

## CONTENTS

### Part III

#### The Decay and Demise of Military Entrepreneurship 1650—1800

List of Tables .....	VII
Introduction .....	3
Chapter I. The Business of the Military Enterpriser. Its Organization, Operations, and Finance .....	5
I. Organization .....	5
1. Military Enterprisers on their Own Account and Risk .....	5
2. Contractors and General Contractors .....	14
II. Operations and Finance .....	14
1. Recruiting .....	14
2. Lending .....	19
3. Purveying .....	21
4. The Role of Accounting in the Business of the Military Enter- priser .....	25
Chapter II. Income .....	27
I. Salary .....	27
1. Principles .....	27
2. Rates .....	31
II. Profit .....	46
III. Regiments and Gains therefrom .....	48
1. The Investments .....	48
2. The Monetary Advantages .....	53
IV. Irregular and Illegitimate Sources of Income .....	56
V. Accumulations and Investments .....	64
Chapter III. Traditional and "New" Kinds of Risk .....	67
I. Traditional Risks .....	67
II. The "New" Risks .....	70
1. Old Age and Invalidism .....	71
2. Unprovided for Dependents .....	75

Chapter IV. The Last Stages and the Downfall of Military Entrepreneurship	77
I. Captains as Military Enterprisers	77
II. Ruling Princes as Military Enterprisers	88
1. The Character of their Business and its Origin	88
2. The Remuneration of the Princely Military Enterpriser: Subsidies	99
III. The Ultimate Elimination of the Military Enterpriser	103
Chapter V. The Officer in the Contemporary Social Setting, Part I: Social Origin, Social Mobility, Motivation	112
I. Social Origin	113
1. The Social Composition of Contemporary Officers' Corps	113
2. The Personnel Policy of Armies as the Determinant of the Social Composition of Contemporary Officers' Corps	119
II. Social Mobility	132
III. Motivation	142
Chapter VI. The Officer in the Contemporary Social Setting, Part II: Professionalization and Domestication	148
I. The Recruiting of Officers and their Education	148
II. Internal Conflict and Pacification	153
III. The Integration of the Army Officer into the Population at Large	160
Chapter VII. The Soldiery, Part I: Joining the Colors	170
I. Recruiting Procedures	170
1. Volunteering	171
2. Strong-arm Methods of Recruiting	173
3. Conscription	181
II. The Social Composition of the Soldiery and the Motives of the volunteers	185
Chapter VIII. The Soldiery, Part II: Contemporary Army Life	191
I. The Soldiers' Life in Time of Peace	191
1. The Material Determinants	191
2. The Psychic and Social Determinants	198
3. Despair and its Expression	212
II. Soldiers' Life in Time of War	219
Chapter IX. The Soldiery, Part III: The Soldiers' Rewards	231
I. Earning	231
1. <i>Handgeld</i>	231

## Contents

VII

2. Wages .....	236
a) Nominal Wages and their Purchasing Power	236
b) The Working of the Contemporary Wage System	247
3. Windfalls and Accumulation .....	252
II. Income .....	253
III. "Fringe" Benefits (Social Security) .....	258
1. Veterans .....	258
2. Dependents .....	263
Appendix. Some Rare Connotations of <i>Handgeld</i> and Related Terms ..	265
Summary .....	268
List of References .....	278
Name Index .....	302