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 approx. 5 students bring diverse perspectives over a 4 month project engagement
- Students typically dedicate 6 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

Radiology Partners
El Segundo, CA

Development of an international teleradiology strategy, including a broad assessment of the global teleradiology market, evaluation of key markets and teleradiology operators in select geographies of interest, and recommendations for building a leading international tech-enabled teleradiology business.

Cart.com
Houston, TX

Comprehensive analysis of the EMEA region and development of a go-to-market strategy for Cart.com (partnering with Meta) with recommendations on which markets to enter and target companies to acquire as a part of their expansion strategy.

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.

EnviroStrat
Auckland, New Zealand

Developed a go-to-market strategy for an early phase regenerative ocean farming firm in New Zealand, including extensive market research, financial forecast and tech supported payment solution to achieve viable profitability in the short- and long-term.

SAP
CA office (Headquarted in Germany)

Development of a comprehensive 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 identified by the project team.

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.
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 may 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?
Email: fccp@fuqua.duke.edu
Website: fccp.fuqua.duke.edu

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