Since 1975, teams of Babson MBA students have provided real-time business, consulting, and investments solutions to investments and financial institutions, large and small. The Cutler Center Management Consulting Field Experience (MCFE) programs, managed by the Graduate Office of Experiential Learning, are integral to the learning process at Babson. Project teams deliver clear work products, and give your company access to some of the brightest graduate students in the world. The Stephen D. Cutler Center for Investments and Finance’s mission is to enhance the understanding and practice of investments and finance in our global economy.

Students earn credit while engaging in specific business problems or investments issues for a partner company. Cutler Center MCFE specifics include:

- **Teams:** Three to five MBA students
- **Cost:** None, other than those related to actual project expenses
- **Time frame:** Three-month engagements (fall, spring, or summer)
- **Adviser:** Experienced faculty or executive in residence
- **Scope:** Challenging, highly sought assignments
- **Deliverables:** Written report and oral presentation

**PARTNER COMPANY BENEFITS**

- Objective analysis from a diverse team with strong business backgrounds
- Three-month closure—not an open-ended project
- True consulting or investments engagement with a final action plan or investment recommendation(s).

**Babson College provides rigorous programs of study in finance and investments taught by full-time professors and practitioners who bring practical, real-world experience to Babson’s students. The College also has been ranked No. 1 in entrepreneurship by U.S. News & World Report for 17 consecutive years. Babson seeks new ways to integrate entrepreneurial thinking and functional expertise in the area of investments and finance in the graduate curriculum. The College continues to expand the opportunities for doing and learning business on a global scale, and attracts world-class students capable of recognizing opportunities and creative problem solving.**

**PARTICIPATION**

To initiate a Cutler Center MCFE project, interested companies may contact the Graduate Office of Experiential Learning at oel@babson.edu. Additional information is available at http://mba.babson.edu/corporatepartnerships/experiential.aspx.

For more information and to discuss possible projects, please contact Mark Biddle at 781-239-6149.
SAMPLE PROJECTS

Private Equity
Investment Assessment and Due Diligence
This project provided students with the opportunity to participate in a critical element of private equity investing and financing decision making. The team’s primary responsibilities were to: (1) review opportunities in new energy resources across four continents; (2) provide written reports to the principals with the merits of the investment opportunity; (3) perform detailed analyses on the markets addressed by the potential investee companies; and (4) assist the principals in first level due diligence for proposals of interest for the fund.

Asset Management
Industry and Equity Analysis
This project enabled the MBA team to provide investment analysis that was used by the senior investment management team. The Babson team conducted industry research on the renewable energy sector, wrote an industry report, and presented it to management at the midpoint of the semester. In the second half, the team wrote in-depth equity research reports on two publicly traded stocks in the renewable energy sector.

Venture Capital
Management Consulting Engagement
This venture capital firm engaged the Babson project team to ascertain market size of seed-stage small businesses, whose needs are met by neither traditional banking nor venture capital, and uncover the largest concentrations of seed-stage small business.

FREQUENTLY ASKED QUESTIONS

How are partner companies selected?
Company selection is based on student interest in the project. During the course of the project, the company sponsor interacts with the team on an as-needed basis and provides all necessary information to the team members on request. The company sponsor supervises the project and assists with inter-company communication. The company sponsor pays only for project-related expenses previously agreed upon and incurred during the project. Several recent program participants have included Essex Investments, Highmount Capital, LaunchCapital, and Beaumont Financial Partners.

What areas could a project emphasize?
Projects deal with current concerns or issues of sponsor companies in one or more functional areas. Consulting and investments engagements have included:

• Alternative energy investment analysis and stock recommendations
• VC and PE investment assessment and due diligence
• Analysis of China’s economy and investment recommendations
• Strategy project on the direction of the wealth management sector

Who are the students?
MBA students are selected based on academic performance, willingness to work in a team, and individual skills relative to the project, as well as initiative, leadership, responsibility, and reliability. More than 30 percent of Babson’s graduating students accept offers in the fields of investments and finance, and are recruited by leading global organizations, such as Fidelity Investments.

How is the team supported?
A faculty adviser or executive in residence supports every team. During the course of the project, the adviser provides technical support, guidance to the student team, supervision, and is responsible for grading the assignment. F. Mark D’Annolfo, director, Cutler Center for Investments and Finance at Babson, and investment banking veteran, is the faculty adviser for the Cutler Center MCFE engagements.

The students also are supported by Jack Cahill, manager, Cutler Center Research and Instruction. They also have access to both the vast resources (Bloomberg, Northfield, Factset, CRSP, etc.) of the physical Cutler Center in the Horn Library and to the finance faculty, who publish groundbreaking investments and finance research.

What is the schedule for applications?
June 1 for fall projects • October 1 for spring projects • March 1 for summer projects

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