

## **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.