

Case Study: Personal Trainer, Inc. – Chapter 3

Personal Trainer, Inc. owns and operates fitness centers in a dozen Midwestern cities. The centers have done well, and the company is planning an international expansion by opening a new “supercenter” in the Toronto area. Personal Trainer’s president, Cassia Umi, hired an IT consultant, Susan Park, to help develop an information system for the new facility. During the project, Susan will work closely with Gray Lewis, who will manage the new operation.

Background

You are enjoying your job as a student intern at Personal Trainer. Last week, Susan asked you to help her plan the new information system project. Susan knows that you have completed several information systems courses at the local college, and that you have studied project management tools and techniques.

Specifically, she wants you to get ready for the next set of systems development tasks, which will be requirements modeling for the new system. Yesterday, Susan called you into her office to discuss the specific tasks she wants you to perform. After meeting with Susan, you sit down and review your notes. She wants you to treat the set of tasks as a project, and to use project management skills to plan the tasks.

Here is what she suggested to you as a work breakdown structure, including the duration she estimated for each task:

- First, you need to meet with fitness center managers at other Personal Trainer locations (5 days).
- After these meetings, you can conduct a series of interviews (5 days).
- When the interviews are complete, two tasks can begin at the same time: you can review company records (3 days) and observe business operations (8 days).
- When you have reviewed the records and observed business operations, you can analyze the BumbleBee accounting software (5 days) and study a sample of sales and billing transactions (2 days).
- After completing the analysis and studying the sales transactions, prepare a report for Susan (1 day)

Personal Trainer Inc Case Study Answers

**United States. Environmental
Protection Agency**



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Monthly Labor Review ,1974-02 Publishes in depth articles on labor subjects current labor statistics information about current labor contracts and book reviews

The 10-Step Stress Solution Neil Shah,2013-12-26 As seen on TV s Dr Oz Show A simple straightforward guide to managing the daily stress in your life Too busy to get everything done Lie awake at night worrying and fretting It is all too easy to feel out of control in the modern world With so many demands on your time you can feel overstretched and overburdened However there are easy ways to gain control and banish your worries for good This accessible book from Neil Shah of the Stress Management Society offers a simple 10 step plan with practical solutions for regaining control of your life Find out how to Manage your time at work and at home Improve your concentration and motivation Regain your balance and lift your mood Get a good night s sleep and stop worrying

Systems Analysis and Design Gary B. Shelly,Thomas J. Cashman,Harry J. Rosenblatt,2006 This textbook gives a hands on practical approach to system analysis and design within the framework of the systems development life cycle The fifth edition now includes an additional CD ROM

Sky High Profit Rocket: Explosive Growth for Your Bottom Line Roy Pellicano,2018-05-22 Business or product growth is predicated on many factors including Product Development Brand Messaging Sales Tactics and Business Operations This book provides practical tools and methods for anyone looking to grow a business such as product managers sales people business owners executives consultants or even employees who are looking to create Me Inc Three sections cover topics from Planning Your Business Messaging Your Product to Engaging Your Customer including case studies tools to define a target market systematizing workflows and process creating powerful offers actual sales letters to analyze sales strategies and entwining social proof into every aspect of the business If you want to grow your business you need to shift your thinking and you need practical and actual tools to achieve that growth Sky High Profit Rocket is more than theory or instruction it provides examples tables checklists and processes to accomplish this Plan to take notes

Advanced Personal Training Paul Hough,Simon Penn,2016-11-10 Effective fitness instruction and training programme design require an exercise specialist trainer to combine professional experience with strategies underpinned by scientific evidence This is the first comprehensive fitness instruction and training programme design resource to explore the evidence base of effective programme design drawing on cutting edge scientific research to identify optimum training methods and dispel some common myths around fitness training Putting clients training goals at the centre of the process by focusing on their most common objectives such as improving general health enhancing cardiorespiratory fitness decreasing body fat and increasing muscle mass this book helps the reader develop a better understanding of the physiological principles at the core of successful programme design Simple to navigate and full of helpful features including applied case studies example training programmes and guides to further reading it covers a variety of key topics such as pre exercise health screening lifestyle and fitness assessment nutrition cardiorespiratory endurance resistance and core training recovery from exercise An essential

text for fitness instructors personal trainers and sport and exercise students this book provides an invaluable resource for fitness courses exercise science degree programmes and continued professional development for exercise professionals

Confessions of a Business Coach---An insiders tale of what the business coaches and marketing experts need to tell you 2 Richard Herb,2014-05-06 The strategies outlined in this book have helped small business owners establish proven sales strategies and more business profits Follow the advice and easy to implement action steps and you too will benefit by making more money with your small business

E-learning Strategies Don Morrison,2003-07-25 As more than 90% of spending on the Internet comes from brick and mortar companies it is these operations that will form the client base for e learning This book shows those companies how to get e learning implementation right first time Don Morisson explores and explains the whole implementation continuum strategy vendor selection technology implementation culture change content development and delivery Most importantly he stresses that the success or failure of an e learning initiative is directly related to the underlying strategic thinking Written for a more mature second generation e learning market the book provides a practitioner s handbook to both guide the novice and inform the veteran Focuses on the reader s needs Focuses on the strategic issues of e learning Informed by key business drivers Supported and endorsed by PWC Readership Senior managers including CEOs CIOs CLOs HR Directors middle management responsible for implementing and or delivering e learning consultants

ITIL® 4 Leader Digital and IT Strategy (DITS) Courseware Van Haren Learning Solutions a.o.,2021-03-30 ITIL 4 Leader Digital and IT Strategy DITS Courseware ITIL 4 DITS Is one of the two Strategic Leader ITIL SL modules This module will concentrate on the alignment of digital business strategy with IT strategy The module also incorporates how disruption from new technologies are impacting businesses in every industry and how company leaders are responding The ITIL 4 Leader Digital and IT Strategy DITS module guide how the strategy should impact the design delivery and support of services throughout the service value chain of a company This module advances the discussion around ITIL concepts to a corporate strategy level by enabling IT and digital leaders to influence and drive strategic decisions by creating a suitable digital strategy aligned to the wider cross organizational goals This module is therefore directed towards IT and business directors heads of department aspiring C Suite professionals and other senior business leaders who want to strategically position an organization against digital disruptors craft a digital vision and build a robust long term strategy

Performance Assessment in Education and Training Michael Priestley,1982 Abstract Alternate assessment techniques for measuring performance skills in laboratory factory field or classroom as opposed to the traditional multiple choice ways of testing competency are available Guidelines are suggested for developing an assessment program and designing assessment instruments An array of assessment techniques are divided into 6 categories actual performance simulations observational oral paper pencil and program requirements A method of integrating multiple assessment techniques to achieve goals is introduced through the concept of the assessment center Actual testing programs used in

education training and the professions are described to demonstrate the usefulness of selecting the right tool for the job kbc

Journal of Accountancy ,1923 E-Business Managerial Aspects, Solutions and Case Studies Cruz-Cunha, Maria Manuela,Varajão, João,2010-12-31 This book provides a discussion of the managerial aspects solutions and case studies related to e business disseminating current achievements and practical solutions and applications Provided by publisher

Program Design for Personal Trainers Douglas Brooks,1998 Have you ever been frustrated by a client who didn't seem to progress off a plateau Are you uncertain how to train clients with special needs Does it seem like you're giving the same exercise routine in the same order to every client And having trouble retaining those clients With 11 years experience training clients and a masters degree in exercise physiology Douglas Brooks can help In his own practice he learned how to build the bridge between science and the needs of each client from older adult to athlete and in this book he shares that knowledge with you You'll learn the science behind the programming How to completely customize a program for each new client Case studies client examples and charts throughout the text help you apply the information immediately Have a quick question Use the Quick Index and Key Points to find the answer Whether you're just starting out or an experienced trainer Program Design for Personal Trainers is a valuable addition to your library from back cover **Entrepreneurship and**

Innovation in Sport and Leisure Simon Mosey,Richard Shipway,Chris Symons,2022-12-01 This innovative textbook explains how sport and leisure organisations can become more entrepreneurial in order to achieve sustainable growth It introduces key tools techniques and approaches that can help sport and leisure organisations put entrepreneurship at the centre of their culture Drawing on cutting edge research innovation discourses and perspectives from multiple disciplines the book introduces fundamental concepts in entrepreneurship innovation and enterprise such as digitalisation research and development R D diversification extendibility and sustainability It highlights future innovation challenges provides innovative solutions and introduces a new diagnostic tool for managing entrepreneurship and innovation The book presents insights on everyday management challenges from experienced industry practitioners and considers the importance of social enterprise and social entrepreneurship at a time of austerity recession and increasing uncertainty Full of real world cases and scenarios as well as useful features to encourage critical reflection this book is essential reading for any course on entrepreneurship taken as part of a degree course in sport management leisure sports studies recreation event studies entertainment management or tourism It is also fascinating reading for practitioners looking to improve their professional skills Online

Education and Adult Learning: New Frontiers for Teaching Practices Kidd, Terry T.,2009-08-31 This book disseminates current issues and trends emerging in the field of adult e learning and online instruction Provided by publisher **EPA**

Publications Bibliography Quarterly Abstract Bulletin United States. Environmental Protection Agency,1995-07

EPA Publications Bibliography United States. Environmental Protection Agency,1995 Computer Security, Privacy and Politics: Current Issues, Challenges and Solutions Subramanian, Ramesh,2008-03-31 This book offers a review of recent

developments of computer security focusing on the relevance and implications of global privacy law and politics for society individuals and corporations It compiles timely content on such topics as reverse engineering of software understanding emerging computer exploits emerging lawsuits and cases global and societal implications and protection from attacks on privacy Provided by publisher **Catalog of Copyright Entries. Third Series** Library of Congress. Copyright Office,1972

InfoWorld ,1995-02-20 InfoWorld is targeted to Senior IT professionals Content is segmented into Channels and Topic Centers InfoWorld also celebrates people companies and projects *Research, Evaluation, and Demonstration Projects* ,1986

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