

After an apprenticeship in his twenties in academic posts at Oxford, Essex and Cambridge, Leslie Hannah (with LSE Business History Unit colleagues) took over the editorship of this journal in 1979 from the founding team at the University of Liverpool. In the 1990s he became an academic administrator (Pro-Director of LSE, then head of the Cass Business School (London) and Ashridge Management College), continuing to publish. After the turn of the century he returned to full-time research and teaching as Kojima Distinguished Professor in the Department of Economics at the University of Tokyo. Latterly he has been visiting professor at EHESS Paris, Reading and LSE, Honorary Distinguished Professor at Cardiff Business School and, from 2017, Professor Emeritus at LSE.

His publications were influential. He was one of the (three) British economic historians who qualified as the most frequently cited living economists in Mark Blaug's *Who's Who in Economics* (1st edition 1986 to 3rd edition 1999). More recently Ojala et al's (2017)¹ bibliometric analysis reported that (with Lou Galambos of Johns Hopkins University) he led in authoring the most frequently cited articles in established business history journals. His first postdoctoral publication - on takeovers - was in this journal (1974): its high citation rate benefitted from long maturation. The other - an international comparison of the divorce of ownership from control - was published here in his sixtieth year (2007) and within 10 years registered more citations than any other article in the journal. Both contributions appear in this comprehensive² list of his books, articles and other academic output, in chronological order:

1970s

'The Political Economy of Mergers in British Manufacturing Industry between the Wars', DPhil thesis, Faculty of Economics, Oxford 1972.

'Takeover Bids in Britain before 1950', *Business History*, 16, 1, 1974, pp. 65-77.

'Mergers in British Manufacturing Industry 1880-1918', *Oxford Economic Papers*, 26, 1, 1974, pp. 1-20.

'Managerial Innovation and the Rise of the Large-Scale Company in Interwar Britain', *Economic History Review*, 27, 2, 1974, pp.252-70.

ed., *Management Strategy and Business Development, An Historical and Comparative Study*, Macmillan, 1976.

The Rise of the Corporate Economy, Methuen and Johns Hopkins University Press, 1976; University Paperback, 1979; 2nd edition 1983; Japanese translation, Toyo Keizai Shinpo Sha, Tokyo, 1987.

(with John A. Kay) *Concentration in Modern Industry: Theory Measurement and the UK Experience*, Macmillan, 1977.

¹ Jari Ojala, Jari Eloranta, Anu Ojala and Heli Valtonen, "Let the best story win – evaluation of the most cited business history articles," *Management and Organizational Change*, 12, 4, November 2017, pp. 305-33.

² It excludes numerous reviews, newspaper and magazine articles and radio and TV broadcasts.

'A Pioneer of Public Enterprise: The Central Electricity Board and the National Grid, 1927-1940', in B. Supple, ed., *Essays in British Business History*, Oxford University Press, 1977.

'Mergers, Cartels and Concentration: Legal Factors in the US and European Experience', in J Kocka and N Horn, eds., *Recht und Entwicklung der Grossunternehmen im 19. und frühen 20. Jahrhundert*, Vandenhoeck & Ruprecht, 1979.

'Public Policy and the Advent of Large-Scale Technology: The Case of the Electricity Supply Industry in the USA, Germany and Britain', in Kocka and Horn, *idem*.

'L'entreprise publique en Grande-Bretagne au XXe siecle: recrutement et choix des objectifs', in M. Lévy-Leboyer, ed., *Le Patronat de la Seconde Industrialisation*, Les Editions Ouvrières, 1979.

Electricity Before Nationalisation: A Study of the Electricity Supply Industry in Britain to 1948, Macmillan and Johns Hopkins University Press, 1979.

1980s

'The Entrepreneur in History', in I. Kirzner et al, *Prime Mover of Progress: The Entrepreneur in Capitalism and Socialism*, IEA Readings 23, 1980.

'Visible and Invisible Hands in Great Britain', in A D Chandler and H Daems, eds. *Managerial Hierarchies: Comparative Perspectives on the Rise of the Modern Industrial Enterprise*, Harvard University Press, 1980, reprinted in Richard Whitley, ed., *Competing Capitalisms: Institutions and Economies*, Edward Elgar, 2002.

'Mergers' in G Porter, ed., *Dictionary of American Economic History*, Scribners, 1980.

'Government and Business in Britain: The Evolution of the Modern Relationship', in K Nakagawa, ed., *Government and Business: Proceedings of the Fifth Fuji Conference*, Univ. of Tokyo Press, Tokyo, 1980.

'Labour and Management in the Direction of Industry in Twentieth Century Britain', in *Proceedings of the International Congress of Historical Sciences*, Bucharest, 1980.

(with John A. Kay), 'The Contribution of Mergers to Concentration Growth', *Journal of Industrial Economics*, vol.29, March 1981.

'Training Business Historians, American Business History: A British Perspective', *The Public Historian*, 3, 3, Summer 1981, pp. 106-19.

New Horizons for Business History, Social Science Research Council, London, 1981.

Engineers, Managers and Politicians: The First Fifteen Years of Nationalised Electricity Supply in Britain 1948-1962, Macmillan and Johns Hopkins University Press, 1982.

ed., *From Family Firm to Professional Management*, Budapest, 1982.

Entrepreneurs and the Social Sciences: An inaugural lecture, LSE, 1983.

'From Family Firm to Professional Management: Structure and Performance of Business Enterprise', *Zeitschrift fur Unternehmensgeschichte*, 28, 2, 1983, pp. 120-25.

'Gibrat's Law, Deterministic Theories of the Growth of Large Enterprise and the Conditions for the Survival of Small Enterprise', in Francois Caron et al, *Entreprises et Entrepreneurs XIX-XXeme siecles* (Presses de l'Universite de Paris, Sorbonne, 1983).

'New Issues in British Business History', *Business History Review*, 57, 2, Summer 1983, pp. 165-74.

(Chairman, Editorial Advisory Board; with D J Jeremy, ed.), *Dictionary of Business Biography* (Butterworths, London, 5 vols, 1984-86).

'Entrepreneurs and the Social Sciences', *Economica*, 51, 203, August 1984, pp. 219-34.

(series adviser, with Peter Pagnamenta, executive producer), 11-part BBC TV series, *All our Working Lives*, BBC2 1984.

'Why Employer-Based Pension Plans? The Case of Britain' *Journal of Economic History*, 45, 2, June 1985, pp. 347-54.

'Occupational Pension Funds: Getting the Long-Run Answers Right', Centre for Economic Policy Research Discussion Paper no.99, April 1986.

Inventing Retirement: The Development of Occupational Pensions in Britain, Cambridge University Press, London and New York, 1986.

'Human Capital', *Oxford Review of Education*, 13, 2, June 1987, pp. 177-81.

'The Historical Problem of the Growth of Large-Scale Enterprise' in Fondazione Assi et al, eds, *Piccola e Grande Impresa; un problema storico* (Franco Angelli, Milan, 1987).

(with Robin Cohen & John A. Kay) *Electricity Privatisation and the Area Boards: the case for 12*, London Economics, 1987.

"A Prosperous People," in Lesley M. Smith, ed., *The Making of Britain*, Macmillan and Channel 4, 1988, pp. 161-72.

ed., *Pension Asset Management: An International Perspective* (Irwin, Homewood, Illinois, 1988).

1990s

'Economic ideas and government policy on industrial organisation in Britain since 1945', in Mary O Furner and Barry Supple, eds., *The State and Economic Knowledge: the American and British Experiences*, CUP, 1990.

(with Peter Williamson) 'Realising the Potential of scale and scope – a review article', *Business Strategy Review*, Autumn, 1990.

'Scale and Scope: Towards a European Visible Hand', *Business History*, April 1991.

'Human Capital Flows and Business Efficiency', in Keith Bradley (ed.), *Human Resource Management: People and Performance*, Dartmouth Aldershot, 1992.

'Similarities and differences in the growth and structure of private pensions in OECD countries', in *Private Pensions and Public Policy*, *OECD Social Policy Studies No.9*, Organisation for Economic Co-operation and Development, Paris, 1992.

'Education, Opportunity and Business Leadership', inaugural lecture for Foundation for Manufacturing and Industry, London, 1993.

'Free Trade in Companies: Does Nationality Matter?' in Matthew Bishop and John A. Kay, eds., *European Mergers and Merger Policy*, OUP, 1993.

'Cultural Determinants of Economic Performance: An Experiment in Measuring Human Capital Flows', in G D Snooks, ed., *Historical Analysis in Economics*, Routledge, 1993.

(with Erik Dahmen and Israel Kirzner), *The Dynamics of Entrepreneurship*, Crafoord Lectures, University of Lund Press, Malmö, 1994.

'Technological, managerial and market explanations of differential rates of European business convergence on American productivity levels 1945 - 1973', in Mila Davids, Ferry de Goey and Dirk de Wit, eds., *Proceedings of the Conference on Business History*, Erasmus University, Rotterdam, 1994.

'The Finance of the Electricity Industry in the UK before 1948: Did imperfections in the supply of capital retard British electrical development?' in Monique Trede Boulmer, ed., *Le Financement de l'Industrie Electrique 1880-1980*, Presses Universitaires de France, 1994.

'The Economic Consequences of the State Ownership of Industry in the UK', in R Floud and D McCloskey, eds., *An Economic History of Britain*, Cambridge University Press, vol.3, 1994.

'Crisis and Turnaround? 1973-1993', in Paul Johnson, ed., *Twentieth Century Britain: Economic Social and Cultural Change*, Longman, London 1994, pp. 340-355.

'The Joint Stock Company, Concentration and the State, 1894 - 1994' in Adrian Allan, ed., *Proceedings of the Annual Conference 1994*, Business Archives Council, 1995.

The Role of the City in Company Formation and Growth, London Economics, April 1995.

'The American Miracle, 1875-1950, and After: a view in the European Mirror', *Business and Economic History*, 24, 2, Winter 1995, pp. 197-220.

(with Francesca Carnevali) 'The Effect of Banking Cartels, and Credit Rationing on UK Industrial Structure and Economic Performance since World War Two', in Michael D Bordo and Richard Sylla, eds, *Anglo-American Financial Systems: Institutions and Markets in the Twentieth Century*, Irwin, New York, 1995, pp. 65-88.

'La evolucion de las grandas empresas en el siglo XX: un analisis comparativo,' *Revista de Historia Industrial*, 10, 1996.

'Multinationality: Size of Firm, Size of Country, and History Dependence', *Business and Economic History*, 25, 2, Winter 1996, pp. 144-54.

'Two Distorting Mirrors for British Manufacturing Performance: International and Sectoral Comparisons', in G Dosi and F Malerba, eds., *Competence, Organisation and Strategy in the Evolution of the Enterprise*, 1996, Macmillan.

'America, The Cold War and I' (Business History Conference presidential address), *Business and Economic History*, 27, 2, Winter 1998, pp. 269-78.

'Survival and Size Mobility among the World's Largest 100 Industrial Corporations 1912-1995,' *American Economic Review Papers and Proceedings*, 88, 2, May 1998, pp. 62-65.

'Die Überlebenschancen der Großen', *PROKLA: Zeitschrift für kritische Sozialwissenschaft*, vol.113, December 1998

'Marshall's 'Trees' and the Global 'Forest': were 'Giant Redwoods' different?' in N Lamoreaux, D Raff and P Temin, eds., *Learning by Doing in Markets, Firms and Nations*, NBER and University of Chicago Press, 1999.

(with James Foreman-Peck), "Britain: From Economic Liberalism to Socialism-and Back?" in Foreman-Peck and Giovanni Federico, eds., *European Industrial Policy: The Twentieth Century Experience*, OUP, Oxford, 1999, pp. 18-57.

2000s

'The Moral Economy of Business: An Historical Perspective on Ethics and Efficiency', in Peter Burke, Brian Harrison and Paul Slack, eds., *Civil Histories: Essays in Honour of Sir Keith Thomas*, OUP, Oxford, 2000.

(with Margaret Ackrill), *Barclays: The Business of Banking 1690-1996*, Cambridge University Press, 2001 (winner of the Wadsworth Prize 2002).

(with Kazuo Wada), *Miezaruru te no hangyaku*, (in Japanese) Yuhikaku, Tokyo, 2001 (English title: *The Invisible Hand Strikes Back*).

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"A failed experiment: the state ownership of industry," in R Floud and P Johnson, eds., *The Cambridge Economic History of Britain*, vol 3, Cup, Cambridge, 2004, pp. 84-111.

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"Pioneering Modern Corporate Governance: A View from London in 1900," *Enterprise and Society*, 8, 3, September 2007, pp. 642-86

"Images and Mirages in Economics," (in Japanese) contribution to Tokyo University Economics department volume, 2007.

"Logistics, Market Size and Giant Plants in the Early Twentieth Century: A Global View," *Journal of Economic History*, 68, 1, March 2008, pp. 46-79.

"Business Archives and the Life Cycle of the Business Historian," *Business Archives*, 97, November 2008, pp. 13-18.

"Strategic Games, Scale and Efficiency, or Chandler goes to Hollywood," in Richard Coopey and Peter Lyth, eds., *Business in Britain in the Twentieth Century*, OUP, Oxford, 2009, pp. 15-47.

2010-present

(with Peter Temin), "Long-term supply-side implications of the Great Depression," *Oxford Review of Economic Policy*, 26, 3, Autumn 2010, pp. 561-80.

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"The Development of Japanese Banking in the Twentieth Century: Reflections in Western Mirrors." *Bankhistorisches Archiv*, 2, 2011, pp. 120-36.

“The Shareholder Dog that did not Bark: Takeover Bids in Long-Run Comparative Perspective,” in David R. Green, Alastair Owens, Josephine Maltby and Janette Rutterford, eds., *Men, Women and Money: Perspectives on Gender, Wealth and Investment, 1850-1930*, OUP, Oxford, 2011, pp. 228-247 (paper originally presented at the Fuji conference, Tokyo, organised by Hideaki Miyajima)

“London as the Global Market for Corporate Securities before 1914,” in Youssef Cassis and Laure Quennouëlle-Corre, eds, *Financial Centres and International Capital Flows in the Nineteenth and Twentieth Centuries*, OUP, Oxford, 2011, pp. 126-60.

(avec Daniel Atlan, Alain Burlaud, Thomas Durand, et Colin Mayer) “La France et les Pays Anglo-saxonnes face au Développement de la Gestion,” débat coordonné par Lisa Arena et Eric Godelier, *Entreprises et Histoire*, 65, décembre 2011, pp. 96-113. (and another?)

(with James Foreman-Peck), “Extreme Divorce: The Managerial Revolution in UK Companies before 1914,” *Economic History Review*, 65, 4, November 2012, pp. 1217-38.

(with James Foreman-Peck), “Some consequences of the early-twentieth century British divorce of ownership from control,” *Business History*, 55, 4, June 2013, pp. 543-64 (and corrigendum 2014, p. 335)

(with James Foreman-Peck), “Ownership Dispersion and Listing Rules in Corporations Large and Small: a Reply,” *Business History*, 56, 3, April 2014, pp.509-516,

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“A Global Corporate Census in 1910: Publicly-listed and Close Corporations,” *Economic History Review*, 2015

“The Origins, Characteristics and Resilience of the “Anglo-American” Corporate Model,” *Economic and Business History*, May 2015.

"Rethinking Corporate Finance Fables: Did the US Lag Europe before 1914?", CIRJE working paper CF-994, October 2015.

(with James Foreman-Peck), “UK Corporate Law and Corporate Governance before 1914: A Re-interpretation,” in Matthew Hollow, Folarin Akinbami and Randal Michie, eds., *Complexity and Crisis in the Financial System: Critical Perspectives on the Evolution of American and British Banking*, Edward Elgar, Cheltenham, 2016, pp. 183-213.

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“Weimar’s Capitalist Spring: A Liberal Exception to Corporate Germany’s *Sonderweg*,” in Andrew Smith, Simon Mollan and Kevin D Tennent, eds., *The Impact of the First World War on International Business*, Routledge, Abingdon, 2017, pp. 225-43.

“The Business History Discipline,” in Alison Turton, ed., *The International Business Archives Handbook*, Routledge, Abingdon 2017, pp. 428-45.

“Trust, Reputation and Regulation: Securities Markets in Europe, the USA and Japan before 1914,” in William A Pettigrew and David Chan Smith, eds., *A History of Socially-Responsible Business c. 1600-1950*, Palgrave Macmillan, Cham, Switzerland, 2017, pp. 213-42.

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(with James Foreman-Peck), “Underlying sources of growth: institutions and the state,” chapter 15 in Stephen Broadberry and Kyoji Fukao, eds., *The Cambridge Economic History of the World*, vol. 2, *1870 to the present* (forthcoming 2019).