



# Tolani Motwane Institute of Management Studies

## Consultancy Project Policy

The Consultancy Project Policy underscores our commitment to apply academic knowledge to practical challenges and fostering faculty growth. By providing valuable consulting services, we aim to contribute meaningfully to organisation and establish our institute as a valuable partner in driving innovation and success. This policy is applicable to full time faculty members of the institute.

### Objectives:

The Consultancy Project Policy is designed to achieve the following key objectives:

**Knowledge Application:** Bridge the gap between academic knowledge and practical organisational needs by providing consulting services that offer real-world solutions.

**Faculty Development:** Enable faculty members to apply their expertise beyond the classroom, fostering a deeper understanding of VUCA challenges and trends.

**Enhanced Reputation:** Elevate the institute's reputation by showcasing the impact of our expertise on the organization.

### Scope:

The consultancy service encompasses a wide range of services that align with the expertise of our faculty members. The partial list of consultancy service include:

**Strategic Management:** Offering strategic planning, market entry strategies, and business model analysis.

**Operations and Process Improvement:** Advising on operational efficiency, process reengineering, and supply chain management.

**Marketing and Branding:** Providing market research, branding strategies, and digital marketing solutions.

**Financial Management:** Offering financial analysis, investment evaluation, and financial planning.

**Human Resources:** Assisting with talent acquisition, performance management, and leadership development.

**Entrepreneurship Support:** Advising startups on business planning, funding strategies, and growth management.

**Technology:** Provide assistance in technology adoption, project management, and digital transformation, enabling businesses to leverage cutting-edge technologies and stay ahead in today's fast-paced technological landscape.

In addition to the illustrative list above, the institute also open to provide customized consulting services.

**Institutional Support:**

Faculty members engaged in consultancy projects will be provided adequate institutional support.

**Consultancy Fees:**

Consultancy fees should commensurate with the project's scope and complexity and is decided mutually between institute and client. In addition to this, out-of-pocket expenses and any applicable taxes will be charged on actual basis.

**Faculty Compensation:**

Faculty members engaged in consultancy projects will receive 70% of consultancy fees and related out-of-pocket expenses if any.

In case of more than one faculty member engaged in the consultancy project, the 70% of consultancy fees will be shared equally among the number of faculty members or as decided by the institute. 30% will remain with the institute.