**TUCK ONSITE GLOBAL CONSULTING PROCESS**

**PROJECT DEVELOPMENT**
- NOW THROUGH SEPTEMBER 18, 2017
- 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

**PHASE 1: PRELIMINARY WORK**
- OCTOBER 16 – NOVEMBER 26, 2017
- 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

**PHASE 2: PRIMARY RESEARCH & ANALYSIS**
- NOVEMBER 27 – DECEMBER 15, 2017
- 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

**WRAP-UP**
- THROUGH END OF JANUARY 2018
- Additional points or questions clarified and final deliverables presented/submitted at an agreed upon date and time

**CONTACT**
If you have a project idea to discuss or want to learn more, 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.q.nichols@tuck.dartmouth.edu