

Is Wal-Mart Good for America?

1. Who was Sam Walton?
2. What 2 factors did Wal-Mart take advantage of in its drive to become one of the world's largest firms?
3. What major shift in power in the global economy does Wal-Mart epitomize?
4. How many American shoppers visit Wal-Mart weekly?
5. What is the retailing strategy of Wal-Mart?
6. What's the importance of bar-codes on items for Wal-Mart?
7. What's the difference between 'push' production to 'pull' production?
8. How are negotiations between Wal-Mart buyers and manufacturers conducted?
9. What did Wal-Mart do to Rubbermaid that caused its downfall?
10. What are opening price points?
11. What does Wal-Mart tell its suppliers about where they should locate their production?
12. How many global suppliers does Wal-Mart have? Where are they overwhelmingly located?
13. What's a 'reverse' auction?
14. What is 'creative destruction'?