

Virtual International Consulting Experience



Information Session

Glavin Office of International Education

Virtual International Consulting Experience

Agenda

- **Introductions**
- **International Consulting Program Overview**
- **Past Program Student Participants**
- **Application/Interview/Placement Process**

Virtual International Consulting Experience

FACULTY TEAM



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



Kim Sawyer
Adjunct Professor, Management

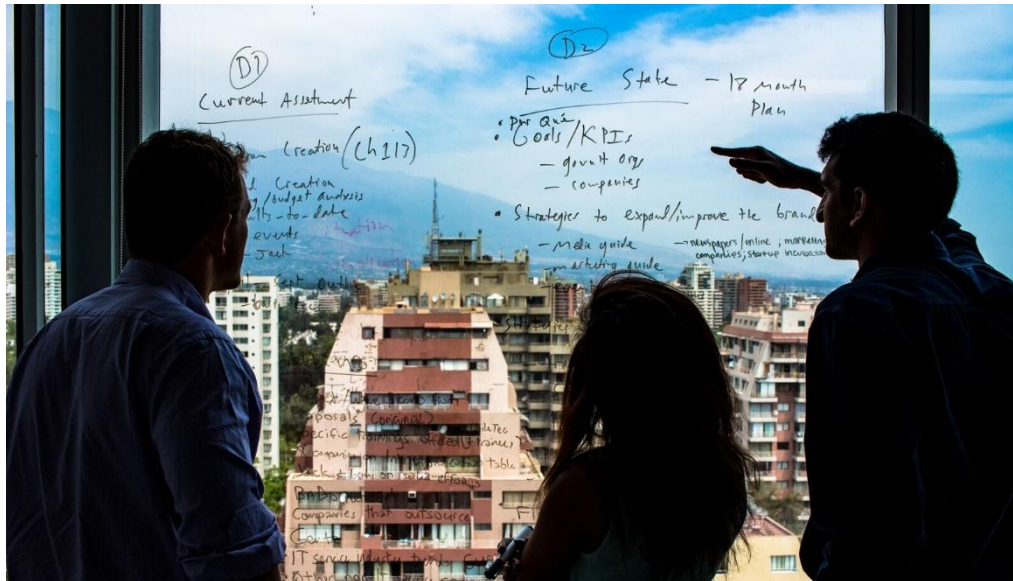
VIRTUAL INTERNATIONAL CONSULTING EXPERIENCE

Earn academic credit through consulting for an international client company/startup

Undergraduate • 4-credit Advanced Elective

Graduate • 3-credit Advanced Elective

Spring Semester 2021 • European Client Companies



Sample Project Scopes

- Developing a competitive analysis and marketing plan
- Building an internationalization plan
- Creating a business plan
- Developing a pitch book
- Advancing social media and web presence



BABSON

Virtual International Consulting Experience

Undergraduate 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 student teams the opportunity to work on project assignments with European companies/startup .
- The program includes:
 - Pre-academic sessions during the **week of January 19 and 25th, 2021** will focus on consulting methodology and intercultural competencies.
 - Initial client meeting will take place during the **week of January 25, 2021.**
 - Project work will be completed over the spring semester concluding with the team presenting their solution to their client company in a written report and an oral presentation.

Virtual International Consulting Experience

Objectives:

- Work with a team in a semester-long consulting project to address real challenge or opportunities for Women Owned entrepreneurial businesses and venture capital portfolio businesses (in Portugal or Bulgaria).
- Learn how **macro-economic**, **social** and **political trends** affect the **strategies** businesses implement in Europe.

Benefits

- Improve cross-cultural communication skills.
- Establish international business relationships.
- Sharpen your observational, analytical, and evaluative skills.
- Great resume builder!

Virtual International Consulting Experience

Summary: 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.

High level of interaction with team, client and faculty:

- Independent team project work throughout spring semester.
- Regular virtual meetings with faculty.
- Regular virtual meetings with company contact.

Virtual International Consulting Experience

Basic Agenda:

- Introduction to country
- Instruction on creating scope of work and timeline
- Client Interviews
- Development of Engagement Contract & Project Timeline with client
- Research
- Mid-progress report meeting with faculty and client
- Formation of solution.
- Final presentation of solution to Client

Virtual International Consulting Experience Timeline

Important Dates

Academic Sessions & Initial Client Meetings (Week of January 19 & 25, 2021)	Session #1 Date: Monday, January 18, 2021 Time: 6:30PM ET Background on projects/Speakers/Cultural Activity
	Session #2 Date: Tuesday, January 26, 2021 Time: 6:30PM ET Consulting Process/Speakers/Cultural Activity
Project Work (February 1 - April 9, 2021)	Session #3 Time/Date: TBD Speakers/Cultural Activity

Past Consultants

IVY (KAIQI) ZHANG
Undergraduate Class of '21



NEAL JEUP
Undergraduate Class of '21



KARAN SAVANI
MBA Class of '21



SARAH STEFANON
MBA Class of '21



Joining Us Tonight

Virtual International Consulting Experience

Application Process

Important Dates & Deadlines

Q&A



BEFORE YOU APPLY

Brochure Page

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

Dates

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

International Consulting Experience

In this year's virtual International Consulting Experience, you will gain real-world experience consulting with an international company on a business issue under the guidance of a Babson faculty member.

You and your consulting team will learn from in-country experts about the local culture, economy, and business trends and explore the often overlooked aspects of doing business in a different environment. In this action packed semester course, your team will regularly connect with your client, conduct primary and secondary research, and ultimately deliver a client presentation with your team's findings and recommendations.

Course Offered: Spring 2021



Why International Consulting?

Babson's International Consulting Experience will provide you with some incredible benefits including:

- Earning academic credit through consulting for an international company sponsor
 - Undergraduate 4 Advanced Elective credits
 - Graduate 3 Elective credits
- Learning how macro-economic, social, and political trends affect the business strategies in the destination country
- Improving your cross-cultural communication skills
- Utilizing appropriate attitudes and knowledge about the host country and culture to develop real and applicable solutions
- Sharpening your observational, analytical, and evaluative skills
- Enhancing your résumé and interviewing with an experience that will differentiate you from other candidates
- Developing an international network

SAMPLE PROJECT SCOPES



Are you considering the International Consulting Experience?



[Undergraduate Course Brochure Page »](#)



[Graduate Course Brochure Page »](#)

Are you considering the International Consulting Experience?



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[Graduate Course Brochure Page »](#)

Program Description:

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MFE7500 International Consulting Experience (Virtual Program)



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

Kim Sawyer, Adjunct Professor
Management Division

Spring Semester 2021
Virtual Europe

[Join the WebEx Info Session](#)

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Programs : Brochure

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International Consulting Experience - Graduate (Virtual) (Outgoing Program) ★ Featured:



Program Terms: Spring Semester

Apply Now

Dates / Deadlines:

Term	Year	App Deadline	Decision Date	Start Date	End Date
Spring Semester	2021	10/25/2020	11/06/2020	01/19/2021	04/16/2021

Fact Sheet:

Class Status:	Graduate	Program Type:	Int'l Consulting Experience
Language(s) of Instruction:	English	Eligible Populations:	Graduate Student
Program Advisor:	Elise Beaudin		

Program Description:

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**MFE7500 International Consulting Experience
(Virtual Program)**

Applying

- Apply as an individual – teams will be determine after the interviews.
- Once your application is submitted you will receive a confirmation email with the next steps.
- Virtual interviews are required and will take place November 2-6, 2020 .



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International Consulting Experience

IMPORTANT DATES

Application Opens (12:00 PM ET)	Monday, October 12, 2020
Application Closes (11:59 PM ET)	Sunday, October 25, 2020
Interview Selection Emails	Tuesday, October 27, 2020
Interviews	<p>Monday, November 2, 2020; 1-5PM & 6-8PM</p> <p>Tuesday, November 3, 2020; 1PM-5PM & 6-8PM</p> <p>Wednesday, November 4, 2020; 12-5PM</p> <p>Thursday, November 5, 2020; 9AM-12PM & 1-5PM</p> <p>Friday, November 6, 2020; 10:30AM-12PM & 1-2:30PM</p>
Placements Sent	Friday, November 6, 2020
Confirm Placement (in system-11:59 PM ET)	Sunday, November 8, 2020

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

- Program Confirmation Form

Materials

- Confidentiality Agreement
- Insider Trading Policy and Acknowledgement

FINANCIAL CONSIDERATIONS

Graduate Tuition (3 credits)	Tuition is paid directly to SFS and is billed at the 2020-2021 credit rate.
Undergraduate Tuition (4 credits)	Included in spring semester flat rate tuition charge (up to 20 credits).
Financial Aid	Contact SFS for more information.

Tuition (SFS)

- Tuition is paid directly to **SFS** and is billed at the 2020-2021 credit rate.
- Undergraduate electives are 4 credits.
- Graduate electives are 3 credits.

ACADEMIC & LOGISTICAL QUESTIONS

Faculty

Dwight Gertz

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Kim Sawyer

ksawyer@babson.edu

Program Manager

Elise Beaudin

ebeaudin@babson.edu

QUESTIONS?