

# CONSULTING MASTERCLASS - Steering Consulting Projects Successfully

**Date:** 15 April 2023

**Day:** Saturday

**Venue:** CHRIST Deemed to be University, Central Campus

**Time:** 12:00 pm - 1:30 pm

**Facilitators:** Dr Santosh, Dr Suparna, Dr Bharathi, Dr Ridhima

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**ATTENDEES:**

1. Ms. Anamika
2. Ms. Kiran
3. Dr Santosh Basavaraj
4. Dr Suparana Kar
5. Dr Bharthi
6. Dr Ridhima Shukla
7. Mr. Vineeth M
8. Mr Jayesh M P
9. Bhavani Sanneeviraja
10. Yogeshwari S
11. Shruti Soudi
12. Arathi Venkatesh
13. Myrrene V

**DETAILS OF THE SESSION:**

- The 10<sup>th</sup> Consulting Masterclass was an invigorating dive into understanding the project management process and decoding client requirements.
- The esteemed faculty resource persons spoke on a range of subjects like business diagnostics, negotiation skills, project proposal writing, crafting government projects, etc.
- The masterclass has been a much-needed session to share with our esteemed faculty a glimpse into consulting, and how to go about such projects. It requires careful planning, communication skills, and an approach of collaboration and flexibility.

**KEY TAKEAWAYS:**

- One thing that we always need to keep in mind is that the fruition of any project takes time, it is not something that happens overnight, and strong persistence is needed at all times.
- Another key takeaway was that we at CHRIST Consulting build a pipeline; not every project we get is a success but that does not mean we give up trying. In the end, eventually, we will keep trying our best and have successful projects at CHRIST Consulting.
- The confidentiality that is maintained at CHRIST Consulting is also remarkable. The details of how a previous project was conducted are given to others—instead, just a brief overview is provided because the clients trust us and we maintain their trust in us.

## DETAILS OF THE FACILITATORS:

### Dr Santosh Basavaraj

#### *Project Management Processes*

- Completing his Ph.D. at Anna University, Chennai, his area of interest includes HR Analytics, CSR, and Human research along with Leadership Training and Talent Management.
- Coming from an industry Background, always being passionate about work which spiked his interest in CHRIST Consulting.
- In his first project as a part of Consulting, GEIDEA, August 2019 , Proposal on the end to end Training delivery gave them a lot of insights on how to handle this type of proposals, how to approach the clients, how as a part of Christ consulting negotiate with the terms and conditions of a project.
- He along with this team had handled other workshops and training sessions for HR Analytics, like the Cambridge Institute of Technology, Bengaluru approached them in September 2019 for Training on HR Analytics.
- In his presence, the successful projects – STEER Engineering Private Limited, Bengaluru, a proto-type develop generated a revenue of Rs, 23,600 . Tektronix India Private Limited, Bengaluru a 6 Leadership training program generated a revnue of Rs1, 65,200.

### Dr Suparna Kar & Dr Bharathi

- Dr Suparna and Dr Bharathi both shared their insights on the project Matrimony.com that they worked on last academic year came directly to the department and after seeing enough interest was spiked this project was taken up.
- The Department came to Christ Consulting for the final formalization of the project. Along with finalization, Christ Consulting also helped in streamlining the processes, Supporting with interns and budgeting, even facilitating and managing the financials.
- Working with Christ Consulting provides an understanding of how to further take up with proposal from follow-up to actually understanding in detail the idea of focus, the objectives to get the maximum clarity.
- A multi- disciplinary team work in projects like this js very necessary and always keeping the communication open and transparent

### Dr Bharathi

#### *Journey towards Excellence*

- Dr. Bharathi's first interaction with the consulting team was when the training programs for Middle Management Staffs and union leaders, for the Toyotetsu India Pvt. Ltd. A2 day training program in January 2022.
- At Social Work department, where the students are specialized and placed in different types of Industries, scope for internships and placements always being there was a major part / network for this project.

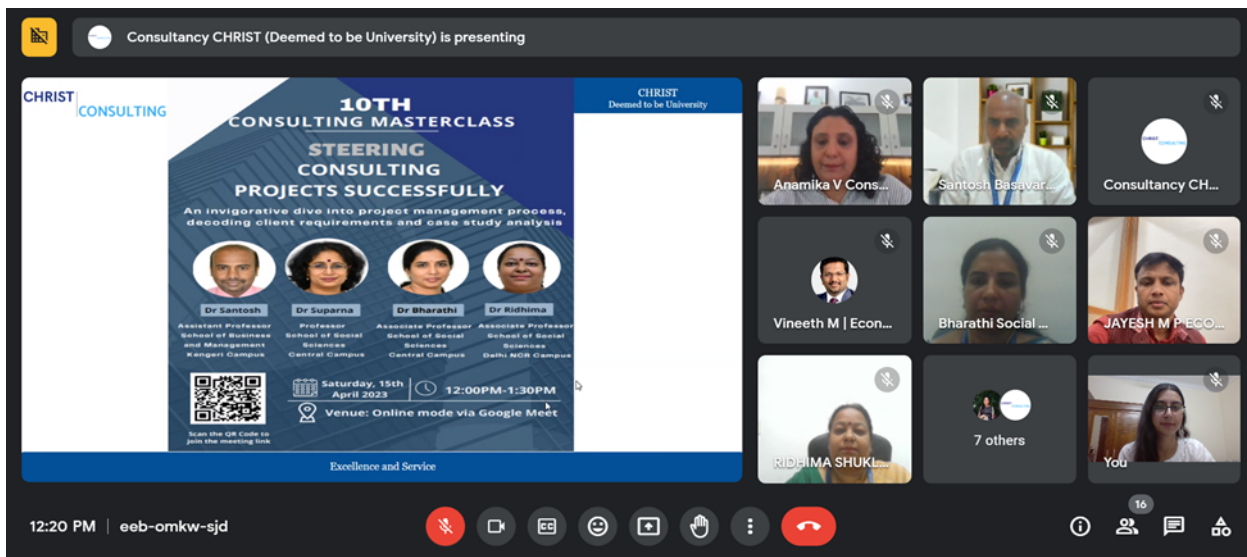
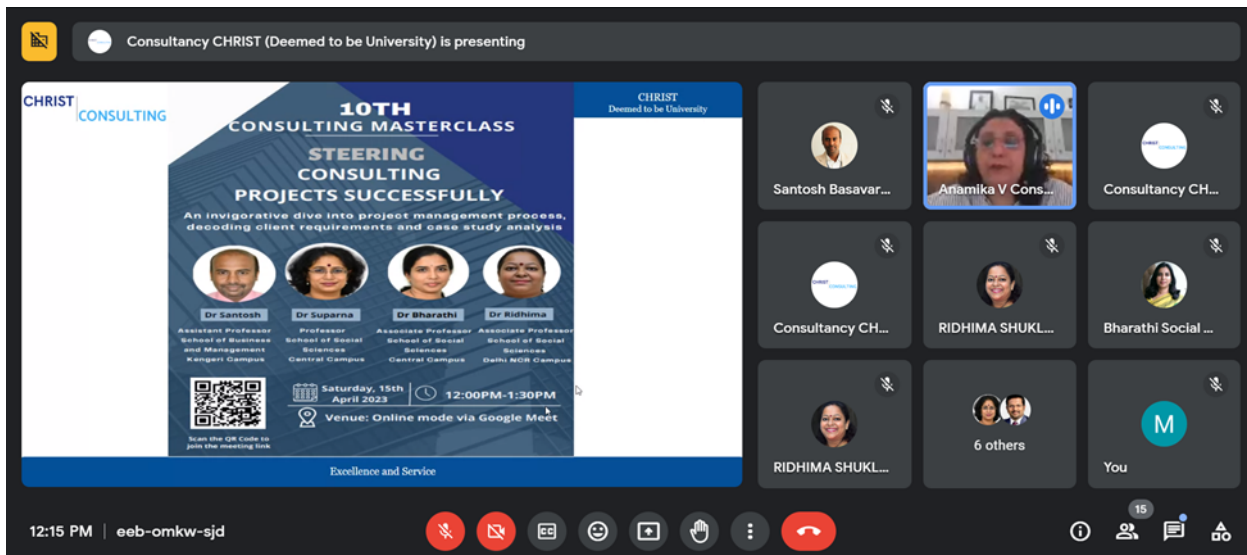
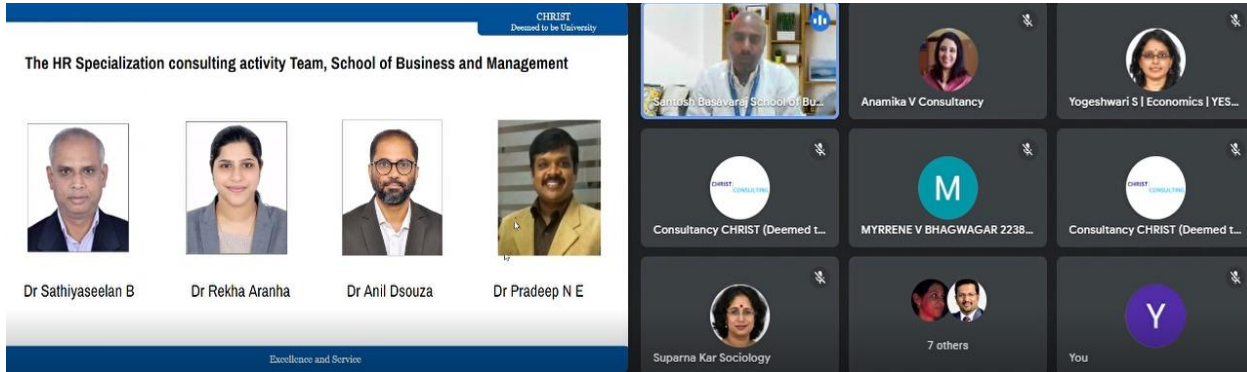
- With the vision of focus group discussions with TU members/staff, the Christ Consulting helped throughout. Starting from finalising the proposal to budgeting and branding along with executing the programme having trust and moral support that is the most essential requirement.
- Along with this open communication and support through interns and resource persons this project was successful.

## **Dr Ridhima Shukla**

### *Decoding Client Requirements*

- Dr. Ridhima talked about few pointers while decoding client requirements, starting from understanding the briefs of the proposals meaning to read and re-read is very important and secondly put yourself in the client shoes and keeping the mind the various constraints and telling honestly what is going beyond the scope of proposal. And establishing communication channels with the clients and developing client personas are also very important.
- While handling a project, always be prepared ahead of time and being transparent at all stages of the project is very necessary to form a healthy relationship with the client.
- Focusing on the solutions and providing value to the client having Quality Assurance and feedbacks and clarifying the doubts of the clients after every meeting is very necessary.
- To Streamline the thoughts, understanding the client's needs is the very first step followed by identifying what the client wants from us and then accordingly prioritizing and eliminating the unnecessary information is also a key task.
- There are certain tools that are very important for keeping projects on track and they include – whenever handling any project, it is very important to keep meeting every now and then, daily, weekly, monthly depending on the needs of the project and always having up-to-date information of the progress.
- Building sense of shared purpose among the team, having informal check ups will build more connection within the team with will have positive effect on the project.
- With effective project planning, clearly defined goals and objectives and strong leadership will lead to project success.

PHOTOGRAPHS:



Consultancy CHRIST (Deemed to be University) is presenting

## The project

- Initial connect with the Department
- Importance of networking and branding for the Department
- Establishing areas of expertise for faculty
- Interdisciplinary possibilities
- Process followed

Anamika V Cons...

Santosh Basavar...

Yogeshwari S | E...

Consultancy CH...

Suparna Kar Soci...

Consultancy CH...

RIDHIMA SHUKL...

11 others

You

12:38 PM | eeb-omkw-sjd

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**CHRIST CONSULTING**

## Background

**Net working with industry:**

- Internships/projects/job placements
- Personal contacts

**Visit to the industry:**

- Focus group discussion with TU members/staff
- Finalising the topics

Excellence and Service

Anamika V Cons...

Santosh Basavar...

Yogeshwari S | E...

Consultancy CH...

Suparna Kar Soci...

Consultancy CH...

Bharathi Social ...

13 others

You

12:50 PM | eeb-omkw-sjd

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# Decoding Client Requirements

Dr. Ridhima Shukla  
Associate Professor and Academic Coordinator  
Department of Psychology  
CHRIST (Deemed to be University)  
Delhi NCR

Anamika V Cons...

Santosh Basavar...

RIDHIMA SHUKL...

Consultancy CH...

Suparna Kar Soci...

RIDHIMA SHUKL...

Bharathi Social ...

11 others

You

1:00 PM | eeb-omkw-sjd