



BABSON

NSEE Annual Conference

Babson Management Consulting Field Experience Program

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Babson Quick Facts

Babson educates entrepreneurial leaders who create great economic and social value—everywhere



Babson Experiential Education

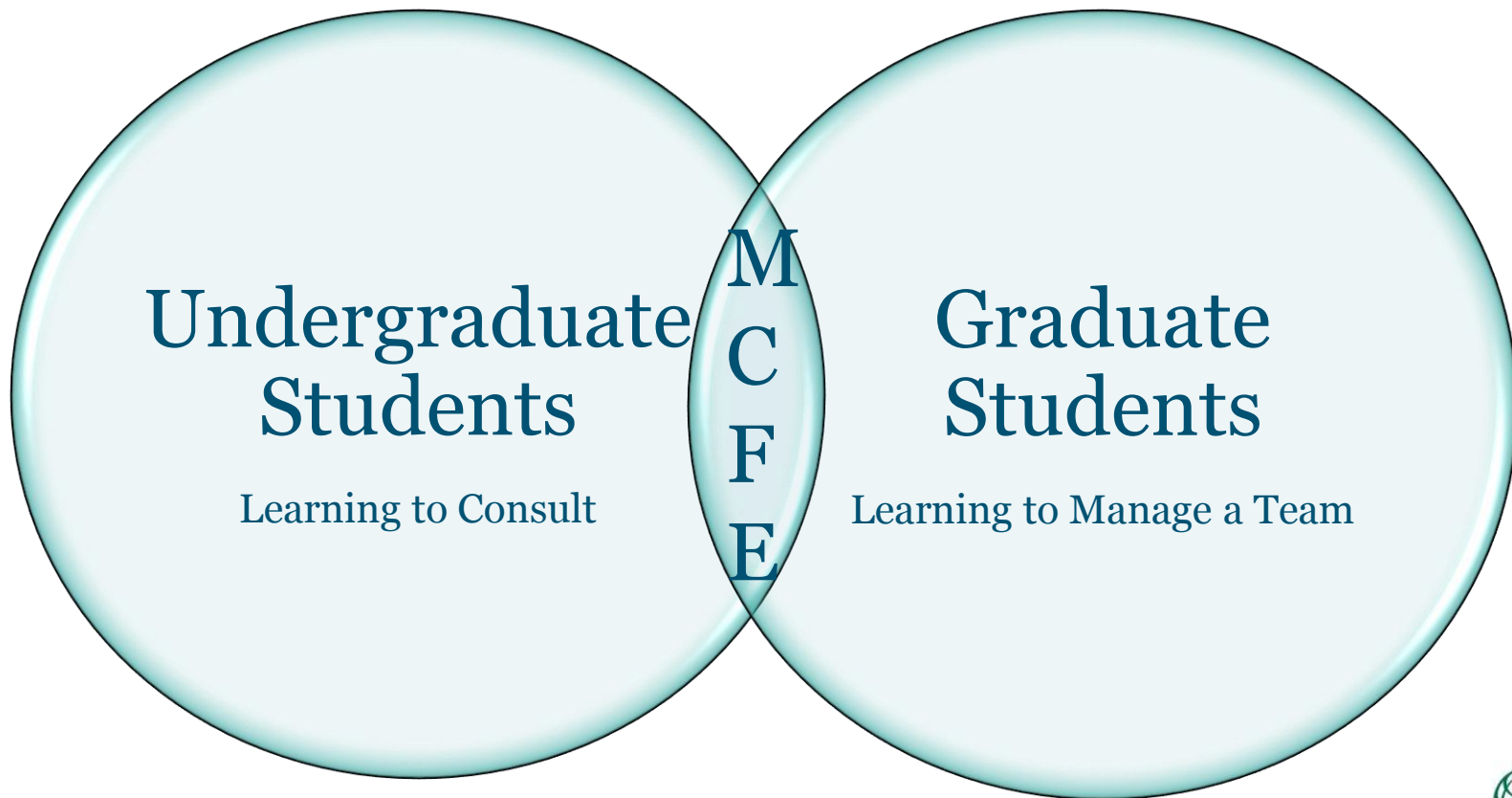
CAREER PIVOT
EXPLORE WORLD SCHOOL STUDY LAB
KNOWLEDGE TRAINING LISTENING THINKING BELA
FME ADAPT INNOVATIVE PROFESSORS STUDENTS SERVICE
BLOG ENGAGEMENT INTERNSHIPS LEARNING GLOBAL
MCFE EXTERNSHIPS EXPLORATION
ABROAD EXPERIENTIAL SALVADOR
SHARE EXPERIENCE STORIES REFLECTION EDUCATION
JMCFE CREATE

MCFE Program Overview

UNDERGRADUATE
CENTER FOR
CAREER
DEVELOPMENT

**MANAGEMENT
CONSULTING
FIELD EXPERIENCE**

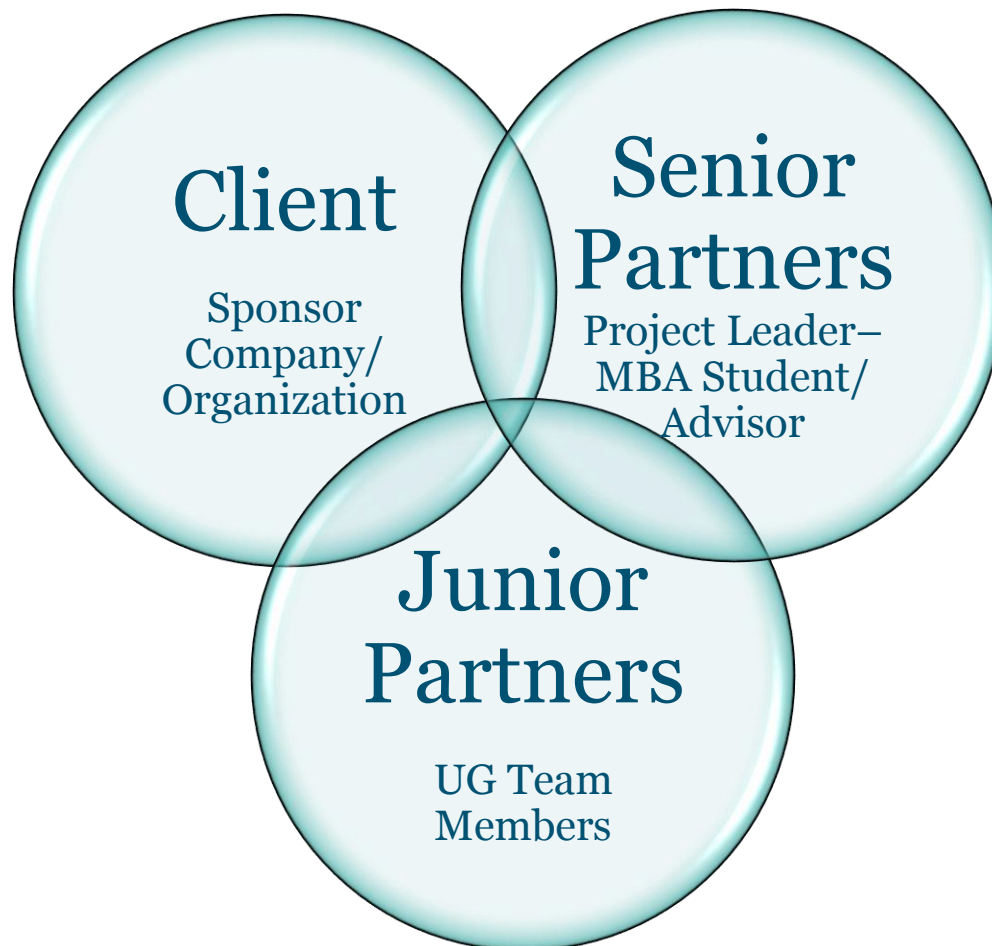
MCFE Program Overview



Two Courses, One Goal

MCFE Program Overview

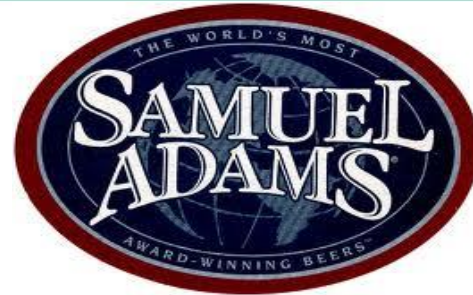
Key Stakeholders:



MCFE Client Sponsors: Examples



General Catalyst
Partners



PUMA®

HubSpot



CLARKSTON
CONSULTING

Client/Sponsor Company

Who can apply?

- Previous applicants
- Employers
- “Friends” of Babson
- Alumni
- Parents

When to apply?

Company Sponsors
submit an application
one semester before
project is actually run.

Challenges:

- Marketing
- Data analytics
- Business strategy
- Finance
- Community impact studies and other areas of opportunity.

- Projects have a defined business need- which is addressed over the course of a whole semester.

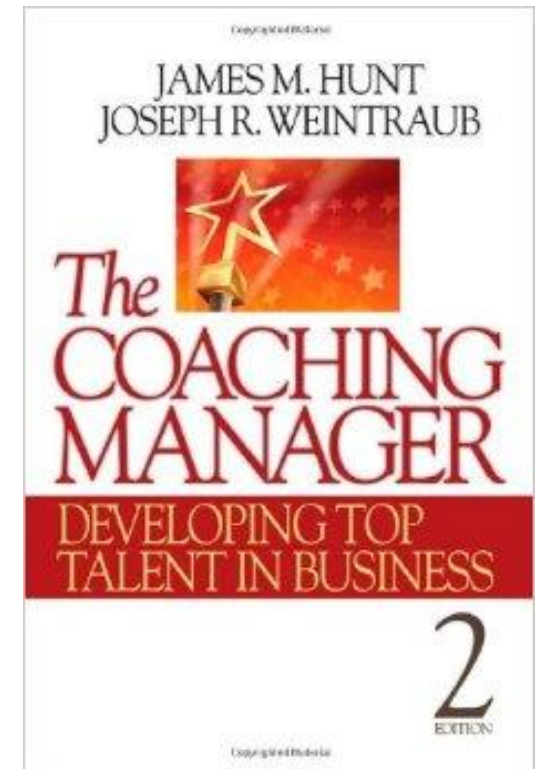


BABSON

Senior Partner/MBA Project Leaders



*Textbook:
***The Coaching Manager:
Developing
Top Talent in
Business*** by
James Hunt
and Joseph R.
Weintraub,
Sage
Publications,
2nd edition,
2011.



Junior Partners/Undergraduate Team Members

Who can apply?

- Undergraduate students who will have Junior or Senior Class standing and have completed pre-requisites, and meet GPA requirement
- Students may apply as pre-formed teams, partial teams, or individuals.

How to apply?

- Students must complete and application, interview and provide faculty reference



Program Components

- Orientation/Kick-Off Events
- Project Leader Responsibilities
- Team Member Responsibilities
- Resources for Students
- Assessment
- Presentations
- Program Impact



Orientation/Kick-Off Events

- Orientation
 - Team building exercise
 - Coach students to learn as much as they can about company, competitors, challenges
 - Ensure students have good questions for client
- Kick-Off
 - Meet Client
 - Begin to build Engagement Contract
 - Determine mode and frequency of contact



Project Leader Responsibilities

- Liaison between MCFE program, client and team.
- Coach/lead team to successful completion of project.
- Meet one-on-one with team members
- Provide developmental feedback
- Maintain highest ethical standards/ensure best interests of Babson are upheld

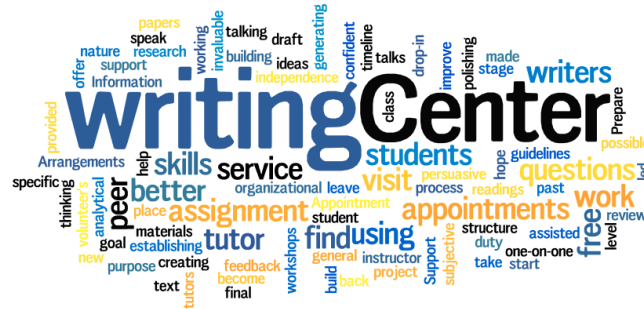


Team Member Responsibilities

- High academic and personal integrity standards
- Commit to project/team members
- Communicate effectively
- High quality deliverables



Resources for Teams

The Babson Alumni logo, featuring the word "BABSON" above "ALUMNI" in white, bold, sans-serif capital letters, set against a teal square background. Below the square is a teal speech bubble shape pointing upwards.

Getting the Work Done

- Teams meet twice a week
- 4 credit class = 10-12 hours work per week
- Share responsibilities



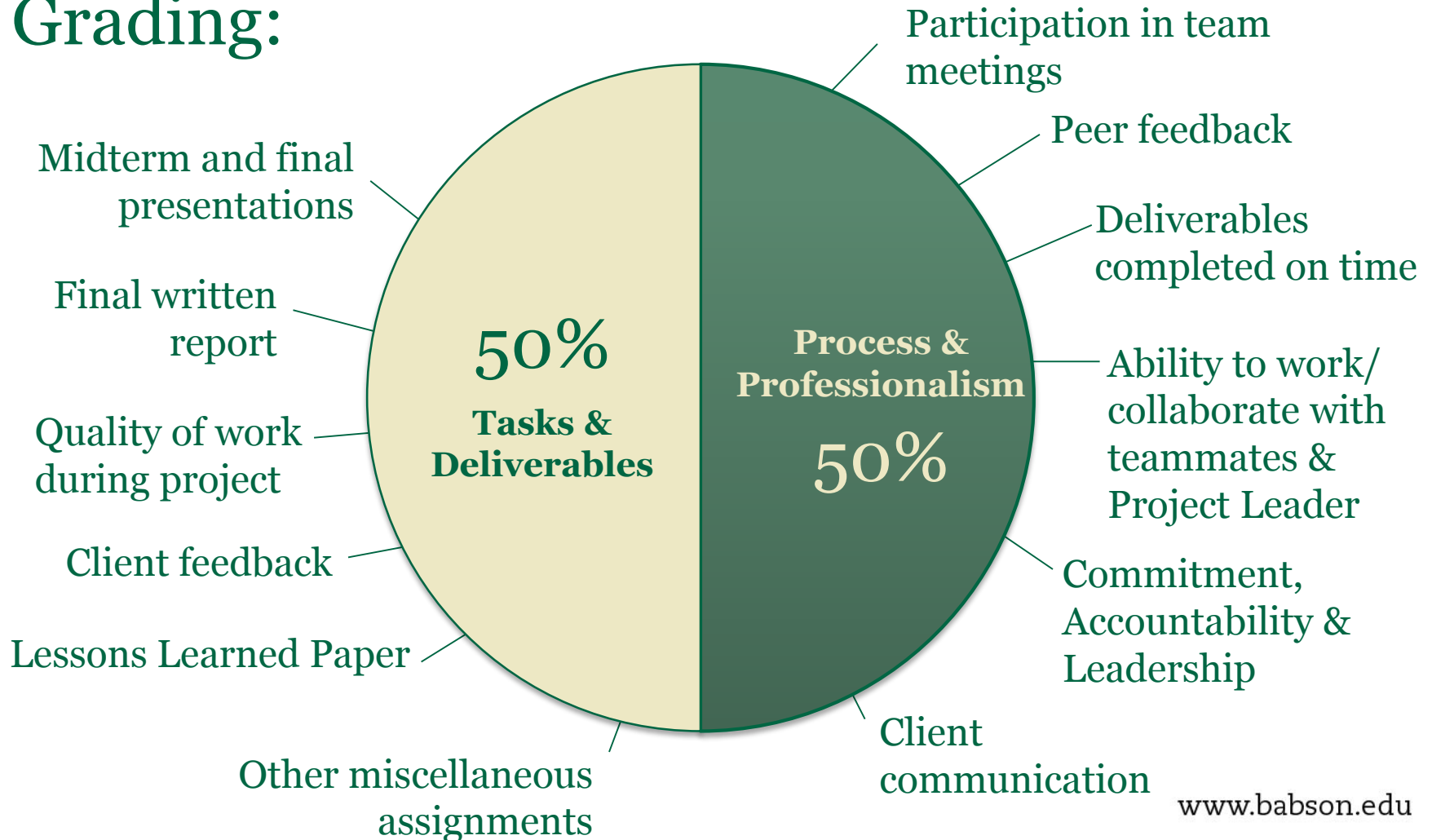
Final Presentations



- Client comes to campus
- Formal Presentation
- Detailed Written Report with Executive Summary and Data
- Questions and Answers

MCFE Program Assessment

Grading:



Assessment: Methods that Promote Undergraduate Student Learning

- Three required 30-45 minute coaching sessions with Project Leader.
- Project Leaders provide feedback and coaching
- 360-type/multi-rater evaluations
- Client feedback
- Lessons Learned Paper



Examples of Competencies Assessed

Listening

- The ability to focus on and understand what is being said, in individual or group situations

Oral Communications

- Effectiveness of expression in individual or group situations

Teamwork

- The ability to work effectively with others

Leadership

- Effectiveness in influencing others to accomplish a task and in getting ideas accepted without incurring hostility

Decision-making

- The ability to analyze problems and to decide on an appropriate course of action in a timely fashion

Ethics

- The ability to consider the ethical implications of business opportunities, problems, and decisions and to develop action plans accordingly



Assessment: Lessons Learned Paper

I. Learn

- What specific learning has resulted from the experience?

II. Apply

- What specific applications from this experience can you make to your career objectives, to your current situation, to your job and/or to your personal life?

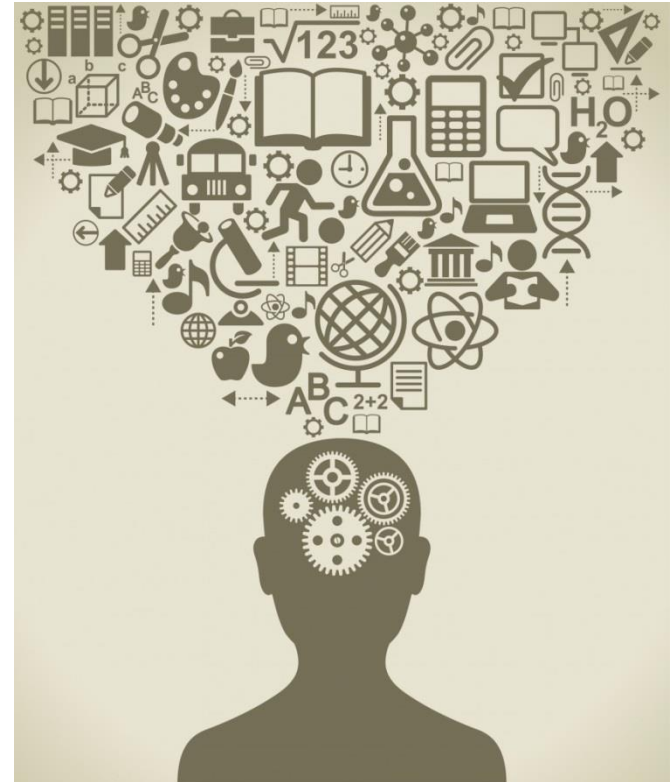
III. Share

- What things would you share with others who might be working on a team project?



Program Impact

- **Highly rated by students and clients**
- **Provides valuable feedback to program and students**
(competencies are familiar to students and integrated with the Babson Coaching for Leadership & Teamwork Program)
- **Teaches and assesses skills that employers want to see:**
 - Teamwork, leadership, ethics, and communication



Challenges



In the Words of our Clients....



-Dan Marques



“The quality of work and interactions from our Babson MCFE team was high impact and professional, on the same caliber as agencies and consultants we engage with. I would highly recommend MCFE to companies looking for a fresh entrepreneurial perspective to their business challenges and opportunities.”



In the Words of our Clients....

“Working with the MCFE program was an eye opening experience. All expectations of professionalism were exceeded throughout my time with this team. They kept a razor-sharp focus on mission objectives and executed self-accountability with incredible maturity. I'm sure I learned more from observing them than they learned from us.”



Michael Costa



In the Words of our Clients....



Louis Joseph

“The MCFE project teams have consistently created significant value for PUMA SE and the relationship with Babson College has been a fruitful and mutually agreeable partnership that PUMA SE would very much like to continue.”



In the Words of our Students.....

When I think back upon my Management Consulting Field Experience (MCFE), my experience has been exceptionally positive. I acquired new skills, developed my team working ability, and had a uniquely professional experience. The big themes of my learning focused heavily upon my role as a leader, my ability to make decisions, and the principles of how to communicate effectively. I don't think I have mastered any of these skills, but the experience of working long hours with my team on this project has driven my growth in these areas.

-AP B 15'

In the Words of our Students.....

I truly feel that this course was one of the most rewarding, hands on, different, and engaging courses I took at Babson. While learning from cases about strategy and what to do in a given situation is important, actually experiencing it first hand is what really cements the learning. Having the opportunity to lead a team and help them come to different conclusions while at the same time learning about myself was the most important part for me, and I am very grateful to have taken the time to be a project leader.

-RW M15'

In the Words of our Students.....

For me, the MCFE program has been an amazing experience. I have learned so much about my strengths and weaknesses as a leader. I will take these lessons with me to the workplace and I have no doubt that they will directly contribute to making me a more effective leader. I believe that when I look back on my time at Babson, the MCFE will be one of the courses that stands out as having had a profound impact on my life.

-AS M15'

Questions?

Thank you for your time and attention.

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