**QUESTIONS**

**What good did Mr. Sanchez specialize in?**

**What were his reasons**?

**What are some examples of specialization in the global context? Are there particular regions or countries that have historically specialized in a product or group of products?**

**What are the reasons for that historic specialization? Are there regions or countries that have only recently begun to specialize in a product or group of products?**

**What changes in technology, trade, or other areas do you think lead to this specialization?**

**What types of decisions did Mr. Sanchez make? What types of actions did the government take?**

**How did those decisions or actions affect the success or failure of the business?**

**What factors might have led Mr. Sanchez to make a decision other than the one he chose?**

**How would access to information affect the decisions made by Mr. Sanchez?**

**To export means to sell goods or services to foreign markets.**

**To what countries did Mr. Sanchez export his devices?**

**In some countries, export-oriented industries are the primary source of employment.**

**What are the advantages and disadvantages of relying heavily on exports?**

**How might a strong export-oriented economy affect employment?**

**Can you think of an example in which a country relies almost completely on export of one good?**

**How has this affected the country?**

**To import means to sell goods or services made in other countries in your home market**

**What products discussed in the case study were imported into the United States?**

**How did this affect Mr. Sanchez?**

**What imported products are available in your community?**

**Is there any additional value associated with the importation of any of these products (i.e., French wine, Italian shoes, Japanese electronics)?**

**What effect on a country’s culture might result from widespread availability of imported goods and services?**

**A trade barrier is a governmental policy that affects the flow of trade.**

**What trade barrier, put in place by the government, initially helped Mr. Sanchez?**

**What happened when that barrier was removed?**

**What are some products that have barriers or tariffs restricting their trade (imposed either by the US or its trading partners)?**

**How might a barrier based on communication, trust, and reluctance to import US products (such as in Japan) differ from a formal trade barrier?**

**With this example, why might a removal of a formal trade barrier have little or no effect?**

**What are the dangers of removing a trade barrier?**

**What were the goals of Mr. Sanchez in opening his factory?**

**What were the goals of U.S. government policy when Mr. Sanchez opened his factory?**

**How did these goals change over time? Why do you think they changed?**