

International Consulting Experience



Information Session

Glavin Office of International Education

INTERNATIONAL CONSULTING EXPERIENCE

Earn academic credit through consulting for an international company sponsor

Undergraduate • 4-credit Advanced Elective

Graduate • 3-credit Advanced Elective

Spring Semester 2020 • Travel over Winter Break to Lisbon, Portugal



Sample Project Scopes

- Marketing plan development
- Marketing strategy/analysis
- Industry analysis
- Business plan
- Benchmark/Competitive analysis
- Internet-related projects



BABSON

BABSON UGRAD ELECTIVES ABROAD

Short-term, faculty-led courses • Advanced Liberal Arts and Advanced Electives (4 credits)
1-2 weeks abroad • No min. GPA

Fall Semester

- **HUM:** Postmodernism: Future Culture (Dubai)
- **MOB:** Contemporary Strategic Issues in Chile

Winter Session

- **LIT:** Play, Performance, Politics: The London Stage (UK)
- **EPS:** Culture & Opportunities in Japan
- **ENV:** Arctic Economics - Environment & Seasonality (Norway)

Spring Semester

- **ECN:** Regional Economies (Uruguay & Argentina)
- **HIS:** Social Responsibility in Malaysia & Thailand
- **MOB:** Intersection of Marketing & Operations (Germany)

Summer 1st Session

- **MOB:** Start-up Strategy in Israel
- **EPS:** Entrepreneurship New Ventures in Fashion (UK)
- **HIS:** *Crossroads Manhattan (Manhattan, USA)*



BABSON



2019-2020 UG SHORT-TERM PROGRAMS INFO SESSIONS

INTERNATIONAL CONSULTING EXPERIENCE:

PORTUGAL

INFO SESSION:

MONDAY, SEPT. 9TH 5:30 - 6:30 PM IN OLIN 101

MARCH ELECTIVES ABROAD:

THAILAND/MALAYSIA - URUGUAY/ARGENTINA - GERMANY

INFO SESSION:

WEDNESDAY, SEPT. 11TH 5 - 6 PM IN OLIN 101

MAY ELECTIVES ABROAD & AWAY:

ISRAEL - LONDON (FASHION) - MANHATTAN

INFO SESSION:

MONDAY, SEPT. 16TH 5 - 6 PM IN OLIN 101

BABSON GRADUATE ELECTIVES ABROAD

Short-term, faculty-led courses • Electives (3 credits)
1-2 weeks abroad • No min. GPA

Winter Session

- **ECN:** Business Models, Competitiveness, and the Changing European Environment (Milan, Italy)

Spring Semester

- **MOB:** Doing Business in Brazil (Sao Paulo, Paraty, Rio de Janeiro, Brazil)
- **MOB:** Hong Kong Startup Strategy (Hong Kong, China)

Summer 1st Session

- **EPS:** Technology, Entrepreneurship and Design in Sweden (Stockholm, Sweden)



BABSON

SHORT-TERM PROGRAMS TEAM



Elise Beaudin

Director



Renée Graham

Assistant Director



Alex Nesbeda

Senior Program
Manager



Meredith Dziuba

Program Coordinator

International Consulting Experience

FACULTY TEAM



Dwight Gertz
Senior Lecturer, Management
Faculty Co-Director, Office of Experiential
Learning



Kim Sawyer
Adjunct Professor, Management

International Consulting Experience

PRE-REQUISITE: Completion of ASM3300 **OR** currently enrolled in ASM3300 during the fall semester **OR** will be concurrently enrolled in ASM3300 during the spring semester.

- Takes the consulting experience global.
- Provides 3-4 student teams the opportunity to work on project assignments with international corporate sponsors.
- The program includes:
 - Pre-departure sessions focused on consulting methodology and intercultural competencies during the fall semester.
 - Travel to the company site will take place over the winter break at which time students will develop the engagement contract and begin on-site primary research.
 - Project work will be completed over the spring semester concluding with the team presenting their findings and recommendations to their sponsor company in a written report and an oral presentation.

International Consulting Experience

Objectives:

- Work with a team in a semester-long consulting project to address real challenge or opportunity for Women Owned entrepreneurial businesses in Portugal.
- Learn how **macro-economic, social** and **political trends** trends affect the **strategies** businesses in Portugal.

Benefits

- Improve cross-cultural communication skills
- Utilizing appropriate attitudes, knowledge about the host country and culture to develop real solutions.
- Sharpening your observational, analytical, and evaluative skills.
- Enjoy the hospitality of people in Portugal!

International Consulting Experience

Pre-departure: Class discussions and assignments focusing on consulting methodology and putting in practice abroad, as well as, country's background and social, political, environmental, economic, cultural and historical context.

In-Country:

- Introduction to city and country
- Development of Engagement Contract & Project Timeline
- Daily work and interaction with contacts at company site
- In-country primary research, as necessary

Post-travel:

- Independent team project work throughout spring semester.
- Regular meetings with faculty.
- Regular meetings with company contact.
- Mid-progress Report meeting with faculty and client.
- Final presentation of findings and recommendations.

International Consulting Experience

Companies and Projects

Women Owned Businesses

- Equal or greater than 50% woman owned
- Woman led/decision-maker

All company applications will be reviewed by Dwight, Elise and Kim to meet program requirements.

International Consulting Experience Timeline

Important Dates

Travel Dates

Thursday, January 9, 2020 –
Saturday, January 18, 2020
(**course dates:** Friday, January 10 - Friday, January 17,
2020)

Pre-Departure Sessions

Session #1

Thursday, October 24, 6:00pm-7:30pm
Background on projects/Portugal

Session #2

Thursday, December 5, 6:30pm-8:30pm
Consulting Process

Session #3

Thursday, December 12, 6:30pm-7:30pm
Pre-departure Orientation

BABSON ELECTIVES ABROAD/AWAY

Application Process

Important Dates & Deadlines

Financial Considerations

Student Financial Services

Q&A



BEFORE YOU APPLY

Passport

- Check the expiration date (>6 mo. post travel)
- Apply for a (new) passport

Brochure Page

- Review details on brochure page
- Ensure course fits into your academic plan

Visas

- Research your visa requirements

Dates

- Check your calendar
- Discuss travel dates with all 'shareholders'

WELLNESS ABROAD & AWAY

**Dietary Restrictions
& Allergies**

**Housing, Academic
& Other
Accommodations**

**Physical, Mental
Health & Other
Related Needs**

**Diversity &
Inclusion**

WELLNESS ABROAD: SPECIAL NEEDS & ACCOMMODATIONS

Do you:	What to Do
>> Have a food allergy, intolerance, or other dietary restriction?	Meet with your Program Manager to discuss food options in country and any questions or concerns you may have.
>> Wish to request housing, academic, or other accommodations from the Office of Accessibility Resources?	You must have completed the Short-Term Program Accommodation Request Form prior to enrollment in the course
>> Have any physical, mental health, or other medically related needs?	Consult with your health care provider and, if needed, speak with your Program Manager & Course Administrator about any questions you may have or any accommodations you might need on the course.
>> Want to learn more about diversity and inclusion abroad?	Visit our Diversity & Inclusion page to learn more about: students with disabilities abroad, multicultural students abroad, religion & spirituality abroad, women abroad, athletes abroad, and LGBTQ+ students abroad.



WELLNESS ABROAD: ADDITIONAL RESOURCES

Learning Center

- Submit [Short-Term Program Accommodation Request Form](#)
- Mary Powell, 781-239-5509, learningcenter@babson.edu
- Hollister Hall, First Floor

Glavin Office

- Program Manager:
 - rgraham@babson.edu 781-239-4536
 - anesbeda@babson.edu 781-239-5244
- Hollister Hall, 2nd floor

Wellness Center/ Health Services

- [Health and Wellness Website](#)
- Park Manor South Annex , 781-239-6200
- Hollister Hall, First Floor 781-239-6363

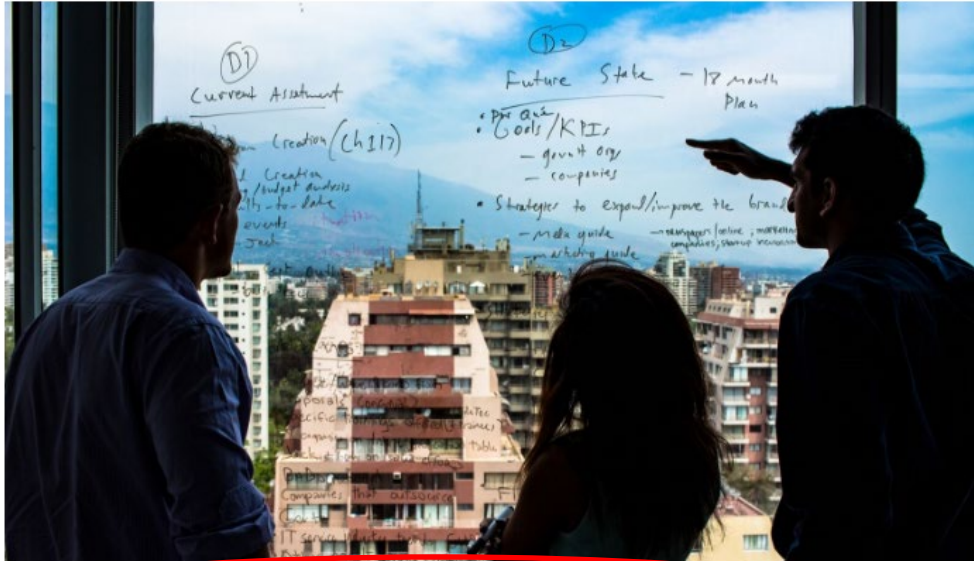
Physician/Counselor

- Discuss the course requirements/travel with your provider
- Establish/review self care plan

INTERNATIONAL CONSULTING EXPERIENCE

The Opportunity

The International Consulting Experience, an advanced spring elective course, takes the consulting experience global by providing student teams of three to four members with the opportunity to work on project assignments with international corporate sponsors. The program includes pre-departure sessions in the fall, focused on consulting methodology and intercultural competencies. Travel to the company site takes place during the winter break, at which time students develop an engagement contract and begin on-site primary research. The project work is completed during the spring semester with a team presentation to the sponsor company. The team's findings and recommendations are shared via a written report and an oral presentation.



www.babson.edu/educationabroad

- Undergraduate Course Brochure Page and Project Listings
- Graduate Course Brochure Page and Project Listings
- Application and Interview Process
- Policies and Handbooks
- Financing Your Education Abroad Experience
- Preparing to Go
- While Abroad

International Consulting Experience Application & Brochure Pages

Go to educationabroad.babson.edu →
PROGRAMS → Program Type=Int'l Consulting
Experience Programs

RESULTS = Link for General Application &
Course Brochure Pages

URAL

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Check out our blog!
Learn about the international experiences of Babson students who have traveled with Education Abroad! [View Details]

View All

Programs : Search (advanced)

List All Simple Search Advanced Search Featured Programs Map Search

Program Search:

Program Name:

Show: Outgoing ▾

Location / Term:

City: Any ▾
Agra
Alicante
Amman

Country: Any ▾
Argentina
Australia
Austria

Region: Any ▾
Africa
Asia
Australia/Pacific Islands

Term: Any ▾
Academic Year
Calendar Year
Fall Semester

Partner Institution(s): Any ▾
Adolfo Ibáñez University
Ashesi University
Bocconi University

Parameters:

Class Status: Any ▾
Graduate
Undergraduate

Program Type: **Int'l Consulting Experience** ▾
Elective Abroad
Exchange
MSEL Programs

Language: Any ▾

Course Offered: ▾

Minimum Cumulative GPA: Any ▾

Eligible Populations: Any ▾
First Year MBA
FT Evening 27+ Cr

Housing Options: Any ▾
Apartment/Flat
Homestay
Hotel/Hostel

Academic Highlights: Any ▾
Accounting
Cultural Studies
Economics

Internship: Any ▾

Service: Any ▾

GLAVIN OFFICE OF MULTICULTURAL & INTERNATIONAL EDUCATION

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Programs : Program Search (results)

List All Simple Search Advanced Search Featured Programs Map Search

Following is the list of programs based on the search criteria. Click any program name to view details or to apply.

You searched for **Outgoing** programs within any term, having (Program Type equal to 'Int'l Consulting Experience'), sorted by Program Name in ascending order.

Program search results

Program Name	City	Country	Region
★ Graduate International Consulting Experience	Lisbon	Portugal	Europe
Graduate Short-Term Program Grant	Hong Kong	China	Asia
	Lisbon	Portugal	Europe
	Milan	Italy	Europe
	Stockholm	Sweden	Europe
	Tokyo	Japan	Asia
★ Undergraduate International Consulting Experience	Lisbon	Portugal	Europe
★ Featured Programs			

Program Description:

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International Consulting Experience



Dwight Gertz, Senior Lecturer
Faculty Co-Director, Office of Experiential Learning
Management Division

Kim Sawyer, Adjunct Professor
Management Division

Spring Semester 2020
(Travel over winter break)
Portugal

Contents

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Locations: Lisbon, Portugal

Program Terms: Spring Semester

Apply Now

Dates / Deadlines:

Term	Year	App Deadline	Decision Date	Start Date	End Date
Spring Semester	2019	09/30/2018	10/08/2018	01/04/2019	01/11/2019


Fact Sheet:

Class Status:	Graduate	Program Type:	Int'l Consulting Experience
Program Advisor:	Elise Reardon		

Program Description:

Home Dates Academics Logistics Finances Contact Testimonials

International Consulting Experience



Applying

- Apply as an individual – teams will be determine once students have confirmed their acceptance.
- At the end of each day, email confirmations will be sent to each applicant outlining the next steps.
- Interviews are required and will take place the week of October 7th.

International Consulting Experience

IMPORTANT DATES

Application Opens (12:00 PM ET)	Thursday, September 5, 2019
Application Closes (11:59 PM ET)	Sunday, September 22, 2019
Interviews	<p>Monday, October 7, 2019; 8:30am-11:30pm</p> <p>Tuesday, October 8, 2019; 9:00am-12:00pm</p> <p>Wednesday, October 9, 2019; 9:00am-2:00pm</p>
Placements Sent	Friday, October 11, 2019
Confirm Placement (4:30pm via email)	Monday, October 14, 2019
Submit Acceptance Materials	Friday, October 18, 2019



CONFIRM YOUR PLACEMENT

Login to
educationabroad.babson.edu

In Applications section,
click link of assigned course

Complete the questionnaires
and materials by the deadline

Questionnaires

- Emergency Contact Form
- Health & Wellness
- Medical Insurance Information
- Passport Information & Submission
- Mobile Phone Information
- Resume

Materials

- Release & Waiver Agreement
- Refusal of Medical Treatment
- Academic Plan Confirmation
- Student Conduct Policy
- Acknowledgement of Pre-Departure Requirement
- Visa Requirements

FINANCIAL CONSIDERATIONS

Program Fee	\$ 1,900
Billable subtotal:	\$ 1,900
Estimated Airfare	\$ 800*
Estimated Additional Meals	\$600
Estimated Incidentals	\$200
Visa (if applicable)	Research on own
Non-billable subtotal:	\$1,600
Total:	\$ 3,500

Graduate Tuition (3 credits)	Tuition is paid directly to SFS and is billed at the 2019-2020 credit rate.
Undergraduate Tuition (4 credits)	Included in spring semester flat rate tuition charge (up to 20 credits).
Financial Aid & Grant Information	Contact SFS for more information.

Program Fee

Includes: Accommodations, breakfast, ground transportation for group activities, program planned meals and cultural excursions.

Not included: Tuition, international flight, visa costs, additional meals and personal expenses.

The program fee is paid to the Glavin Office.

* Airfare estimate based on Kayak search in mid-September departing from Boston.



Student Financial Services Frequently Asked Questions

Meredith Stover

Director, Student Financial Services

STUDENT FINANCIAL SERVICES

Program Fee (Glavin)

- Any deposit to confirm a student's enrollment in the course, as well as the remaining balance of the program fee, is paid directly by the student to the **Glavin Office**.

Tuition (SFS)

- Tuition is paid directly to **SFS** and is billed at the 2019-2020 credit rate.
- Undergraduate electives are 4 credits.
- Graduate electives are 3 credits.

STUDENT FINANCIAL SERVICES

Scholarships

- Students who receive a full-tuition scholarship can use a portion of their scholarship to pay for their tuition cost.

Grants

- Undergraduate Education Abroad Grants in the amount of \$2,000 are awarded to students receiving need-based Babson Grants and full-tuition scholarships (*cumulative limit is \$4,000*).
- Graduate Short-Term Program Grants in amount of \$500 or \$1,000 are available through an application process on the Education Abroad website.

Loans

- Students can choose to borrow loans to help cover expenses.

Your Financial Plans

- To discuss your specific financing plans or budgeting for an Elective Abroad Course, please contact Student Financial Services.

SFS CONTACTS



A – G

Judy Mascari

jmascari@babson.edu



H – N

Aimee Yorsaner

ayorsaner1@babson.edu



O – Z

Shannon James

sjames@babson.edu



General Inquiries

SFS@babson.edu

GRADUATE SHORT-TERM PROGRAM GRANT 2020

GLAVIN OFFICE OF INTERNATIONAL EDUCATION
F.W. OLIN GRADUATE SCHOOL OF BUSINESS



ELIGIBLE PROGRAMS

Electives Abroad &
International Consulting
Experience

GRANT AMOUNTS

\$500
\$1,000

GRANT APPLICATION OPEN

July 31 - September 22, 2019

WINTER COURSE APP (ROLLING)

July 31 - September 29, 2019

DECISIONS SENT

October 2, 2019

SPRING SEMESTER & SUMMER 1ST SESSION COURSE APPS (INITIAL)

October 7 - 27, 2019

[HTTPS://EDUCATIONABROAD.BABSON.EDU/?GO=GRADGRANT](https://educationabroad.babson.edu/?go=gradgrant)

[WWW.BABSON.EDU/EDUCATIONABROAD](http://www.babson.edu/educationabroad)

About the Grant

The Graduate Short-Term Program Grant is designed to increase access to education abroad programs for graduate students and in particular, to address the number one reason why students do not go abroad: **financial need.**

Grant Amounts

- \$500
- \$1,000

Timeline

- Applications are open July 31 – September 22, 2019(11:59 PM ET)
- Decisions sent on October 2, 2019
- Commitments due on October 18, 2019 (11:59 PM ET)

Apply Now!

<http://educationabroad.babson.edu/?go=gradgrant>

ACADEMIC & LOGISTICAL QUESTIONS

Faculty

Dwight Gertz	dgertz@babson.edu
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Kim Sawyer	TBD@babson.edu
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Program Manager

Elise Beaudin	ebeaudin@babson.edu
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QUESTIONS?