



The Wal-Mart Way: The Inside Story of the Success of the World's Largest Company

Don Soderquist

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Since Sam Walton's death in 1992, Wal-Mart has gone from being the largest retailer in the world to holding the top spot on the *Fortune 500* list as the largest company in the world. Don Soderquist, who was senior vice chairman during that time, played a crucial role in that success. Sam Walton said, "I tried for almost 20 years to hire Don Soderquist....But when we really needed him later on, he finally joined up and made a great chief operating officer."

Responsible for overseeing many of Wal-Mart's key support divisions, including real estate, human resources, information systems, logistics, legal, corporate affairs, and loss prevention, Soderquist stayed true to his Christian values as well as Wal-Mart's distinct management style. "Probably no other Wal-Mart executive since the legendary Sam Walton has come to embody the principles of the company's culture, or to represent them within the industry, as has Don Soderquist," *Discount Store News* once reported.

In *The Wal-Mart Way*, Soderquist shares his story of helping lead a global company from being a \$43 billion company to one that would eventually exceed \$200 billion. Several books have been written about Wal-Mart's success, but none by the ones who were the actual players. It was more than "Everyday Low Prices" and distribution that catapulted the company to the top. The core values based on Judeo-Christian principles, and maintained by leaders such as Soderquist, are the real reason for Wal-Mart's success.

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