**PHASE 1**

**NOW THROUGH NOVEMBER 12, 2018**

- Tuck works with client to determine project needs
- Define expectations and agree upon project description, parameters, budget, team roles
- Tuck selects team based on project needs
- Client assigns project owner to work with team
- Client provides access to appropriate personnel and data

**FEBRUARY 4 – MARCH 10, 2019**

- Project begins; MBA team establishes regular communications with client
- Project scope and deliverables confirmed
- Work plan developed
- Primary research needs are identified
- Interview schedule and interview guides developed
- Team presents Phase 1 deliverable to client

**MARCH 11 – MARCH 23, 2019**

- Team travels to target geography, is engaged full time in primary research
- Team analyzes/synthesizes data, defines and develops opportunities and recommendations
- Preliminary results discussed with client at mid-point
- Findings and recommendations presented to client at end of in-country phase

**THROUGH MID APRIL 2019**

- Additional points or questions clarified and final deliverables presented/ submitted at an agreed upon date and time

**CONTACT**

Kerry Laufer  
Director, OnSite Global Consulting  
Tel: +1 (603) 646-8919  
kerry.l.laufer@tuck.dartmouth.edu

Emily Nichols  
Assoc. Director, Corporate Relations & Outreach  
Tel: +1 (603) 646-0599  
emily.g.nichols@tuck.dartmouth.edu