



# AN ABBREVIATED ANNOTATED BIBLIOGRAPHY

H. Igor Ansoff 1918–2002

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Two bibliographies of works of H. Igor Ansoff have appeared in print (Ansoff 1992; Hussey 1999). The latter bibliography attempted to provide additional information to some entries from the former and did not include other entries, without explanation of their omission. The items below may not represent a complete reconstruction of the literature published by Igor Ansoff since much of his work appears to have been in the form of reports and working papers. Henry Mintzberg is reported as having described Ansoff as the ‘father of strategic management’ (Williams 2002) and stated that ‘Igor’s real contribution to the literature . . . is not prescriptive but descriptive, in the concepts he provided to us’ (Mintzberg 1991: 464). For these reasons it is important to record Ansoff’s published works accurately.

The sources for literature are the online catalogues called WorldCat (libraries within the Online Computer Library Center Inc. (OCLC) consortium), COPAC (libraries within the academic consortium, UK), the British Library (BL), the Library of Congress (LC) and other national libraries. The search for journal articles was undertaken using the databases available at the universities in Perth, Western Australia. No non-paper media have been included in this bibliography.

## ***Format***

The bibliography is divided into four sections. The first section provides a small number of citations about Igor Ansoff. The second section provides the references which were listed either in Ansoff (1992) or Hussey (1999), listed in chronological order, grouped under topic headings that reflect the major chronological events in the autobiographical essay ‘A profile of intellectual growth’ (Ansoff 1992). In this section annotations have been





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added to most of the citations. The third section provides references that do not appear in either published bibliography. In this section are not only a number of journal articles and reports that have not been represented in either of the official bibliographies but also a number of translations of Ansoff's works. Hussey (1999: 391) indicates that Ansoff (1965) was translated into French in 1968 and Ansoff and McDonnell (1990) was translated into Korean. The author has not been able to find evidence of either of these translations in the world's library catalogues. All other translations listed in Hussey (1999) have been included in this bibliography. The fourth section is a list of references cited in the annotations to the citations. The annotations provide information regarding availability of items via the major world libraries as of 2006, journal title information where this is warranted and other information believed by the author to be important. In some citations multiple dates are given, separated by commas. This indicates the reprinting of an edition. Different editions are treated as separate citations.

### 1 H. Igor Ansoff

The Vanderbilt University Archives, Heard Library Annex, lists a Biographical sketch dated 1969 among the Graduate School of Management, Record Group 570 archive. The archive collection at Carnegie Mellon University was not available for online searching in 2006. No other institutional repository appears to have archival information on Igor Ansoff. This does not mean it does not exist. Ansoff Associates International ([www.ansoff.com](http://www.ansoff.com)) has a short biography on the website.

Portraits of Ansoff appear in Ansoff (1964) and Ansoff (1992).

Ansoff, H. I. (1992) 'A profile of intellectual growth', in A. G. Bedeian (ed.) *Management Laureates: a Collection of Autobiographical Essays*, vol. 1, Greenwich, Conn.: JAI Press, pp. portrait, 3–39.

(As of 2006 available via WorldCat.)

'Obituary: Igor Ansoff, the father of strategic management' (2002) *Strategic Change* 11, 8: 437–8.

Williams, J. (2002) 'H. Igor Ansoff, 83; educator drew worldwide acclaim', *The San Diego Union Tribune* (July 16): 16.

### 2 H. Igor Ansoff: works listed in published bibliographies

#### *H. Igor Ansoff: early scientific research*

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Cited in Ansoff (1992: 32) as No 48 A-22. Note year cited incorrectly.

### ***H. Igor Ansoff: early research work on planning***

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According to Hussey (1999) reprinted in Ewing, D. (ed.) (1958) *Long Range Planning for Management*, New York: Harper & Brother (rev. edition 1964, 1965, 3rd edition 1972)—the author cannot confirm the inclusion of the Ansoff article in the revised editions. (As of 2006 book available via WorldCat.)

According to Hussey (1999) reprinted in Bursk, E. and Chapman, J. (eds) (1963) *New Decision Making Tools for Managers: Mathematical Programming as an Aid in the Solving of Business Problems*, Cambridge, Mass.: Harvard University Press. (As of 2006 book available via WorldCat. Also published by New American Library: New York in 1965. Translated into Japanese in 1963 and 1966 and into French in 1970).

— (1958) ‘A model for diversification’, *Management Science* 4, 4: 392–414.

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Andersen, T., Ansoff, H. I., Norton, F. and Weston, J. F. (1959) ‘Planning for diversification through merger’, *California Management Review* 1, 4: 24–36. Reprinted in Ansoff (1969, 1972, 1977: 290–309).

Ansoff, H. I. (1959) *A Quasi-analytic Method for Long Range Planning*, Chicago, Ill.: Institute of Management Sciences, College on Planning.

Pre-publication draft available via WorldCat. Presented at the first Symposium on Corporate Long-Range Planning, the Institute of Management Sciences, College on Planning, Chicago, Illinois, June 6, 1959.

According to Hussey (1999) reprinted in Alexis M. and Wilson C. (eds) (1967) *Organizational Decision Making*, Englewood Cliffs, NJ: Prentice-Hall. (As of 2006 book available via WorldCat and BL). Note: Ansoff (1992: 33) gave the date as 1962, but BL and WorldCat confirm that 1967 is correct for this edited collection.

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Reprinted in Schlender, W. E., Scott, W. G. and Filley, A. C. (eds) (1965) *Management in Perspective*, Boston Mass.: Houghton Mifflin, pp. 85–91. (As of 2006 book available via WorldCat.)

— (1962b) ‘Evaluation of applied research in business firms’, in J. R. Bright (ed.) *Proceedings on the Conference on Technological Planning on the Corporate Level*,





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- Proceedings of a conference sponsored by the Associates of the Harvard Business School, September 8 and 9, 1961. (As of 2006 proceedings available via WorldCat.) Note: Hussey (1999) following Ansoff (1992) cites this reference as 1964 and yet WorldCat indicates 1962. James Bright did publish another book in 1964 titled *Research, Development and Technological Innovation: an Introduction*, Homewood, Ill.: R. D. Irwin.
- (1963) 'Management participation in diversification', in Stanford Research Institute Client Conference (ed.) *Corporate Development Through Diversification, Proceedings*, Menlo Park, Calif.: Stanford Research Institute, Long Range Planning Service, pp. unknown.
- According to WorldCat the conference was held Sept. 25–27, 1963. (As of 2006 book available via WorldCat.)
- (1964) 'Planning as a practical management tool', *Financial Executive* 32: 34–7. Note p. 34 has a contemporary portrait of Ansoff.
- Reprinted in Needles, B. and Skousen, K. F. (eds) (1973) *Contemporary Thought in Accounting and Organizational Control*, Encino, Calif.: Dickenson Publishing. According to Hussey (1999) the book was published in 1965 but no evidence of earlier publication. (As of 2006 book available via WorldCat.)
- According to Hussey (1999) reprinted in Wadia, M. S. (ed.) (1966) *The Nature and Scope of Management*, Chicago, Ill.: Scott Foreman. (As of 2006 book available via WorldCat.)
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- (1965) 'The firm of the future', *Harvard Business Review* 43, 5: 162–78.
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### **H. Igor Ansoff: the Carnegie-Vanderbilt years 1963–73**

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The original publication has not been traced. P E Consulting Group (London) is not the same as PE Consulting Group operating worldwide (but originally based in Germany) at the beginning of the twenty-first century.

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— (1969c) 'Managerial problem solving', in J. Blood (ed.) *Management Science in Planning and Control*, New York: Technical Association of the Pulp and Paper Industry, pp. unknown.

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Contains two sole author and one multiple author contribution from Ansoff with sixteen other papers or contributions chosen by Ansoff. The contributions are from John Kenneth Galbraith, Herbert Simon and Friedrich August von Hayek and illustrate objectives of a business.  
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- (1969b) ‘A language for organization design’, in E. Jantsch (ed.) *Perspectives of Planning*, Paris: OECD, pp. 349–93.  
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Includes two chapters 'Managing discontinuous strategic change' and 'Societal strategy for the business firm' by Ansoff. The work is dedicated to Jan Joele. The book is widely available in national libraries. North-Holland Pub. Co., New York was the distributor for the USA and Canada.

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### Notes

- 1 The librarians at Brown University, Rhode Island, USA were extremely helpful in finding the correct bibliographic citation of this article for me.
- 2 *Management Technology* (ISSN 0542-4917) was published from 1960–64 before being absorbed into *Management Science* (ISSN 0025-1909). The journal is available via JStor.
- 3 The *Journal of Business Policy* ran from the northern Autumn, 1970–73 (ISSN 0021 9479) and was subsumed into the *Journal of General Management* (ISSN 0306 3070) from late 1973.
- 4 *Tijdschrift voor Efficiënt Directiebeleid* (ISSN unknown) published by the Netherlands Institute for Efficiency, The Hague, is available in the USA via WorldCat, its longest run from Michigan State University, and can also be accessed in The Netherlands and South Africa
- 5 *Bedrijfskunde* (ISSN 0165 0971) is available for 1975 from the Library of Congress, Washington DC. It has not been published since the second issue 2003.
- 6 There are two journals with the same name published in French, one from Lausanne by the Centre romand de Promotion du Management (ISSN 0009-2177) which ran from 1939 to 1982 and the other published in Genève by the Association d'Organisation Scientifique du Travail which ran from 1947 to 1982, ISSN unknown. The former journal is available in part via WorldCat from Montreal, the latter from Northern Illinois University and is also available from the Bibliothèque nationale de France.
- 7 *Cahiers Africains d'administration Publique* or *African Administrative Studies* (ISSN 0007-9588) is published twice yearly.
- 8 *Tehokas yritys johtamistoimen ammattilehti* (ISSN 0356-5327) was a monthly periodical which ran from 1975 to 1980. It is available via Worldcat and Kansalliskirjasto (The National Library of Finland), Helsingin Yliopisto.
- 9 *Harvard Business Manager* is a German serial publication published in Hamburg by Manager Magazine and is the German edition of *Harvard Business Review*. The preceding title of the journal was *Harvard Manager*. Available via WorldCat.
- 10 *Sinergia* (ISSN unknown) is an irregular publication of Universidade do Rio Grande. Departamento de Ciencias Economicas, Administrativas e Contabeis, which commenced publication in 1985. According to the Biblioteca Nacional do Brasil (National Library of Brazil), Rio de Janeiro, Brazil, publication was suspended between 1986–1987 and 1989–1991. Note: there is a science fiction periodical published from Buenos Aires in the 1980s also with this title.
- 11 *International Management Development Review* (ISSN 0266-7908) is an annual UK publication available via BL.
- 12 *International Review of Strategic Management* (ISSN 1047-7918) is an annual serial which ran from 1990 to 1995 published by Wiley. The individual volumes were often given titles and treated as compilations and provided with individual ISBNs.
- 13 *Enseignement et Gestion* was published in Paris from 1971 to 1985 for *Fondation nationale pour l'enseignement de la gestion des entreprises* as individual numbers (ISSN 0765-7579). This journal is available from the Bibliothèque nationale de France. From 1986 the journal became *Formation et Gestion* and then *Revue française de Gestion*.

