

Biography- Sam Walton- Entrepreneurship



1. What was the “deceptively simple” secret to his success?
2. From the first day on the job, what did he put all his energy into?
3. What was the “Dustbowl” of 1933 and why is it important?
4. What was Sam Walton’s Dad’s job during the Depression years?
5. What was the principle of business that Sam Walton learned from watching his father work hard?
6. What did Sam do as a Boy Scout that made him a local hero?
7. How did Sam Walton do in High School?
8. What was Sam Walton’s first job after he graduated college?
9. After Sam Walton got out of the Army in WW II, what did he do?
10. What was the clause in Sam Walton’s contract with Ben Franklin’s that he got out of that helped him be successful?
11. How well did Sam Walton do at his new store after 3 years?
12. What was the 1st big problem that Sam’s new store faced?
What happened in the end?
13. What happened on the 1st day that his new store Walton’s opened?
14. What was the “new idea in retail” that Sam Walton heard about in 1950?
15. What did he do when he went back to his store? Why?



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16. How did his new ideas work out?

17. What did he do next? He expanded and bought a store in Fayetteville, Ak.

How did that store do?

18. In the next 10 years, what happened to Sam Walton's stores?

19. When Sam took a trip back East one year, what new ideas in retailing was he intrigued with?

20. What was the name of his 1st discount store in what year?

21. According to his secretary, how was Sam Walton's organizational skills?

What did he lose a lot?

22. How many Wal- Mart stores did he have by 1970?



23. How did Wal Mart stock do when it was first debuted on Wall St.

24. Who was Wal-Mart's biggest rival early on?

25. What kind of image did Sam Walton have with his employees?

26. In 1982, how much sales revenue did Wal-Mart have?

27. What was Sam Walton's opinion of organized labor (labor unions)?

28. What did Helen & Sam Walton do with their money to "fight the long reach of communism in Latin America"?

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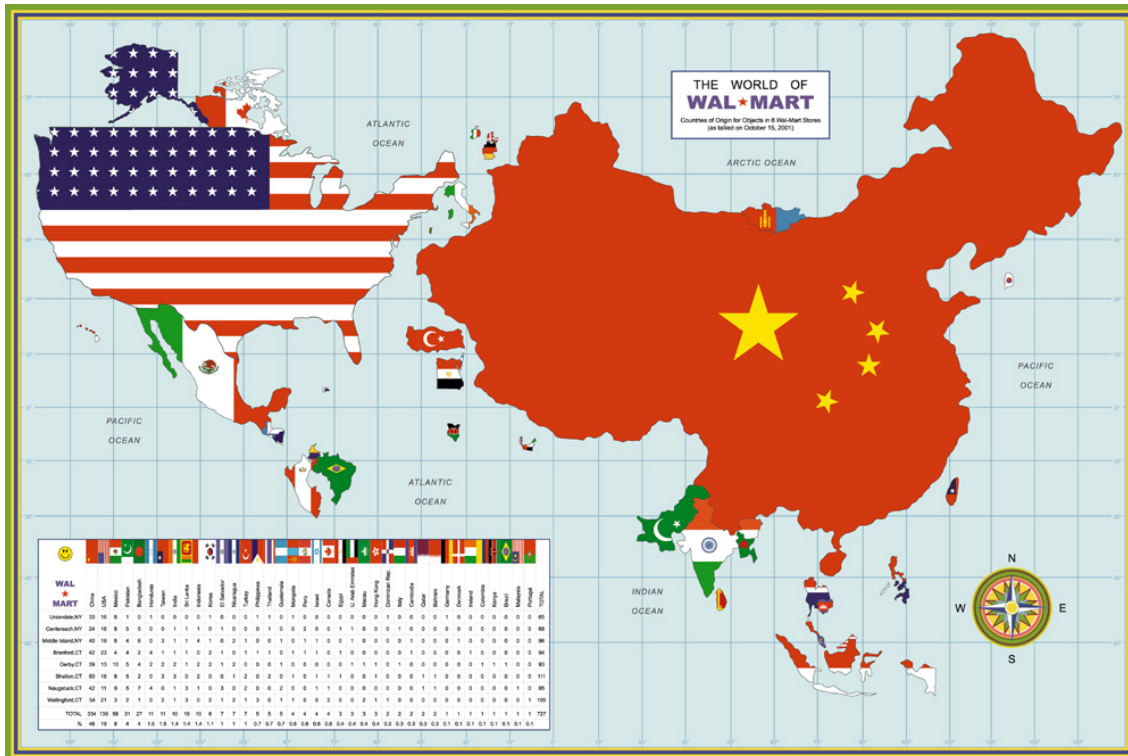
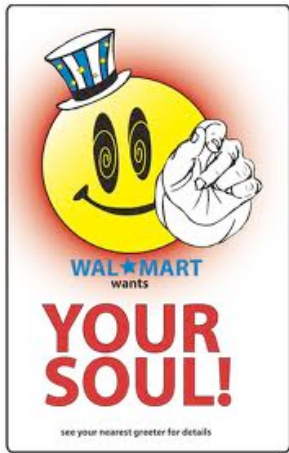
29. What happened in 1991 that fulfilled a dream of Sam Walton's retail empire?

30. Sam Walton came to embody "???"

Please write a summary (at least a paragraph) of what you learned from this clip on Sam Walton that you might be able to apply in your life to make you a better business person.

What are some controversies that have been associated with Wal-Mart over the last few years?

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- Controversies-
- Reliance On China for Cheap Goods
- Cheap Prices means Cheap Labor
- Totally against Any Union Representation
- Wal Mart means small businesses go out of business

