9/7/20
Commerce and Business Administration
Business Administration
Fred M. Jones Papers, 1930-1974

Box 1:

Faculty Personnel Record, 1948-72
Publications List, 1967
Retirement, 1974
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   Retail Management Lecture Notes
   Business Organizations and Operations, ca. 1932
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Fred M. Jones
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Books

Retail Management. Richard D. Irwin, Inc., 1967

Manuals for Textbooks


Contributed Sections


Monographs

Price Lining of Men's Wear in a Retail Market. Special Bulletin No. 1, Bureau of Economic and Business Research, University of Illinois, 1942.
Retail Sales Questions, Objections and Answers. Special Bulletin No. 3, Bureau of
Economic and Business Research, University of Illinois, 1943.

Articles

Three articles contributed to The World Book Encyclopedia. Field Enterprises Educational Corporation, 1960
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The Shifting Pattern of Retail Trade. Illinois Business Review. April, 1951.


Ten articles contributed to the Dictionary of American History. Scribners, 1940
Auctions Peddlers
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Five and Ten Cent Stores Public Markets
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Hardware Store Tinware Peddlers


Reviews


Forty reviews contributed to the *Journal of Marketing* while serving during the years 1945-47 on the editorial board of that journal.


How to Succeed in Retail Selling, by R. M. Hardy. *Journal of Marketing*, April, 1938.