

2020
2021

SESAME CONSULTING MISSIONS

2 WEEKS TO BOOST YOUR PROJECTS

MASTER IN MANAGEMENT
STUDENTS AT YOUR SERVICE

3 INTERNATIONAL ACCREDITATIONS



INSPIRING
EDUCATION
INSPIRING
LIFE



CORPORATE CONSULTING

COMPANY MISSIONS

The SESAME CONSULTING MISSIONS project is a major asset to last-year students of our Master's in Management program.

SESAME CONSULTING MISSIONS A UNIQUE TBS TEACHING TOOL

We trust students of all specializations with a consulting role to tackle a strategic issue, submitted by a real company.

Students are divided in groups of 36 and have 2 weeks to:

- Establish a strategic analysis of the company's positioning in its (desired) target sector.
- Make concrete professional recommendations.

Students are coached by two TBS professors and guided by a company ambassador to implement highly up-to-date models and come up with creative solutions in order to make innovative recommendations to companies at the end of their 2-week mission.



**36 LAST-YEAR STUDENTS
OF THE MASTER IN
MANAGEMENT
ACTING AS CONSULTANTS**



**2 WEEKS
TO SOLVE
STRATEGIC ISSUES**



**RIGOR & CREATIVITY
RELEVANT DIAGNOSTICS
AND RECOMMENDATIONS**

“**Professional results** with
an average rating of 9.7/10
from past partners.”

HOW DOES IT WORK?

Quick results at no cost to your company.

01 Mission statement

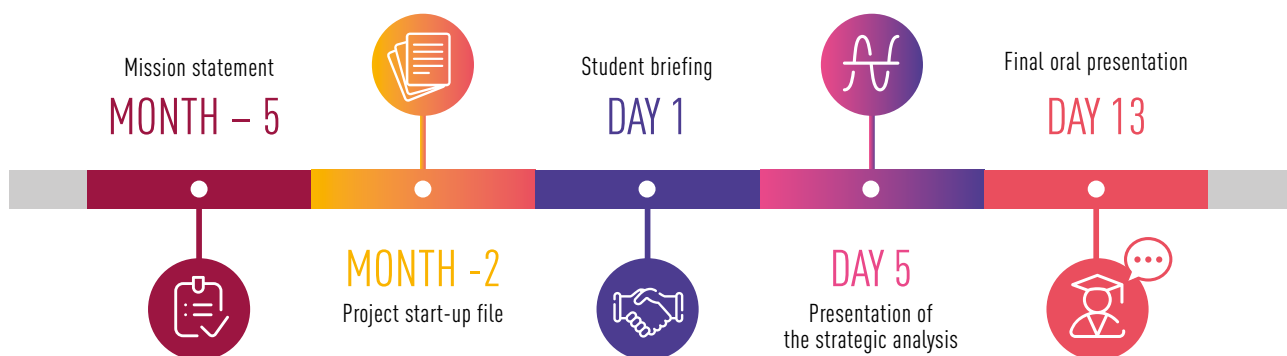
Submit your company issue to TBS in a mission statement of 3 to 5 pages. This statement should include a company presentation, its sector and define the company's expectations in terms of market evolution, business development strategy, international expansion, process digitalization, new targets to conquer in the medium term, applicable internet business models, etc.

02 Project start-up file

The company and project tutors will use this information to create a project start-up file that contains all the information required to launch the mission.

03 Three meetings

The company's ambassador will then assist in three meetings: the student briefing on the first day of the mission, and 2 student presentations at the end of week 1 and 2.



HOW MUCH WILL THIS COST MY COMPANY?

All SESAME student missions are provided free of charge. You're of course welcome to show your appreciation to our students (small gifts, goodies, end-of-mission party...). Companies may also choose to support the TBS Foundation to finance student scholarships.

tbs  FONDATION

WHERE? WHEN? HOW?

All missions are defined **3-5** MONTHS IN ADVANCE

Every year

25 SESAME MISSIONS | **4** STUDENT CAMPUSES
TOULOUSE • BARCELONA • PARIS • CASABLANCA

EN & FR PRESENTATIONS IN ENGLISH OR FRENCH

Key dates

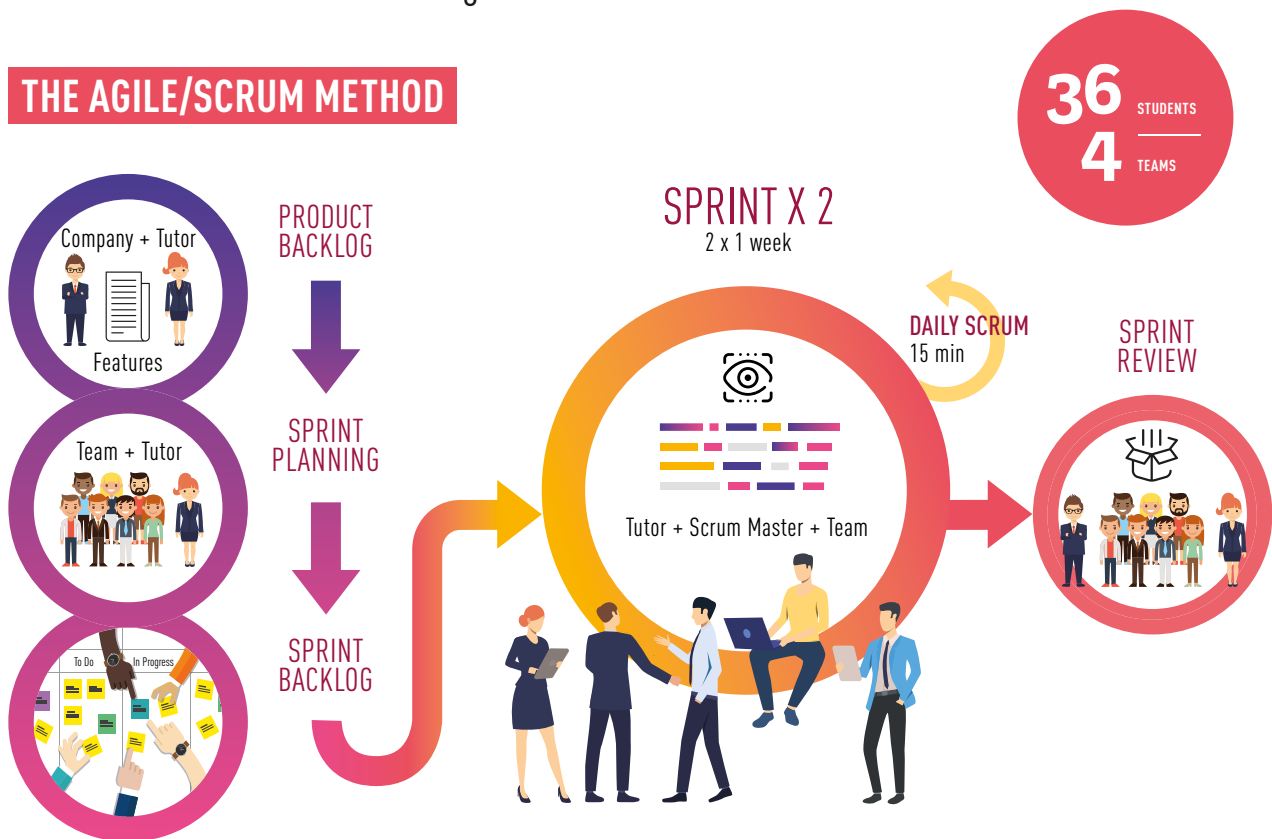
April
FOR APPRENTICESHIP STUDENTS

January
FOR ALL OTHER STUDENTS

WHAT IS THE ADDED VALUE?

TBS strongly advocates innovative teaching methods in all programs and has chosen to implement the Agile Scrum collaborative working method in all SESAME missions.

THE AGILE/SCRUM METHOD



AUTONOMY & COMPLEMENTARITY

Every group of 36 students is divided into 4 agile teams, which work autonomously while complementing each other. The tutoring professors roll out the method before the students, who rapidly adopt the applicable framework, roles, ceremonies and tools used to implement the Agile Scrum method. This way of operating creates high added value in a very short period of time, but also adds a valued skill to the students' resume for future employers.

THEY WORK WITH US



... AND MANY OTHER INTERNATIONAL, NATIONAL OR REGIONAL PLAYERS

CONTACT

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A 100% WINNING FORMULA FOR YOUR COMPANY

USE THE **EXPERTISE** OF MASTER IN MANAGEMENT STUDENTS

They cover a wide range of sectors, while you also benefit from the know-how of the 2 tutoring TBS professors in marketing, finance, management control, supply chain, big data,...

A **FRESH LOOK** AT YOUR PROJECTS THROUGH MILLENNIAL EYES

Our millennial students often come up with audacious ideas and creative solutions, **within the required rigorous framework.**

PROMOTE YOUR **COMPANY** THANKS TO THE SESAME MISSION

Present your activities to our students, who will be the managers of the future, and explore their talents for potential internships or even jobs.

INSTANTLY WORKABLE **DELIVERABLES**

Synthetic PowerPoint presentations, Excel files with data bases, opinion polls, mapping...



The information companies provide us with is often highly confidential. All TBS students commit to respecting confidentiality agreements.



TESTIMONIAL

Comtesse  du Barry

JÉRÔME FOUREST

General Manager - Comtesse du Barry

Jerome FOUREST, the General Manager of French delicatessen company Comtesse du Barry, talks about his experience working with TBS students during a SESAME mission: "I joined the initiative with limited expectations. **The result? Total amazement.** The question we asked students was simple: how do we bring more people to our stores? Of course, we'd already implemented a wide set of actions to that effect. Students therefore had to be really creative. The agile method, which I'd heard of but never tried out, was a wonderful surprise. **The students' recommendations really blew me away.** No empty words but tangible ideas. The final result completely exceeded our expectations and reached consultant level. **We've given a bit of our time but received much more in return.**"