

The Development of Big Business:

1. As a result of industrialization, entrepreneurs set up new businesses. They needed to raise _____ or money.
2. Two primary ways of coming up with lots of money for a business was through either _____ or _____.
3. Corporations raise money by selling parts of the company to _____. These people have “invested” money in the company and now have part ownership. With part ownership they have the right to share in the _____, _____ to run the company, and have a say in some of the decisions. The parts of the company are called _____ or _____. Sometimes these investors were called _____.
4. Banks lent huge amounts of _____ to corporations. Corporations would pay interest on the loans. Banks made huge _____ on these loans. Sometimes they would take those profits and buy companies that were struggling. They then ran those companies in a way that increased _____ and got rid of _____ that would make it harder to make money (by giving people more choices as to where to spend their money. This would force companies to work harder to get people to choose them.) A successful banker who did this was _____ (or “J.P. _____”).
5. This man started in the railroad business and then entered the steel industry. He was known to be cutthroat (ruthless) in his business dealings but he believed in serving society. He believed in keeping costs low which often meant that he paid his workers very _____ wages. He donated much of the money he earned to build _____ and support _____. Even after his death, his money is being used (_____ - Mellon University). Other business leaders followed his example. He was _____ (his name).
6. This man was in the oil industry. He, too, was cutthroat, buying up competitors or forcing rivals out of business. He formed a _____ which eliminated all competition. Other business leaders followed this questionable practice. Although he was hated by some, he also gave away a lot of his money to worthy causes. Perhaps you’ve heard of _____ Center in New York City? He was _____ (his name).
7. Some say that “robber barons” used their wealth to influence _____ (by contributing to their campaigns).
8. Others saw these people as “_____” who created jobs and helped the economy. They said that eliminating competition could result in _____ prices and more _____ goods.
9. Charles Darwin wrote *The Survival of the Fittest*, saying organisms that could adapt to change better would survive better. The idea that this could apply to business was called _____.

The Workers Respond to Big Business:

1. In small factories, the boss knows all the workers. As giant industries _____, close relationships between owners and workers _____.
2. Men were not the only workers. Two other groups of workers were _____ and _____ (as young as _____).
3. Problems for child laborers:
 - a. _____ jobs
 - b. could not attend _____
 - c. little chance to _____
4. Job conditions were often _____.
5. Examples of what could happen: _____, _____.
6. Were employers responsible for the injuries? _____
7. Why were conditions allowed to be so bad?
 - a. _____
 - b. _____
 - c. _____
8. One of the worst disasters that highlighted the dangers to workers was the _____ at the _____ Factory. Nearly _____ died.
9. What positive thing happened as a result? _____
10. Workers felt that there was “strength in numbers” and tried to organize and “unite” workers into _____.
11. One method workers sometimes used to get their way is to collectively refuse to work in order to protest their treatment. (One person not working would not have much effect but if everyone refused to work, the theory

was that the company would pay attention and realize the value of the workers. It also cost the company money in that the product would not be made if workers refused to work. This is called a _____.

12. Companies would hire security to _____ strikers or union _____, and would try to get _____ passed that would make it illegal to go on _____.
13. Labor unions tried to get _____ working conditions, _____ wages, and _____ hours.
14. One of the first unions was the _____. They did not believe in strikes. Instead they tried to get _____ opinion on their side.
15. This union was different from others in that they allowed _____, _____, _____, and _____ workers to join.
16. Sometimes strikes were violent. One such incident occurred at _____ Square in _____. Public opinion turned _____ unions.
17. A different union arose with a different philosophy called the AFL or _____.
18. This person headed the AFL, and believed that limiting membership to only _____ workers would pack more punch when negotiating with owners because it was harder to get and train replacements. He believed in _____. He used _____ if all else failed. But he did not allow _____, _____, or _____ workers to join. He was _____.
19. This person supported unions and striking _____. She was especially concerned about _____ working in _____ (fabric or cloth) mills. Her name was _____. Her nickname was _____.
20. Another example of a violent strike involved the factory that made railroad cars (_____). Due to an economic depression, wages were cut _____, but the rent remained the same on company-owned worker housing. There was a strike at the railroad car company, workers on the _____ itself walked off the job in support, and _____ across the _____ were shut down. President _____ got involved since so many people were affected. Federal _____ and _____ hired by the _____. _____ protesters (strikers) were killed.

entrepreneur	Someone who sets up new _____ to make a _____
corporation	Businesses owned by many _____
monopoly	A company that _____ or _____ businesses in a particular industry
"laissez faire"	French term meaning "leave to do"; e.g., leave them alone to do what they need to do; hands off
competition	When rival companies seek to get consumers' money. Often leads to lower prices or better products.
trust	_____ board of directors runs several _____. It ends _____.
"robber barons"	Rich people (baron—title of nobility) who "_____" (robbed) their wealth by eliminating competition.
free enterprise	_____ businesses compete _____
consumers	The people who buy goods and services
collective bargaining	_____ negotiate with _____ for workers _____
sweatshop	A manufacturing facility with _____ hours, _____ conditions, and _____ pay