



Business Science Virtual Film Series

REFLECTION QUESTIONS

Respond to the following questions in a 2- to 3-page essay format and submit to your professor for grading.

1. Consider the editorial by Seth Davis that starts, “I read this article a while back that said that Microsoft employs more millionaire secretary's that any other company in the world...” and ends with “Nobody wants to work for it anymore. There's no honor in taking that after school job at Mickey Dee's, honor's in the dollar, kid.” What is right, wrong or particularly poignant about this speech? Do you agree or disagree with his perspective? Explain why.
2. Consider the sales conversation Chris Varick has with the doctor. Disregarding the dishonest content of his sale, what sales strategies and techniques does he use to persuade the doctor to buy into the new stock deal?
3. Considering the journey and context of this film, compare and discuss the quotes, “They say money can't buy you happiness? Look at the smile on my face – ear to ear, baby!” “Anybody who tells you that money is the root of all evil, doesn't have it.” and “Money can't buy you happiness, but not having enough will make you miserable.”