



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.

1. In the beginning of the movie, does Chris Gardner (Will Smith's character) have a job or a career? Describe what he does for a living. Does Chris Gardner's wife have a job or a career? Explain her situation.
2. What could Gardner have done to more successfully sell his bone-density scanners?
3. Throughout this movie, Gardner and his son are running. Running to sell scanners, to get to school, to get a bed to sleep on, to get to an interview... it never seems to stop. Is that what it takes to succeed, compete, or even simply survive in today's world? Sheer tenacity and seemingly indestructibility? While sharing your thoughts on those questions, include what skills or traits Gardner possessed that helped him to be successful.
4. ***Emotionally-Charged Challenge Question:*** Does Mr. Gardner's story mean that anybody can become wealthy and that if you don't you're a failure? Should everyone become rich?