

Part Two: Individual Behavior in Organizations

4 WalMart in China

00:20:20:21 --:--:--:--

- The chinese are learning
to love Wal-Mart

00:20:22:22 --:--:--:--

as much as their
American counterparts.

00:20:24:20 --:--:--:--

- [speaking in Chinese dialect]

00:20:26:07 --:--:--:--

- "I actually bought
my home near here,"

00:20:28:04 --:--:--:--

says this man, "to be closer
to the shopping."

00:20:31:15 --:--:--:--

And they're also loving
the business

00:20:33:03 --:--:--:--

Wal-Mart is giving them.

00:20:34:12 --:--:--:--

70% of what Americans buy
at US Wal-Marts

00:20:36:10 --:--:--:--

is now coming from China.

00:20:37:19 --:--:--:--

Wal-Mart purchases from China
could hit \$18 billion this year,

00:20:40:14 --:--:--:--

making Wal-Mart alone China's
eighth largest training partner.

00:20:49:10 --:--:--:--

And there are benefits
for Americans,

00:20:51:06 --:--:--:--

who can have more because
Chinese goods cost less.

00:20:53:16 --:--:--:--
- It holds down
our rate of inflation.

00:20:55:10 --:--:--:--
Those people with
more modest incomes

00:20:57:06 --:--:--:--
buy what they want
at Wal-Mart

00:20:58:22 --:--:--:--
and buy more of it.

00:20:59:23 --:--:--:--
- China makes goods for less
because labor costs less.

00:21:02:09 --:--:--:--
A Chinese factory worker
in 2002,

00:21:03:29 --:--:--:--
the last year numbers
are available,

00:21:05:23 --:--:--:--
made about 64¢ an hour.

00:21:06:29 --:--:--:--
His American counterpart made
\$21 and change.

00:21:18:01 --:--:--:--
Many Americans are afraid
that China's growth

00:21:20:06 --:--:--:--
will cost more American jobs,

00:21:21:21 --:--:--:--
but the experts say
those low-paying jobs

00:21:23:21 --:--:--:--
are already gone forever.

00:21:25:01 --:--:--:--

If China doesn't do them,

00:21:26:10 --:--:--:--

the work will not shift back
to the United States.

00:21:28:18 --:--:--:--

It will go to other low-wage
countries across Asia.

00:21:30:28 --:--:--:--

But trade with China
is a two-way street

00:21:32:25 --:--:--:--

getting even bigger.

00:21:34:00 --:--:--:--

China's profits from selling
it's goods to Wal-Mart

00:21:36:12 --:--:--:--

by American airplanes,

00:21:37:20 --:--:--:--

build expressways increasingly
clogged with American cars,

00:21:40:13 --:--:--:--

and help dot cityscapes
with familiar American names.

00:21:53:12 --:--:--:--

[gongs banging]

00:21:54:11 --:--:--:--

And this week,
China's government

00:21:56:03 --:--:--:--

started allowing foreign
companies like Wal-Mart

00:21:58:13 --:--:--:--

to open as many stores
as they want anywhere they want.

00:22:00:29 --:--:--:--

So while Americans already see
a lot of goods

00:22:03:02 --:--:--:--
with the label made in China,

00:22:04:15 --:--:--:--
the Chinese could see more goods
in their country

00:22:06:16 --:--:--:--
made in America.