



Smithsonian

National Museum of American History Kenneth E. Behring Center

Guide to the Marion Harper Papers

NMAH.AC.0394

Mimi Minnick and Vanessa Broussard-Simmons

1991

Archives Center, National Museum of American History
P.O. Box 37012
Suite 1100, MRC 601
Washington, D.C. 20013-7012
Business Number: Phone: 202-633-3270
Fax Number: Fax: 202-786-2453
archivescenter@si.edu
<https://americanhistory.si.edu/archives>

Table of Contents

Collection Overview	
Administrative Information	1
Biographical Note	2
Scope and Contents	2
Arrangement	3
Names and Subjects	
Container Listing	
Series 1: Personal Papers, 1926-1964, undated	4
Series 2: Correspondence, 1920-1989, undated	5
Series 3: Professional Materials, 1925-1988, undated	6
Series 4: Research Notes and Unpublished Manuscripts, 1947-1995, undated	9
Series 5: On Reaching for What You Can Become, 1982-1988, undated	19

Collection Overview

Repository:	Archives Center, National Museum of American History
Title:	Marion Harper Papers
Date:	circa 1920-1995, undated
Identifier:	NMAH.AC.0394
Creator:	Harper, Marion, 1916-1989 (advertising executive)
Extent:	27 Cubic feet (51 boxes)
Language:	English .
Summary:	Notes, clippings, published and unpublished manuscripts on business and marketing; but primarily personal materials.

Administrative Information

Acquisition Information

Collection donated by Ellen Harper Bridges, 1990.

Related Materials

Archives Center, National Museum of American History
AC421 Barton Cummings Papers, 1938-1991, undated

Processing Information

Processed by Kevin Devries, intern, 2019; Mimi L. Minnick, archivist, 1991; and Vanessa Broussard-Simmons, supervisory archivist, 20129.

Preferred Citation

Marion Harper Papers, circa 1920-1995, Archives Center, National Museum of American History.

Restrictions

Collection is open for research but is stored off-site and special arrangements must be made to work with it. Contact the Archives Center for information at archivescenter@si.edu or 202-633-3270.

Terms Governing Use and Reproduction

Collection items available for reproduction, but the Archives Center makes no guarantees concerning copyright restrictions. Other intellectual property rights may apply. Archives Center cost-recovery and use fees may apply when requesting reproductions.

Biographical Note

Marion Harper, Jr. (1916-1989) won distinction as founder of Interpublic, at one time the worlds' largest advertising agency conglomerate, and as a recognized innovator in the use of research in the preparation of effective advertising. His meteoric career terminated soon after his removal as Chairman and Chief Executive Officer of Interpublic in 1968. Harper devoted his remaining twenty years to other interests.

Harper was born in Oklahoma City on May 14, 1916. He attended Philips Academy in Andover, Massachusetts, and Yale University, where he majored in psychology and graduated tenth in the class of 1938. After college, he decided to follow the example of his father, an advertising executive with General Foods. His assignment to the McCann Erickson mailroom was the first step in an executive training program at the agency.

Known in the industry as the "boy wonder," Harper advanced in nine years from the mailroom to president of McCann Erickson, then the sixth largest advertising agency in America. In the succeeding ten years, his success in attracting new business and in acquiring smaller agencies made McCann Erickson second only to J. Walter Thompson in billings.

Harper saw an expanding role for advertising agencies using global communications and facilities to market "world brands." To achieve this he pioneered important structural changes. One was the agency holding company, The Interpublic Group, which circumvented the prevailing ethic that agencies should not represent competing accounts. Another was the elimination of a taboo which forbade agencies from raising capital by selling their common stock to the public. By the time Harper was deposed as chair in 1968, Interpublic had become a model for Saatchi & Saatchi and other advertising agencies to expand worldwide.

Harper's reputation as a "boy wonder" rested on more than his skill in acquiring new accounts and agencies. He was a voracious reader of scientific materials related to human motivation. At McCann Erickson he was noted for employing people without regard to race, creed or gender a rarity in advertising agencies of that era. He wrote and talked about the scientific application of semantics in the management of businesses and preparation of more effective advertising.

In 1942, he was named manager of copy research and in 1947, assistant to the president of the agency. The following year, at the age of 32, he was named president of the agency. In 1958, Harpers was named Chairman of the company, which changed its name to Interpublic three years later. By 1967, bankers had become concerned about declining Interpublic profits and on November 7, the six directors turned his power over to Robert Healy, a McCann Erickson executive recalled from semi retirement. On February 2, 1968, Marion Harper resigned.

Except for two brief and unsuccessful efforts to form new partnerships in advertising, Harper remained in seclusion in Oklahoma City. During those years, he returned to his voracious reading and his interest in semantics and human potential. Much of his effort during the last 10 years of his life was devoted to writing a manuscript advising "the well functioning" mature woman on ways to "reach her possibilities." Harper died on October 25, 1989.

Harper was the author of *Getting Results from Advertising*. He served as chair of the American Association of Advertising Agencies and the Advertising Research Foundation. He received the Parlin Award of the American Marketing Association Hall for contributions to the advancement of marketing, and was elected to the Market Research Council's Hall of Fame in the 1980s.

Scope and Contents

The collection primarily documents Harper's personal life, rather than his advertising career. It includes documents from Harper's years at boarding school and college and from the twenty years in Oklahoma City after his resignation from Interpublic. Only an occasional item illuminates the advertising agency years.

During the earliest years of his retirement, Harper was interested in finding a new niche on the business world, and the notes and manuscripts on business and marketing reflect his efforts to form new advertising agency partnerships.

Unpublished manuscripts, proposals, clippings and reading notes in this period are largely concerned with scientific management theory and how semantics and marketing procedures can be used to help managers better achieve their objectives.

The remainder of the collection reflects Harpers' interest in developing a book or syndicated newspaper series advising the "mature, achieving woman" on how to achieve her full potential. Several complete versions of the manuscript, some in longhand, are supplemented by notes, corrections, comments, reading notes, clippings and other materials.

The material is arranged into five series. Series one is personal papers dating from 1924-1964. Series two consists of correspondence dating from 1920-1989. Professional materials dating from 1940-1986 are contained in series three. Series four is research notes and unpublished manuscripts dating from 1924-1990. The unpublished manuscript *On Reaching for What You Can Become* dating from 1984-1989 is in series five.

Arrangement

Collection is arranged in five series:

Series 1, Personal Papers, 1926-1964, undated

Series 2, Correspondence, 1920-1989, undated

Series 3, Professional Materials, 1925-1988, undated

Series 4, Research Notes and Unpublished Manuscripts, 1947-1995, undated

Series 5, *On Reaching for What You Can Become*, 1982-1988, undated

Names and Subject Terms

This collection is indexed in the online catalog of the Smithsonian Institution under the following terms:

Subjects:

- Advertising executives
- Marketing
- advertising

Types of Materials:

- Awards
- Clippings
- Correspondence -- 1930-1950
- Essays
- Family papers
- Notes
- Papers
- Personal papers -- 20th century

Names:

- Interpublic.
- McCann Erickson

Container Listing

Series 1: Personal Papers, 1926-1964, undated

Scope and Contents: Consists of material primarily relating to Harper's education. There are photographs, a family genealogy, biographical sketches and a few certificates and invitations. In addition, there is one folder of material relating to Marion Harper's business Sugar Loaf Farm dating from 1960-1961. Materials are arranged in chronological order.

Box 1, Folder 1	Certificates, 1926
Box 1, Folder 2	McKinley Grade School, 1927-1928
Box 1, Folder 3	Harding Junior High School, 1928-1931
Box 1, Folder 4	Phillips Academy, 1931-1934
Box 1, Folder 5	Yale University, 1934, undated
Box 1, Folder 6	Yale Alumni Magazine, 1947, March
Box 1, Folder 7	Invitations, 1949
Box 1, Folder 8	Photographs, 1952
Box 1, Folder 9	Marion Harper Jr. and Sons, Sugar Loaf Farm, 1960-1961
Box 1, Folder 10	Photographs, 1964, undated
Box 1, Folder 11	Biographical sketches, undated
Box 1, Folder 12	Family genealogy and information, undated
Box 1, Folder 13	Hotel Ritz, France, undated

[Return to Table of Contents](#)

Series 2: Correspondence, 1920-1989, undated

Scope and Contents: Includes both incoming and outgoing communications with family members and business associates. There is one file of material containing the correspondence of Marion Harper's mother Lotus Harper dating from 1927-1964. Materials are arranged in chronological order.

Box 1, Folder 14	Correspondence, 1920-1929
Box 1, Folder 15	Correspondence, Lotus Harper, 1927-1964
Box 1, Folder 16	Correspondence, 1930-1935
Box 1, Folder 17	Correspondence, 1936-1939
Box 2, Folder 1	Correspondence, 1940-1949
Box 2, Folder 2	Correspondence, 1950-1959
Box 2, Folder 3	Correspondence, 1960-1969
Box 2, Folder 4	Correspondence, 1970-1979
Box 2, Folder 5	Correspondence, 1980-1985
Box 2, Folder 6	Correspondence, 1986-1989
Box 2, Folder 7	Correspondence, undated

[Return to Table of Contents](#)

Series 3: Professional Materials, 1925-1988, undated

Scope and Contents: Contains press clippings, speeches, certificates of awards, invitations, and articles from a number of magazines about Harper including Aberdeen Angus Journal, Advertising Age, Newsweek, United States Review, Time, Print, Fortune, The Saturday Evening Post, Printer's Ink, Esquire, Business Horizons, and the Journal of Marketing. There is a small amount of material from McCann Erickson, Incorporated and Interpublic. In addition, there is a copy of the book *The Benevolent Dictators* written by Barton Cummings, former Chief Executive Officer of Compton Advertising, Incorporated, and Chairman Emeritus of Saatchi & Saatchi Worldwide. Materials are arranged in chronological order.

Box 43, Folder 1	Certificates, 1925
Box 2, Folder 8	Press clippings, 1940-1949
Box 43, Folder 2	Printer's Ink, 1942 December 18
Box 2, Folder 9	McCann Erickson, Incorporated, 1943
Box 2, Folder 10	Forty Five Hundred Newspaper Pictures and their Significance for Advertisers, Advertising and Selling, 1943 June-November
Box 2, Folder 11	Harper Paper Time, 1948-1963
Box 2, Folder 12	Speeches, 1949
Box 43, Folder 3	Year, 1949
Box 2, Folder 14	Speeches, 1950
Box 2, Folder 13	Press clippings, 1950-1959
Box 2, Folder 15	Speeches, 1952
Box 2, Folder 16	Advertising Agency, reprint, 1952 February
Box 2, Folder 17	McCann Erickson, Incorporated, 1957
Box 43, Folder 5	Sponsor Hears, pamphlet, 1957 March 23
Box 43, Folder 4	Fortune, 1957 March-1961 January
Box 2, Folder 18	Business Horizons, 1960 Winter
Box 3, Folder 1	Speeches, 1960
Box 43, Folder 6	Esquire, 1960 January

Box 44, Folder 1	Advertising Age, 1960 February 29
Box 3, Folder 2	Press clippings, 1960-1961
Box 3, Folder 3	Speeches, 1961
Box 3, Folder 4	A New Profession to Aid Management, Journal of Marketing, 1961 January
Box 3, Folder 5	Press clippings, 1962
Box 3, Folder 6	Speeches, 1962
Box 3, Folder 7	Aberdeen Argus Journal, 1962 August
Box 44, Folder 2	Advertising Age, 1962 December 31
Box 44, Folder 3	Press release, 1962
Box 3, Folder 8	Press clippings, 1963
Box 3, Folder 10	United States Review, 1963 May 18
Box 3, Folder 9	Insurance, 1963 June 1
Box 3, Folder 11	Speeches, 1963
Box 3, Folder 12	Newsweek, 1964 March 30
Box 44, Folder 4	Magazine articles, 1964
Box 3, Folder 13	Press clippings, 1964-1965
Box 44, Folder 5	Fortune, 1964 May-1968 February
Box 44, Folder 6	Print, 1965 January/February
Box 3, Folder 14	Speeches, 1966
Box 3, Folder 15	Press clippings, 1966
Box 44, Folder 7	The Saturday Evening Post, 1966 January 15
Box 44, Folder 8	Magazine articles, 1967
Box 3, Folder 16	Press clippings, 1967-1969
Box 44, Folder 9	Magazine articles, 1968

Box 44, Folder 10	Magazine articles, 1970
Box 3, Folder 17	Journal articles, 1970-1979
Box 3, Folder 18	Press clippings, 1970-1979
Box 44, Folder 11	Magazine articles, 1979
Box 4, Folder 1	Press clippings, 1980-1989
Box 3, Folder 19	The Benevolent Dictators by Barton Cummings, 1984
Box 3, Folder 20	Interpublic Group of Companies, Incorporated, 1985
Box 3, Folder 21	McCann Erickson, Incorporated, 1986
Box 22, Folder 5	The Course of American Democratic Thought by Ralph Henry Gabriel, 1986
Box 23, Folder 1	Chaos: Making a Neuroscience by James Gleick, 1987
Box 44, Folder 12	Magazine articles, 1988
Box 4, Folder 2	Press clippings, undated
Box 40, Folder 7	Dictionary of the History of Ideas, Studies of Selected Pivotal Ideas, volume number three, undated
Box 44, Folder 13	Charles Coolidge Parlin Award, acceptance speech, undated
Box 1 (Shared Box)	Market Research Council, Hall of Fame Honoree, 1989

[Return to Table of Contents](#)

Series 4: Research Notes and Unpublished Manuscripts, 1947-1995, undated

Scope and Contents: Research notes and draft manuscripts for lectures and or publications. Most of the materials in this series are undated. The series is divided by subject matter into five subseries. Subseries one is advice for women and psychological writings dating from 1985-1988. Subseries two consists of marketing materials dating from 1975-1995. Management and business-related materials are contained in subseries three and date from 1975-1979. Subseries four includes policy science and politics dating from 1947-1985. General interest or unidentified subjects are found in subseries five and date from 1969-1987.

Subseries 4.1: Advice for Women and Psychological Writings, 1985-1988, undated

Scope and Contents: Contains drafts and notes primarily relating to women. The content of many of the manuscripts overlap with On Reaching for What You Can Become. Materials are arranged in chronological order.

Box 4, Folder 3	Crafting Your Personal Identity, drafts and notes, 1985, undated
Box 4, Folder 4	Unlocking the Power to Become More Than You Are, draft, 1988
Box 4, Folder 5	Text fragments and notes, 1988
Box 4, Folder 6	Plans for Organizations to Help Women Over 30 Achieve More Fulfilled Lives, 1988
Box 4, Folder 7	Personal Identity Analysis, drafts and notes, undated
Box 4, Folder 8	Common Sense about the Development of the Individual, notes, undated
Box 4, Folder 9	Becoming a Problem Solver, section six, part ten, notes and draft, undated
Box 4, Folder 10	How to Extend Your Mental Power by Enriching Your Common Sense, part one, undated
Box 5, Folder 1	How to Extend Your Mental Power by Enriching Your Common Sense, part two, undated
Box 5, Folder 2	"The Threat to You from Outside Politization; A Persistent Challenge: Can I Really Change?", undated
Box 5, Folder 3	Non-Rational as an Identity Source, outline and notes, undated
Box 5, Folder 4	The Gifts of Well-Being, undated
Box 5, Folder 5	The Gifts of Well-Being, undated
Box 5, Folder 6	The Gift in You, drafts and notes, undated
Box 5, Folder 7	Draft chapters for unidentified manuscript, pages 20-22, undated

Box 5, Folder 8	Draft chapters for unidentified manuscript, pages 6-16, undated
Box 5, Folder 9	Unlocking the Power to Become More Than You Are: For Well-Functioning Women over 30 Who Want to Be More Complete, drafts and notes, undated
Box 5, Folder 10	Unlocking the Power to Become More Than You Are: For Well-Functioning Women over 30 Who Want to Be More Complete, draft chapters, undated
Box 5, Folder 11	Unlocking the Power to Become More Than You Are: For Well-Functioning Women over 30 Who Want to Be More Complete, notes and draft chapters, undated
Box 6, Folder 1	Unlocking the Power to Become More Than You Are: For Well-Functioning Women over 30 Who Want to Be More Complete, final draft, pages, title page-139, undated
Box 6, Folder 2	Unlocking the Power to Become More Than You Are: For Well-Functioning Women over 30 Who Want to Be More Complete, final draft, pages 140-292, undated
Box 6, Folder 3	"Your Thinking Heart: Getting on with Your Life Now," draft and notes, undated
Box 6, Folder 4	"Your Thinking Heart: Getting on with Your Life Now," draft and notes, undated
Box 6, Folder 5	"Credo for Well-Functioning Women Over 30," draft and notes, undated
Box 6, Folder 6	"What Will She Turn out to Be?"; "The Mobility/Function Factor;" "The Opinion-Maker Concept," drafts, part 30, undated
Box 6, Folder 7	We Do Not Fall from Something: We are Rising to Good, draft essay, undated
Box 6, Folder 8	Renovating Yourself, first draft and notes, undated
Box 6, Folder 9	Crafting Your Personal Identity, notes and text, undated
Box 7, Folder 1	A Practical Guide to Becoming a More Complete Woman After 30, part one, undated
Box 7, Folder 2	A Practical Guide to Becoming a More Complete Woman After 30, part two, undated
Box 7, Folder 3	A Practical Guide to Becoming a More Complete Woman After 30, part three, undated
Box 7, Folder 4	Notes and drafts relating to women's growth, undated
Box 7, Folder 5	Your Persistent Challenge, undated

Subseries 4.2: Marketing, 1975-1995, undated

Scope and Contents: Contains unpublished manuscripts and research notes on marketing and its applications in the business world. Materials are arranged in chronological order.

Box 7, Folder 6	Transcendental Marketing: A Perspective on Managing Growth in the Large Private Enterprise, preface and outline, 1975 May
Box 7, Folder 7	Transcendental Marketing: A Perspective on Managing Growth in the Large Private Enterprise, 1975-1995, undated
Box 8, Folder 1	Transcendental Marketing: A Perspective on Managing Growth in the Large Private Enterprise, typed, pages 145-192, undated
Box 8, Folder 2	Transcendental Marketing: A Perspective on Managing Growth in the Large Private Enterprise, typed, pages 193-247, undated
Box 8, Folder 3	Manuscript on business and marketing, draft, pages 113, 115-250, undated
Box 8, Folder 4	The Marketing Development Laboratory, undated
Box 8, Folder 5	The Possibility of a New Marketing Communications Medium of Considerable ?, notes, undated
Box 8, Folder 6	The Possibility of a New Marketing Communication Medium of Considerable ?, notes, undated
Box 8, Folder 7	How to Put Marketing to Work on the Shadow Side of the Corporation, part two, pages 399-unnumbered, undated
Box 8, Folder 8	How to Put Marketing to Work on the Shadow Side of the Corporation, part two, pages 248-398, undated
Box 8, Folder 9	Thoughts on marketing, Becoming Lifestyle project, notes, undated
Box 9, Folder 1	The Creative Impulse, rough draft, undated

Subseries 4.3: Management and Business, 1975-1979, undated

Scope and Contents: Contains manuscripts and notes relating to management and business. Much of the dated material is a manuscript titled The Art of Rational Thinking. Materials are arranged in chronological order.

Box 9, Folder 2	The Art of Rational Thinking, notes, 1975
Box 41, Folder 2	The Art of Rational Thinking by Higher Managerial Levels of Complex Organizations;" schematic diagrams, 1975
Box 9, Folder 3	The Art of Rational Thinking, notebooks, numbers 1-3, 1975

Box 41, Folder 1	The Art of Thinking in the Corporation or Public Service Institution, draft, 1975 March
Box 9, Folder 4	The Art of Rational Thinking, notebooks, numbers 4-5, 1975 June
Box 9, Folder 5	The Art of Rational Thinking, notebooks, numbers 6-10, 1975 July
Box 9, Folder 6	The Art of Rational Thinking, notebooks, numbers 11-15, 1975 July
Box 9, Folder 8	The Art of Thinking at Higher Managerial Levels in the Largest Businesses, notebooks, numbers 1-5, 1975 June
Box 10, Folder 1	The Art of Rational Thinking, notebooks, numbers 6-10, 1975 July
Box 9, Folder 7	The Art of Rational Thinking, notebooks, numbers 17-25, 1975 August
Box 10, Folder 2	The Art of Rational Thinking, drafts, notebooks, numbers 11-16, 1975
Box 10, Folder 3	The Art of Thinking in the Corporation or Public Service Institution, 1975
Box 10, Folder 4	Management Research Program: Oklahoma and North Texas, 1976
Box 10, Folder 5	Intellectonics: The Art of Thinking, "The Use of Anthropological Theory," notebook number 1, notes for lectures, 1979 November 24, 1979
Box 10, Folder 6	Preliminary Five Year Plan for the Development of a New Enterprise, 1979
Box 10, Folder 7	The Art of Thinking in the Corporation or Public Service Institution, notes, undated
Box 10, Folder 8	Exploring the Art of Rational Thinking, appendix A, undated
Box 10, Folder 9	Exploring the Art of Rational Thinking, appendix A, continued, undated
Box 10, Folder 10	Thinking and Logic, notes, undated
Box 11, Folder 1	The Psychologics of Thinking Strategically, section seven, undated
Box 11, Folder 2	The Psychologics of Thinking Strategically, section seven, undated
Box 11, Folder 3	"Phenomenology," draft essay, undated
Box 11, Folder 4	Human Behavior, Management, Economics, notes, undated
Box 11, Folder 5	Handwritten essay, drafts, undated
Box 11, Folder 6	Decision Making, rough draft, planning and miscellaneous notes, undated

Box 11, Folder 7	Decision Making, rough draft, undated
Box 11, Folder 8	An Overall Concept of Putting the "New" Intellectual Technology to Work on the Central Problems of Business Organizations and Other..., corrections, undated
Box 12, Folder 1	An Overall Concept of Putting the "New" Intellectual Technology to Work on the Central Problems of Business Organizations and Other..., undated
Box 12, Folder 2	Scientific Management, drafts and notes, undated
Box 12, Folder 3	Drafts and notes on management, undated
Box 12, Folder 4	Managerial Modernization, part one, undated
Box 12, Folder 5	Managerial Modernization, part two, undated
Box 12, Folder 6	Managerial Modernization, part three, undated
Box 12, Folder 7	Entrepreu: Growth Planning for Small Businesses, part one, undated
Box 13, Folder 1	Entrepreu: Growth Planning for Small Businesses, part two, undated
Box 13, Folder 2	Entrepreu: Growth Planning for Small Businesses, part three, undated
Box 13, Folder 3	Common Sense on Managing Growth in an Omniplex Economy, pages 1-78, undated
Box 13, Folder 4	Common Sense on Managing Growth in an Omniplex Economy, pages 79-340, undated
Box 13, Folder 5	The Strategy of Engineering Consent, pages 1-147, undated
Box 13, Folder 6	The Strategy of Engineering Consent, pages 148-247, undated
Box 13, Folder 7	Notes on Strategic Planning and Decision Making for Seminar, undated
Box 13, Folder 8	Notes Relating to Research Program for Very Large Organization, undated
Box 13, Folder 9	Common Sense on Managing Growth in an Omniplex Economy, working paper, undated
Box 14, Folder 1	Common Sense on Managing Growth in an Omniplex Economy, working paper, undated
Box 41, Folder 3	The Art of Thinking, notes and bibliography, undated
Box 41, Folder 4	Intellectonics, notes on business, undated

Box 41, Folder 5 Corporate Management Matrix: Country and Firm Ratings, reprint, notes, undated

Subseries 4.4: Policy Science and Politics, 1947-1985, undated

Scope and Contents: Contains manuscripts and research notes relating to politics and an area of study that Harper termed "policy science." Materials are arranged in chronological order.

Box 14, Folder 2	American Public Relations Association, 1947
Box 14, Folder 3	World Food: How the Demand is Exploding, speaker's kit and notes, 1975
Box 14, Folder 4	World Food: How the Demand is Exploding, speaker's kit slides, 1975
Box 14, Folder 5	Apollyon Institute, Incorporated, 1978-1982
Box 14, Folder 6	Apollyon Institute, Incorporated, 1985
Box 14, Folder 7	Apollyon Institute, Incorporated, undated
Box 14, Folder 8	Mindscape Technology Corporation, undated
Box 14, Folder 9	Intellectonics Technology, Incorporated, undated
Box 14, Folder 10	Basic Intellectonics I, lecture notes, undated
Box 14, Folder 11	Think Tank, notes, undated
Box 15, Folder 1	Political Principles, drafts and notes, undated
Box 15, Folder 2	Policy Sciences Division: A Commentary, notes, undated
Box 15, Folder 3	Journal articles, undated
Box 15, Folder 4	Capitalism and Consumption, drafts and notes, part one, undated
Box 15, Folder 5	Capitalism and Consumption, drafts and notes, part two, undated
Box 41, Folder 6	Mindscape Technology Corporation, undated
Box 41, Folder 7	Mindscape Business, draft and reading notes, undated

Subseries 4.5: General and Unidentified, 1969-1987, undated

Scope and Contents: Drafts, research notes, and clippings relating to a wide variety array of topics. Materials are arranged in chronological order.

Box 15, Folder 6	Notebook, 1969
------------------	----------------

Box 18, Folder 3	Good Bye Angel! How to Enrich Your Common Sense: A Mindstyle for for the New Woman, 1980
Box 15, Folder 7	Clippings, letter asking Charles to vacate premises, notes, Savvy Magazine, 1982-1987
Box 15, Folder 8	Drafts and notes, typing bid, 1983
Box 24, Folder 2	Drafts and notes, 1983, undated
Box 23, Folder 4	Personal Development Planning, reading notes and outlines, 1983, undated
Box 17, Folder 7	Notes and press clippings, 1987
Box 16, Folder 2	Drafts and notes, 1989, undated
Box 15, Folder 9	Copyrights: Literary and Artistic Property, reprint, undated
Box 15, Folder 10	Drafts and notes, undated
Box 15, Folder 11	Drafts and notes, undated
Box 16, Folder 1	Drafts and notes, undated
Box 16, Folder 3	Drafts and notes, undated
Box 16, Folder 4	Drafts and notes, undated
Box 16, Folder 5	Drafts and notes, undated
Box 16, Folder 6	Unidentified manuscript, typed, undated
Box 16, Folder 7	Chapters for unidentified manuscript, draft, undated
Box 16, Folder 8	The Eyes of Argus, drafts and notes, undated
Box 17, Folder 1	Notes, undated
Box 17, Folder 2	Drafts, notes, and press clippings, undated
Box 17, Folder 3	Drafts and notes, undated
Box 17, Folder 4	Drafts and notes, undated
Box 17, Folder 5	Drafts and notes, undated
Box 17, Folder 6	Notes and press clippings, undated

Box 17, Folder 8	Drafts and notes, undated
Box 18, Folder 1	Drafts and notes, undated
Box 18, Folder 2	Reading notes, undated
Box 18, Folder 4	Drafts and notes, undated
Box 18, Folder 5	Drafts and notes, undated
Box 18, Folder 6	Drafts and notes, undated
Box 18, Folder 7	Drafts and notes, undated
Box 18, Folder 8	Drafts and notes, undated
Box 19, Folder 1	Drafts and notes, undated
Box 19, Folder 2	Drafts and notes, undated
Box 19, Folder 3	Drafts and notes, undated
Box 19, Folder 4	Drafts and notes, undated
Box 19, Folder 5	Drafts and notes, undated
Box 19, Folder 6	Drafts and notes, undated
Box 19, Folder 7	Drafts and notes, undated
Box 19, Folder 8	Drafts and notes, undated
Box 19, Folder 9	Drafts and notes, undated
Box 19, Folder 10	Apollyon Institute, Incorporated, undated
Box 19, Folder 11	Drafts and notes, undated
Box 20, Folder 1	Notebooks, undated
Box 20, Folder 2	Drafts and notes, undated
Box 20, Folder 3	Drafts and notes, undated
Box 20, Folder 4	Notes, undated
Box 20, Folder 5	Drafts and notes, undated

Box 20, Folder 6	Drafts and notes, undated
Box 20, Folder 7	Drafts and notes, undated
Box 20, Folder 8	Drafts and notes, undated
Box 20, Folder 9	Drafts and notes, undated
Box 20, Folder 10	Drafts and notes, undated
Box 21, Folder 1	Drafts and notes, undated
Box 21, Folder 2	Notes, undated
Box 21, Folder 3	Notes, undated
Box 21, Folder 4	Notes, undated
Box 21, Folder 5	Notes, undated
Box 21, Folder 6	Drafts and notes, undated
Box 21, Folder 7	Drafts and notes, undated
Box 21, Folder 8	Drafts and notes, undated
Box 21, Folder 9	Drafts and notes, undated
Box 21, Folder 10	Drafts and notes, undated
Box 22, Folder 1	Drafts and notes, undated
Box 22, Folder 2	Drafts and notes, undated
Box 22, Folder 3	"Crafting P.I.," drafts and notes, undated
Box 22, Folder 4	Drafts and notes, undated
Box 22, Folder 6	Drafts and notes, undated
Box 23, Folder 2	Drafts and notes, undated
Box 23, Folder 3	Drafts and notes, undated
Box 24, Folder 1	Religion and Constraints on Life, notes for possible article, undated
Box 24, Folder 3	Drafts and notes, and newspaper clippings, undated

Box 24, Folder 4	Drafts and notes, undated
Box 41, Folder 8	Notes, drafts, ledger notes and reprints, undated
Box 42, Folder 1	Drafts and notes, undated
Box 42, Folder 2	Drafts and notes, undated
Box 45	Note cards, undated
Box 46	Note cards, undated
Box 47	Note cards, undated
Box 48	Note cards, undated
Box 49	Note cards, undated
Box 50	Note cards, undated
Box 51	Note cards, undated

[Return to Table of Contents](#)

Series 5: On Reaching for What You Can Become, 1982-1988, undated

Scope and Contents: Manuscript edited by Ellen Bridges, sister of Marion Harper. The materials were maintained in the original order.

Box 24, Folder 5	Early, possibly first draft, part one of two, 1982 September
Box 24, Folder 6	Early, possibly first draft, part two of two, 1982 September
Box 24, Folder 7	Text fragments, notes and clippings, 1984
Box 24, Folder 8	Excerpts, 1987
Box 25, Folder 1	Perspective, 1988
Box 25, Folder 2	Part one, 1988
Box 25, Folder 3	Part two, 1988
Box 25, Folder 4	Part three, 1988
Box 25, Folder 5	Part four, 1988
Box 25, Folder 6	Part five, 1988
Box 25, Folder 7	Part six, 1988
Box 25, Folder 8	Part seven, 1988
Box 25, Folder 9	Part eight, 1988
Box 25, Folder 10	Part nine, 1988
Box 25, Folder 11	Part ten, 1988
Box 25, Folder 12	Part eleven, 1988
Box 25, Folder 13	Part twelve, 1988
Box 25, Folder 14	Part thirteen, 1988
Box 25, Folder 15	Part fourteen, 1988
Box 25, Folder 16	Part fifteen, 1988
Box 25, Folder 17	Part sixteen, 1988

Box 25, Folder 18	Part seventeen, 1988
Box 25, Folder 19	Part eighteen, 1988
Box 25, Folder 20	Part nineteen, 1988
Box 25, Folder 21	Part twenty, 1988
Box 25, Folder 22	Part twenty one, 1988
Box 25, Folder 23	Part twenty two, 1988
Box 25, Folder 24	Part twenty three, 1988
Box 25, Folder 25	Part twenty four, 1988
Box 25, Folder 26	Part twenty five, 1988
Box 25, Folder 27	Part twenty six, 1988
Box 26, Folder 1	Part twenty seven, 1988
Box 26, Folder 2	Part twenty one, 1988
Box 26, Folder 3	Part twenty two, 1988
Box 26, Folder 4	Part twenty three, 1988
Box 26, Folder 5	Part twenty four, 1988
Box 26, Folder 6	Part twenty five, 1988
Box 26, Folder 7	Part twenty six, 1988
Box 26, Folder 8	Part twenty seven, 1988
Box 26, Folder 9	Part twenty eight, 1988
Box 26, Folder 10	Part twenty nine, 1988
Box 26, Folder 11	Perspective, 1988
Box 26, Folder 12	Introduction, 1988
Box 26, Folder 13	Part one, 1988
Box 26, Folder 14	Part two, 1988

Box 26, Folder 15	Part three, 1988
Box 26, Folder 16	Part four, 1988
Box 26, Folder 17	Part five, 1988
Box 26, Folder 18	Part six, 1988
Box 26, Folder 19	Part seven, 1988
Box 26, Folder 20	Part eight, 1988
Box 26, Folder 21	Part nine, 1988
Box 26, Folder 22	Part ten, 1988
Box 26, Folder 23	Part eleven, 1988
Box 26, Folder 24	Part twelve, 1988
Box 26, Folder 25	Part thirteen, 1988
Box 26, Folder 26	Part fourteen, 1988
Box 26, Folder 27	Part fifteen, 1988
Box 26, Folder 28	Part sixteen, 1988
Box 26, Folder 29	Part seventeen, 1988
Box 27, Folder 1	Part eighteen, 1988
Box 27, Folder 2	Part nineteen, 1988
Box 27, Folder 3	Part twenty, 1988
Box 27, Folder 4	Part twenty eight, 1988
Box 27, Folder 5	Part twenty nine, 1988
Box 27, Folder 6	Introduction, 1988
Box 27, Folder 7	Part seven, 1988
Box 27, Folder 8	Part ten, 1988
Box 27, Folder 9	Part eleven, 1988

Box 27, Folder 10	Notes, undated
Box 27, Folder 11	Introduction, undated
Box 27, Folder 12	Perspective, undated
Box 27, Folder 13	Part one, undated
Box 27, Folder 14	Part two, undated
Box 27, Folder 15	Part three, undated
Box 27, Folder 16	Part four, undated
Box 27, Folder 17	Part five, undated
Box 27, Folder 18	Part six, undated
Box 28, Folder 1	Part seven, undated
Box 28, Folder 2	Part eight, undated
Box 28, Folder 3	Part nine, undated
Box 28, Folder 4	Part ten, undated
Box 28, Folder 5	Part eleven, undated
Box 28, Folder 6	Part twelve, undated
Box 28, Folder 7	Part thirteen, undated
Box 28, Folder 8	Part fourteen, undated
Box 28, Folder 9	Part fifteen, undated
Box 28, Folder 10	Part sixteen, undated
Box 28, Folder 11	Part seventeen, undated
Box 28, Folder 12	Part eighteen, undated
Box 28, Folder 13	Part nineteen, undated
Box 29, Folder 1	Part twenty, undated
Box 29, Folder 2	Part twenty one, undated

Box 29, Folder 3	Part twenty two, undated
Box 29, Folder 4	Part twenty three, undated
Box 29, Folder 5	Part twenty four, undated
Box 29, Folder 6	Part twenty five, undated
Box 29, Folder 7	Part twenty six, undated
Box 29, Folder 8	Part twenty seven, undated
Box 29, Folder 9	Part twenty eight, undated
Box 29, Folder 10	Part twenty nine, one of three, undated
Box 29, Folder 11	Part twenty nine, two of three, undated
Box 29, Folder 12	Part twenty nine, three of three, undated
Box 29, Folder 13	Notes, undated
Box 30, Folder 1	Excerpts, undated
Box 30, Folder 2	Perspective, undated
Box 30, Folder 3	Introduction, undated
Box 30, Folder 4	Part one, undated
Box 30, Folder 5	Part two, undated
Box 30, Folder 6	Part three, undated
Box 30, Folder 7	Part four, undated
Box 30, Folder 8	Part five, undated
Box 30, Folder 9	Part six, undated
Box 30, Folder 10	Part seven, undated
Box 30, Folder 11	Part eight, undated
Box 30, Folder 12	Part nine, undated
Box 30, Folder 13	Part ten, undated

Box 31, Folder 1	Part eleven, undated
Box 31, Folder 2	Part twelve, undated
Box 31, Folder 3	Part thirteen, undated
Box 31, Folder 4	Part fourteen, undated
Box 31, Folder 5	Part fifteen, undated
Box 31, Folder 6	Part sixteen, undated
Box 31, Folder 7	Part seventeen, undated
Box 31, Folder 8	Part eighteen, undated
Box 31, Folder 9	Part nineteen, undated
Box 31, Folder 10	Part twenty, undated
Box 31, Folder 11	Part twenty one, undated
Box 31, Folder 12	Part twenty two, undated
Box 32, Folder 1	Part twenty three, undated
Box 32, Folder 2	Part twenty four, undated
Box 32, Folder 3	Part twenty five, undated
Box 32, Folder 4	Part twenty six, undated
Box 32, Folder 5	Part twenty seven, undated
Box 32, Folder 6	Part twenty eight, undated
Box 32, Folder 7	Part twenty nine, one of two, undated
Box 32, Folder 8	Part twenty nine, two of two, undated
Box 32, Folder 9	Notes, undated
Box 32, Folder 10	Perspective, undated
Box 32, Folder 11	Introduction, undated
Box 32, Folder 12	Part one, undated

Box 32, Folder 13	Part two, undated
Box 32, Folder 14	Part three, undated
Box 32, Folder 15	Part four, undated
Box 32, Folder 16	Part five, undated
Box 32, Folder 17	Part six, undated
Box 32, Folder 18	Part seven, undated
Box 32, Folder 19	Part eight, undated
Box 32, Folder 20	Part nine, undated
Box 32, Folder 21	Part ten, undated
Box 32, Folder 22	Part eleven, undated
Box 33, Folder 1	Part twelve, undated
Box 33, Folder 2	Part thirteen, undated
Box 33, Folder 3	Part fourteen, undated
Box 33, Folder 4	Part fifteen, undated
Box 33, Folder 5	Part sixteen, undated
Box 33, Folder 6	Part seventeen, undated
Box 33, Folder 7	Part eighteen, undated
Box 33, Folder 8	Part ninteen, undated
Box 33, Folder 9	Part twenty, undated
Box 33, Folder 10	Part twenty one, undated
Box 33, Folder 11	Part twenty two, undated
Box 33, Folder 12	Part twenty three, undated
Box 33, Folder 13	Part twenty four, undated
Box 33, Folder 14	Part twenty five, undated

Box 33, Folder 15	Part twenty six, undated
Box 33, Folder 16	Part twenty seven, undated
Box 33, Folder 17	Part twenty eight, undated
Box 33, Folder 18	Part twenty nine, undated
Box 33, Folder 19	Part six, undated
Box 33, Folder 20	Notes, undated
Box 33, Folder 21	Part twenty nine, undated
Box 33, Folder 22	Text, largely handwritten, undated
Box 33, Folder 23	Part one, undated
Box 33, Folder 24	Part two, undated
Box 33, Folder 25	Part three, undated
Box 33, Folder 26	Part four, undated
Box 33, Folder 27	Part five, undated
Box 34, Folder 1	Part six, undated
Box 34, Folder 2	Part seven, undated
Box 34, Folder 3	Part eight, undated
Box 34, Folder 4	Part nine, undated
Box 34, Folder 5	Part ten, undated
Box 34, Folder 6	Part eleven, undated
Box 34, Folder 7	Part twelve, undated
Box 34, Folder 8	Part thirteen, undated
Box 34, Folder 9	Part fourteen, undated
Box 34, Folder 10	Part fifteen, undated
Box 34, Folder 11	Part sixteen, undated

Box 34, Folder 12	Part seventeen, undated
Box 34, Folder 13	Part eighteen, undated
Box 34, Folder 14	Part nineteen, undated
Box 34, Folder 15	Part twenty, undated
Box 34, Folder 16	Part twenty one, undated
Box 34, Folder 17	Part twenty two, undated
Box 34, Folder 18	Part twenty three, undated
Box 34, Folder 19	Part twenty four, undated
Box 34, Folder 20	Part twenty five, undated
Box 34, Folder 21	Part twenty six, undated
Box 34, Folder 22	Part twenty seven, undated
Box 34, Folder 23	Part twenty eight, undated
Box 34, Folder 24	Part twenty nine, undated
Box 34, Folder 25	Draft, undated
Box 34, Folder 26	Draft, undated
Box 34, Folder 27	Draft, undated
Box 35, Folder 1	Part one, undated
Box 35, Folder 2	Part two, undated
Box 35, Folder 3	Part three, undated
Box 35, Folder 4	Part four, undated
Box 35, Folder 5	Part five, undated
Box 35, Folder 6	Part six, undated
Box 35, Folder 7	Part seven, undated
Box 35, Folder 8	Part eight, undated

Box 35, Folder 9	Part nine, undated
Box 35, Folder 10	Part ten, undated
Box 35, Folder 11	Part eleven, undated
Box 35, Folder 12	Part twelve, undated
Box 35, Folder 13	Part thirteen, undated
Box 35, Folder 14	Part fourteen, undated
Box 35, Folder 15	Part twenty eight, undated
Box 36, Folder 1	Notes, undated
Box 36, Folder 2	Part twenty nine, undated
Box 36, Folder 3	Notes, undated
Box 36, Folder 4	Some of the Building Blocks for the Reader's Personal Development Planning, undated
Box 36, Folder 5	Part twenty nine, undated
Box 36, Folder 6	Part fifteen, undated
Box 36, Folder 7	Part sixteen, undated
Box 36, Folder 8	Part seventeen, undated
Box 36, Folder 9	Part eighteen, undated
Box 36, Folder 10	Part nineteen, undated
Box 36, Folder 11	Part twenty, undated
Box 36, Folder 12	Part twenty one, undated
Box 36, Folder 13	Part twenty two, undated
Box 36, Folder 14	Part twenty three, undated
Box 36, Folder 15	Part twenty four, undated
Box 37, Folder 1	Part twenty five, undated

Box 37, Folder 2	Part twenty six, undated
Box 37, Folder 3	Part twenty seven, undated
Box 37, Folder 4	Part thirty, undated
Box 37, Folder 5	Notes, undated
Box 37, Folder 6	Parts one-eight, undated
Box 37, Folder 7	Parts nine-fifteen, undated
Box 37, Folder 8	Parts sixteen-twenty, undated
Box 37, Folder 9	Parts twenty one-twenty five, undated
Box 38, Folder 1	Parts twenty six-twenty eight, undated
Box 38, Folder 2	Proposal, undated
Box 38, Folder 3	Drafts with notations, undated
Box 38, Folder 4	Title page-206, undated
Box 38, Folder 5	Pages 207-258, undated
Box 38, Folder 6	Pages 259-494, undated
Box 38, Folder 7	Pages 495-709, undated
Box 38, Folder 8	Pages 710-785, undated
Box 38, Folder 9	Draft, notes for the inquisitive reader, undated
Box 38, Folder 10	Drafts and notes, undated
Box 39, Folder 1	Draft chapters, notes, undated
Box 39, Folder 2	Parts twenty five-twenty nine, undated
Box 39, Folder 3	Parts twenty-twenty four, undated
Box 39, Folder 4	Handwritten draft, undated
Box 39, Folder 5	Draft, undated
Box 39, Folder 6	Drafts and notes, undated

Box 39, Folder 7	Drafts and notes, undated
Box 39, Folder 8	Drafts and notes, undated
Box 40, Folder 1	Partial drafts and notes, undated
Box 40, Folder 2	Drafts, undated
Box 40, Folder 3	Draft, chapters fourteen-nineteen, undated
Box 40, Folder 4	Draft and notes, part twenty-nine, undated
Box 40, Folder 5	Draft and notes, pages 115-264, undated
Box 40, Folder 6	Draft and notes, pages 265-401, undated

[Return to Table of Contents](#)