

Study Questions for John D. Rockefeller, "Some Experiences in the Oil Business"

1. Why did Rockefeller confront numerous problems when he started out in the oil refining business? How did he go about trying to solve them?
2. Why did Rockefeller start building pipelines?
3. What basic principles did Rockefeller focus on in order to succeed in the refined oil business? What does he consider the "secret to his success"?
4. Why did Rockefeller avoid selling Standard Oil shares on the stock market?
5. According to Rockefeller, why was it in the interests of the railroads to give rebates to Standard Oil? How did the railroads benefit from doing business with Standard Oil?
6. How did consumers benefit from the fact that Standard Oil received rebates from the railroads?