

## Key Indicator- 7.3.1 Institutional Distinctiveness (20)

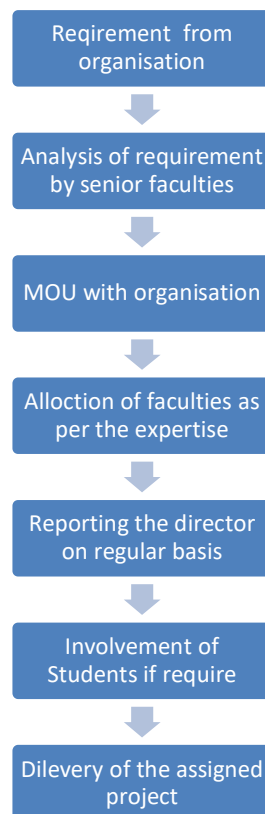
### Consultancy:

Consultancy to Industries is one of the distinguishing areas of our institute. CIMDR is a pioneer institute in the management under the Shivaji university. We take proud in being one of the leading in academic records. CIMDR believes that management education cannot be imparted in isolation hence industrial interaction is considered as part of training to the students. CIMDR have nurture the culture of consultancy in the last two decades. From last three year it has establish strong foot hold among the industrialist in Sangli and surrounding area.

### Features of Consultancy:

- 1) **Exposure to the faculties helps in enriching classroom teaching and research.**
- 2) **Participation of students in delivering the consultancy projects.**
- 3) **Monetary benefits to the students**
- 4) Budget is prepared and implemented by Faculty. 70:30 formula is implemented by the management where in 70 % is given to faculty & 30 % is to the institutes for the resources used during the consultancy.
- 5) **Involvement of industrialist in the effective delivery if curriculum.**

### Process of Implementation:



**Areas of consultancy:**

- 1) Marketing: Under the umbrella of marketing CIMDR has delivered market survey, market potential analysis, STP analysis and marketing strategies.
- 2) HR: CIMDR has worked on the Human resource planning and procurement. Quality circles in HR, Self Manage Team performance & HR manual.
- 3) Finance: In the finance area project analysis & planning is done

**Success stories:**

- 1) **Galaxy:** Galaxy Transmissions Pvt Ltd ["Galaxy"] is a diversified group with interests in aluminum, power transmission and distribution. CIMDR **2004-05**
- 2) **Samruddhi: 2004-05**
- 3) **Sampatrao Pawar:2006-07**
- 4) **SHG**
- 5) **Godawari Industried**
- 6) **Kotibhaskar**

Sr. No	Name of Origination	Area of work	Year	Duration	Funds
1	Galaxy Transmissions Pvt Ltd	HR	2004-05	3 Months	50000
2	Samruddhi	HR	2004-05	3 Months	70000
3	Ugam-NGO	Finance		On going	extension activity
4	SHG				
5	Godavari Industries	HR, Marketing	2014	On going	I2I
6	Kotibhaskar	Market research	2015	2 months	A/C

**Current Projects:**

Sr.no	Name of Origination	Area of work	Year	Duration	Funds
1	Annapurneshwari Foundation	Political consultancy	2018	2 year	134000
2	Vikas Hightech	Marketing	2018	1 year	80000

CIMDR is expecting to strengthen the consultancy cell as a part of Quality initiatives. Establishment of I2I cell has help in promoting the consultancy among the industrialist.