

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 Master FCCP Agreement, which outlines confidentiality terms. 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.

"What an amazing opportunity to collaborate with a group of bright, energetic students who invariably brought a fresh perspective—and delivered high quality, valuable work."

CHECKERSPOT

Project examples



Storworks Power | Arvada, CO
Built project finance model and provided guidance on financing options for First-of-a-Kind technology in the long-duration energy storage industry.

Niokobok | Dakar, Sénégal
Researched money transfer market, conducted due diligence on 30+ companies, and evaluated them against client's criteria for a viable partnership.

Sanofi | Paris, France
Developed US launch strategy for a new vaccination, including market demand forecasting, stakeholder analysis, and marketing recommendations.

[View past projects](#)

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Frequently asked questions

Is this a course at Fuqua?

Yes, students earn 6 credit hours (graded), which is equivalent to two traditional electives.

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 early in Spring 2025.

Will students travel for the project?

For projects based outside of the US, students sometimes travel over spring break (March 2025), which provides about 8 working days. 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 2024. 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.

Do we sign a Confidentiality Agreement?

To participate in FCCP and support FCCP students, your organization and Duke University must complete a Master FCCP Agreement, which establishes the confidentiality terms. In addition, a separate FCCP Project Agreement will outline the specific confidentiality terms for each project. Students are also required to sign a Student Acknowledgment form, confirming their agreement to both the Master and Project Agreement terms.

Course timeline

2024	
Sept 13	Client application due
Sept 25 - Oct 11	Project evaluation; call with a student leader to discuss proposal
Early Nov	Projects shared with students
Nov 20	Clients notified of team matching outcome and next steps
Mid Dec	Meet student team; they start project preparation
2025	
Late Jan	Students finalize work scope
Feb-April	Students conduct project work
Mid April	Final presentations and deliverables by April 18

How to apply

1. Apply by Sept 13, 2024. 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 our MBA Fellows will conduct Project Review calls to determine program fit.
3. Projects are presented to first-year 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 January 2025.

[Submit an Interest Form](#)

[Submit a Project Proposal](#)

