

***CALL FOR
CONSULTANCY PROJECTS
2011-2012***

THE ENPC MBA PARIS (*LE MBA DES PONTS*) IS CALLING FOR CONSULTANCY PROJECTS FOR OUR TALENTED INTERNATIONAL AND MULTICULTURAL COHORT OF MBA PARTICIPANTS SPECIALIZING IN INTERNATIONAL BUSINESS, TECHNOLOGY & ENTREPRENEURSHIP OR ENTERPRISE RISK MANAGEMENT

GAIN ACTIONABLE INSIGHTS AND WELL-DEFINED DELIVERABLES AT INCREDIBLE VALUE

Highly-qualified MBA profiles address specific business challenges

Every year our highly-talented international MBA participants carry out carefully-defined in-company consulting missions on a wide array of mission-critical and strategic assignments – such as business and go-to-market plans, strategic audits, market research, business intelligence or competitive benchmarking reports – for which time or internal resources may be limited...

This year the ENPC MBA Paris cohort comprises 42 students, representing 20 nationalities, with an average of 7 years of professional experience and average age of 32. Our MBA participants represent an impressive range of professional and academic experience, multicultural backgrounds, qualitative and quantitative skills and are all multilingual.

Each consultancy project benefits from a group of experienced professionals with diverse educational and cultural backgrounds. A profile book containing participant CVs is available on request.

Projects and Supervision

Consulting projects are led by **1, 2 or 3 MBA participants with relevant expertise** under the guidance of a senior faculty member and a corporate point of contact. The academic advisor guides each project through execution, ensuring that the analysis and recommendations are robust and that the deliverables meet agreed-upon specifications. The corporate point of contact ensures a clear definition of the project scope and expected deliverables and helps coordinate the exchange of information with the relevant contacts within the company.



Project Deliverables

A protocol is signed between the School and the Partner Company in which all project deliverables are defined. In addition, project specifications will be define work to be performed, methodology, report structure, a general work plan and deliverables. The Academic Advisor and Company Supervisor will communicate regularly to ensure the project is on schedule, to specification and to provide project members with interim feedback on their performance.

Timeline

The “Professional Project” is an integral part of the MBA program that all participants must successfully perform, in parallel to their regular course work, generally from January to June. Time is specifically blocked out for project activity in the course schedule from January, with approximately one week per month dedicated to the project. The final report is to be submitted mid-June. In-company presentations are usually scheduled to present project results to management before or after this date. In addition, the company supervisor is invited to attend the final presentation of the project end-June.



January: project start

Jan-June: consulting mission

June: final report due

Confidentiality

Projects undertaken with companies may be commercially sensitive and therefore will be treated as confidential unless otherwise stated. If necessary, the School, academic advisor and project participants will sign a non-disclosure agreement (NDA), thereby ensuring the full confidentiality of the data and information involved in the project. The period of confidentiality will also be defined in the protocol.

Fees

All consulting projects are subject to a simple “consultancy project protocol” to be signed between “the School” and the sponsor company. The School uses a structured pricing approach. For established companies the fees for carrying out a consulting project is € 10,000. Note that this fee is per project and not per student. A reduced fee is offered to not-for-profit organizations and start-ups. This fee includes project management and deliverables, a written report, academic supervision and administrative costs.

Sample of recent ENPC MBA consultancy projects

- Alcatel Lucent (Megatrends research report / BI market watch)
- Alstom (ALVS-PIS-RADIO strategy for light rail transit)
- Arcelor Mittal (market analysis)
- Bristol Meyers Squibb (e-Marketing)
- Ceram'Hyd (strategic market development plan)
- ESSILOR (New Product Development)
- GE Health Care (reporting system)
- GE Capital (strategic marketing report on scoring)
- IXIS Corporate and Investment Bank (derivative products)
- NEC Computers International (marketing strategy)
- ODDO Asset Management (hedge funds selection criteria)
- R2M (future growth options)
- SATEC (business opportunities in Africa)
- SOLON Capital (hedge fund go-to-market strategy)
- Swisscom (new customer service and retail concept)
- THALES (confidential theme)
- TOTAL (EU emissions trading scheme)
- UTC (Shared services market opportunity analysis)
- Veolia (IFRS standards; Masdar initiative)
- VINCI (market analysis)

Contact information

Please feel free to contact us directly to help define the scope and deliverables of any projects you may have and to help you to identify the participants who are best qualified to carry out the specific consultancy project you may need for your department, company or organization.

For any additional questions or to make a consultancy project proposal, please contact:

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ENPC School of International Management MBA Programs

Since 1987, the ENPC International School of Management has been delivering top-quality MBA programs. These include:

- ✓ **MBA with a specialization in International Business** which focuses on developing fundamental business skills as well as competencies related to international management, intercultural management and international business.
- ✓ **MBA with a specialization in Technology & Entrepreneurship** which allows individuals to acquire general business and management skills while focusing on the management of innovation, technology as well as the management of new ventures and businesses.
- ✓ **MBA with a specialization in Enterprise Risk Management** is offered in conjunction with the Ecole des Mines and complements general business and management skills with a series of highly-specific risk management courses.

All three of the above MBA programs are offered in a full-time 10-month format and can also be taken part-time over 2-3 years.

- ✓ **Tri-Continent MBA** offers participants the chance to study across three continents and four campuses – Paris, Philadelphia, Tokyo and Shanghai. A dual-degree program offered in conjunction with the Fox School of Business (Philadelphia) over 12-months.
- ✓ **ENPC Executive MBA (E-MBA)** is a 2-year program particularly adapted to the busy schedule of a full-time working professional. Courses run one weekend per month in addition to 2 one-week international study trips. The E-MBA is a dual-degree program offered in conjunction with Fox School of Business which allows professionals to acquire an MBA while working full-time.
- ✓ **Customized Executive Education and Training Programs** are offered to leading international companies in France and internationally. The School delivers customized executive education on today's hot topics in business as well as leading management concepts, models and best practices. Programs are developed specifically for new managers, middle managers and executive-level managers. Each program is tailored to the specific needs of the corporate client while leveraging our extensive network of leading international faculty and consultants.

More information is available on all of our programs at: www.enpcmbaparis.com

Consulting Project Proposal Form

Company / Organization:

Consulting project outline (business plan, strategic plan, market analysis, project analysis, new product development, action plan, other):

Company contact

- Name:
- Position:
- e-mail:
- telephone:
- mobile phone:

Number of MBA participants desired/required: 1 2 3

Special requirements (specific skills/ expertise, background, language skills, mobility, other):

Comments: