For its larger successes administration must work as great generals and statesmen have worked

—with the human factor. It must work as great scientists have worked—with universal laws. Professor Jones advances no narrow specialized system, but searches the best thought of the world to bring its choicest fruit to the service of thinking workers in modern industry.

This attitude toward and this treatment of the subject indeed raise administration to the high plane of the professions among which Professor Jones contends it must be classed. And beyond this, the book now completed (the outgrowth of a much shorter study originally published serially in the pages of *The Engineering Magazine*) proves that industrial philosophy and practical doctrine may be set forth in English so luminous, by logic so triumphant, and with inspiration so uplifting, that they win the right to a place in pure literature and show that letters may be made a co-worker with science to the lasting advantage of mankind.

CHARLES BUXTON GOING.

CONTENTS

CHAPTER I. THE RISE OF A NEW PROFESSION	PAGE
An introductory explanation showing the facts and relations that rank business administration with the higher civil and military professions of the historic period.	1
THE ADMINISTRATOR AS GENERAL	
CHAPTER II. THE UTILITY OF THE STUDY OF HISTORY	
Organization older than history—Evolution of administration traced through the family, the clan and the state—The wealth of accumulated experience—Possibilities of drawing on this store by analytical study—The methods which such study must follow—Dearth of direct records of business administration—Abundance of material in military and political fields—Relationship between military and commercial leadership—How the methods of a conqueror may by analogy furnish a model for the business executive.	27
CHAPTER III. MILITARY HISTORY	
The great periods of militarism and their ideals—Roman remains—The Byzantine Empire—The Middle Ages—Frederick the Great—Napoleon—Modern conditions.	43
CHAPTER IV. ADMINISTRATIVE PRINCIPLES	
An enumeration of the qualities discovered in the foregoing studies—Decision—Initiative—Preliminary planning—Subordination of detail—Discipline—Concentration to secure success.	61

THE ADMINISTRATOR AS SCIENTIST		PAGE
CHAPTER V. THE PIONEERS OF SCIENCE		
Administration as thinking—The problem of origins—The science of Greece—The Alexandrine Era—The Renaissance—The pioneers of science—Requisites of creative thinking.		77
CHAPTER VI. SYSTEM-MAKERS OF SCIENCE		
How one science contributes to all others—Leaders in scientific theory—Exploded theories—Theories in practical affairs.		103
CHAPTER VII. THE APPLICATION OF SCIENCE		
The union of pure and applied science—Difficulties of applied science—Theory <i>versus</i> practice—Science as a phase of vital living.		119
CHAPTER VIII. THE PRINCIPLES OF MENTAL EFFICIENCY		
Economy of means—The wide range of the practical—Follow the lead of the subject-matter—Open-mindedness—Explanations of fallacies reveal new laws—Thoroughness—Methods more valuable than results.		131
CHAPTER IX. THE PRINCIPLES OF MENTAL EFFICIENCY (<i>Continued</i>)		
The fertility of a new point of view—Unity of principles in variety of form—Co-operation—Persistent thinking as the universal solvent—Intellectual courage.		157
THE ADMINISTRATOR AS DIPLOMAT		
CHAPTER X. HISTORY OF THE GENTLEMAN ADMINISTRATOR		
Administration and human nature—History of ideal types—The pagan hero—Pagan and Christian elements of chivalry—Results of chivalry—The courtier—The gentleman—Present need of leadership—The captain of industry.		179

CONTENTS

vii

CHAPTER XI. THE METHODS OF THE GENTLEMAN ADMINISTRATOR

PAGE

The study of human nature—Elements of efficiency—Due form—Courtesy—Compromise—Just proportion. ----- 213

CHAPTER XII. THE IDEALS OF THE GENTLEMAN ADMINISTRATOR

The evils of separating one department of life from another—Industry and order—An administrative creed—Conclusion. ----- 237