



**INTERNATIONAL INSTITUTE OF MANAGEMENT STUDIES (IIMS)**  
**Approved by AICTE, Ministry of HRD, Govt. of India**

## **Consulting & Management Development Program Policy**

### **Introduction**

Consulting and Management Development Cell of IIMS operates with the larger objective to share management systems and practices with the industry and assist in taking forward industry objectives through consultancy assignments. The aim is to bridge the gap between industry and academia.

IIMS develops and organizes customized programs based on specific requests. MDP programs are attended by executives across all levels, ranging from Sales Managers to CEO's. IIMS aspires to conduct consulting assignments and training for **sectors** such as Manufacturing, Banking, Hospitality and other service industries.

### **Consulting and Management Development Cell Members (2018-19)**

<b>Sr. No.</b>	<b>Designation</b>	<b>Committee Profile</b>
1	Executive Director – IIMS	Founder President
2	Director – IIMS	Head - MDP & Consulting
3	Head Research – IIMS	Training Manager
4	Head MDP – IIMS	Business Manager

### **Collective Responsibilities of Consulting & MDP Cell:**

- i. Periodic review on the progress of MDP business and activities.
- ii. Periodic reporting to the Chief Mentor.
- iii. Generating & ensuring business generation through leads.
- iv. Maintaining business relations with leads.
- v. Implementation and execution of the MDP Calendar.
- vi. Preparation of reports to present to the Chief Mentor.

- vii. Collecting and maintaining feedbacks on execution of the project.
- viii. Ensure that feedback (formal or informal) is taken from the clients after execution of the project/program.

**Appointment of members of Consulting and MDP Cell:**

- The Executive Director-IIMS will be the Chief Mentor of Consulting & MDP Cell.
- The Chief Mentor will appoint Head - MDP & Consulting Cell.
- There will be two faculties working under Head - MDP & Consulting Cell. Both the faculty, “Business Manager” and “Training Manager” will be appointed by the Head - MDP & Consulting Cell, in consultation with Executive Director- IIMS.

**Revenue Sharing Policy**

- Revenue generated through the MDP projects is shared as below:
  - Institute: 50%
  - MDP Head: 30%
  - Consultants: 20%
- For Faculty Consultants, with prior permission, NOC is issued for availing 100% revenue generated through MDP & Consulting