

Sample Paper: Analyzing a Text (Sanchez)

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Rethinking Big-Box Stores

In her essay “Big Box Stores Are Bad for Main Street,” Betsy Taylor focuses not on the economic effects of large chain stores but on the effects these stores have on the “soul” of America. She argues that stores like Home Depot, Target, and Wal-Mart are bad for America because they draw people out of downtown shopping districts and cause them to focus on consumption. In contrast, she believes that small businesses are good for America because they provide personal attention, encourage community interaction, and make each city and town unique. But Taylor’s argument is unconvincing because it is based on sentimentality—on idealized images of a quaint Main Street—rather than on the roles that businesses play in consumers’ lives and communities. By ignoring the complex economic relationship between large chain stores and their communities, Taylor incorrectly assumes that simply getting rid of big-box stores would have a positive effect on America’s communities.

Taylor’s use of colorful language reveals that she has a sentimental view of American society and does not understand economic realities. In her first paragraph, Taylor refers to a big-box store as a “25-acre slab of concrete with a 100,000 square foot box of stuff” that “land[s] on a town,” evoking images of a powerful monster crushing the American way of life (1011).

Opening briefly summarizes the article’s purpose and thesis.

Sanchez begins to analyze Taylor’s argument.

Thesis expresses Sanchez’s judgment of Taylor’s article.

Signal phrase introduces quotations from the source; Sanchez uses an MLA in-text citation.

Marginal annotations indicate **MLA-style formatting** and **effective writing**.

Source: Hacker/Sommers (Boston: Bedford/St. Martin’s, 2011, 2007).

This paper follows the style guidelines in the *MLA Handbook for Writers of Research Papers*, 7th ed. (2009).

Sanchez begins to identify and challenge Taylor's assumptions.

Transition to another point in Sanchez's analysis.

Clear topic sentence announces a shift to a new topic.

Sanchez refutes Taylor's claim.

But she oversimplifies a complex issue. Taylor does not consider that many downtown business districts failed long before chain stores moved in, when factories and mills closed and workers lost their jobs. In cities with struggling economies, big-box stores can actually provide much-needed jobs. Similarly, while Taylor blames big-box stores for harming local economies by asking for tax breaks, free roads, and other perks, she doesn't acknowledge that these stores also enter into economic partnerships with the surrounding communities by offering financial benefits to schools and hospitals.

Taylor's assumption that shopping in small businesses is always better for the customer also seems driven by nostalgia for an old-fashioned Main Street rather than by the facts. While she may be right that many small businesses offer personal service and are responsive to customer complaints, she does not consider that many customers appreciate the service at big-box stores. Just as customer service is better at some small businesses than at others, it is impossible to generalize about service at all big-box stores. For example, customers depend on the lenient return policies and the wide variety of products at stores like Target and Home Depot.

Taylor blames big-box stores for encouraging American "hyper-consumerism," but she oversimplifies by equating big-box stores with bad values and small businesses with good values. Like her other points, this claim ignores the economic and social realities of American society today. Big-box stores do not force Americans to buy more. By offering lower prices in a convenient

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setting, however, they allow consumers to save time and purchase goods they might not be able to afford from small businesses. The existence of more small businesses would not change what most Americans can afford, nor would it reduce their desire to buy affordable merchandise.

Taylor may be right that some big-box stores have a negative impact on communities and that small businesses offer certain advantages. But she ignores the economic conditions that support big-box stores as well as the fact that Main Street was in decline before the big-box store arrived. Getting rid of big-box stores will not bring back a simpler America populated by thriving, unique Main Streets; in reality, Main Street will not survive if consumers cannot afford to shop there.

Sanchez treats the author fairly.

Conclusion returns to the thesis and shows the wider significance of Sanchez's analysis.

Work Cited

Work cited page is
in MLA style.

Taylor, Betsy. "Big Box Stores Are Bad for Main Street." *CQ Researcher*
9.44 (1999): 1011. Print.