# The Rise Of Big Business

- **Innovators in Enterprise:**
  - Production and Sales:
    - Gustavus Swift - ______________ integration - company controls all aspects of production from beginning to end
    - **Predatory pricing** - lowering prices to eliminate

- **Standard Oil and the Rise of Trusts:**
  - Rockefeller used vertical integration
  - __________________ integration - merge competitor companies with his own to gain a market advantage
  - ______________ - small group of individuals would hold stock from competing firms, thus controlling all of them
  - ______________ eventually bought Carnegie’s Steel Company, created 1st $1 billion company

- **Innovators in Enterprise:**
  - Assessing the Industrialists:
    - *Robber Barons v. Industrial Statesmen*
      - Depending on the __________________, views often change
  - A National Consumer Culture:
    - Department stores were able to cut prices significantly
    - __________________
    - Home-order catalogs helped those living in rural areas
      - __________________
    - Advertisements appeared all over the nation, including outdoors on __________________

- **The Corporate Workplace**
  - ______________-collar workers - professional positions; ______________-collar workers - manual labor

- **Managers and Salesment**
  - New middle managers emerged - in charge of goods and labor
  - Sales positions increased throughout the US with opportunity for $4 million

- **Women in the Corporate Office**
  - By the end of the 1800s, 77% of stenographers were ______________
    - Clerking and secretarial opportunities for women increased and paid better than other ______________ jobs
    - 4 million women worked by 1900

- **On the Shop Floor:**
  - **Deskillling of labor** - instituting remote tasks that
What does autonomy mean?

Quick review: Where did “Old” immigrants come from?

requires less ______________________________ of the worker (assembly line and mass production)

- Frederick Taylor (Taylorism)
  - Using strict rules to govern worker behavior -
timed tasks, same tasks over and over

- Health Hazards and Pollution
  - Dangerous conditions were in many industries - RR 1 in 20 deaths or disabilities, 2,000 coalminers died per year
  - Why did people work? Needed $

- Unskilled Labor and Discrimination
  - Men and unions discriminated against women - should

- 1 in 5 children under 16 worked outside the home
- ____________________________________ were often paid
the least amount, women worked in mostly domestic
service roles

**Immigrants, East and West**

- __________________ were the ideal labor supply - abundant, worked
for little $, hard to unionize - __________________ barriers

- Newcomers from Europe
  - Post-1892, many immigrants came through Ellis Island
  - “________ Immigrants” were mostly from
    ___________________ and ____________ Europe (Italy, Greece, Russia, etc.) - 3 million were Jews
  - Many of these immigrants took low-paying jobs

- Asian Americans and Exclusion
  - __________________ immigrants faced extreme prejudice
    and violence out West
  - Worked in restaurants and laundries, as they were the
    only jobs available
  - __________________(1882) - barred
    Chinese from coming to US, repealed in 1943

**Labor Gets Organized**

- The Emergence of a Labor Movement
  - Great RR Strike of 1877 - reaction to ________ cuts, protests
    erupted in many cities across the country
  - More than 50 people died
  - Many workers were __________________ - prevented
    from being hired in the future

- Farmers’ plight:
  - Despised tariffs, argued RRs exploited them - high rates
    for __________________
  - National Grange (The ____________) - brought farmers
together to discuss their situation
  - Greenback Labor Party - national movement that sought
    an 8-hour work day and better working conditions
What is an anarchist?

- **Laws** - state laws that regulated RRs, many later were overturned
- The Knights of Labor
  - Founded in 1869, advocated employees should own shops
  - Characteristics of the Knights:
    - _______ membership - skilled and unskilled workers, women and blacks were welcomed
  - Goals of the Knights?
    - Workplace safety laws, elimination of child labor, income tax for wealthy, public ownership of RRs
  - At its height, the Knights had __________ members
  - ________________ Riot - Meeting of workers to gain 8-hour workday
    - At the meeting, someone threw a bomb, killing and injuring many
    - Many __________ were found guilty and sentenced to death
    - The Knights of Labor were associated with the Haymarket Square Riot, leading to their downfall
- Farmers and Workers: The Cooperative Alliance:
  - ________________ - sought to establish cooperative stores - eliminate the middlemen
    - A separate, Colored Farmers’ Alliance was established as well
    - Eventually, they morph into the **______________ ** (Chapter 20)
- **Interstate Commerce Act** - created the __________, allowed the government to investigate RRs, mostly symbolic at first
- Another Path: The American Federation of Labor
  - Unlike the Knights, the AFL was comprised of __________ workers only
  - Led by Samuel Gompers, the AFL sought:
    - “Bread and butter” issues, or “pure-and-simple unionism”
      - __________________________________________
  - Membership increased to over 2 million at one point