

# Consumer Culture in Modern Europe

Professor Lisa Tiersten

HIST 3327 | Fall 2022 | Monday, 2:10-4:00

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Jean Béraud, *Paris, rue du Havre*, c. 1882

## ***Course description:***

This seminar explores the development of consumer capitalism in modern Europe from the eighteenth century to the present, primarily in Britain and France. Topics to be covered include the rise of a market economy and culture, urbanization and the commercial metropolis, changing attitudes toward shopping and spending, the construction of modern gender and class identities through consumption, credit and social trust, and the relationship between consumption and democratic citizenship. Readings will be drawn from history as well as from social theory and cultural studies.

## ***Course requirements:***

1. Regular attendance and participation in class discussion (25% of grade).
2. 1/2-1-page response to the readings, to be posted on Courseworks2/Canvas (under “Discussion”) by noon Mondays before class. Students are entitled to three posting “vacations” but must let me know in advance (20% of grade).
3. Moderation of discussion for one reading (20% of grade).
4. A 15-page research paper (35% of final grade). Students will hand in a brief paper prospectus on October 24 and a bibliography for the paper on November 14. Everyone must meet with me between mid-October and early November to discuss ideas for the paper. Final paper is due Friday, December 16.

## ***Course materials:***

Readings for the course are posted on Canvas.

## *I. The Emergence of a Market Economy and Society*

### **1. September 12: Introduction to the Course: Defining Consumer Culture**

*Texts:* Raymond Williams, "Consumption," *Keywords (we will read this in class)*.

### **2. September 19: Markets and Material Culture in Early Modern Europe**

*Texts:* Jan de Vries, "Between Purchasing Power and the World of Goods: Understanding the Household Economy in Early Modern Europe," in *Consumption and the World of Goods*, eds. John Brewer and Roy Porter.  
Neil McKendrick, John Brewer, and J.H. Plumb, *The Birth of a Consumer Society*, Ch. 1, "The Consumer Revolution of Eighteenth-Century England."  
Maxine Berg, "In Pursuit of Luxury: Global History and British Consumer Goods in the Eighteenth Century," *Past and Present*, no. 182 (February 2004). **Read only pp. 85-99.**  
James Collins, "Women and the Birth of Consumer Capitalism," in Daryl Hafer and Nina Kushner, *Women and Work in Eighteenth-Century France*.

### **3. September 26: The Meaning of Things: Conceptions of the World of Goods in the Old Regime**

*Texts:* Neil McKendrick, John Brewer, and J.H. Plumb, *The Birth of a Consumer Society*, Ch. 8, "The Acceptance of Modernity."  
Amanda Vickery, "Women and the World of Goods" in *Consumption and the World of Goods*, eds. John Brewer and Roy Porter.  
Joyce Appleby, "Consumption in Early Modern Social Thought," in *Consumption and the World of Goods*, eds., John Brewer and Roy Porter.  
Stana Nenadic, "Romanticism and the Urge to Consume in the First Half of the Nineteenth Century" in *Consumers and Luxury: Consumer Culture in Europe, 1650-1850*, eds., Maxine Berg and Helen Clifford.

## *II. Consumption in the Age of the Bourgeoisie*

### **4. October 3: The Making of the Consumer Metropolis: The Case of Paris**

*Texts:* Wolfgang Schivelbusch, *The Railway Journey*, Chs. 3, "Railroad Space and Railroad Time"; 4, "Panoramic Travel"; 12, "Tracks in the City"; and 13, "Circulation."  
David Pinkney, *Napoleon III and the Rebuilding of Paris*, Ch. 1, "Paris in 1850."  
Philip Nord, *Paris Shopkeepers and the Politics of Resentment*, Ch. 3, "Hausmannization."

Michael Miller, *The Bon Marché: Bourgeois Culture and the Department Store*, Chs. 1, “New Stores,” and 2, “The “Grand Magasin.”  
 Emile Zola, *The Ladies’ Paradise* (1883), Ch. 9.  
*Slides*: the nineteenth-century city; nineteenth-century shops and department stores; advertising.

### 5. October 10: Spectacle and Selfhood in the Nineteenth-Century City

*Texts*: Ellen Moers, *The Dandy*, Ch. 1, “Brummell.”  
 Priscilla Parkhurst Ferguson, “The *Flâneur* On and Off the Streets of Paris,” in *The Flâneur*, ed. Keith Tester.  
 Walter Benjamin, “Paris, Capital of the Nineteenth Century” (1935; 1982), *Reflections*.  
 Karl Marx, “The Fetishism of Commodities and the Secret Thereof,” *Capital*, Vol. 1 (1867), Part 1 (81-96).  
 Vanessa Schwartz, “Cinematic Spectatorship Before the Apparatus,” in *Cinema and the Invention of Modern Life*, eds., Vanessa Schwartz and Leo Charney.  
*Slides*: fashion plates

### 6. October 17: Gender, Class, and Consumption in the Nineteenth Century

*Texts*: Margot Finn, “Men’s Things: Masculine Possession in the Consumer Revolution,” *Social History*, vol. 25, no. 2 (May 2000), pp. 133-55.  
 Deborah Cohen, *Household Gods*, Ch. 4, “In Possession: Men, Women and Decoration.”  
 Paul Johnson, “Conspicuous Consumption and Working-Class Culture in Late Victorian and Edwardian Britain,” *Transactions of the Royal Historical Society*, 38 (January 1988: 27-42).  
 Guy de Maupassant, “The Necklace” (1884), *Collected Short Stories*.  
 Pierre Bourdieu, *Distinction: A Social Critique of the Judgement of Taste*, (1979), “Introduction” (**half the class reads Bourdieu**).  
 Thorstein Veblen, *The Theory of the Leisure Class* (1899), Ch. 4, “Conspicuous Consumption” (**half the class reads Veblen**).  
*Slides*: bourgeois interiors

### 7. October 24: Debt, Credit, and Social Trust in the Nineteenth Century

*Texts*: Erika Rappaport, “‘A Husband and His Wife’s Dresses’: Consumer Credit and the Debtor Family in England, 1864-1914,” in *The Sex of Things*, ed. Victoria de Grazia.  
 Judith Coffin, “Credit, Consumption, and Images of Women’s Desires: Selling the Sewing Machine in Late Nineteenth-Century France,” *French Historical Studies*, vol. 18, no. 3 (1994): 749-83.  
 Timothy Alborn, “‘A Useful Lesson of Contentment’: Pedagogies of Failure in Mid-Victorian Market Culture,” in *Worlds of Political*

*Economy*, eds., Martin Daunton and Frank Trentmann (Palgrave Macmillan, 2004), 95-111.

Paul Johnson, *Saving and Spending: The Working-Class Economy in Britain, 1870-1930*, Ch. 6, "Credit" (**half the class reads Johnson**).

Margot Finn, *The Character of Credit: Personal Debt in English Culture, 1740-1914* (2003), Ch. 7, "Market Moralities: Tradesmen, Credit and the Courts in Victorian and Edwardian England" (**half the class reads Finn**).

**\*\*\*Submit paper prospectus via e-mail (but no attachments, please)\*\***

### **8. October 31: Empire and the Market**

*Texts:* Anne McClintock, *Imperial Leather*, Ch. 5, "Soft-soaping Empire: Commodity Racism and Imperial Advertising."

Joanna de Groot, "Metropolitan Desires and Colonial Connections: Reflections on Consumption and Empire," in *At Home with the Empire: Metropolitan Culture and the Imperial World*, eds., Catherine Hall and Sonya Rose.

Jean Comaroff, *Of Revelation and Revolution*, Ch.1, "The Empire's Old Clothes: Fashioning the Colonial Subject."

Erika Rappaport, "[Object Lessons and Colonial Histories: Inventing the Jubilee of Indian Tea](#)," *BRANCH: Britain, Representation and Nineteenth-Century History* (March 2016).

*Slides:* empire and consumption

## ***III. Consumption and Cultural Crisis in the Twentieth Century***

### **9. November 7: Election Day Holiday**

### **10. November 14: The Interwar Period: Mass Consumption and its Discontents**

*Texts:* Victoria de Grazia, *Irresistible Empire: America's Advance through 20<sup>th</sup>-Century Europe* (2005), Ch. 3, "The Chain Store."

Mary Louise Roberts, "Samson and Delilah Revisited: The Politics of Women's Fashion in 1920s France," *American Historical Review*, vol. 98, no. 3 (June 1993): 657-684.

Max Horkheimer and Theodor Adorno, "The Culture Industry: Enlightenment as Mass Deception" in *Dialectic of Enlightenment* (1944).

Hartmut Berghoff, "Enticement and Deprivation: The Regulation of Consumption in Pre-war Nazi Germany," in *The Politics of Consumption*, eds., Martin Daunton and Matthew Hilton.

*Slides:* Advertising

**\*\*\*Submit 1-page paper bibliography via e-mail attachment\*\*\***

### 11. November 21: Citizenship and Consumption in the Postwar Era

*Texts:* Erica Carter, "Alice in the Consumer Wonderland," *Gender and Generation*, eds., Angela McRobbie and Mica Nava, 185-214.

Victoria de Grazia, *Irresistible Empire* (2005), Ch. 7, "The Consumer-Citizen."

Emily S. Rosenberg, "Consumer Capitalism and the End of the Cold War," in *The Cambridge History of the Cold War*, Vol. III, *Endings*, eds. Melvyn P. Leffler and Odd Arne Westad.

Sheila Fitzpatrick, "Things Under Socialism: The Soviet Experience," in *The Oxford Handbook of the History of Consumption*, ed. Frank Trentmann.

[The Marriage of Maria Braun](#) (Fassbinder, 1979) (stream on CLIO via Kanopy).

## IV. Contemporary Consumption

### 12. November 28: Digital Capitalism

*Texts:* Alice Marwick, *Status Update: Celebrity, Publicity, and Branding in the Social Media Age*, Ch. 5, "Lifestreaming: We Live in Public."

Evgeny Morozov, "[The Death of the Cyberflâneur](#)," *The New York Times*, February 4, 2012.

Shoshana Zuboff, "Big Other: Surveillance Capitalism and the Prospects of an Information Civilization," *Journal of Information Technology* 30 (2015): 75-89.

Emily Hund & Lee McGuigan, "A Shoppable Life: Performance, Selfhood, and Influence in the Social Media Storefront," *Communication, Culture & Critique* (2019): 18-35.

### 13. December 5: The Politics of Global Shopping

*Texts:* Zygmunt Bauman, "Exit *Homo Politicus*, Enter *Homo Consumens*" in *Citizenship and Consumption* (2008), eds., Kate Soper and Frank Trentmann.

Daniel Miller, "Could Shopping Ever Really Matter" in *The Shopping Experience*, eds., Pasi Falk and Colin Campbell.

Michele Micheletti, "The Moral Force of Consumption and Capitalism: Anti-slavery and Anti-sweatshop," in *Citizenship and Consumption* (2008), eds., Kate Soper and Frank Trentmann.

[Walmart: The High Cost of Low Price](#) (Greenwald, 2005) (stream on Youtube; click on "Browse Youtube" when you open hyperlink).

Lee Scott, "Walmart and California: American Capitalism" (Speech, 2005).

Elizabeth Currid-Halkett, *The Sum of Small Things*, Ch. 5, "Conspicuous Production."

**14. December 12: Can Money Buy Everything?**

Read five essays from the Michael Sandel Forum. You must read: Sandel's lead essay, "How Markets Crowd Out Morals," Bowles, "How Markets Crowd *In* Morals," and Sennett, "The Virtue of Informality." You may choose any two other essays.

**\*\*\*Paper due Friday, December 16\*\*\***

### **Faculty Statement on Academic Integrity**

The intellectual venture in which we are all engaged requires of faculty and students alike the highest level of personal and academic integrity. As members of an academic community, each one of us bears the responsibility to participate in scholarly discourse and research in a manner characterized by intellectual honesty and scholarly integrity. Scholarship, by its very nature, is an iterative process, with ideas and insights building one upon the other. Collaborative scholarship requires the study of other scholars' work, the free discussion of such work, and the explicit acknowledgement of those ideas in any work that inform our own. This exchange of ideas relies upon a mutual trust that sources, opinions, facts, and insights will be properly noted and carefully credited.

In practical terms, this means that, as students you must be responsible for the full citations of others' ideas in all of your research papers and projects; you must be scrupulously honest when taking your examinations; you must always submit your own work and not that of another student, scholar, or internet agent.

Any breach of this intellectual responsibility is a breach of faith with the rest of our academic community. It undermines our shared intellectual culture, and it cannot be tolerated. Students failing to meet these responsibilities should anticipate being asked to leave Columbia.

### **Disability-Related Accommodations:**

In order to receive disability-related academic accommodations, students must first be registered with Disability Services (DS). More information on the DS registration process is available online at [www.health.columbia.edu/ods](http://www.health.columbia.edu/ods). Faculty must be notified of registered students' accommodations before exam or other accommodations will be provided. Students who have (or think they may have) a disability are invited to contact Disability Services for a confidential discussion at (212) 854-2388 (Voice/TTY) or by email at [disability@columbia.edu](mailto:disability@columbia.edu)

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