

Name: \_\_\_\_\_

*The Men Who Built America* Episode 1: "A New War Begins" - Vanderbilt

1. Soon after acquiring his first ferry, what reputation did Vanderbilt earn?
2. Why did they call him "The Commodore?"
3. In 1866, Vanderbilt was especially struggling. What recent loss affected him so deeply?
4. Vanderbilt's rivals stopped believing he was a strong business adversary. What did Vanderbilt do to convince them he was still powerful?
5. What effect did closing the bridge have on the New York Central Railroad, and how did Vanderbilt profit from it?
6. Vanderbilt wanted to advertise his power as a railroad magnate. What enormous New York building did he help build?
7. Vanderbilt pioneered the technique of rapidly buying a large amount of another company's stock. This is called a \_\_\_\_\_.
8. How did Gould & Fisk prevent Vanderbilt's takeover (and get rich in the process)?
9. The objective of the super rich is often not to make money, it is to \_\_\_\_\_.
10. Vanderbilt knew that a good entrepreneur finds something that people lack and gives it to them. What product did Vanderbilt decide to sell?
11. John D. Rockefeller was en route to a meeting with Vanderbilt. What happened on the trip there?
12. How did that event affect Rockefeller?

**After watching:**

13. How did Vanderbilt's upbringing affect his business attitudes?
14. Given what you know about both Vanderbilt and Rockefeller, what do you think their meeting will be like when it takes place?