What is your score? Find the answer to as many as possible. The objective is to get the highest score in the class! 10 points each

**In the Beginning:**

1. Where and in what year did Sam open his first Walmart Store? Rogers - 1962
2. Who came up with the Walmart name? Bob Bogle
3. What was the market niche Sam was serving through his Walmart stores? Bringing low prices to underserved rural communities

**EDLP:**

1. What does EDLP stand for? Every Day Low Prices

**Market Served:**

1. What was the market niche Sam was serving through his Walmart stores? Bringing low prices to underserved rural communities

**Technology:**

1. Walmart got ahead of some competitors by their use of technology to help them track sales and to restock products on the shelves. In 1968 Sam attended a training by a computer company. What company was it? IBM
2. How did Sam use their resources in the future? Used IBM computers to track sales.

**Walmart Stock:**

1. Why did Sam and Bud decide to go public and offer to sell stocks, company ownership, to other people? So they could have the money to pay off debt and expand the company
2. In what year was the first stock sold and what was the price? October 1, 1970 @ $16.50 per share
3. Who came up with the idea of the associate profit sharing plan, where employees could buy stocks to have ownership in the company? Helen
4. What do you think would happen to associate behavior if they owned part of the company? They would work harder because they feel like it is their company.
5. Which rule of building a business was Sam practicing when he did the hula on Wall Street? Celebrate

**Hobbies/Sports:**

1. Looking at Sam’s office, what would you guess where his favorite things to do other than work? Hunt birds, fish and play tennis

**Employees:**

1. What did Sam call the employees of Walmart? associates
2. How many employees does Walmart have around the world? Will change
3. How is Walmart trying to restore the small family farms and to practice more sustainable production? Buying locally grown produce and buying American

**International:**

1. What are five countries that have Walmart stores? Mexico, Brazil, Argentina, Chile, Guatemala, Honduras, Nicaragua, Nigeria, India, China, Japan, South Africa, Namibia, Botswana, Mozambique, Zambia, Tanzania, Kenya – the list changes so it is recommended that you use this site to check: <http://corporate.walmart.com/our-story/our-business/locations/>
2. Name four African countries that have a Walmart store. South Africa, Namibia, Botswana, Mozambique, Zambia, Tanzania, Kenya, Nigeria
3. Which three Asian countries have a Walmart store? China, India, Japan