

ACKNOWLEDGEMENTS

The genesis of this book followed no straight or clear path. The question I started with became transformed in the process of research and writing until, in the end, it was no longer apparent, or only faintly so, in the book that emerged. Inspired by Ernest Gellner's stimulating meditations in *Plough, Sword, and Book* on the growth of knowledge, I had wondered about the impact on society of the application of social sciences, such as psychology. This interest led me eventually to the German Labor Administration's large psychological service. Soon the Labor Administration itself and its long-standing attempt to gain complete control of the labor market fascinated me even more. Researching their roots revealed the importance of a second labor force project, the German government's and industry's program to train German workers. My initial question about the growth of knowledge had led me, then, back to Gellner's other two themes: power and the economy.

During such a convoluted—and long—gestation, numerous teachers, colleagues, and friends have been invaluable guides and interlocutors. They helped both to spark my original interest and to rework it into something more specific and, I hope, more significant. Just as important, they provided the encouragement and motivation to continue with a project that at many times threatened to overwhelm its author. It is a pleasure to thank them here.

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istence—of the Labor Administration and its huge psychology wing. His advice to focus there launched the second, and much more fruitful, stage of my project. In a frigid January, Professor Gundlach hosted me at his Institute for the History of Psychology at the University of Passau, where I had access to valuable documents on the post-1945 Labor Administration. In Passau, Stefan Petri and Jeelka Reinhardt were generous enough to put me up in their apartment and provide stimulating conversations from their own work on applied psychology.

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With gratitude and pleasure, I dedicate this book to my parents.