

Martha Rinaldi Case Analysis

BACKGROUND

Martha Rinaldi, a twenty seven year old aspiring business woman who has recently completed her MBA. Originally from Iowa, she completed her undergraduate degree in Computer Science in 2006 from the University of Iowa. From there, Rinaldi began her MBA at a top notch business school in Chicago, with her focus on marketing. After completing her first year in the MBA program, Rinaldi took a summer internship as assistant to the Director of Promotions at a Chicago based restaurant chain called Deep Dive Pizza. During her short time at Deep Dive, Rinaldi contributed ideas about brand awareness and new product development. But her most noticeable contribution came from her final return on investments presentation. This persuasive presentation caught the attention of Deep Dive's CEO, ultimately creating a job offer for her with the Deep Dive promotions team once she completed her MBA the following summer.

When Rinaldi finished her MBA in 2008, she was faced with two offers. First, she had the opportunity to return to Deep Dive as a lead for a special projects team in the marketing department. Her second job offer was an assistant product manager at Potomac Waters in their Health Drinks Division. To help make her decision, Rinaldi began to research each company and self-assess her needs as they relate to her career ambitions. After careful consideration, Rinaldi decided Potomac Waters, a nationally established company with a proven record of marketing brilliance, would give her the best opportunity to meet her career ambitions and personal needs.

INDIVIDUAL NEEDS & GOALS

Need for Achievement and Individual Goals

In this case Rinaldi has several underlying needs. Needs, physical or psychological, can describe behaviors associated with motivation. Rinaldi's needs reflect her effort at Potomac. She wants to contribute to the success of the health drinks division and its brands, while learning a great deal from Potomac. She hopes her time at Potomac will provide her with the experience to drive forward her corporate career. The first of Rinaldi's needs is the need for achievement or growth. McClelland's theory notes "individuals with the strong desire for achievement analyze situations, try to understand the chances of success, and set moderate achievement goals for themselves" (McClelland 160). Rinaldi demonstrates her need for achievement in several ways. First, she chooses to pursue higher education in an MBA to help her develop her career path.

Secondly, Rinaldi took considerable time choosing between job offers after graduation. Her decision was Potomac Waters because she wanted to gain the knowledge and experience a nationally

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**Shruti Kanga, Gowhar Meraj, Majid
Farooq, Suraj Kumar Singh, Mahendra
Singh Nathawat**

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Visualizing Household Health Jennifer Borland, 2022-02-21 In 1256 the countess of Provence Beatrice of Savoy enlisted her personal physician to create a health handbook to share with her daughters Written in French and known as the *R gime du corps* this health guide would become popular and influential with nearly seventy surviving copies made over the next two hundred years and translations in at least four other languages In *Visualizing Household Health* art historian Jennifer Borland uses the *R gime* to show how gender and health care converged within the medieval household *Visualizing Household Health* explores the nature of the households portrayed in the *R gime* and how their members interacted with professionalized medicine Borland focuses on several illustrated versions of the manuscript that contain historiated initials depicting simple scenes related to health care such as patients consultations with physicians procedures like bloodletting and foods and beverages recommended for good health Borland argues that these images provide important details about the nature of women s agency in the home and offer highly compelling evidence that women enacted multiple types of health care Additionally she contends the *R gime* opens a window onto the history of medieval women as owners patrons and readers of books Interdisciplinary in scope this book broadens notions of the medieval medical community and the role of women in medieval health care It will be welcomed by scholars and students of women s history art history book history and the history of medicine

Disaster Management in the Complex Himalayan Terrains Shruti Kanga, Gowhar Meraj, Majid Farooq, Suraj Kumar Singh, Mahendra Singh Nathawat, 2022-02-02 South Asia harboring the complex Himalayan terrains has over one fifth of the world s population and is recognized as the most hazard prone region of the world The exponential increase in population with the consequent pressure on natural resources and continued high rates of poverty and food insecurity also makes this region the most vulnerable region to hazards in the world as far as the impacts of climate change are concerned Over the last century the climatic trends in South Asia have been observed to be characterized by increasing air temperatures and an increasing trend in the intensity and frequency of extreme events IPCC 2014 has reported that the Himalayan highlands shall face significant warming over the next century The increasing frequency of natural hazards due to the impacts of climate change in the Himalayas calls for efficient management and policymaking in these regions which can only be implemented by the local governments through an established science based robust action plan This edited volume focuses on the management of natural hazards using innovative techniques of spatial information sciences and satellite remote sensing It contains chapters from eminent researchers and experts in the field of hazard management remote sensing and GIS The primary focus of this book is to replenish the gap in the available literature on the subject by bringing the concepts theories and practical experiences of the specialists and professionals in this field together in one volume to help students researchers and policymakers to address issues concerning management and policy implications of natural hazards in the complex Himalayan region

Presenting Archaeology to the Public John H. Jameson

Jr.,1997-02-04 In the face of increasing public interest and demand for information archaeologists are collaborating with historians museum curators and exhibit designers to devise the best strategies for translating archaeological information to the public This book opens doors for public involvement It highlights successful case studies in which specialists have provided with the opportunity and necessary tools for learning about archaeology Little Big Horn Sabino Canyon Monticello and Poplar Forest are just a few of the historical sites featured

Landslide: Susceptibility, Risk Assessment and Sustainability Gopal Krishna Panda,Rajib Shaw,Subodh Chandra Pal,Uday Chatterjee,Asish Saha,2024-05-14 The book illustrates a geospatial and geostatistical approach to data analysis modeling risk assessment and visualization as well as landslide hazard management in the hilly region This book investigates cutting edge methodologies based on open source software and R statistical programming and modeling in current decision making procedures with a particular emphasis on recent advances in data mining techniques and robust modeling in torrential rainfall and earthquake induced landslide hazard

Lost Property Jennifer Summit,2000-07 The English literary canon is haunted by the figure of the lost woman writer In our own age she has been a powerful stimulus for the rediscovery of works written by women But as Jennifer Summit argues the lost woman writer also served as an evocative symbol during the very formation of an English literary tradition from the fourteenth through the sixteenth centuries *Lost Property* traces the representation of women writers from Margery Kempe and Christine de Pizan to Elizabeth I and Mary Queen of Scots exploring how the woman writer became a focal point for emerging theories of literature and authorship in English precisely because of her perceived alienation from tradition Through original archival research and readings of key literary texts Summit writes a new history of the woman writer that reflects the impact of such developments as the introduction of printing the Reformation and the rise of the English court as a literary center A major rethinking of the place of women writers in the histories of books authorship and canon formation *Lost Property* demonstrates that rather than being an unimaginable anomaly the idea of the woman writer played a key role in the invention of English literature

The Visionary Director, Second Edition Margie Carter,Deb Curtis,2009-11-01 An inspiring and practical guide to creating a larger vision in early child care this popular professional development tool has been thoroughly revised and offers a concrete framework for organizing an early childhood center director s ideas and work Updated and expanded it reflects new requirements and initiatives for center directors and addresses topics including cultivating a vision developing systems thinking for management roles implementing principles and strategies for mentoring building a learning community for adults and children and bringing visions to life *The Visionary Director* provides directors with information to perform their jobs with motivation and creativity

Text, Cases and Materials on Sex-based Discrimination Herma Hill Kay,Martha S. West,2006 The authors of *Text Cases and Materials on Sex Based Discrimination* Sixth Edition have incorporated new U S Supreme Court cases dealing with employment discrimination sexual harassment and the family and medical leave act Additional materials have been added dealing with

educational discrimination Title IX retaliation and new textual material provides updates in the continuing controversy over Title IX as applied to athletics Also included are new cases on same sex marriage and child custody issues as well as the Supreme Court of Colorado s opinion in the Kobe Bryant case Comprehensive Dissertation Index ,1989 *American Health Law* George J. Annas,1990 American Doctoral Dissertations ,1999 Mathematical Reviews ,1998 Tort & insurance law journal ,1996 Bowker's Law Books and Serials in Print ,1995 Current Index to Journals in Education ,2000-04 Current Index to Statistics, Applications, Methods and Theory ,1998 The Current Index to Statistics CIS is a bibliographic index of publications in statistics probability and related fields *Library & Information Science Abstracts* ,1988 **The American Journal of Psychiatry** ,1921 **RIBA Library Bulletin** Sir Banister Fletcher Library,1959 **R.I.B.A. Library Bulletin** ,1959 International bibliography of reprints Christa Gnirss,1976

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