

# Index

abolition, 118, 149-150, 195 and wealth, 31, 35-36, 42-43, 126, 128, 166, "Acres of Diamonds," 182, 201 229 Adams, Henry, 155 and women, 194 Adams, John, 59, 62, 76, 78, 86, 100 as morally neutral, 141 Addison, Joseph, 163 criticism of, 4, 11, 16, 20, 29-30, 32, 37-38, advertisements, 163-164, 216, 222 63, 76, 85, 97, 132 Affleck, Benjamin Franklin, 212 in service to God, 36 African Americans, 29, 32, 35, 183 American Dream, 42, 233, 255 and deaths of despair, 266 American Federation of Labor, 180, 187 and education, 196 American Philosophical Society, 44, 78 and enslavement, see enslavement American Schools and Colleges Association, and group organization, 193 and poverty, 244 Anthony, Susan B., 194 and self-help, 194, 196 Apprentice, The (television series), 257 in business, 196-201 Aquinas, Thomas, 23 religious revivals among, 53-54 aristocracy, 80 Aid to Families with Dependent Children and cultural authority, 23, 25-27, 56, 213, (AFDC), 245 Alcoholics Anonymous (AA), 208 and electoral politics, 63-64, 80, 100, 119 alcoholism, 6, 83-84, 136-137, 144, 266 and First Great Awakening, 55-56 Alger, Horatio Jr., 209, 211, 221, 241-242, see and meritocracy, 231 Horatio Alger Awards and self-made myth, 173 and rags-to-riches mythology, 210 and sumptuary laws, 30 as "self-made man," 7-8 criticisms of, 13, 59-60, 62, 93, 97-98, misunderstanding of, 212-217, 232, 238 123-125, 174, 180 misuse of, 212-221 exclusiveness of, 26, 56, 114, 158, 169 postwar, 220-221 rejection of, 63, 86, 99, 101 Ragged Dick, 209, 214 Arthur, Timothy Shea, 136 references to, during World War II, 217-220 Astor, John Jacob, 98, 126, 161, 179 and wealth, 7, 98, 126, 160 allies, 169-170 ambition as "self-made man," 126, 146, 150 and gender, 116 death mention of, 7 and self-agency, 54, 63, 87 philanthropy, 134 and self-made myth, 119, 121, 260 Augustine of Hippo, 23, 33 and the common good, 16, 31, 116, 151 Aurora Reading Club, 194



#### INDEX

authority, cultural, 57-58, 119, 125 British East India Company, 60 and aristocracy, 59-60 Brown, B. Gratz, 150 and capitalism, 132-133, 216-217, 263 Brown, John, 50 and community, 44 Brownback, Sam, 256 and economic power, 161, 166 Buffett, Warren, 273 and patriarchy, 28 Bunyan, John, 44, 84 and self-improvement, 36 Burnett, Mark, 264 and self-made myth, 81, 146, 151-152, 228, 252 Burr, Aaron, 114-116 and work, 12, 56 Bush, George H. W., 253 Bush, George W., 252-256, 258, 262, 265 competition for, 63, 173 definition of, 6 Business Roundtable, 236, 240 authority, political, 57-58, 63 Butler, Mrs. C. H., 129-130 and cultural authority, 36, 56, 60, 144, 252 Byron, George, 6th Baron Byron, 90 competition for, 63, 83, 98, 125, 173 Calvinism, 15-16, 18, 20, 43, 52, 106, 108, 117, Bacon, Francis, 20 149, 210 Bailyn, Bernard, 17 capitalism, 161, 207-209, 213, 217, 222-223, Bannecker, Benjamin, 184 250, 260 Barnum, Phineas Taylor (P. T.), 143-147, 173 growth of, 128, 153, 155 and patriotism, 144-145 idealized, 226 and self-help, 146-147, 206 Capone, Al, 204 and wealth, 144, 160 Carnegie, Andrew, 7, 155, 161, 163, 165, 175, autobiography, 147-148 188, 190, 244, 269-271, 273 Barton, Clara, 142 as "self-made man," 171 Baruch, Bernard, 222 on philanthropy, 269-271, 273 Beebe, Kenneth J., 221-222, 226, 238, 242 Carnegie, Dale, 203, 206 Beecher, Henry Ward, 134, 142 Carpenter, Frank G., 161 on poverty, 172-173 Carter, Jimmy, 240 Catton, Bruce, 211-212 Beecher, Lyman, 134, 149 Bell Curve, The (book), 231 Chan Zuckerberg Initiative (CZI), 272 Bethune, Mary McLeod, 197 Chan, Priscilla, 272 Bezos, Jeff, 272 Channing, William Ellery, 134, 139 biographical literature as instruction, 73, 99–101, Charles I, 4 133-134, 149-150 Chase, Salmon P., 149 Boesky, Ivan, 261 Chauncy, Charles, 54-55 Bonaparte, Napoleon, 85, 97 Chilton Book Company, 216, 223 Bond, Horace Mann, 230 Christian Science, 201 Bond, Julian, 230 Chrysler, Walter P., 212 Boone, Daniel, 89 Clay, Henry, 88-89, 103, 119, 124, 130, 177 "bootstraps" cliché, 8, 208-209, 224, 227, 260, 1844 campaign, 126 321n12 as "Mill-Boy," 122-123 Boston Massacre, 61 as "self-made man," 132 Boston Tea Party, 60-61 early career, 121-122 Boy Scouts of America, 175 phrenology, 142 Braley, Berton, 214-215 Clement Falconer, or the Memoirs of a Young Whig Breaking Home Ties (painting), 162 (novel), 130-132 Brewster, Walter, 62 Cleveland, Grover, 180



#### INDEX

Clinton, Bill, 232, 246-248, 252, 262 Dickens, Charles, 179 Clinton, Hillary Rodham, 232, 259 dime novels, 90, 146, 205, 210-211 Cold War, 226, 233 Dirksen, Everett, 222 Colfax, Schuyler, 149 Dix, Dorothea Lynde, 103, 112, 117-118, 126, Collinson, Peter, 45-48 274 colonization, 10, 14, 24, 26, 28 Douglass, Frederick, 149-150, 181-186, 194 and Christianity, 28 and photography, 183-184 Colorado Coalfield War, 180 as "self-made man," 183, 196 on collective self-help, 181, 274 Colton, Calvin, 123 DuBois, W. E. B., 194 common good, 79 and ambition, 15-16, 31, 151 Duncan, William Cary, 117 and self-improvement, 18, 35-36, 175 and self-making, 18, 59, 111, 125 Ecker, Frederick H., 212 and taxation, 67-68 Eddy, Mary Baker, 201 and work, 25 Edgar Thomson Steel Works, 188 community Edwards, B. B., 100 and ambition, 4, 16 Edwards, Jonathan, 51-52 and religion, 36, 59 Ehrenreich, Barbara, 267 and self-improvement, 76, 195 Eisenhower, Dwight D., 233 boundaries of, 29 Elliott, Richard Smith, 120 denial of, 31, 84, 259 Ellis, Abraham, 239 membership in, 31 Emerson, Ralph Waldo, 110-112, 163, 181 obligation to, 8, 31, 37, 80, 97, 101, 185, 210, enclosure, 24 227, 229, 248, 257, 262 Enlightenment, 34–37, 45, 49, 55, 57, 69–70, Connolly, Margaret, 202 269 Conservative Political Action Conference Enron, 261 (CPAC), 250, 259 enslavement, 29, 32, 53, 66-68, 118, 125 Conwell, Russell H., 201 Evans, Walker, 213 Coolidge, Calvin, 206 exceptionalism, American, 42, 61, 105, 110 Cooper, James Fenimore Leatherstocking Tales, 90 failure, see self-made failure Cotton, John, 16-17, 20, 28 Faris, John T., 175 Couzens, James, 204 Federalism, 62 Crawford, William, 96 Fields, Gary, 255 Crockett, David, 89-93, 101 Filson, John, 89 and Andrew Jackson, 92 Finney, Charles Grandison, 107-109 as "self-made man," 93, 119 Finney, Lydia Andrews, 109 Davy Crockett's Own Story, 93 Ford, Gerald, 233 Lion of the West, The (play), 91 Ford, Henry, 217, 244 Cromwell, Oliver, 1, 4-5, 11, 25, 29, 36, 149 Fower, Orson, 137-139 Fowler, Lorenzo, 137, 142 Dawes Severalty Act, 183, 191-193 Francis of Assisi, 25 Dawes, Henry L., 191 Franklin, Benjamin, 7, 44, 46, 59, 158, 179, 211, deaths of despair, 266 257, 274 Declaration of Independence, 80, 274 and taxation, 79-80 DeMille, Cecil B., 205 as Mrs. Silence Dogood, 43-44



#### INDEX

as "self-made man," 59, 72, 76, 79, 101, 134, 202 Autobiography, 72-73, 157-159 biographies of, 85 electrical experiments, 45-49, 77, 289 Junto, 36, 44-45 Poor Richard improved, 48 Poor Richard's Almanack, 78, 79 ran away from apprenticeship, 172 social networking, 74 "Way to Wealth," 79 Weems's biography of, 85 Franklin, William Temple, 7, 48, 73, 79 free enterprise, 229, 239 Frick, Henry Clay, 161, 167, 189, 270 as mutually made man, 166-168, 182 as "self-made man," 166, 171-172, 187 growth of empire, 165-166 Homestead Steel Works strike, 188-190 Mellon bank loan, 165 public views of, 165-167, 270 Friedman, Milton, 229, 233, 262, 271 Friedman, Rose, 233, 271 frontiers, 35, 52, 82, 88-94, 108, 111, 113, 119, Frost, John, 133-134 Fuller, Alfred, 201 Fuller, Andrew, 87 Garbo, Greta, 204 Garrison, William Lloyd, 195 Garvey, Marcus, 194 Gates, Bill, 273 Gates, Melinda French, 273 Gekko, Gordon, fictional character, 261 George, James Z., 186 Georgia, enslavement in, 67 Gilder, George, 243-244

Gingrich, Newt, 247

Giving Pledge, 273

Graham, Billy, 229

Graham, Sylvester, 142

Girdler, Tom M., 219

Goldwater, Barry, 249-250, 271

Gompers, Samuel, 179-180, 187

Gould, Jay, 156-157, 161, 217, 269

Great Awakening, First, 34-36, 49, 55, 119

Great Awakening, Second, 105-109, 119, 144, 201 Great Depression, 205-207, 214, 229, 232 Great Recession, 252, 263-264 Great Society, 229, 233-235, 244, 247 Greeley, Horace, 134 Greene, Robert, 11 Greene, Selden C., 204 Haddock, Frank Channing, 201-202 Hakluyt, Richard, 24-25 Hale, Sarah Josepha, 132 Hall, Thomas H., 96 Hamilton, Alexander, 76, 88, 114 Hancock, John, 61, 161, 275 Hardy, Quentin, 272 Harris, Abram L., 200-201 Harris, Louis, 250 Harrison, William Henry, 119-121, 132 Harvard University, 44, 177, 210-211, 243 Harvey, George, 166, 188 Hastings, Daniel O., 214 Hawes, Joel, 105-107, 112 Hawkins, Dan, 267 Herjavec, Robert, 264 Herrnstein, Richard, 231 Hewes, George Robert Twelves, 61 Hoffman, Paul Gray, 238 Holmes, Oliver Wendell, 134 Homestead Steel Works strike, 165, 188, 214 Hoover, Herbert, 205 Horatio Alger Association of Distinguished Americans (HAADA), 229, 240-242, 258, Horatio Alger Awards, 221-224, 238, 241, Horatio Alger Awards Committee (HAAC), 223-226, 237, 239-240 Hovenden, Thomas, 162 Howe, Julia Ward, 142 Howe, Samuel Gridley, 142 Howells, William Dean, 176 Hoyt, Edwin P., 223 Hubbard, Elbert, 172 Hull House, 271 human agency, 34-35, 37-41, 49-51, 233 Hunt, Thomas P., 129

339



### INDEX

Indian Removal Act, 92, see also Jackson, Andrew labor rights, 186-190, 229, see also Homestead individualism, 10, 33, 146, 156, 166, 188, 191, Steel Works strike 208, 213, 227, 229, 271 child labor, 212 protests for, 177, 214 and conservatism, 235-236 and women, 113 resistance to, 170, 183, 186, 188, 219-220, development of, 50, 52, 55, 83, 85, 161, 250 in Great Depression, 207 support for, 213 rugged, 8, 169, 205, 213, 219, 223, 252 laborers as commodities, 69, 72, 171-172 Lafayette, Gilbert du Motier, marquis de, 70 inequality, 156 Lane, Thomas J., 227 Jackson, Andrew, 89, 91-92, 94, 148 Lange, Dorothea, 213 and David Crockett, 91-93 Langston, John M., 196 as "self-made man," 97-98, 110, 133, 257 Larremore, William, 176 as solitary oak, 7, 81, 97 Lawrence, Edward A., 106 early life, 94-95 Layton, Robert D., 186, 274 myths about, 96, 119 Le Compte, Joseph, 98 Jamestown, 58 Lee, Gideon, 134 Jay, John, 64 Lesher, Richard, 237-239 Jefferson, Thomas, 45, 59, 64, 71, 86, 88, 100 lightning rod, 47-48 Lincoln, Abraham, 89, 120, 149-150, 175, 179, Jenner, Bruce, 1, see Jenner, Caitlyn 183 - 185Jenner, Caitlyn, 1 Jenner, Kylie, 1, 3, 259-260 Lodge, Henry Cabot, 175 Jesus, 23 log cabin campaign, 120-121 Jim Crow, 67-68, 200 Logan, John, 191 Johnson, Lyndon B., 232-233, 250 Longfellow, Henry Wadsworth, 134 Johnston, Eric, 220 Lorimer, George Horace, 177 Jones, Reg, 251 Lowell, James Russell, 134 Jumel, Eliza, 103, 112-117, 126 Ludlow Massacre, 180 as art collector, 114 Jumel, Stephen, 113 MacMannen, John A., 7 Juneja, Aditi, 260 Madison, James, 64, 71, 100 Malone, Annie Turnbo, 198 Kardashian, Kim, 260 manifest destiny, 133 Kardashian, Kris, 1 Mann, Horace, 142 Keayne, Robert, 10 Manning, William, 62 and religion, 16-17, 20-21, 36, 228, 253 Marden, Orson Swett, 202 and taxation as duty, 18-19, 31 Marlowe, Christopher, 37 and wealth, 28 Mary and Martha, biblical figures, 23 Apologia, 16-18, 25 masculinity, 175 as "self-made man," 228, 257 and ambition, 111, 162-163 early career, 31 Mather, Cotton, 37-39, 55, 61 sexism of, 32 and Salem witch trials, 39 Kinnersley, Ebenezer, 47–48 Bonifacius, or Essays to Do Good, 43 Kirby, John Jr., 190 Magnalia Christi Americana, 42 Knights of Labor, 186 Pietas in Patriam, 39-43 Knox, Philander Chase, 169 Silentarius, 43



#### INDEX

Mather, Increase, 39 nationalism, 42, 61, 83, 91, 105, 125, 144-145, McCabe, James D. Jr., 150-152 151, 222-224, see also exceptionalism, McClure, S. S., 212 American and self-improvement, 110 McGaw, Judith, 8, 166 McHugh, William D., 204 Native Americans, 32, 35-37, 66, 183, 236 McLean, Alney, 87 and deaths of despair, 267 Medicaid, 267, 269 forced assimilation of, 191 religious revival among, 53 Mellon, Andrew, 168, 174, 249, 309 Mellon, Thomas, 153-156, 161, 165, 174 stereotypes of, 29, 190 admiration for Benjamin Franklin, 153, work, 27 157-160, 202 networks, see social capital and H. C. Frick, 165, 168 New Deal, 8, 207-209 and wealth, 158-160 resistance to, 208, 214-220, 229, 247, 269 as "self-made man," 159 New Orleans general strike, 1892, 187 meritocracy, 63, 229-232, 248, 265-266 Nixon, Richard M., 228-229, 233, 249 Merriman, Charles Eustace, 177 Noll, Frank K., 238 Mettler, Suzanne, 269 Middle Ages, 10, 23 Obama, Barack, 232 Milken, Michael, 261 Occupy Wall Street, 263 Miller, Samuel, 86-88 Oglethorpe, James, 67-68, 125 mobility, social, 11, 16, 29-30, 37, 43, 131 Omidyar, Peter, 273 and African Americans, 58, 184 and Horatio Alger Jr., 216 Paine, Thomas, 45, 61 and women, 32, 58, 112 Palfrey, John Gorham, 118 and work, 12, 15, 30, 58, 179 Parton, James, 91 in early republic, 57, 64, 73, 79 Patriotic Millionaires, 274 Monroe, Elizabeth, 114 Peale, Norman Vincent, 224-227, 239, 257 Morgan, J. P., 161, 169-170 Penn, I. Garland, 196 as "self-made man," 175 Perkins, William, 26 Morris, Robert, 80 Personal Responsibility and Work Opportunity Morton, Thomas, 28 Reconciliation Act (PRWORA), 247-248, 268 Mott, Lucretia, 142 Murray, Charles, 231 Pew, J. Howard, 215, 220 muscular Christianity, 175 Pew, Joseph N. Jr., 215, 220 Musk, Elon, 272 philanthropy, 65-66, 146, 166, 252, 262, 269-273, 334 mutually made men, 8, 166-169, 176 and cultural authority, 270 National American Women's Suffrage as justification for wealth, 270-272 Association, 194 as support for community, 198, 273 National Association of Colored Women Phillips, Wendell, 134, 195 (NACW), 194, 274 Phips, William, 41-43, 134 National Association of Colored Women's Clubs, phrenology, 137-143 182 and racism, 143 National Association of Manufacturers (NAM), and self-improvement, 139-141 and sexism, 143 190, 222 National Negro Business League (NNBL), 196 Pilgrim's Progress, The, 44, 84, 210



## INDEX

Pilgrims, myths about, 235–236	Renaissance, 10, 12, 21, 37
Pinkerton detective agency, 189	revival, religious, 36, 50, 105
Pittsburgh, Pennsylvania, 153, 158–160,	Rockefeller, John D., 155, 161, 180, 243, 269
165–166, 168	Rockefeller, John D. Jr., 180
"pluck and luck" cliché, 209	Rodgers, Daniel T., 4
Pocahontas, 10, 32	Rogers, Will, 205
Poe, Edgar Allan, 142	Romanticism, 89, 103, 110, 210
political authority, 6	Roosevelt, Franklin D., 207, 213, 216
and cultural authority, 6, 81	Roosevelt, Theodore, 174–175
Polk, James K., 123, 125	Rubloff, Arthur, 239
poorhouses, see workhouses	Rush, Benjamin, 57–58
"positive thinking," 201, 203, 225–227, 257	
Post, Emily, 204	Sage, Olivia, 269
poverty	Sage, Russell, 269
and capitalism, 218	salvation, 20, 49–52
and colonization, 67	and poverty, 23, 25, 34, 55
and inequality, 226	for marginalized groups, 52–53, 67
and race, 243, 248	Sandel, Michael, 232
and self-made myth, 117	Scheer, Robert, 263
as a sin, 29, 129	Schurz, Charles, 193
biblical view, 25	Schuyler, Philip, 63
blamed on public programs, 234-235, 244	Schwab, Charles M., 206
Middle Ages, 10, 23	self-agency, 4-5, 10-11, 17-18, 33-34, 37-39,
prejudice against, 24, 29, 63-65, 178, 229, 248	51, 53, 56–57, 82, 104–110, 142, 144, 181,
"undeserving poor," 31, 218, 234, 247	203, 205-206, 224, 250, 268, see also human
Powell, Lewis F., 236	agency
predestination, 20, 52, 284	and enslavement, 65-67
Price, William, 130–132	self-fashioning, 10-11, 82, 103, 108-110, 113,
providentialism, 4, 18, 20, 35, 83, 233, 284	116, 118, 143, 181, 183, 202
Pullman strike of 1894, 187	self-help, 182–183, 199, 224
Puritanism, 5, 21, 27, 39, 44, 54, 59, 86, 235,	collective, 183-184, 186, 190-201
257, 282, 284, see also Calvinism	individualist, 181, 190, 201-203
	self-improvement, 35, 85, 135-136
Quakers, 37, 65–66	and enslavement, 68–71
	and masculinity, 227
racism, 8, 67, 182-183, 248, 266	and race, 181, 184–186, 193, 195, 198
against African Americans, 67-68	and sexism, 114
against Native Americans, 27, 66, 190–193	and social mobility, 31, 57, 83, 111, 161,
and gender, 194	268
denial of, 244	for the common good, 20, 43-44, 58-59, 64,
phrenology, 143	80, 86, 98, 134–137, 149, 176, 186, 203, 252
"rags-to-riches" cliché, 8, 19, 30, 117, 210, 213,	self-made failure, 66, 81, 177, 202, 205, 213,
217, 219, 223	228, 231–232, 243, 246, 248, 260, 265,
Raleigh, Walter, 14, 26, 29	267–268
Ratner, Sidney, 248–249	self-made myth, 5, 123, 281, 298, 313
Reagan, Ronald, 229, 239, 241–244, 246, 248,	and African Americans, 181, 195, 201
250, 252, 255, 258, 271	and anti-taxation rhetoric, 249, 259, 262, 272



### INDEX

and capitalism, 1, 155-157, 161, 213, 222,	Sitting Bull, 191
226, 259	slavery, see enslavement
and class, 101, 178, 182, 184, 254	Sloan, Alfred P., 212
and gender, 116, 118, 182	Small Business Administration (SBA), 245
and individualism, 228	smallpox, inoculation for, 43
and inequality, 8, 58, 146, 212–213, 230–232,	Smiles, Samuel, 202, 232
255, 260, 265, 267, 274	Smith, Adam, 57, 232, 269
and meritocracy, 229, 232	Smith, John, 10, 13, 36, 58, 236
and personal responsibility, 247	and work, 26–27
and public policy, 229, 252, 267	early career, 11–12
and racism, 182, 184	self-fashioning, 12–16, 24, 29, 61
and wealth, 128, 146, 149, 151	sexism of, 32
and work, 152, 178	Smith, Love, 240
as blasphemy, 15	Smith, William, 78
as myth, 6–8, 83	social capital, 6, 73–75, 125, 159, 163–165,
as negative, 101	168–169, 230, 260, <i>see</i> authority, cultural
definitions of, 6, 42, 85, 98, 101, 148, 155,	Social Security, 218
176, 181	solitary oak, 7, 81, 97–98, 102, 118, 125, 135,
impossibility of, 4, 6, 19–20	156, 166, 181
in the 1920s, 203–204	Sparkes, Boyden, 207, 212
in the 21st century, 252	Spencer, Archibald, 48
obscure origins, 119, 149, 161	Spencer, Herbert, 155
elf-made nation, myth of, 81, 88, 133, 235	Stanford, Leland, 161
elf-reliance, 109, 174	Stanton, Elizabeth Cady, 142–143
Seligman, Daniel, 231	Stockman, David, 245
ervice	storytelling as tool, 8, 101, 151, 209, 222–224,
and women, 117–118	226, 237, 280n9
as religious ideal, 4, 43	Stowe, Charles Edward, 150
for economic gain, 24, 175–176, 204	Stowe, Harriet Beecher, 2, 134, 149–151,
for the common good, 17, 75, 88, 175–176,	182–183
182	submerged state, 269, 329n68
to community and faith, 4, 20, 29, 36, 43, 59,	Sumner, Charles, 134, 150
86, 93, 116, 158, 248	sumptuary laws, 30
Settlement House Movement, 195	Superman, 227
exism, 8, 112–119, 142, 182, 194	supply-side economics, 243
and self-made myth, 127, 266	survival of the fittest, 174
and the First Great Awakening, 54	Switzer, Maurice, 177
in business, 168	T 4 T. 1 . 1 . 1
phrenology, 143	Taft, William Howard, 187
Seymour, Charles C. B., 148	Taft-Hartley Act, 220
Shark Tank (television series), 264–265	taxation, 19, 31, 79–80, 228, 248–249,
Sherman Antitrust Act, 187	270–273
Sherman, John, 187	rhetoric against, 244, 249, 255–257, 330–331n13
Sherman, Roger, 99–100	Taylor, Linda, 244
Sibbes, Richard, 21	Taylor, Thomas, 26
Simon, William E., 233–236, 243	Temperance movement, 6, 84, 129–130,
Sioux Nation, 191	136–138, 143



### INDEX

Ten Nights in a Bar-Room (novel), 137, 138 cherry tree myth, 85 Terrell, Mary Church, 194-195, 274 Farewell Address, 100 Thiel, Peter, 268 philanthropy, 71 Thomson, William A., 215 self-taught, 86, 135-136 Thoreau, Henry David, 111 Weems's biography of, 85 Throgmorton, Louie, 230 Washington, Martha Custis, 69 Tiffany, Francis, 117 Tirado, Linda, 267 and ambition, 31, 35, 42, 105, 112, 126, 131, Tompkins, Patrick, 126 145-146, 149 trade unions, 183 and influencers, 3 Tragical History of Doctor Faustus, The (play), 37 and poverty, 243 trickle-down economics, 243 and self-made myth, 132-133, 156, 255 Tritle, F. A., 192 and tycoons, 161 Trump, Donald J., 226, 257-259 moral dangers of, 4, 132 Trump, Fred, 226, 257-258 Webster, Daniel, 119 Truth, Sojourner, 197 Weems, Mason Locke, 85 Tubman, Harriet, 197 Weill, Sanford I., 262–263 Twain, Mark, 242 Welch, Jack, 251-252 Twitter, 260 welfare queen, 244-246 welfare system, 234, 244-245, 247-249 U.S. Steel, 170 Wells, Samuel R., 139 unions, see labor rights Wells-Barnett, Ida B., 197 United States Chamber of Commerce, 229, 236, West Point Academy, 93 Wheatley, Phillis, 53 Universal Negro Improvement Association Whig party, 93, 119-123, 130 (UNIA), 194 Whitefield, George, 53-54 Whitman, Walt, 83, 111, 142 Van Buren, Martin, 119-121 Whittington, Richard, 30 Vance, J.D., 268-269 Williams, A. Graves, 216 Vanderbilt, Cornelius, 179 Wilson, Charles E., 238 as "self-made man," 146, 150, 161 Wilson, John, 17 Vermont Missionary Society, 86 Wilson-Gorman Act, 249 Virginia Company of London, 14 Winfrey, Oprah, 253, 255, 260 von Hayek, Friedrich, 234 Winthrop, John, 16-18, 24, 27-28, 31, 59 Winthrop, John Jr., 37, 45 Wagner Act, 219 and the common good, 37-38 Waldo, S. Putnam, 94-96 witch trials, 36, 39, 43, 48 Walker, Madam C. J., 197-200, 318 Wolfe, Tom, 261 Walker, Maggie Lena, 197 Wollstonecraft, Nancy Kingsbury, 82-83 Wallace, Henry, 218 Walsh, Richard I., 203 and evangelism, 109 War Revenue Act of 1917, 270 and revivalism, 36, 53 Washington, Booker T., 194, 196, 198, 200, and self-making, 112, 127 274 and work, 20, 113, 118 Washington, George, 45, 57, 96, 175 as dependents, 112, 118 in business, 116, 197-198, 310 and enslavement, 69-72

Woodruff, Roy O., 217-218

and work ethic, 68-69



#### INDEX

and class, 25–26, 32, 59, 62, 136, 164, 171–172, 174
and enslavement, 32
and gender, 20, 113, 118
and idleness, 12, 14, 21, 28, 65
and Native Americans, 27
and racism, 28
and self-made myth, 157, 185, 203–204
and social mobility, 30, 58, 184
definition of, 3, 20, 59
idealization of, 56, 61, 172
in Middle Ages, 23

manual labor, 62
sacralization of, 25, 30
social mobility, 12, 15
work ethic, Protestant, 3, 5, 14, 20–21, 32, 59–60
workhouses, 25, 65–66
World War I, 270
World War II, 216

Young American's Magazine of Self-Improvement, The,
134
Young, Michael, 229–232, 235, 266

Zuckerberg, Mark, 272