

Report on one-day Workshop for creating awareness about consultancy projects and implementation of the University Consultancy Policy and its operational procedure on 15th September 2022

A one-day Workshop for creating awareness about consultancy projects and implementation of the University Consultancy Policy and its operational procedure was organized by Human Resource Development Centre, Integral University on 15th September 2022 in Central Auditorium.

The resource persons of the workshop were Prof. Syed Misbahul Hasan, Director IQAC, Mr. Ahmad Raza, Treasurer and Prof. Syed Aqeel Ahmad, Director HRDC & Head Civil Engineering Department, Integral University Lucknow.

The workshop started with a welcome by Prof. Syed Aqeel Ahmad. He discussed the importance of consultancy services for increasing the credentials of the faculty members and the department as well as the upgradation of knowledge; ultimately enhancing students' employability. Thereafter he invited Prof. Syed Misbahul Hasan, Director IQAC to deliver his talk wherein he discussed and elaborated on elements of Integral University's consultancy policy. Prof. Hasan explains the university policy for promoting consultancy activity and also explains its importance in securing better grades at NAAC accreditation. He explains the two categories identified in university consultancy policy as 'Individual Consultancy' and 'Departmental Consultancy'. The 'Individual Consultancy' category applies to assignments executed by an individual or a team without any departmental infrastructure/laboratory requirement such as Design /Inspection/ Third party inspection /vetting/Checking/Value Engineering. The 'Departmental Consultancy' category is applicable to all other cases not falling in the earlier category. Prof. Hasan also explains the revenue sharing policy of the university, which is highly consultant friendly and shares of the university are only 10% in the case of 'Individual Consultancy' and 25% in the case of 'Departmental Consultancy' which will be used for development of the department.

Mr. Ahmad Raza, Treasurer, Integral University discussed the operational and financial part of the consultancy policy. Mr. Raza explains the procedure of making an Expression of Interest, preparing of technical and financial proposals and other steps to apply and grab the consultancy assignments in the highly competitive market. He also added that a carefully drafted consultancy proposal would act as a foundation stone on which the success of the assignment depends.

The talk of Prof. Syed Aqeel Ahmad, Director HRDC & Head Civil Engineering Department, Integral University, Lucknow was based on the success story of the department of Civil engineering in the field of consultancy. Prof. Ahmad explains the art of grabbing and executing consultancy assignments from the market and also emphasized on to shed the fear, start working and accept consultancy assignments even if it is of small amount. He also emphasized on to give your best to execute the consultancy assignment. Prof. Ahmad stated, "Your commitment to quality and professionalism will pave the way for you". He also explains how the consultancy assignments started in the department of Civil Engineering, Integral University with mere few lakhs in the year 2014 and crossed Rs. 3 Crores mark in 2022 in a short span of 8 years.

The workshop was attended by HoDs and faculty members of several departments of Integral University. Total of 77 participants got benefitted from the workshop.



Participants and resource persons of workshop on “creating awareness about consultancy projects and University Consultancy Policy”



Prof. Syed Aqeel Ahmad, Director HRDC & Head Civil Engineering Department discussing with the participants of the workshop



Prof. Syed Misbahul Hasan, Director IQAC delivering his talk to the participants of the workshop



Mr. Ahmad Raza, Treasurer, Integral University during the workshop