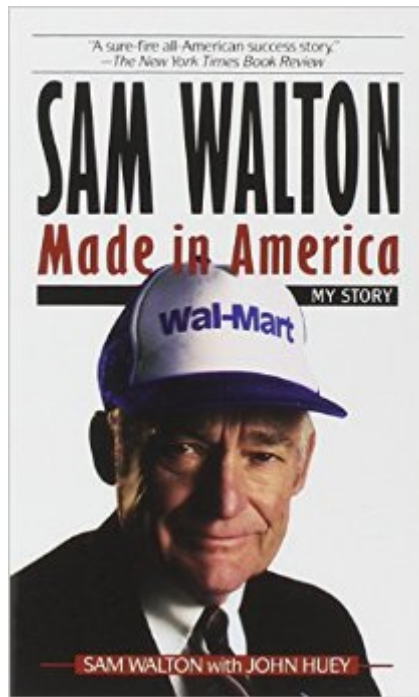# Sam Walton: Made In America

Synopsis

Meet a genuine American folk hero cut from the homespun cloth of America's heartland: Sam Walton, who parlayed a single dime store in a hardscrabble cotton town into Wal-Mart, the largest retailer in the world. Â Â The undisputed merchant king of the late twentieth century, Sam never lost the common touch. Â Â Here, finally, inimitable words. Â Â Genuinely modest, but always sure if his ambitions and achievements. Â Â Sam shares his thinking in a candid, straight-from-the-shoulder style. In a story rich with anecdotes and the "rules of the road" of both Main Street and Wall Street, Sam Walton chronicles the inspiration, heart, and optimism that propelled him to lasso the American Dream.

Book Information

Mass Market Paperback: 368 pages

Publisher: Bantam; Reissue edition (June 1, 1993)

Language: English

ISBN-10: 0553562835

ISBN-13: 978-0553562835

Product Dimensions: 4.2 x 1 x 6.9 inches

Shipping Weight: 0.8 ounces (View shipping rates and policies)

Average Customer Review: 4.7 out of 5 starsÂ Â See all reviewsÂ (512 customer reviews)

Best Sellers Rank: #4,002 in Books (See Top 100 in Books)   #6 inÂ Books > Business & Money > Industries > Retailing   #20 inÂ Books > Business & Money > Biography & History > Company Profiles   #47 inÂ Books > Biographies & Memoirs > Professionals & Academics > Business

Customer Reviews

Walton's story is certainly worth reading. He built a business - now the biggest in the world - that can only be described as the work of a genius.The great virtue of this book is the portrait of his mind: he was utterly obsessed with retailing and bent a truly formidable energy to think about it at almost every working hour of the day. It may sound corny, but he reminds me of Miles Davis, who lived, breathed and ate his music. Walton looked at things from every angle, learning as he worked and unafraid to walk into a competitor's office unannounced with a tennis racket to talk. He was a showman and true believer, but also focused maniacally on operations and implementation. (About this, he pontificates about his competitors enjoying the trappings of success to the detriment of their attention to business - surely this is true in some cases, but repeatedly hearing it gets a bit boring.)The business model he created is simple: always offer the lowest price possible, depending

on higher volume to generate higher profit. The second pillar was to relentlessly pursue logistical superiority, in both a distribution system and computer-aided controls, enabling Wal-Mart to continually enhance its efficiency and speed of delivery. As the company grew, it was able to use its power to force suppliers to sell at ever-lower prices. Its stores spread slowly, oozing out like molasses, always supported by the distribution system. The third pillar, which in my opinion is exaggerated to the point of self-delusion, is the "family" aspect of employees (or "associates"), both as members of a store and in relation to customers. Certainly there is something to that, but it is far more limited than he seems to be aware of.

Download to continue reading...

Sam Walton: Made In America Walton Ford: Pancha Tantra 2014 Scott Standard Postage Stamp Catalogue Volume 5: Countries of the World N-Sam (Scott Standard Postage Stamp Catalogue Vol 5 Countries N-Sam) 2016 Good Sam RV Travel & Savings Guide (Good Sam RV Travel Guide & Campground Directory) Sam: The One and Only Sam Snead See You Around, Sam! (Sam Krupnik) Dream Boogie: The Triumph of Sam Cooke Sam Taylor-Wood: Birth of a Clown Sam and the Firefly A Picture Book of Sam Houston (Picture Book Biography) (Picture Book Biographies) WHY DONT YOU GET A HORSE, SAM ADAMS? (PAPERBACK) 1996 PUFFIN Something's Wrong with Cavity Sam! (Operation) The Lynching of Louie Sam Bundle: Illustrated Microsoft Office 365 & Office 2016: Introductory, Loose-leaf Version + SAM 365 & 2016 Assessments, Trainings, and Projects with 1 MindTap Reader Multi-Term Printed Access Card HTML, XHTML, and CSS: Comprehensive (Available Titles Skills Assessment Manager (SAM) - Office 2010) HTML, XHTML, and CSS: Introductory (Available Titles Skills Assessment Manager (SAM) - Office 2007) New Perspectives on HTML, XHTML, and Dynamic HTML: Comprehensive (Available Titles Skills Assessment Manager (SAM) - Office 2010) New Perspectives on HTML and XHTML, Introductory (Available Titles Skills Assessment Manager (SAM) - Office 2010) A Guide to SQL (Available Titles Skills Assessment Manager (SAM) - Office 2010) Microsoft Visual Basic 2008: Comprehensive Concepts and Techniques (Available Titles Skills Assessment Manager (SAM) - Office 2010)

Dmca