

THINK
ANSWER
GROW
CONNECT



CIBER

Center for International
Business Education
and Research

ROBERT H. SMITH SCHOOL OF BUSINESS
AT THE UNIVERSITY OF MARYLAND

International MBA Consulting Projects



UNIVERSITY OF
MARYLAND
ROBERT H. SMITH
SCHOOL OF BUSINESS



What is CIBER?

Center
for
International
Business
Education &
Research

33 Federally-funded centers in the U.S.

Activities designed to:

- Provide a rich array of international experiences to students
- Contribute to our community's understanding of international affairs

Initiatives on the following themes:

- Government Policy
- Emerging Markets
- Global Entrepreneurship
- Sustainability



Consulting Project in Uruguay

- › Uruguayan Free Trade Zone
 - › Positioning Uruguay as a logistics platform for entering the MERCOSUR market



- › Two additional projects expected






Consulting Projects in Tunisia



- › Imperial Fish Company, Tunisia
 - › Export development plan for frozen-packed fish
 - › Define procurement strategy, marketing strategy, and potential new markets

- › Arab Tunisian Bank 
 - › Define a Consumer Relations Model vision for its customer base
 - › Help ATB retain customers and increase profitability



Consulting Project in Chile



- › 3M
 - › Providing an organizational design for a rapidly growing company using a model or analytical methodology



Particulars

- › Host countries: **Uruguay, Tunisia, and Chile**
- › International partners in host countries
- › Teams comprise mix of Smith and local MBA students
- › Mandatory international consulting boot camp
- › Travel in-country during Spring Break





Timeline

- › Application: www.rhsmith.umd.edu/ciber
 - › Email to ciber@rhsmith.umd.edu
- › Submission of application and resume: **December 11, 2011**
- › Selection interviews: **December 3-15, 2011**
- › Students notified: **December 15, 2011**
- › Student confirmation and deposit due: **December 19, 2011**
- › International consulting boot-camp: **January 29, 2012**
- › Travel in-country: **March 17-25, 2012**
- › Final deliverables due: **Early May, 2012**





Program Costs

Fixed Costs

- › Study Abroad Fee: \$ 250
- › Tuition for a 3 credit course \$ 4,275 (or \$5,085)

Variable Costs

- › International Airfare to Host Country ~\$ 1,100
- › Some in-country meals ~\$ 300
- › In-country lodging ~\$ 400

TOTAL = ~\$6,325 (or \$7,135)

NO PROGRAM FEE!!



Expectations

Students can expect to...

Work hard (it is a 3 credit course)

Face uncertainty and ambiguity

Gain real-life experience

Experience the challenges (and opportunities) of being a member of a diverse team

Encounter variability across projects

HAVE FUN!

CIBER expects students to...

Work hard

Represent the Smith School in the best possible fashion

Share their experiences (blog)

Be an ambassador for CIBER in the future

HAVE FUN!





Thank you!

If you have any questions, please contact us at CIBER (VMH 4570U)

- > Chris Olson – clolson@rhsmith.umd.edu
- > Karen Watts – kwatts@rhsmith.umd.edu

