

**KOFA HIGH SCHOOL SOCIAL SCIENCES DEPARTMENT**  
**ECONOMICS**

**VIDEO STUDY GUIDE # 8 - LABOR AND MANAGEMENT**



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**TERMS THAT YOU MAY NEED INFORMATION ON :**

- 1. WAIST BLOUSE - WOMENS BLOUSES THAT COULD BE TUCKED INTO SKIRTS > A NEW IDEA FOR THE EARLY 1900s AS PREVIOUSLY WOMEN ONLY WORE ONE PIECE DRESSES**
- 2. LGW - LADIES GARMENT WORKERS UNION**
- 3. UAW - UNITED AUTO WORKERS**

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**\*\* STORY # 1 > AN EXAMPLE OF HOW LABOR UNIONS GOT THEIR POWER AND WHAT THE IMPACT WAS BASED ON THE TRADE OFFS BOTH LABOR AND MANAGEMENT HAD TO MAKE**

**STIFF COMPETITION AND NARROW PROFIT MARGINS DROVE MANAGEMENT TO GET THEIR LABOR AT THE \_\_\_\_\_**

**WHAT TYPE OF CHANGE IN THE PRODUCTION OF THE “WAIST BLOUSE ” FUELED THE GROWTH IN THAT BUSINESS ?**

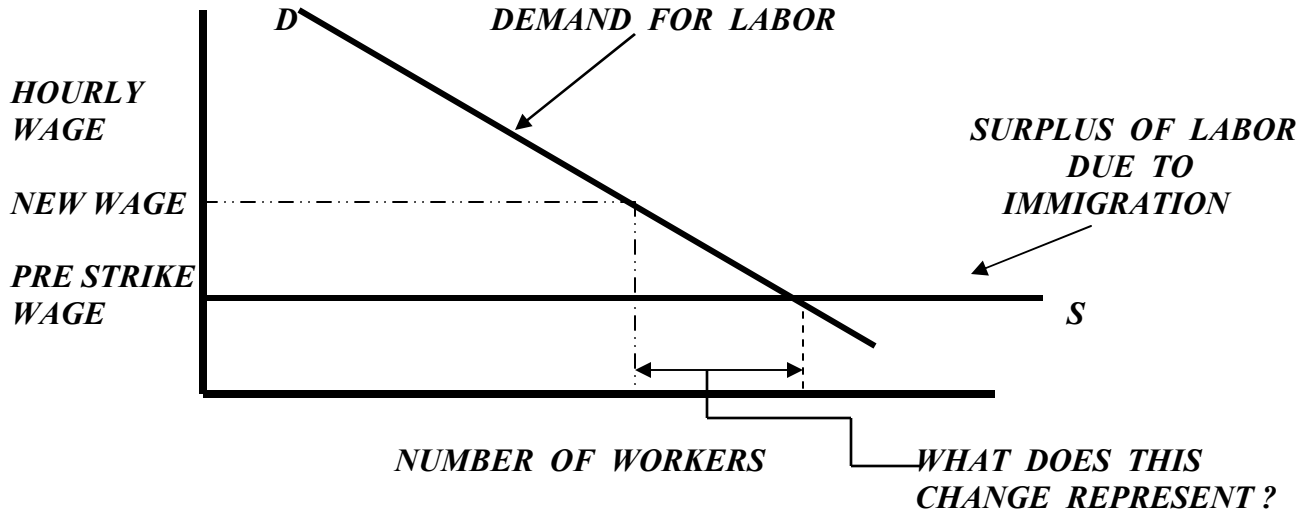
**HOW LONG DID IT TAKE THE LADIES GARMENT WORKERS UNION (LGW) TO BEGIN TO HAVE AN IMPACT ?**

**WHAT DID THE LGW DO TO FORCE COMPROMISES ON WAGES AND WORKING CONDITIONS ?**

**HOW COULD THE COMPANIES AFFORD THE COMPROMISES ? THEY HAD TO DO WHAT 3 THINGS ?**

- 1. INCREASE WORKER \_\_\_\_\_**
- 2. IMPROVE PRODUCTION \_\_\_\_\_**
- 3. INCREASE PRODUCT \_\_\_\_\_**

**MR. GILL ILLUSTRATES WHAT HAPPENED > FILL IN THE MISSING LABEL FOR HIS CHART - SEE THE BOTTOM RIGHT :**



**\*\* STORY # 2 > THE UNITED AUTO WORKERS - WHY DID THEY TAKE LESS ?**

**WHAT ALLOWED THE BIG 3 AUTO MAKERS CONTINUE TO RAISE PRICES ?**

**WHAT HAPPENED WHEN GASOLINE PRICES WENT UP AND WHY ?**

**UAW UNION PRESIDENT DOUGLAS FRASER UNDERSTOOD THE CHANGING CONDITIONS. WHAT BECAME MORE IMPORTANT TO THE UNION THAN THE TRADITIONAL NEGOTIATING ISSUES OF WAGES, WORKING CONDITIONS, AND BENEFITS ?**

**WHAT THREE THINGS DID CHRYSLER AGREE TO GIVE THE UAW IN RETURN FOR PAY CUTS ?**

1. **PROFIT** \_\_\_\_\_
2. **SOME / LIMITED JOB** \_\_\_\_\_
3. **A VOICE / REPRESENTATION IN** \_\_\_\_\_

**CHRYSLER ALSO NEEDED CREDIT THAT THE BANKS WOULD NOT GIVE THEM. WHERE DID THEY GET THE LOANS FROM TO KEEP THE COMPANY GOING ?**

**WHAT ARGUMENT / LEVERAGE DID THEY USE WITH THE GOVERNMENT TO CONVINCING THEM TO SAVE THE COMPANY ?**

**WHAT WAS THE RESULT ?**

**MR. GILL > WHAT 2 MAJOR THINGS HAVE HAD A TREMENDOUS IMPACT ON THE UNIONS IN THE LATE 1900 s ?**

1. **CHEAP \_\_\_\_\_**
  2. **ADVANCEMENTS IN \_\_\_\_\_ THAT REPLACE \_\_\_\_\_**
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**STORY # 3 > WALMART , LABOR FRIEND OR FOE ?**

**WHO DID SAM WALTON TARGET AS POTENTIAL EMPLOYEES WHEN HE STARTED WALMART ?**

**WHAT TYPE OF ENTICEMENT / REWARD DID SAM WALTON OFFER HIS WORKERS , RATHER THAN HIGH WAGES ?**

**WALL STREET PUTS PRESSURE ON CORPORATIONS TO LOWER \_\_\_\_\_ COSTS AND INCREASE \_\_\_\_\_**

**TRUE OR FALSE , RESEARCH AND THE STATISTICS SHOW THAT WALMART'S WAGES ARE STANDARD FOR THE RETAIL INDUSTRY**

**WALMART IS ONE OF THE FEW PLACES WHERE \_\_\_\_\_**

**WORKERS WITH A \_\_\_\_\_ EDUCATION CAN FIND WORK**

**BASED ON THE INTERVIEWS WITH THE PEOPLE IN THE VIDEO , WHY IS WALMART ABLE TO ATTRACT MORE PEOPLE TO WORK THERE THAN AT ITS COMPETITORS ?**

**HOW HAVE COMPANIES LIKE WALMART KEPT LABOR UNIONS OUT ?**

***HOW IS COSTCO'S LABOR STRATEGY DIFFERENT ?***

***HOW DOES COSTCO JUSTIFY THEIR STRATEGY ?***

***WHO DOES ECONOMIST NARIMAN BEHRAVESH SAY IS HURT , AND WHO BENEFITS , WHEN LABOR UNIONS ARE KEPT OUT OF THE RETAIL INDUSTRY ?***

***IN SUMMARY , HOST DAVID SCHOUMACHER WARNS ORGANIZED LABOR THAT THEY MUST WHAT ?***