



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

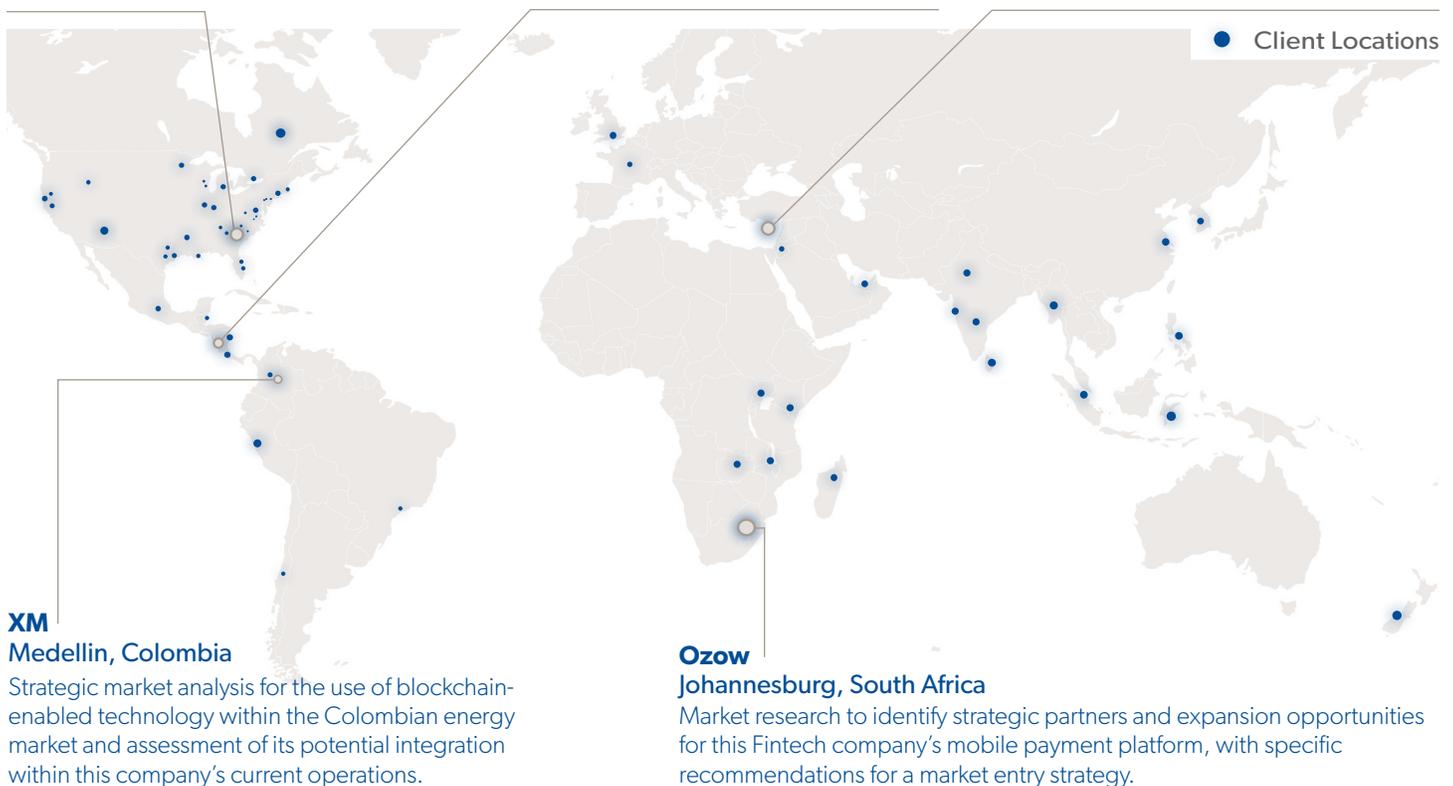
Development of a scorecard and an actionable plan to predict site performance as part of an enterprise-wide re-engineering of this Academic Research Organization's business processes to enhance data-driven decisions.

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.



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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.”

CISCO
GLOBAL WORKPLACE
INNOVATION GROUP

“

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.”

MICROCLINIC
TECHNOLOGIES LTD

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Timeline

Nov 15:	Client application due
Late Nov:	Project evaluation – call to discuss the project proposal
Dec 7:	Projects presented to all students and applications open
Jan 14:	Projects selected and student team matching completed
Jan 17:	Clients notified of project matching outcome and next steps outlined
Early Feb:	Meet student team and project preparation commences
Early March:	Students finalize project scope
March - May:	Project work
Early June:	Project deliverables

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>