

BUSI 698: CIBER International MBA Consulting Course
General Overview**

Course Description

The CIBER MBA International Consulting Course is a 3-credit semester-long, international consulting engagement with clients who have contracted with the Robert H. Smith School of Business and our partner schools abroad (such as ORT University and Universidad de Montevideo in Uruguay) to receive management consulting services. For the 2011-12 academic year, it is open only to 2nd year full time or 2nd or 3rd year part time students. The course will kick-off with a 1-day boot camp (to take place on January 29, 2012), in which students will be introduced to critical consulting skills. In addition, a week-long program (to take place the week of January 30), including site visits to International Regulatory, Finance and Trade Organizations in Washington, DC will be offered for international partner school students, and will also be **optional and available** to students in the CIBER International MBA Consulting Course.

The CIBER international consulting projects are offered in collaboration with the partner universities abroad in order to enable students to work across cultures; this results in a fuller understanding of international consulting as well as the beliefs and values held by multiple stakeholders, which will also stimulate novel insights and solutions.

The consulting engagements may cover a broad spectrum of issues in both the traditional functional areas such as Finance, Marketing, Strategy and Human Resource Management, Logistics and Transportation, and Information Technology as well as cross-functional projects investigating, for example, the impact of leading edge information technology on business processes and client relationships in Electronic Commerce and Supply Chain Management.

The CIBER International MBA Consulting Course affords 2nd year MBA students the opportunity to hone a wide range of skills in a "living case" environment. While working on cross-cultural and cross-functional teams, students will accomplish the following:

1. Define the project goals, deliverables, timelines, and processes with input from the client and a faculty advisor.
2. Conduct appropriate investigation and analysis using a "systemic" perspective to add value and maximize client satisfaction while maintaining the highest standards of ethical and professional conduct.
3. Apply new concepts, tools and frameworks that are being taught in the MBA curriculum and bring to bear knowledge and skills from past work experience and prior education.
4. Develop team building and leadership skills (in a partly virtual environment).
5. Deliver oral and written reports to the client.

Students are expected to spend an average of 100 hours over the entire semester on their consulting projects. There are no set class times. However, each group and its faculty advisor will have to agree on a weekly meeting time and location at the start of the semester.

Key Dates for Application & Selection

Item/Task	Owner	Due date
CIBER International MBA consulting info session	CIBER	November 16 th
Submission of application form and resume	Students	December 3 rd
Selection interviews	Smith School	December 3 rd – 15 th
Students notified	Smith School	December 15 th
Student confirmation; Student teams assigned to projects	Smith School	December 16 th
Students attend International Consulting Boot Camp	Smith School	January 29 th
Clients contacted for initial meeting	Students/Faculty Advisors	February 1 st
Initial meeting between client, student team and faculty advisor	All	February 8 th
Letter of engagement due to client	Students	February 22 nd
Travel to host country	Students	March 16-24 th
Mid-project presentation to client	All	March 23 rd
Final presentation to client	All	May 13 th

Project Requirements

The selection process will favor students who already have extensive cross-cultural skills and wish to apply these in a consulting experience; or those who have extensive consulting skills and wish to apply these in a cross-cultural setting; and those who can demonstrate that they are flexible, adaptable and can handle uncertainty, particularly in a cross-cultural setting. Language skills are not required, although desirable.

Students must attend the “international consulting boot camp” on January 29, 2012 and travel to their host country during spring break, March 16-24, 2012. The weekend-long program (to take place on January 19 & 20, followed by site visits to such organizations on January 23, 24 & 25) on International Regulatory, Finance and Trade Organizations in Washington, DC is **optional** for Smith School participants in the CIBER MBA International Consulting course.

There could be project-specific requirements. Those will, however, rarely be required of all team members, and will be announced when the projects are confirmed.

Application Process Description

The application process is competitive. Enrollment in the CIBER MBA International Consulting course is not guaranteed. Students must apply to be considered in the selection process (see section above for due dates).

To apply, students must complete an application form -available after November 16 at: www.rhsmith.umd.edu/ciber/ -and due by December 3rd, 2011 along with a cover letter and resume, to ciber@rhsmith.umd.edu. The application also requires submission of a \$250 deposit (delivered to CIBER Coordinator, Chris Olson) which will be refunded to those who accept their selection to the program.) Additional follow-up interviews will be held with a subset of the applicant pool to select students and assign them to specific projects. Once students are selected and teams are assigned to projects, students can officially enroll in the course.