



Target Fact Sheet

“The result was basically problems that when you’re teaching first-year classes at universities you tell students no business should do”

Here are a few articles you can read before arriving on Wednesday. These articles discuss both Targets arrival and departure from Canada:

1. *“The Target Invasion: How Pricing Will be Key to Canadian Success”* - **Globe and Mail**

<http://www.theglobeandmail.com/globe-investor/the-target-invasion-how-pricing-will-be-key-to-canadian-success/article7550145/?page=all>

2. *“Target Takes 1st Step outside U.S. With Canadian Deal”* – **Reuters**

<http://www.reuters.com/article/2011/01/13/us-target-canada-idUSTRE70C36E20110113>

3. *“Target closes all 133 stores in Canada, gets creditor protection”* – **CBC News**

<http://www.cbc.ca/news/business/target-closes-all-133-stores-in-canada-gets-creditor-protection-1.2901618>

4. *“Missing the Target”* – **The Economist**

<http://www.economist.com/news/business-and-finance/21639887-exit-discount-store-offers-cautionary-tale-foreigners-trying-enter-canadian>

5. *“Small businesses to feel impact of Target's departure from Canada”* – **Globe and Mail**

<http://www.theglobeandmail.com/report-on-business/small-business/sb-tools/small-business-briefing/small-businesses-to-feel-impact-of-target-departure/article22486177/>

Words & Expressions

Loonie: Term that refers to the \$1 Canadian coin, and also to the Canadian dollar in forex markets.

To pull the plug: To stop something from continuing

Data breach: The intentional or unintentional release of secure information to an untrusted environment

Real Estate: Land plus anything permanently fixed to it, including buildings, sheds and other items attached to the structure (The Real Estate Market).

***In your opinion, what are the main reasons Target failed in Canada?
How is doing business in Canada different than doing business in the United States?
What are some of the secondary effects of Target leaving Canada?***

