



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.

Tommy hypothetically proves that education is not necessarily the key to success in business. Consider various career and education options, and discuss the pros and cons of having an education (degree) to be either a successful entrepreneur or corporate business person.

1. What were some of Tommy and Richard's most effective sales strategies while on the road? Explain why.
2. Consider the conversation about "guarantees on the box" in the brake pad factory, and how Tommy suggests that companies who make guarantees are "similar to the fairy, crazy glue sniffers." What does he mean by that analogy? Does a guaranteed product really make a difference in the competitive marketplace for general consumers? How about for you – how do guarantees or warranties affect your purchasing decisions?
3. **Bonus Question:** Tommy Boy is actually an update of Shakespeare's 'Hamlet' – I didn't make this up! Think about it... Tommy is the Prince, his father dies, his mother (Bo Derek) is Gertrude, in reality married to his "step brother" (Rob Lowe) who is Claudius. David Spade's character is Horatio. What do you think Shakespeare's opinion of this comedic remake might be?