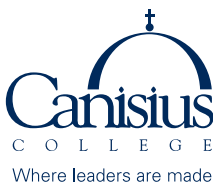




Canisius College

Student Consulting Partnerships

A service provided to the community
by the Richard J. Wehle School of Business



What is it?

Clients receive consulting advice from business students who work with guidance from Canisius faculty. The work is usually done as part of a class. Students are usually selected from The Wehle School of Business undergraduate and MBA programs. Consulting includes assistance in business fields, such as but not limited to marketing, human resources, accounting, finance, operations, strategic planning or information systems.

What is the process?

Interested clients complete a brief application and submit it for consideration. Application deadlines may be found at www.canisius.edu/cscp. Student teams and faculty review the applications and select the clients based upon their interest and ability to assist with the proposed project. All applicants are notified of the selection results. It is not possible to help everyone who applies but CSCP applicants who are not selected are welcome to reapply with a different project and/or leave the application active.

What must you do to participate?

Selected applicants must be willing to spend sufficient time over several months and share information with the students so they can determine what the “problem” is and how to resolve it. This may involve sharing confidential information. Students will be coached on the need for confidentiality but can not serve well if they lack the information needed to undertake what they are being asked to do.

Clients with consulting needs that exceed the capability of the students may wish to consider contacting the Canisius College Center for Professional Development at 862-4600.

Recent Partnerships

To date, more than 150 local organizations have benefited from the Canisius Student Consulting Partnership Program including:

American Heart Association
Blind Association of Western New York
Buffalo Philharmonic Orchestra
Buffalo Zoological Gardens
Children's Hospital of Buffalo
EduKids
Fisher Price
Hunter's Hope
HSBC Bank
IBM
La Luna/3rd Room
Make-A-Wish Foundation
Mentholatum Company
Praxair
Roswell Park Cancer Institute
Shea's Performing Arts Center
YMCA



Why is this program a win-win opportunity for the students and clients?

One of the true measures of an education is how well graduates are prepared to apply what they learn in the classroom. This program provides students with hands-on experiences while at the same time helping a local organization succeed.

Organizations benefit from having someone else take a fresh look at a problem or issue. Clients can bounce ideas off students, have a special project completed, or find expertise that doesn't exist in their organization. Clients also have the satisfaction of knowing that they helped someone "learn by doing." An added bonus is clients will receive an oral presentation or a written report by the students, which contains their analyses, findings and recommendations.

What do some of the people who have been helped say?

"As a direct result of the students' research, the YMCA decided to go ahead with plans to build a new \$9 million facility in the Southtowns."

John Murray, President and CEO,
YMCA of Greater Buffalo

"Ideas developed by the Canisius students were key factors in the expansion of our Holiday Card project from a seasonal special event model to a year-round structured business model with a greater focus on profit margin."

Cindy Eller, Vice President for Development,
Roswell Park Cancer Institute

"It was a pleasure working with the faculty and marketing students at Canisius College. I was able to guest lecture about the role of the chamber and they were able to design and conduct a survey that identified the chamber benefits that are most important to our members."

Colleen C. DiPirro, President and CEO,
Amherst Chamber of Commerce

"Canisius students have been a wonderful resource to individuals starting a new business or working on a special project in their organization. The students bring enthusiasm and energy to whatever they are asked to do."

Timothy E. Wanamaker, Executive Director
Office of Strategic Planning, City of Buffalo

How do I submit a request for assistance or get more information about the Canisius Student Consulting Partnership?

Please fill out the on-line form found at www.canisius.edu/csccp or print the form and mail it to the address listed on the back of this brochure. The form may also be faxed to 716-862-4603. For more information please call 862-4600 or 888-2160.

Our mission:

The Richard J. Wehle School of Business develops business professionals to lead within their organizations, to excel in the globally competitive marketplace, and to behave as ethically and socially responsible individuals. This is achieved through teaching excellence, intellectual vigor and community involvement in the Jesuit tradition.



Canisius College Student Consulting Partnerships

Canisius Center @ Amherst

300 Corporate Parkway | Suite 130 | Amherst, NY 14226

phone 716-862-4600 | fax 716-862-4603 | phone 716-888-2160

www.canisius.edu/cscp
