

From the Office of Public Relations
Massachusetts Institute of Technology
Cambridge, Massachusetts 02139
Tel: UN 4-6900, Ext. 2705

FOR IMMEDIATE RELEASE

Erwin Haskell Schell, 75, of Norwich, Vt., Professor Emeritus of Industrial Management, Massachusetts Institute of Technology, and a pioneer in management education died Sunday (January 3) following a long illness. In 38 years of teaching he helped shape the careers of hundreds of students who went on to become national figures in business and industry.

SCHELL
OBIT.

Private graveside services will be held Thursday (January 7) at the Mount Wollaston Cemetery, Quincy, Mass. Memorial services to be held at Christ Episcopal Church, Cambridge, Mass., where Professor Schell was long a vestryman, are pending as to date and time.

Professor Schell taught at M.I.T. from 1917 to his retirement in 1955. He and Mrs. Schell, the former Esther Sidelinger of Quincy, moved from their long-time Cambridge home (67 Francis Ave.) to Norwich in 1962. Survivors, besides Mrs. Schell, include a son, Dr. E. Haskell Schell, Jr., of Norwich; a daughter, Mrs. W. H. Prosser of Nobleboro, Me., and New York City; and five grandchildren.

Professor Schell was vitally interested in the welfare of both students and alumni.

Throughout his career, Professor Schell maintained a constant correspondence with his former students and periodically sent general letters to them commenting on problems and trends in the conduct of business and industry. Also, he annually presented to seniors a special lecture dealing with the personal attributes required for the building of a successful career in business administration, a lecture that came to be known as

-more-

Professor Schell -- 2

"Professor Schell's Million Dollar Lecture." His lecture, together with selections from his general letters to graduates, was published by McGraw-Hill in 1952 under the title, The Million Dollar Lecture.

Although not a sailor himself, Professor Schell was instrumental in the establishment of dinghy sailing as an extra curricular student activity at M.I.T. and took a lively interest in encouraging the growth of intercollegiate sailing competition after M.I.T.'s fleet was established. He helped raise the money that bought the dinghy fleet and built the Tech Sailing Pavilion on the nearby Charles River and was probably the only non-sailor to serve as chairman of the board of governors of the Inter-Collegiate Yacht Racing Association. Of his interest in student sailing, Professor Schell told an interviewer at the time of his retirement: "We did not want people to think that M.I.T. was just a factory." A top annual prize in intercollegiate sailing today is the Erwin H. Schell Cup awarded the winner of an annual regatta usually held on the Charles River. M.I.T. has grown to become a major intercollegiate competitor in sailing.

Professor Schell was a pioneer in what are called executive development programs now common to most U.S. schools of business and management. These are programs under which working executives are enabled to return to school for post graduate studies. In 1931, Professor Schell secured support from several business leaders to make possible one year of study at the Institute for six young promising executives. Since 1938, this program has been supported by the Alfred P. Sloan Foundation and the students are known as the Sloan Fellows in Industrial Management.

-more-

Professor Schell--3

Professor Schell was born at Kalamazoo, Mich., September 29, 1889, and was graduated from M.I.T. with an S.B. degree in mechanical engineering in 1912.

Following graduation, Professor Schell was operations engineer at the American Locomotive Co., Providence, R.I., 1912-13; resident engineer with N.C. Raynes, Inc., Boston industrial engineering firm, 1913-15; industrial engineer and labor manager of the U.S. Cartridge Co., Lowell, Mass., 1915-16; and treasurer of the Henry F. Miller & Sons Piano Co., Boston, 1916-17.

He joined the teaching staff at M.I.T. in 1917 as assistant professor in the M.I.T. Course in Business and Engineering Administration, ~~then~~ a part of the Institute's Department of Economics. He was appointed Associate Professor in 1926 and Professor in 1929.

From 1917 to 1923, Professor Schell also served as management counsel to the American International Shipbuilding Corp. and from 1924 to 1928 taught courses as an Assistant Professor of Industrial Management at the Harvard Graduate School of Business Administration.

M.I.T. established its Course in Business and Engineering Administration as a separate academic department in 1930 and Professor Schell became the acting Department Head in that year and the permanent Department Head in 1931. He became

(more)

Professor Schell--4

Head of the Course in Business and Engineering Administration within the M.I.T. School of Industrial Management when the School was established in 1952.

In 1953, Professor Schell's former students established at the School of Industrial Management a well-appointed conference room, the Schell Room, in his honor. At the time of his retirement, a tabulation showed his former students included 130 corporation presidents, 30 owners or proprietors of businesses, 52 partners in firms, 115 vice presidents, 30 company treasurers and five company secretaries. Their organizations included some of the nation's largest business and industrial firms.

Professor Schell was noted for his varied and extensive research into business and economic problems. His book, The Technique of Executive Control (1924), was a standard reference in management. Other books included Cotton Manufacturing Industries of New England (1926), Administrative Proficiency in Business (1935), New Strength for New Leadership (1942), and Million Dollar Lecture (1952). He was co-author of Recent Economic Trends (1929) and Manual for Executives and Foremen (1939), the former published by the National Bureau of Economic Research, and was editor of Problems in Industrial Management (1927). He contributed numerous scholarly articles to professional journals.

(more)

Professor Schell -- 5

Professor Schell was a member of the International Congress of Scientific Management (CIOS) and, in 1957, when CIOS established the International Academy of Management to honor outstanding managerial leaders throughout the world, Professor Schell became the Academy's first Chancellor. His other memberships included the American Management Association, the National Management Council, the Academy of Management, the Executives' Club, the American Academy of Arts and Sciences, the American Society of Mechanical Engineers, Tau Beta Pi and Theta Delta Chi.

Professor Schell's awards included the Gold Medal of CIOS (1963), the Wallace Clark Medal of the National Management Council (1953), the Distinguished Service Award of the American Management Association (1952), and the Gilbreth Medal of the Society for the Advancement of Management (1938). He was only the 10th person and the fourth American to receive the CIOS award and on that occasion the magazine, Business Week, described Professor Schell as "the grand old man of management."

During World War II, Professor Schell served as a consultant on administration to the Department of State. He was an Emeritus Member of the Corporation of Simmons College and a former Director of the Keystone Custodian Funds, Inc.

-30-

January 4, 1965