



Smithsonian
National Museum of American History
Kenneth E. Behring Center

Guide to the Marion Harper Papers

NMAH.AC.0394

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1991

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Collection Overview

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Summary:	Notes, clippings, published and unpublished manuscripts on business and marketing; but primarily personal materials.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

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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

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
	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

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Series 2: Correspondence, 1920-1989, undated

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

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Series 3: Professional Materials, 1925-1988, undated

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

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Series 4: Research Notes and Unpublished Manuscripts, 1947-1995, undated

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

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

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

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 Psychologies of Thinking Strategically, section seven, undated

Box 11, Folder 2	The Psychologies 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

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

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

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

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
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