

The Fuqua Client Consulting Practicum



Provide a learning opportunity

The Fuqua Client Consulting Practicum (FCCP) is a for-credit experiential learning course where MBA students apply content learned in their graduate coursework to real challenges facing businesses and other community-based organizations.

Students work in small teams of approximately five classmates and use the consulting process to structure the business problem, define the work scope, conduct research, and present their findings to the client.

All project teams are supported by a Fuqua faculty advisor and a former FCCP student, and project work takes place under a Confidentiality Agreement. Project work culminates in a set of final deliverables and a presentation that captures the team's analysis, insights, and actionable recommendations.

Get a fresh perspective

We seek clients across diverse industries such as healthcare, energy and the environment, social entrepreneurship, sports and entertainment, technology, and more. Project proposals that offer a real business challenge significant to your organization are more likely to attract student interest and result in a recommendation of real value.

To get the maximum benefit from the program, we ask that clients have a dedicated project sponsor and client lead who can invest time in regular meetings and facilitate access to internal resources for the team.

"The project team was very diligent and collaborative. The market sizing and methodology developed was key, and these findings are guiding our expansion strategy."

YPC TECHNOLOGIES

Project examples



SAP | California, USA
Developed a business and operating model for SAP's core products, with a focus on how they can be leveraged in 5G/Edge Computing Services across specific industries.

MiracleFeet | Nicaragua
Created an operational plan to improve distribution and efficiency of treatment to better serve low-income families requiring assistance for children with clubfoot.

EnviroStrat | Auckland, NZ
Developed a go-to-market strategy for an early-phase regenerative ocean farming firm, including extensive market research, financial forecasting, and tech-supported payment solutions to achieve profitability.

[View past projects](#)



Frequently asked questions

Is this a course at Fuqua?

Yes, students earn 3 graded credit hours, which is equivalent to an optional elective.

How is the scope of work determined?

You will provide a preliminary description in the application so we can market your project opportunity to our students. If your project is matched with a team, you will work directly with them to refine and finalize a work scope in Spring 2024.

Will students travel for the project?

For projects based outside of the US, students may visit their client based on team and client availability. Students cover their own travel expenses; they cannot be paid or directly reimbursed for any expenses.

What are the program fees?

There is no cost to apply. Only clients matched with a student team will be issued invoices in December 2023. Our administrative fee is \$10,000 per student team. For non-profits and small businesses with less than \$10 million in annual revenue, the administrative fee is \$1,000. This administrative fee helps cover a portion of program operational costs.

Are grants available?

FCCP considers partial grant requests. The approval process considers your organization's size and mission, as well as the financial need relative to your business unit or budget.

Course timeline

2023	
Nov 20	Client application due
Early Dec	Projects shared with students
Mid Dec	Students select projects and team matching is completed
Dec 18	Clients notified and next steps outlined
2024	
Mid Jan	Meet student team; they start project preparation
Late Feb - May	Students finalize work scope and conduct project work
Early June	Final presentation and project deliverables due

How to apply

1. Apply by Nov 20, 2023. If you have questions before you apply, contact Fiona Behm at [1-919-660-7991](tel:1-919-660-7991) or fiona.behm@duke.edu.
2. The FCCP program office will review project proposals and conduct diligence calls to determine program fit.
3. Projects are presented to Executive MBA students, who include their project preferences when they apply to FCCP.
4. If your project is successfully staffed with a student team, you'll launch your formal project in late January 2024.

[Apply now](#)

