Engage with Executive MBA students to address a business challenge
Fuqua Client Consulting Practicum (FCCP)

Is Fuqua Client Consulting Practicum right for your business?

- For companies seeking fresh perspective on business challenges
- Receive business advice from world-class Executive MBA students
- Rich program history through The Fuqua School of Business, having served more than 500 clients in over 30 years of operations
- Serving businesses of all sizes across the US and internationally (startups to Fortune 100)
- Your dedicated team of 4 to 5 students bring diverse perspectives over a 4 month project engagement
- Students typically dedicate 6 to 10 hours per week per student
- Client-side commitment: For the best client experience, we recommend both a senior champion and a day-to-day team contact
- Covered under a Confidentiality Agreement

Project Examples
Serving a global client base across a diverse set of industries with historical strengths in Healthcare, Energy and the Environment, Social Entrepreneurship, Sports & Entertainment, and Technology

**Duke Clinical Research Institute (DCRI)**
Durham, NC
Development of a scorecard and an actionable plan to predict site performance as part of an enterprise-wide re-engineering of this Academic Research Organization’s business processes to enhance data-driven decisions.

**MiracleFeet**
Managua, Nicaragua
Operational plan to improve distribution and increase efficiency of treatment, allowing this nonprofit to better serve low income families requiring assistance for children with clubfoot.

**CYPET**
Dali, Cyprus
Development of a go-to-market strategy for this large plastic manufacturing company, including comprehensive market research and optimization of its business development plan to enter the US market.

**XM**
Medellin, Colombia
Strategic market analysis for the use of blockchain-enabled technology within the Colombian energy market and assessment of its potential integration within this company’s current operations.

**Ozow**
Johannesburg, South Africa
Market research to identify strategic partners and expansion opportunities for this Fintech company’s mobile payment platform, with specific recommendations for a market entry strategy.
# Fuqua Client Consulting Practicum (FCCP)

## Timeline

<table>
<thead>
<tr>
<th>Date</th>
<th>Event Description</th>
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<tbody>
<tr>
<td>Nov 15</td>
<td>Client application due</td>
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<tr>
<td>Late Nov.</td>
<td>Project evaluation – call with a Faculty Advisor to discuss the project proposal</td>
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<tr>
<td>Mid-Dec.</td>
<td>Projects presented to all FCCP students and applications open</td>
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<tr>
<td>Mid-Jan.</td>
<td>Projects selected and student team matching completed</td>
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<td>Jan 20</td>
<td>Clients notified of project matching outcome and next steps outlined</td>
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<td>Early Feb.</td>
<td>Meet student team and project preparation commences</td>
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<tr>
<td>Early March</td>
<td>Students finalize project scope</td>
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<tr>
<td>March-June</td>
<td>Project work</td>
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<tr>
<td>Mid-June</td>
<td>Project deliverables</td>
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## FAQs

**Is this a course at Fuqua?** Yes, students earn 3 credit hours (graded), which is equivalent to an optional elective. Fuqua faculty provide classroom training and customized project team review meetings. Students also receive additional support in the form of Alumni Mentors, who are EMBA. Students that have previously taken the FCCP course.

**How is a scope determined?** You will provide a preliminary description in the application. This information will be used to market your project opportunity to our students. If your project is matched with a student team, you will work directly with them to refine and finalize a scope of work early in the spring semester.

**Will students travel for the project?** For international projects, students often travel to a company or field visit at an appropriate time in the academic calendar, determined by team member and client availability. Students cover their own travel expenses; they cannot be paid or directly reimbursed for any expenses.

**What are the program fees?** Our goal is to develop long-term partnerships in which clients enjoy the benefits of engaging with a talented and motivated team of MBA students while also contributing to their learning experience. Our administrative fee is $10,000 per student team. For non-profit organizations and small businesses (less than $10 million in annual revenue) the admin fee is $1,000. This administrative fee helps cover a portion of the operational cost of the program.

**Are grants available?** FCCP considers partial grant requests. The approval process takes into account the size and mission of your organization, as well as the financial need relative to your business unit or operating budget.

**When is payment due?** There is no cost to apply. Only clients matched with a student team will be issued invoices in January.

## Next steps

Need more information before you apply?  
Contact fiona.behm@duke.edu (919-660-7991)  
Website: fccp.fuqua.duke.edu

Ready to apply?  
Submit your proposal here https://fccpemba.edusourcedapp.com/submit

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The FCCP Team brought diverse views into a complex problem and were able to provide outside value and expertise that clarified new dimensions and potential solutions to our problem.”

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“Start-ups have many challenges. One is access to top talent with critical thinking skills. The FCCP program gave us access to an independent body of critical thinkers to help us solve some serious strategic and operational questions. We were very pleased.”

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