



RUTGERS

Rutgers Business School
Newark and New Brunswick

Rutgers MBA Team Consulting

business.rutgers.edu/mba-team-consulting

Rutgers MBA Team Consulting Program #1 Public MBA in New York metropolitan area

Since 1971, hundreds of businesses, large and small, have discovered a unique, university-based resource that delivers professional and cost effective consulting services. The **MBA Team Consulting Program at Rutgers Business School – Newark and New Brunswick** brings the knowledge and experience of senior MBA students to bear on a challenge or problem identified by a client company.

It is the capstone course of the MBA curriculum. Students get the opportunity to sharpen their problem-solving and team-building skills; the client company receives a detailed report full of insightful analysis and valuable recommendations. Rutgers students have completed more than fifteen hundred projects for a wide range of clients including Fortune 50 companies, privately held firms, not-for-profits, state agencies, municipalities, and entrepreneurs.

Solutions for your Business

We provide solutions for business problems or issues for companies who are not able to address them due to a lack of time, capabilities or resources. We seek to participate in projects that will both challenge and motivate the students to apply their knowledge acquired at Rutgers Business School. Under the guidance of a Rutgers Business School faculty member, MBA student teams will perform a thorough analysis of the problem and provide the company with a high quality cost effective solution.

We also provide client companies the chance to observe the MBA students' performance in a business environment which may lead to future employment opportunities.

Areas of Expertise

- Financial analysis
- Strategic planning
- International business strategy
- Market research
- Data analytics
- Competitive analysis
- Business planning
- Marketing
- Supply Chain Management

If your business problem requires different expertise, please contact us to see if we can help

Client Company Testimonials

"This was a very tough project, and the team did an excellent job of getting and organizing the data and setting the stage for our ultimate use."

Tony Grass, VP Marketing, Oxford Molecular Group

"They gave us what we needed – good useful information."

Mark Pflugfelder, Senior Group Leader-Competitive Intelligence, Unilever

"The experience was a complete pleasure. The team was focused, committed, and resourceful."

Steve Shapiro, Director Business Development, MarketSource

"A very challenging, abstract project with a pending patent at issue. We are very pleased with the team's analysis, which helped form our strategic thinking."

Joseph Santoro, President, Americorp

"An outstanding job. So good that the team was asked to present their study to a significant number of 'angel investors'."

Mike Corridon, Faculty Advisor and Senior Manager, Amper, Politziner & Mattia PA



How it Works

Getting Started

The engagement begins with a meeting between the client and the Director of the MBA Team Consulting Program. Options are discussed, responsibilities are outlined, and expectations are set. Once a project has been accepted by the Team Consulting Program, a team of MBA students and an experienced faculty advisor are assigned to work with the client.

Teams

Each team is carefully assembled to ensure its skills match the requirements of the project. All of the teams are comprised of a diverse group of students, although students with a background specific to the project will be assigned to that project. Since this is the capstone course of the MBA program, students must have taken all of the core courses to qualify for Team Consulting. As a result, most are MBA students in their final year, and all are academically well prepared to address the client's problem and to fully contribute to the team.

Ongoing Learning Experience

Consulting assignments begin in September, January or May and are completed over a 15 week period of time consistent with the academic semester. Teams begin their project by defining and researching the problem. During the semester, periodic meetings involving the team, faculty, and client are held to gauge the team's progress and to obtain client feedback. The client will receive a report summarizing the analysis completed and research remaining to be done.

Client commitment

The team will formally meet with the client at least three times during the course of the fifteen week semester. The team is required to have periodic conference calls with the client, usually twice per month or as necessary. There also may be requests for information from the team leader. All team members will sign a confidentiality agreement.

There is no fee for clients to participate in this program. However, many of our clients have contributed to the Rutgers scholarship

Sample Client Companies

Amerada Hess Corporation	MarketSource
Americorp	McGraw-Hill
AmershamPharmaciaBiotech	Mercedes Benz, N.A.
Amper, Politziner & Mattia	Merck
AT&T	Merrill Lynch
Aventis	Minolta
American Red Cross	Nabisco
BASF	Oxford Molecular Group
Bristol-Myers Squibb	Panasonic
Canon	Paine Webber
Carnival Cruise Lines	Prudential
Chase Manhattan	PSE&G
Colgate-Palmolive	Quest Diagnostics
Ernst & Young	Roche
Ethicon Rhodi	Sea-Land
ExxonMobil	Stryker Medical Devices
Goldman-Sachs	Tiffany
IBM	Toys R Us
International Security Agency	Unilever
Johnson & Johnson	United Parcel Service
L'Oreal	Western Union

fund, according to their means and the value received. Clients are under no obligation to contribute, but the students would be most grateful for any donations received. The client agrees to reimburse the students for expenses incurred up to a maximum of \$500.

Presentation

At the conclusion of its work, the team compiles a report detailing its findings along with recommendations for appropriate courses of action. Reports are generally presented to the client's senior management in a formal boardroom presentation.

Contact

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Rutgers Business School-Newark and New Brunswick is an integral part of one of the nation's oldest, largest, and most distinguished institutions of higher learning: Rutgers, The State University of New Jersey – founded in 1766. Rutgers Business School has been accredited since 1941 by AACSB International – the Association to Advance Collegiate Schools of Business – a distinction that represents the hallmark of excellence in management education.