



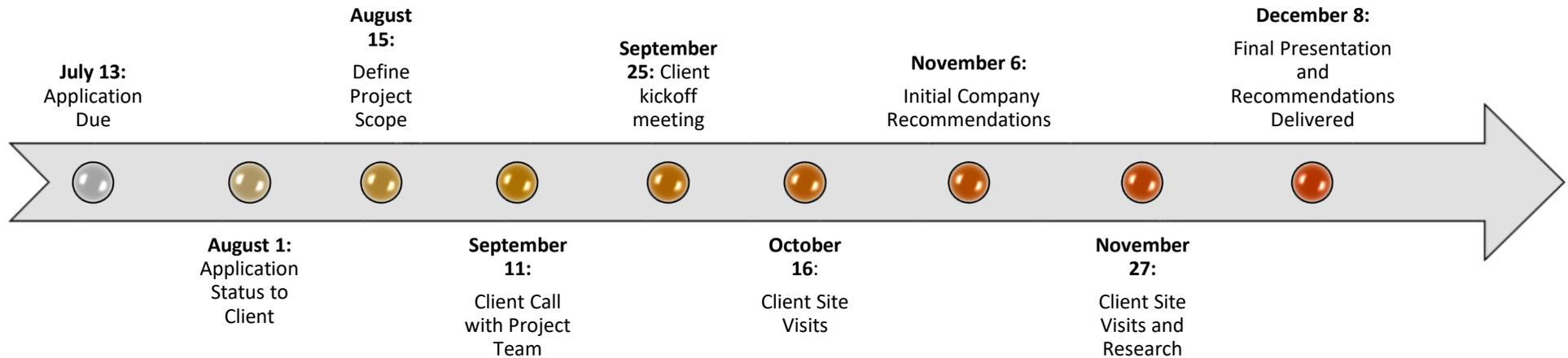
**Maryland Global Export Consulting Program**

Fall Programs

Program options	Team	Project types*	Client profile	Project hours	Research used	Travel	Cost
MBA Global Consulting Practicum	3-5 full-time, second-year MBAs	<ul style="list-style-type: none"> <li>- Data-driven, analytical</li> <li>- Disruptive technologies</li> <li>- Financial/fintech services</li> </ul>	10-20 employee enterprise	200 hours over a 14-week semester 8-10 hours a week	Secondary and primary	No travel	\$1,500

\*Project should be globally driven.

Fall Program Timeline\*

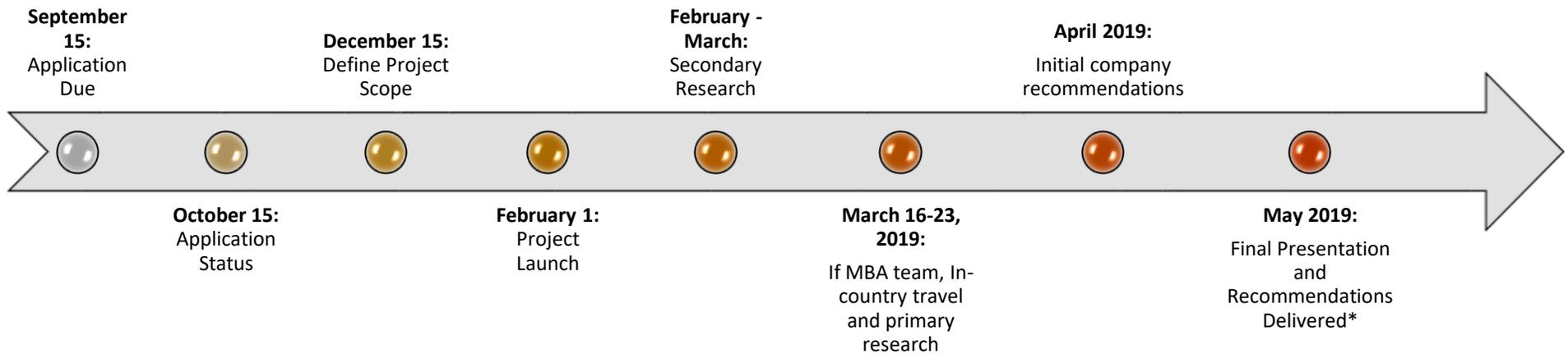


\*Dates may be subject to change.

Spring Programs							
Program options	Team	Project types*	Client profile	Project hours	Research used	Travel	Cost
<b>MBA Global Consulting Practicum</b>	3-5 part-time, 2 <sup>nd</sup> or 3 <sup>rd</sup> year MBAs 1 faculty advisor	<ul style="list-style-type: none"> <li>- Preliminary mining study</li> <li>- Data-driven, analytical</li> <li>- Export plan</li> <li>- Financial/fintech services</li> <li>- Disruptive technologies</li> </ul>	Small or medium-sized enterprise	200 hours over a 14-week semester 8-10 hours a week	Secondary and primary	One week for fieldwork over spring break in March.	\$2,000
Undergraduate Consulting Program	5-6 undergraduates 1 faculty advisor	Market assessment/entry	Small or medium-sized enterprise	100 hours over a 14-week semester 5-8 hours a week	Secondary	No travel	\$1,000

*\*Project should be globally driven.*

### Spring Program Timeline\*



*\*Dates may be subject to change.*

**General Guidelines**

<b>MBA Program</b>	Good projects often have a strong research and analysis thrust, leveraging the advanced data analytic, problem solving, and critical thinking skills.
	Combinations of database searches, personal interviews, and limited surveying tend to work well where data collection is required.
	Large-scale surveys rarely can be completed in one semester.
	The outcome of the project will be a set of recommended actions. Projects with a heavy implementation component are problematic given student time constraints and lack of organizational resources and authority.
	The best challenges are those that are strategic and, by their nature, require cross-functional knowledge, such as determining the resource implications of a new business line, or analyzing process efficiencies across corporate centers of excellence.
<b>Undergraduate Program</b>	Good projects often have a significant research and analysis focus, with a heavier balance toward gathering secondary data, as opposed to primary data collection. Combinations of limited personal interviews, internet searches, observation, and limited database research tend to work well where data collection is required.
	The outcome of the project will be a set of recommended actions. Projects with a heavy implementation component are problematic given student time constraints and lack of organizational resources and authority.

**Client Involvement**

<b>MBA Program</b>	The project must have an executive-level champion. The champion may assign another individual, often a direct report, to be the contact person with the students. This contact person should have sufficient clout to open doors to other knowledge centers inside and outside the organization. The client's contact person should not be a clerical or administrative staff member.
	The executive champion and relevant peers should expect to spend an hour or so with the team and faculty advisor at an initial meeting confirming project scope and expectations. Subsequent meetings at the executive level will be limited to a mid-project progress report and final oral presentation at the end of the semester. Total senior management commitment time rarely exceeds five to six hours over the 14-week semester.
	If travel is deemed necessary, clients must be able and willing to take part and cover their expenses if the project includes in-country travel.
<b>Undergraduate Program</b>	Same as MBA Program.