

Faculty and Subject Expert/s Consultancy Policy Form Overview

The Institute of Business Management supports, encourages and offers the opportunity of consultancy to its faculty and management staff where they are engaged in activities initiated and /or administered by the Entrepreneurship & Management Excellence Centre (EMEC)/Office of Research, Innovation & Commercialization (ORIC), the capacity development wings and research units of IoBM.

Objectives

- To encourage professional development of Faculty, Subject Expert and Management Staff through interactions with industry practitioners
- Development of Faculty, Subject Expert and Management Staff expertise in solving practical issues of the industry
- Monetary incentive to Faculty, Subject Expert and Management Staff
- Recognition of the Institute through positioning of Faculty, Subject Expert and Management Staff expertise
- Industry engagement and exposure of the students with experiential learning of real life industry issues
- Development of instruction and curriculum with case studies and examples from Pakistani industry

Process to be followed by Faculty, Subject Expert and Management Staff wishing to be engaged in consultancy

1. Prepare the consultancy proposal as one of the options that follow:
 - a. Respond to a Request for Proposal identified by ORIC/EMEC or
 - b. Identify the Request for Proposal and inform faculty and staff/subject experts.
2. ORIC/EMEC can be consulted at any time before or the during the process of designing and formulating the proposal.
3. Fill the prescribed Consultancy Proposal Form and submit to EMEC/ORIC along with the proposal to process it further.
4. The form to be forwarded to the relevant, HoD, Dean and President for approval.

Restrictions in execution of the consultancy project

Consultancy should be reserved to instances where:

- Consultancy assignment should not interfere with the routine activity of Faculty/Visiting Faculty
- Consultancy should be relevant to the vision and mission of IoBM
- There should not be a conflict of interest with any department of IoBM
- The said project/consultancy should not be replicated to work with other firms without the approval of IoBM

Consultancy Incentive:

In case of consultancy, 50 to 60 % of the revenue generated shall be paid to the Faculty, Subject Expert and Management Staff. However, the amount may vary depending upon any of the following:

- The expertise/qualification of the Faculty, Subject Expert and Management Staff
- The time spent on the work
- The nature and scope of the project
- The budgetary requirements of the donor/firm

Details are given at the IoBM-ORIC websites: <https://oric.iobm.edu.pk>