Introduction and Overview:

BUSI 758Q - MBA Consulting Practicum
Spring 2016

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Why take an experiential course?

• Deepen your understanding via hands-on application
• Gain experience in a field you haven’t worked in yet
• Build your consulting portfolio
• Earn credits through hybrid client engagement + class
What we’ll cover today

1. What is *this* consulting course all about?
2. How is the course structured?
3. Application process and key dates
practicum

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

Synonyms: externship, internship, apprenticeship, training
MBA Consulting Practicum

One part: Consulting Project

- Real client, Real world, Real time challenging consulting project
- 100 hours of effort and attention over 15 weeks
- Choose from variety of project options to match your interests

One part: Skills, Structure + Support

- Just-in-time critical skills + consulting mentor check-ins
- Faculty led curriculum; real world consultants as mentors
- 25 hours of pre-arranged class/meeting times over 15 weeks
The “Rhythm” of the course*

- **Weeks 1-5**: Class meetings (6:25pm to 10pm)
  - Expectations and introductions; client kickoff meeting
  - Determining and Managing Scope
  - Environmental and Industry Analysis
  - Project Management; consulting mentor sessions

- **Weeks 6-12**: Project research, consulting mentor check-ins and presentation of preliminary findings

- **Weeks 13-15**: Presentation dry runs; final report and presentations to client

*Being finalized; subject to slight changes*
The course structure is:

- Full semester course - Terms C & D; Class meets from 6:25pm to 10pm on Wednesday at the Reagan Building in Washington, DC (Smith DC Campus)

- Available Projects and Clients will be disseminated to students in January; students then indicate their preferences; project teams announced on first day of class!

- Regular virtual meetings with Project Mentor

- Deliverables! Similar to what you would expect in a consulting project:
  - Statement of work; Gantt chart; Industry analysis
  - Midterm status report to the class and to the client
  - Final report and client presentation
  - Individual Assignments

- Final evaluation: combination of client and peer feedback plus Mentor evaluation
Application Process & Key Dates

Application instructions are posted to Spring 2016 Networth Registration page: https://networth.rhsmith.umd.edu/mba-consulting-practicum

1. Complete a Word-based application (Four questions!)

2. Email application plus current resume to Graham DeJong (gdejong@rhsmith.umd.edu)

3. Graham will send you a web link to the Interview Stream application. Record response to one virtual interview question.

Applications accepted: Nov 4th (TODAY) to Nov 15th (Midnight)
Applicant review period: Nov 9th to Nov 18th
Offers to PT MBAs on: Nov 19th
Students Accept Offers by: Dec 1st