



Tuck Global Consultancy

Tuck Global Consultancy is a second year MBA elective course at the Tuck School of Business offering professional quality global consulting services to a host of worldwide clients, and a remarkable learning opportunity for students.

Tuck Global Consultancy (TGC) teams provide cost-effective solutions for corporations, not-for-profits, and governments who lack the time, budget, or human resources to address specific operational and business development challenges and opportunities. A typical TGC team spends about 1000 person-hours on an engagement, providing clients with in-depth analysis and actionable recommendations. Along with business solutions and access to the latest management techniques and knowledge, TGC clients have a unique opportunity to engage with highly-motivated and intelligent MBA talent. To date, TGC has completed 183 projects for 120 clients in over 50 countries on 6 continents.

PROCESS: TGC engagements span 10-12 weeks. Projects begin at Tuck, where the client and the team, together with a team advisor, refine the project scope and deliverables and assemble the necessary secondary research. The team then travels to the project location and works full-time for three weeks collecting data, conducting interviews, and performing the rigorous analysis necessary to present mid-project findings and recommendations. After returning to the U.S., students present final results and recommendations to senior management.

COST: Clients pay all travel and project-related expenses at cost (airfare, accommodation, meal allowances, visas, etc.), plus a program fee of \$US 15,000 that covers a Tuck team advisor who will be on-site with the team. Total project costs typically range from \$US 40,000-70,000, depending on project location and extent of inter- and intra-country travel required.

PROJECT EXAMPLES: In 2013-2014, TGC fielded 12 teams working in 10 countries (Cote d'Ivoire, Ethiopia, Germany, India, Kenya, Nicaragua, South Africa, Spain, Turkey, and Uruguay). Teams were engaged in the areas of: strategy; market entry, sizing, and segmentation; product introduction and innovation; operations; benchmarking; policy and economic research; business development and planning. Projects included:

- An economic analysis for the establishment of a dairy production facility in India
- A U.S. market entry strategy for a food production and distribution company in Turkey
- An evaluation of business models for the delivery of nutritional food supplements for children in Côte d'Ivoire, Kenya, South Africa, and India for an NGO based in Switzerland

PROJECT DATES FOR 2014-2015:

Summer Track

June - September 2014

Client commitment by: May 16, 2014

Winter Track

October 2014 - January 2015

Client commitment by: Sept. 15, 2014

Spring Track

February – April 2015

Client commitment by: Jan. 27, 2015

CONTACTS:

If you have a project idea to discuss or want to learn more, please contact:

Kerry Laufer | Director, Tuck Global Consultancy

Tuck School of Business at Dartmouth, 100 Tuck Hall, Hanover, NH, USA 03755-9000

Office: +1 (603) 646-8919 | Cell: +1 (603) 359-7820 | Email: kerry.l.laufer@tuck.dartmouth.edu