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***The Men Who Built America***

**Episode 2: “Oil Strike” – John D. Rockefeller**

1. What was the problem with Rockefeller’s deal with Cornelius Vanderbilt?

2. John D. Rockefeller had helped support his family because of his troubled father. What was the occupation of William A. Rockefeller, John’s father?

3. Rockefeller didn’t want to take the risk from finding oil wells. He avoided it by taking over another step in the process. What was that step?

4. Why did Rockefeller choose the name “Standard Oil?”

5. What did Rockefeller do with the profits from his deal with both major railroads?

6. Rockefeller created America’s first monopoly. Vanderbilt realized that Rockefeller was too powerful and decided to “take him down.” How did Vanderbilt try to accomplish this?

7. How did Rockefeller attempt to solve the problem created by Vanderbilt?

8. Mark Cuban said, “Wherever there’s change, wherever there’s uncertainty, there’s opportunity.” How did Rockefeller demonstrate this principle?

9. How did Rockefeller’s actions affect the railroads?

10. Once the railroad stock crashed, they had to close the stock market. What did this “bubble burst” mean for the average American?

11. Most Americans were really struggling, but Rockefeller was still doing quite well – even buying up struggling companies. How did Rockefeller view himself here?

12. Scott realized he needed to diversify or lose. What did he begin doing?

13. Scott ran the only railroad between Pittsburgh and New York – and therefore the only way for Rockefeller to transport his oil. What did Rockefeller do about this problem, and what was the result?

14. Rockefeller’s great-grandson gives him credit for being such a good businessman. For what does his great-grandson NOT give him credit?

**After Watching:**

15. Rockefeller shows a win-at-all-costs attitude. How did this attitude help him? What problems might come from it?

**Episode 5: “A New Rival Emerges” – J.P. Morgan**

1. Andrew Carnegie returned to Pittsburgh to rebelling workers and an injured chairman. Who did Carnegie blame for these problems?

2. How did J.P. Morgan make his money?

3. Carnegie was afraid that J.P. Morgan would next try to take over Carnegie Steel. What action did Carnegie take?

4. Describe J.P. Morgan’s relationship with his father.

5. J.P. Morgan wanted to be a big capitalist like Rockefeller or Carnegie, but he needed to invest in a new idea. What idea did he find?

6. Jerry Weintraub (Hollywood Producer) said, “When I believe in something and I want to sell it to somebody, I want to put it in the best light.” How did J.P. Morgan demonstrate his new investment?

7. The elite all wanted electrified homes – except Rockefeller. Why did Rockefeller fear electricity?

8. J.P. Morgan went to visit Edison because the noise of the generator was bothering his wife. As the conversation progressed, what did Morgan decide to do (besides purchasing an electric train for his daughter)?

9. How did Rockefeller respond to the loss of his customers to electricity?

10. Nikola Tesla wanted the higher voltage alternating current (A.C.) to be the standard. Why was Edison unwilling to listen to Tesla’s ideas?

11. Who finally invested in Tesla’s idea?

12. J.P. Morgan’s investment was at risk. He told Edison to do anything to stop alternating current. How did Edison try to take down Tesla?

**After Watching:**

13. Carly Fiorina, Former CEO of Hewlett-Packard said, “There is no success without risk taking.” Is this good advice? Explain using at least one example from the lives of the Gilded Age capitalists.