



Our Purpose: “The Nick’s Experience”.

Our dedicated family provides *this* community an unforgettable place to connect with your family and friends, to have fun and to feel at home!

Brief Description (from Forbes, 2017):

Located in Illinois, Nick Sarillo started Nick’s Pizza & Pub partly because he felt the community needed a family-friendly restaurant. A former construction worker, he was frustrated with the options available for his own family. In the next 15 years, Nick’s Pizza & Pub did indeed become a sort of community center. Scarcely a week went by without fundraisers for local charities or people in need—and Nick’s would contribute 15 percent of the gross profit generated by events. It also had a vibrant culture built around what he called his “trust-and-track” (as opposed to command-and-control) approach to managing. He was naïve about finance, however, and, out of ignorance, took on too much debt over the years. The result: he was running out of cash and three weeks from bankruptcy in 2011. With all other options exhausted, he wrote an email to customers explaining the situation, taking full blame for it, and asking for help. The customers rallied and literally saved the company. Sales almost doubled for the next two months. Some even called the bank, urging it to help Sarillo find a solution. The company survived; Sarillo’s debt was restructured, and he learned a hard, but crucial, lesson about the balance sheet. As of 2017, Nick’s had \$6 million in revenue and over 200 employees!

In this paper, you will apply the concepts of Planning, Organizing, Leading, Controlling, and Managerial Skills (technical, human, conceptual) to Nick’s Pizza & Pub.

Explore the company’s website, social media, and this video for information on the company:

Website:	http://www.nickspizzapub.com (links to social media found here)	
Videos:	https://youtu.be/FEdUQ7EkC0A	https://youtu.be/bfgKyJnd3Lg
	https://youtu.be/kRvpJefuALY	These are just to get you started; many other videos available on their social media.

NOTES:

- Type your responses in the answer sheet (Exam 1 Essay Answer Sheet), and upload it to the appropriate D2L folder.
- Start each section with a brief description/definition of the term using information from your readings and lectures. Then, provide examples using the resources listed above. Do not copy/paste large blocks of text from the resources; instead put the information you find into your own words.
- I am looking for you to integrate what you’ve learned and apply it to this real-world example. Your analysis should be based on what you’ve read and understood from the course materials (readings, lectures, etc), not what you think.

General Exam Instructions

All exams are due **NO LATER THAN** 11:59 PM CST on the due date. For each day that your assignment is late, I will deduct **10 POINTS** from your grade. If you do not meet the 11:59 PM CST deadline (even by one or two minutes), I will deduct 10 points. If you do not turn the assignment in by 11:59 PM CST the next day, I will deduct an additional 10 points, and so on. Saturdays and Sundays count towards the total days late.

- Name your document using LastnameFirstname in the filename. Example: “WilliamsAlex Exam 1 Essay.docx”
- Make sure your name appears somewhere within the document that you submit.
- Submit the assignment to myLeoOnline. If for some reason you have difficulty uploading your assignment, e-mail it to me and explain the situation in your e-mail.

Case Analysis Grading Rubric

Component	Needs Improvement	Meets Standards	Exceeds Standards
Depth and Quality of Analysis	Displays little, if any, knowledge of the managerial concept. Much more depth was expected in order to demonstrate knowledge of the material.	Displays some knowledge of the managerial concept. Discusses the managerial topic, but could have gone into much more depth to demonstrate knowledge of the material.	Demonstrates mastery knowledge of the managerial concept. Thoroughly discusses, evaluates, and analyzes each managerial topic, providing convincing and supported arguments.
Overall Quality of Written Communication Paper Formatting Turnitin Similarity Rating Grammar	Student presented an incoherent analysis that contained several errors. *This could result in the entire paper receiving a 0.	Student presented a well-written, coherent analysis that contained some errors.	Student presented a well-written, coherent analysis that was virtually free from grammatical and/or spelling errors.

One final note: If you follow the guidelines mentioned in this document, you will **meet expectations**, which will put you in the middle (B-C) section of the rubric. Therefore, if your goal is to obtain an A, be sure to exceed my expectations. ☺