The Grow Movement Volunteer Consultant Program connects Booth MBAs with small business founders in Rwanda for remote consulting sessions.

Managed by the Rustandy Center for Social Sector Innovation at the University of Chicago Booth School of Business, the pilot program leverages the skills of Chicago Booth alumni who want to give back and the on-the-ground expertise of Grow Movement, a nonprofit established in 2009 that aims to help to help alleviate poverty by pairing international business professionals with founders in Uganda, Rwanda, and Malawi.

**GET INVOLVED**

If you’re interested in applying to the program, contact Ali.Galloway@ChicagoBooth.edu or apply here by Sunday, July 26, 2020.

**ACCESS TO ALUMNI MENTORS**

The Grow Movement Volunteer Consultant Program allows entrepreneurs in Rwanda to leverage the experience and skills of MBA graduates. Through the program, Chicago Booth alumni provide a valuable resource for entrepreneurs in East Africa. Selected alumni applicants are matched with business owners for an initial 12 session coaching term with virtual meetings happening every one to two weeks.

The pilot is a partnership between the Rustandy Center for Social Sector Innovation at the University of Chicago Booth School of Business and Grow Movement, a nonprofit which has supported the completion of over 1,000 projects and the creation of 1,700 jobs in Uganda, Rwanda, and Malawi through its pairing of international business professionals with founders in East Africa.

According to research from Pradeep Chintagunta, the Joseph T. and Bernice S. Lewis Distinguished Service Professor of Marketing at Chicago Booth and co-authors, entrepreneurs increase their sales by an average of 27 percent after participating in Grow Movement’s remote coaching program. The researchers conducted a randomized controlled trial to evaluate the impact of Grow Movement’s long-distance mentoring program on the economic and social outcomes of 1,500 businesses in Uganda.

Chintagunta’s research is one of several research projects the Rustandy Center has helped fund since 2015. The Rustandy Center supports social impact research to Booth faculty and PhD students, who investigate complex social and environmental problems, while applying the school’s rigorous approach.
HOW IT WORKS
Booth alumni consultants should have:

- At least five years of work experience
- Experience improving business performance, whether as a management consultant, an entrepreneur, a mentor, or by working in a corporate environment

Alumni will apply to the program to be matched with entrepreneurs in Rwanda. After matches are made, alumni will be required to attend a training session with Grow Movement staff and three to five other alumni mentors. From there, alumni consultants and entrepreneurs in Rwanda will set their own schedules for the 12 training sessions which are split into stages:

- Stage 1: Understanding the business (three sessions)
- Stage 2: Delivering on a key objective (nine sessions)
- Impact Assessment: Evaluating the benefit (six months after Stage 2 completion)

All 12 sessions should be completed within six months and will occur over mobile phone, Skype, and WhatsApp.

At the conclusion of the sessions, alumni consultants will have supported the delivery of a key objective that will improve one area of the entrepreneur’s business. Six months after the end of the project, a member of the Grow Movement team will be in contact with each entrepreneur and record the impacts that working with Grow Movement and Booth alumni consultants has had on their business. Alumni will also have the chance to share their experience working with Grow Movement and to pursue a future opportunity with the nonprofit.

About the Rustandy Center for Social Sector Innovation
The Rustandy Center for Social Sector Innovation is the destination at the University of Chicago Booth School of Business for people committed to helping solve complex social and environmental problems. As Chicago Booth’s social impact hub, the Rustandy Center offers hands-on learning opportunities, supports innovative courses, and pursues research—all with the goal of developing people and practices with the potential to solve the world’s biggest problems.

About Grow Movement
Grow Movement alleviates poverty by helping entrepreneurs build their businesses. By skype, phone, and email, our volunteers mentor entrepreneurs and transfer business skills. This enables the entrepreneurs to run their businesses more effectively, increasing profitability and creating jobs in their communities. Our volunteers are global business professionals with skills in marketing, finance, strategy and business development who offer 12 consultancy sessions for free.