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Commerce and Business Administration

Business Administration

Fred M. Jones Papers, 1930-1974

Box 1:

Faculty Personnel Record, 1948-72

Publications List, 1967

Retirement, 1974

Grade Records, 1930, 1974

Course Materials

Retail Management Lecture Notes

Business Organizations and Operations, ca. 1932

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Business Administration 212, 1970-74

Marketing, 305 (4 folders), 1960-66

315, 1952-57

380, 1965-69

401, 1969-70

402, 1953, 1958-63, 1968-70

Business Administration, 405, 1970-71

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Marketing, 415, 1952, 1957-62

416, 1956-68

471, 1955, 1964-68

499, 1951-65

Business Administration, 520, 1969

Preliminary Examination Questions, ca. 1960-71

Graduate Program in Marketing, 1971

Published Articles, 1931-43, 1971

Books, 1937-67

Inventory of Publications  
August 21, 1967

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- Retail Management. Richard D. Irwin, Inc., 1967  
Introduction to Marketing Management. Appleton-Century-Crofts, 1964.  
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Principles of Retailing. Pitman Publishing Corporation, 1949.  
Introduction to Marketing. (With P. D. Converse). Prentice-Hall, Inc., 1948.  
Economic Development of the United States. (With C. M. Thompson). The Macmillan Company, 1939.  
Middlemen in the Domestic Trade of the United States, 1800-1860. University of Illinois, 1937.  
Cases and Problems in Salesmanship. (With F. A. Russell). College Publishers, 1931.

Manuals for Textbooks

- Teacher's Manual for Retail Management. Richard D. Irwin, Inc., 1967.  
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Contributed Sections

- Training for Retailing. In Education for Business. Eastern Business Teachers Association and the National Business Teachers Association, 1957  
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Channels of Distribution. In Marketing Handbook, edited by P. H. Nystron. Ronald Press Company, 1948.

Monographs

- Grocery Wholesaling in Illinois from 1900 to 1929. Bulletin No. 36. Bureau of Business Research, University of Illinois, 1931.  
A Survey of Retail Trading Area. Bulletin No. 44, Bureau of Business Research, University of Illinois, 1932.  
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.

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### Articles

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 Window Display

The Shifting Pattern of Retail Trade. Illinois Business Review, April, 1951.

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A New Interpretation of Marketing Functions. Journal of Marketing, January, 1943.

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Scribners, 1940

Auctions

Commodity Exchanges

Five and Ten Cent Stores

General Store

Hardware Store

Peddlers

Profit Sharing

Public Markets

Traveling Salesman

Tinware Peddlers

The Collection of Business Records at the University of Illinois. Bulletin of the Business Historical Society, January, 1940.

Price Fixing in Illinois. Opinion and Comments, March, 1939.

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### Reviews

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Mathematics of Retail Merchandising, by Bernard P. Corbman. Journal of Marketing, October, 1952.

A Reconstruction of Economics, by Kenneth E. Boulding. Annals of the American Academy of Political and Social Science, March, 1951.

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Der Aufsteig der Vereinigten Staaten von America sur Weltmach, by Max Silberschmidt.  
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