

BUF 4300: Global Sourcing & International Trade
Midterm Essay Exam Timed Exam
Dr. Adomaitis

_____ (name)

Rosen, E. I. (2002). The Globalization of the U.S. Apparel Industry: Making Sweatshops. University of California Press.

Please answer to the best of your knowledge the following essay question. Use detail in your answers to show comprehension of the Rosen text. Remember grammar, punctuation & spelling count. Cite using APA formatting when using citations. Add references and/or LINKS to outside sources. Over cited papers will lose points as this exam is to validate your opinions with citations not to cite several sources to defend an opinion. I want to know your opinion based on the reading, discussions and articles. (50 pts each).

Essay #1

- a. How did the defeat of the French at Dien Bien Phu alter *U.S. foreign policy* in regards to textiles and apparel trade in Southeast Asia? Defend your answer with **two citations from Rosen**. How did Vietnam alter American opinions about the war? **Please cite a source outside of Rosen**.

The defeat of the French at Dien Bien Phu altered U.S. foreign policy in regards to textiles and apparel trade in South East Asia because the defeat of the French at the hands of the communist caused the Reciprocal Trade Act to be extended (Rosen, 2002, Pg.64, Para 3). The Reciprocal Trade act gave Roosevelt, who was the President at the time, the power to negotiate bilateral trade agreements with other countries and also authorized him to loosen restrictions as he best seemed fit around the world. This was key because the fear of communism caused U.S. to keep lowering their tariff rates, which allowed other countries to continue to do business with them and not have to do it with countries that fell to communism. This defeat of the French also caused the Trade also caused the Trade Agreements Act to be extended in 1954, which would lower textile tariffs by 5 percent each year for three years, even though many people in congress had opposed Eisenhower's plan to do this (Rosen, 2002, Pg. 41. Para 1).

Vietnam altered American opinions about the war because of the lies that was told to the American people to keep the war going. The American people lost complete trust in the government after it was made public that body count numbers were being inflated, incidents like the Gulf of Tonkin came to be seen as fabricated, and it didn't seem like America was winning the war (Marlantes, 2017). In fact, the Vietnam War is now known as the war that killed trust because of how much trust was lost between the people and the government. America started to seem like bullies who didn't have any clear agendas in Vietnam, while the lives of about 58,000 young women and men were taken.

- b. Was there a true threat communism in East Asia? Defend your answer with an understanding of both the defeat at the 33rd parallel in the Korean War in the 1950s and the Vietnam War in the 1960s and 1970s.

Although communism was spreading, there was no true threat communism in East Asia. The U.S. used things like the Domino Theory to persuade the American people as to why they were involving themselves into war. The Domino Theory was a policy that came about during the Cold War that suggested that a communist government in one nation would lead to a communist takeover in nearby states or countries. The defeat at the 33rd Parallel in the Korean War and the Vietnam War were both situations that proved this claim to be untrue and made the American government lose the trust of the American People.

How did this have an impact of the *Hong Kong, South Korea, and Taiwan*? How did it assist in the globalization of retailing? Defend your answer with *one citation from Rosen and one outside source to support your opinion. (Remember APA citation).*

This had an impact on Hong Kong, South Korea, and Taiwan because it caused the United States to have direct intervention with these countries military in order to protect these countries from Communism. The United States literally provided an immense amount of economic and financial support for Taiwan and South Korea's national military defense efforts and also gave them funding for their industrial resurgence as it did with Hong Kong, Japan and other East Asian countries (Rosen, 2002, Pg. 43, Para 2). The United States supported the "big three" and put them in the same linked them in the same "workshop" it did with Japan. This was some of the groundwork that led to the globalization of U.S. Apparel industry.

It assisted in the globalization of retailing because it caused America to do things like lower tariffs, trade with low industrial countries, and also helped America sustain its power as the largest economy within the world (Mourdoukotas, 2017). The threat of communism made America lend its hand and gave access to countries like Hong Kong, South Korea, and Taiwan to the Western World, which was something that was never done prior to WWII.

Essay #2

- a. After reading Chapters 1-4 in Rosen's Globalization of Apparel and Textiles book, it is apparent that most apparel sweatshops came into existence in countries located in the Pacific Rim. Sternquist mentions four (4) stages and Allen from Second Hand Distribution mentions (5) stages in the Growth of Retail or Retail Stages. *When the U.S. was analyzing the cotton industry, what retail stage was the U.S. in and Japanese cotton industry in after WWII?*

When the U.S. was analyzing the cotton industry they were in stage 5, the age of high mass consumption. The U.S. was the only country that had no negative effects

what so ever after WWII. Japans Cotton industry was in Level 1, the traditional society. They had the experts in the textile industry, but after two nuclear bombs were dropped on them, they needed help immediately and that's where the U.S came to their Aid.

- b. Give **three (3) reasons** why the U.S. chose the cotton industry to rebuild Japan. Give two (2) citations from Rosen to defend you answer. How can technology (Analyze the Industry (Lecture 2)) help sustain the cotton industry? Give at least two (2) reasons.

One reason why the United States chose the cotton industry to help rebuild Japan was because prior to WWII, Japan had already been a leader in textiles trading and most of Japans revenue came from textile. This means that they had experts who already would know what to do with something like cotton (Rosen, 2002, Pg. 28, Para 2). The second reason is because the U.S. naturally grew cotton, which means they could be the ones to provide Japan with the cotton since it was so hard to find trading partners for Japan since Japan had taken advantage of many countries pre WWII. The third reason is that the U.S. didn't want to provide them with artillery; since they were the reason why Japan was in the predicament they were in (Rosen, 2002, Pg. 28, Para 5). They didn't want Japan to be able to retaliate against them years down the line after dropping two nuclear bombs on its major cities.

Technology can help sustain the cotton industry by reducing costs as well as improve the efficiency of how it's produced. Cotton in its purest form has to be picked out, which requires hard labor as well as man power. Thanks to technology, cotton can be picked much easier, faster and at a more efficient rate without needing so much man power. Through more technological advancements, the cotton industry can be sustained and farmers can do their jobs much easier.

- c. Explain why sweatshops exist in the U.S. which is a country in the G 8 and is considered to have well-developed retailing practices. ***Why do we have sweatshops in New York, Texas, and California? Defend your answer.***

Sweat shops exist in the U.S, which is a country in the G8 and is considered to have well-developed retailing practices because manufacture owners want cheap labor while producing and manufacturing goods. This was a major reason for many owners moving to the south during the 1930s and 50's so that they could have cheap labor and bypass unions in the North.

We have sweatshops in New York, Texas, and California because these are destinations where many immigrants who don't have documentation come to. It's easy access to people who may work in sweatshops, regardless of any human right that is violated in order to feed their families. Many people who work in sweatshops have to deal with being underpaid while being over worked.

