“Seeing firsthand how different international business can be has been an important lesson that I will remember in my future as a global business leader.”

Sarah Bell T’14
Agenda

1. Program and team staffing overview (20 minutes)

2. Q&A with TGC Staff and T’14s (35 minutes)

3. Next Steps (5 minutes)
We provide professional global consulting services to clients worldwide

“I’d leap at the chance to work with another TGC team.”

“It was invaluable receiving an external perspective on a set of challenges that the organization had been grappling with for some time.”

Marcus Norton T'09,
Chief Partnerships Officer,
Carbon Disclosure Project

• We work with multi-national corporations, non-profits, and governments

• Teams of 4-6 address operational and business development issues in a global setting

• Projects are short-term (10-12 weeks) and highly-focused, with an intensive and immersive primary research phase (3 weeks)

• Ideal for time and resource-constrained organizations, and where primary research is required
Since 1997, TGC has completed 183 projects in over 55 countries for nearly 120 clients.
TGC is a highly-selective, highly-competitive, elective course

- **2013**: 125 applicants, 58 participants (12 projects)
- **2012**: 106 applicants, 52 participants (8 projects)
- **2011**: 107 applicants, 60 participants (9 projects)
### Three opportunities to participate

<table>
<thead>
<tr>
<th></th>
<th>Summer Track</th>
<th>Winter Track</th>
<th>Spring Track</th>
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<tbody>
<tr>
<td></td>
<td>June - September 2014</td>
<td>October 2014 - Jan 2015</td>
<td>February - April 2015</td>
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<td>Client commitment deadline</td>
<td>May 16</td>
<td>September 15</td>
<td>January 30</td>
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<td>Project kick-off</td>
<td>June 9</td>
<td>October 6</td>
<td>February 9</td>
</tr>
<tr>
<td>Travel dates</td>
<td>August 18 - Sept 5</td>
<td>December 1 - 19</td>
<td>March 9 - 20</td>
</tr>
<tr>
<td>Deliverables due</td>
<td>October 3</td>
<td>February 6</td>
<td>April 17</td>
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Each TGC project has 3 phases

**Phase 1**
4-6 weeks
Team *refines the project scope* and deliverables with client and conducts *secondary research*.

**Phase 2**
3 weeks*
Team *travels to project location(s)* and works full-time for three weeks conducting *primary research*; presents *mid-project findings* and recommendations to client at end of this phase.

**Phase 3**
3-5 weeks
After returning to the U.S., team *incorporates client feedback* and *presents final results and recommendations* to senior management.
Like a senior partner in a consulting firm, we sell the project AND select the team

1. Discuss skills/experience requirements with client.
2. Evaluate resumes and cover letters based on project requirements.
3. Identify short-list of possible team members.
4. Consult with clients, Tuck colleagues, Team Advisors, etc.
5. Finalize selection and invite the team.

- Project invitations sent by email
- You are requested to reply within 48 hours
  - Accept or decline
  - Request clarification, more information
  - Ask questions, express concerns
Teams are selected based on fit, mix, and diversity

- **Fit**
  What can you contribute to the team? What can you gain from the experience?

- **Mix**
  Geography, industry, function: Do you have expertise in one (or more) of the above? A strong interest or passion?

- **Diversity**
  Work experience, interests, culture, and gender
Being flexible, proactive and diligent can help increase your likelihood of selection

- **Be flexible**
  Identify which objectives are important but realize that perhaps not all will be met

- **Be proactive**
  Meet with the TGC staff regularly and communicate your interests so that we can get to know one another

- **Be diligent**
  Familiarize yourself with as much of the TGC program material as possible
Q&A with T’14s

Meri Carman
Universidad Catolica del Uruguay
Montevideo, Uruguay

John Kirk
Global Alliance for Improved Nutrition (GAIN)
Nairobi, Kenya

Dana Li
Biotronik
Berlin, Germany

Diego Villalobos
Keurig Green Mountain
Matagalpa, Nicaragua
Next Steps

April 15 TODAY!
Application process opens

May 5
Application process closes
Office Hours begin

May 14
Summer Track email updates begin

September 3
Winter Track email updates begin

Early September
TGC Open House (date TBD)