SmithX Information Session

INTRODUCING

Fall Menu of Consulting Projects

New and Improved Practicum Format
practicum

noun prac·ti·cum \ˈprak-ti-kəm\:

a course of study designed especially for the preparation of teachers and clinicians that involves the supervised practical application of previously studied theory

Synonyms
externship, internship, apprenticeship, training
SmithX Consulting Practicum
4 credits = Fall Terms A + B

One part Project
• Real-world, challenging consulting project
• Choose from our menu of project opportunities to match your interests
• 100 hours of effort and attention over 14 weeks

One part Skills, Structure, + Support
• Critical skills, just when you need them + set consulting mentor check-ins
• Faculty led curriculum; real world consultants as mentors
• All total 25 hours of pre-arranged class/meeting times over 14 weeks
PALS
Partnership for Action Learning in Sustainability
### Projects at a Glance

<table>
<thead>
<tr>
<th>Organization</th>
<th>Objective</th>
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<tbody>
<tr>
<td>General Dynamics Information Technology</td>
<td>Process mapping: HC sourcing process across the globe</td>
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<td>Inter-American Investment Corporation (IDB)</td>
<td>Develop Customer Case Studies; Assess how well meeting customer needs</td>
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<td>Special Olympics Maryland</td>
<td>Generate plan for increasing participant athletes with cognitive disabilities</td>
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<td>Wedding Wire</td>
<td>Go to market strategy: Develop a plan for launching a new vertical in event planning</td>
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<td>PALS: Howard County</td>
<td>Develop sustainable business model for small acreage farms</td>
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<td>Department of Health &amp; Human Services</td>
<td>Analytics: HC forecasting and metrics</td>
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Likely Rhythm for set meeting times*

- **Weeks 1-4:** meet Monday & Wednesday at 8:00am
  - Expectations and introductions; consulting mentor session
  - Determining and Managing Scope session; client kickoff meeting
  - Problem Identification session; Faculty Subject Matter Expertise sessions
  - Project Management session; consulting mentor session

- **Weeks 5-12:** skills session OR consulting mentor check-ins once every two weeks

- **Week 13:** presentation dry runs

- **Week 14:** Presentation and reports to client

*Being finalized; subject to slight changes*
Deliverables

*Much like a consulting project*

- Team contract
- Scope Agreement with client
- Project plan
- Mid-term interim update
- Dry Run presentation
- Final presentation + written report
Next Steps

• Project descriptions to be posted to Networth by April 17
• Submit Applications by April 24
  – One unified application
  – Indicate up to three projects you would want to work on, in rank order of preference
• Offers by May 4
• Accept by May 11