



2009

**Supervised Consulting
Field Project**

SUPERVISED CONSULTING FIELD PROJECT



Your organization, like others in this new millennium, faces a changing business and societal environment. These changes require developing the best strategies possible to arrive at the most appropriate solutions. Why not give our MBA students the opportunity to work with you and apply their recently acquired skills in analyzing problems related to organizational change.

Since 1997, students have carried out over 370 consulting mandates for private- and public-sector firms and for non-profit organizations hosted HEC Montréal MBA students by participating in the Supervised Team Project. Your company can be part of the Project by accepting to assign a task to a multidisciplinary team of students for five weeks. Under the guidance of an HEC professor, students will conduct an in-depth analysis of your company's needs, evaluate various strategies and then propose concrete solutions.

Students in the HEC Montréal MBA program form a mosaic of abilities and experience. Added to a wide-ranging base of academic knowledge, is an equally impressive cultural diversity, with more than half of the students in the program from abroad. This wealth of expertise is complemented by a state-of-the-art education that focuses on integration and mastery of skills, concepts and techniques essential to managing in a more demanding economy.

It is an opportunity for your company to benefit from the expertise and know-how of HEC Montréal, and at the same time to help today's MBA students become the managers and leaders of tomorrow.

Élaine Lamontagne, MBA
Coordinator,
Supervised Projects Program

THE HEC MONTRÉAL MBA:

- A group of students from the Intensive MBA Program at HEC Montréal finished first in the annual Best in Class case competition, organized by Financial Executives International Canada (FEI Canada) held on November 7th and 8th 2008.
- One HEC Montréal MBA team takes first place in the International MBA Case Study Competition in Singapore organized by the National University of Singapore (NUS) on March 28th and where 450 teams from all over the world competed.
- One HEC Montréal MBA team wins first place at the John Molson School of Business 2008 MBA International Case Competition held in January 2008 (150 students from 36 universities and 9 countries were in competition).
- Among the Top 10 non-US schools in *BusinessWeek's* 2004 and 2006 rankings.
- Listed in the 2006 *Which MBA?* guide issued by *The Economist*, ranking the top 100 MBA programs around the world.
- Named one of the best non-US MBAs in *Forbes* magazine's biennial survey, 2003, 2005 and 2007 editions.

A BUSINESS OPPORTUNITY



- A five-student team (multidisciplinary and a mix of national and international students)
- A five-week duration
- More than 1000 hours of work
- A coordinator who approves the general subject of the project
- A supervising professor who approves the content of the project
- A cost of 7 500\$ payable to HEC Montréal (as a contribution to the activities of the MBA program)
- Sometimes, some direct costs are incurred by the students in completing the mandate (including travel costs) and these costs are to be reimbursed by the hosting organization, providing that the costs are discussed beforehand by the students and the client and included in the contract.
- The signature of a contract between the client, the students and the supervising professor.

TYPES OF PROJECTS

(The projects listed here are merely examples)

Managing change

- Changes in human resources management
- Development of a product marketing strategy
- Continuous quality improvement initiative
- Action plan for using e-commerce
- Co-operative project with humanitarian organizations
- Process re-engineering – purchasing, shipping, customer service, etc.
- Acquisition strategy for buying out a partner or competitor

International

- Analyses of business opportunities – detailed analysis of the market for a product or service
- Developing business relations – identification of suppliers or retailers or partners
- Projects with humanitarian organizations

DEADLINE

March / April / May

Reception and assignation of the projects

At the latest the 12th of June

Final approval of the project and signing of the contract

Beginning of July to beginning of August

Project realization

Before August 21st

Formal presentation to the client and delivery of the final report

For more information, see our Website www.hec.ca/mba/projects or contact:

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Suzanne Lamoureux, Administrative Secretary – Telephone: 514 340-6294

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TESTIMONIALS

STUDENTS

« The Supervised Consulting Field Project summed up an excellent and complete MBA experience for me. By working with a world renowned medical practitioner on a strategic mandate so large and ambiguous, the solution for which could make a meaningful impact on the Canadian health care system, helped me put into perspective how classroom education should be implemented using a pragmatic approach in order to achieve meaningful and impactful results. »

Montu Gupta

MWB Fellow
MBAs without Borders

« ... extraordinaire expérience d'effectuer un stage au sein d'une entreprise... cet exercice nous permettait de mettre en pratique les connaissances acquises... »

Hubert Bolduc

MBA 2004, HEC Montréal
M.Sc., UQAM (Montréal)
Vice-Président Communications
et affaires publiques
Cascades Inc. (Kingsey Falls, Québec)

“The STP was the most interesting phase of the MBA program; it had it all: fast pace, challenge, satisfaction, team work, and real business issues. It was the crowning of a year's hard work, which allowed us to build on our knowledge and expertise, and take a firm first step towards our new careers.”

Maria Cristina Radu

MBA 2006, HEC Montréal
B.A., Faculty of Economic Studies in Foreign Languages, Bucharest, Romania
Management Associate
Managed Investment Solutions
TD Waterhouse, Toronto, Ontario

COMPANIES



E.I. DU PONT CANADA

Project: Oil Sands Refining and Upgrading Market Study
“I liked the focused, 5-week project. The team of MBA students accomplished a lot in a short period of time. The supervising professor played a strong role in providing guidance to the team as well. The team was comprised of very bright, organized and energetic people. They were a pleasure to work with. I certainly plan to do additional HEC industrial projects in the future.”

Peter Andrin, Technology & Innovation Manager, Research and Business Development,
E.I. DU PONT CANADA COMPANY

BOMBARDIER



BOMBARDIER AEROSPACE

« Le projet mené par l'équipe d'étudiants du MBA de HEC Montréal a dépassé nos attentes. Professionnels, rigoureux et autonomes, les membres de l'équipe ont rapidement saisi le contexte de notre organisation et les différents enjeux reliés au projet. Malgré la courte durée du projet et la disponibilité limitée du personnel, l'équipe a su présenter des analyses et recommandations fort impressionnantes. La méthodologie développée par l'équipe est devenue une référence dans notre organisation. Nous sommes bref très satisfaits du programme de projet supervisé et recommandons l'expérience à d'autres organisations. »

Véronique Goupil, Analyste, Industrialisation, BOMBARDIER AEROSPACE

BELL HELICOPTER TEXTRON CANADA LIMITED,

« The supervised team project of the MBA Program offered us an enthusiastic, committed team of responsible MBA students to analyse and research our problem statement. They provided us an unbiased fact based perspective, guided by their research, their personal experience and augmented by the professional experience of the supervising professor. Well done! »

Donald Friesen, Director Engineering, BELL HELICOPTER TEXTRON CANADA LIMITED

BORALEX INC.

« L'équipe d'étudiants impliquée dans ce projet a démontré des qualités exceptionnelles. La rigueur et le professionnalisme des étudiants ainsi que leur faculté d'analyse et de synthèse ont permis d'obtenir des réponses concrètes et utiles malgré la complexité du mandat. Bien plus que des étudiants, ils se sont avérés de vrais consultants. »

Rafael Bourrellis, Analyste financier, BORALEX INC.

POMERLEAU INC.

« Nous avons été très satisfaits du travail fait par cette équipe qui a démontré un professionnalisme en approfondissant tous les aspects reliés au mandat et en nous laissant un outil fort utile pour le futur. Nous pouvons recommander à toutes les entreprises d'utiliser ce service offert par HEC Montréal pour des besoins futurs. »

Daniel Arguin, Vice-président finances et administration, POMERLEAU INC.



HEC Montréal – Master of Business Administration

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