

Strategy & Policy to Improve Admissions & Results of Technical Institutes - 2019

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Abstract : This paper is based on the most important aspect of Institutes i.e. Admissions & results. From last 4-5 years, we found that the admissions & results in technical institutes are decreasing at very large scale. By this paper, we are trying to analyze the reasons of decrease in admissions & results in technical education & the policies which will be helpful in improving its status.

IndexTerms – Policy, Admissions, Results, AICTE.

I. INTRODUCTION

In India, All India Council for technical education (AICTE) is working as the apex body providing technical education. AICTE provides more than 399 types of technical diploma, 53 types of post diplomas, 520 types of Post graduation courses, 12 PG diplomas & 234 under graduate level technical courses in India [1, 2, 3]. From 2015-16, the admissions in various technical courses decreased due to various reasons & the admissions in Private sector Institutes was worsen affected. In this paper, the author presented various issues related with admissions and results and even tries to give its solution, strategy & policies for improving the admissions & results.

II. DECREMENT IN INTAKE OF TECHNICAL EDUCATION IN INDIA:

In table 1, the variation in intake of Diploma/ Post Diploma, Engineering & Technology, Management, Architecture & Pharmacy in India from 2013-14 to 2018-19 is presented. The table 1 shows diploma & Engineering intakes start reducing from 2016-17 & 2015-16 respectively. From last few years, it is seen that with the availability of jobs in Banking & other financial sectors the growth in management courses is varying. In 2015-16 & 2018-19, management intake was decreased but in 2017-18 it increased. It is generally found that 80% of students who opted for Engineering & Management courses are interested to do jobs. But more than 80% students who completed Engineering courses are not so technically strong to get better jobs in comparison with the fees paid during studies. So their interest towards engineering courses decreased. It is seen that the intake in 10+2 (Non Medical/ Medical) is also affected badly from last few years; students are even not interested for 10+2 (Non Medical/ Medical) [4].

From table 1, it is also seen that the trend of Pharmacy & Architecture start increasing from 2018-19. It shows that now youth may have decided to open their own small business may be Chemist shop, Architect shops etc. and may think of government job as second option [1, 3].

Table 1: Variation in Intake in AICTE Approved Institutions

Year	Diploma/Post Diploma	Engineering & Tech	Management	Architecture	Pharmacy
2013-14	1177918	1804353	364816	-	-
2014-15	1307344	1901501	365352	10890	143244
2015-16	1310414	1844642	350161	10986	139622
2016-17	1293843	1752296	329273	09936	130926
2017-18	1261059	1662488	393055	09187	130903
2018-19	1199401	1586341	371813	10587	137322

Table 2 shows the status of approved institutions & approved intake in Punjab from year 2015-16 to 2018-19 [2]. In the overall decreasing trend in the country with the increase in total no of approved diploma & UG level institutes in Punjab the approved intake decreased. For PG level courses, both number of approved Institutions & approved intake is decreased as shown in table 2 [1, 3].

Table 2: Status of approved Institutions & Intake in Punjab

Year	Approved Institutions in Punjab			Approved Intake in Punjab		
	Diploma	UG	PG	Diploma	UG	PG
2015-16	190	148	190	67767	50980	21954
2016-17	195	144	183	67055	47253	20468
2017-18	206	143	180	65395	44315	19646
2018-19	221	147	168	56935	39262	16424

III. REASONS & EFFECTS OF LOW ADMISSIONS IN TECHNICAL INSTITUTES

There are various reasons that technical education is going down from 2015-16, but according to my experience & analysis following important reasons are mentioned below:

- From last 4-5 years, maximum students prefer to go abroad for higher studies after 10+2.
- Due to political reasons, the Industry is passing from very tough time. Due to the recession in Industry, all technical Institutes are badly affected.

- Due to low admissions, the Institutes are not able to pay their loan installment & even salaries to employees. It not only affects the faculty but also affect the financial circle of the country. With this the bonding & Sense of belongings between Institute & faculty get affected. In order to maintain the healthy relation between faculty & institute, and to motivate the faculty for admissions some special schemes need to be designed which will develop strong bonding between them.
- Another reason is poor knowledge & lack of interest of the students. When I work on this issue, I found that generally students have very poor knowledge on technical issues, but they want to learn something new but bitter truth is that our teaching & non teaching team staffs are not capable to make them technically strong. The major responsibility of grooming them practically is of non teaching staff which includes Lab & Workshop Instructors. Generally, their role is to guide them & make them capable to deal with machines but unfortunately they have limited their roll to just complete the jobs as per the syllabus only. The reason may be that either they are not interested to give them extra knowledge or their individual knowledge is not sufficient to guide them technically.
- After interaction with many students, teachers & parents it founds that if student is doing 10th from any government or private Senior Secondary School, they school authorities try to continue the students in 10+1 without the consent of the students. They don't bother about the future planning & Interest of the students.

IV. POINT BASED INCENTIVE POLICY (PBIP) FOR ADMISSION

To increase the admission status by motivating the staff, I worked on various issues & parameters related with admission with persons directly or indirectly involved in this process. After deep analysis of the problems faced by staff of private institutes during admission, Point Based Incentive Policy (PBIP), table 3, were designed which cover almost all parameters and will solve the admission issues. This policy will definitely bring revolutionary changes in the present admission scenario. This policy is generally for all institutes but it will give wonderful results in bigger groups which are running various institutes may be Engineering, Polytechnic, Management, Nursing, Law, B. Ed etc. As all faculty members are working under pressure to bring students for admissions in their particular institutes, so in this process many admissions get untouched. eg. The faculty enrolled in Engineering Institute is working to fill seats for Engineering Institute only so they can ignore other students interested for Polytechnic or Nursing or Management etc. in the same group. This happens with all faculty & staff of other institutes as well. This situation is very dangerous for the campus running multi discipline courses. So I work on this very crucial issue and make some solution on it. The policy is designed known as Point based Incentive Policy (PBIP) for admission. The details of this policy are given below:

- The base point of the policy is that each 5000/- deposited during admission will be treated as 01 point.
- On the basis of these points, only one time Incentive will be awarded.
- Points can be encashed individually or equally distributed among the team members.
- The points are based only on academics fees deposited by an individual/team during Admission.e.g. 40,000 (Course fees) – 20,000 (Concession/ Consultancy etc.) = 20,000 (deposit in Accounts) i.e. 4 points will be given.
- For SC/ST/OBC students, the points will be given only after the release of Scholarship amount.
- The faculty will take all benefits i.e. of point 2, 12, 32 etc. as & when they will be eligible.
- If any point lies in between e.g. 50 points, on the basis of point table gift will be decided accordingly.
- The Incentive will only be awarded after the submission of full fees & documents to the concerned Campus.

Table 3: Point based Incentive policy (PBIP)

S.No	Income to Group	Points	Incentive (One time)*	Cost of Incentive
1.	10,000	2	Movie ticket for family	1000
2.	60,000	12	Home Appliance	5000
3.	1,60,000	32	Mobile Phone/Health Insurance	10000
4.	4,60,000	92	Laptop/Refrigerator/LED/AC	30000
5.	11,10,000	222	Scooter/Bike	65000
6.	23,10,000	462	24K Gold (As per market Rate)	120000
7.	56,10,000	1122	Car	330000

V. REFERENCE GENERATION POLICY (RGP) FOR ADMISSION

This policy is very simple but important for admission point of view. The reason behind this policy is that generally all Institutes try to collect data from various schools, colleges, academies, tuition centre etc as per their requirement. In an analysis, it is found that if data of more than 10,000 students is collected of 10th class, the conversion rate by calling, meetings, or by other means is very low may be 4-5% only. But as per RGP policy the person who introduce the student will get reward of Rs 500/-, if it will be converted into admission. With this policy, as per my experience the percentage of conversion will increased up to 35-40%.

VI. REASONS & REMEDIES OF POOR RESULTS IN TECHNICAL INSTITUTES

There are various reasons of poor results in technical institutes such as Polytechnics & Engineering Institutes. For the better understanding of reasons for poor results, we have to understand the pattern of Examination. In this paper, examination pattern of Punjab State Board of technical Education & Industrial Training (PSBTE&IT) Chandigarh was considered. PSBTE consist of 75 marks question paper which is divided into 03 sections, Section A of 15 marks (Generally 10 blanks, True/False of 1.5 mark each), Section B is of 30 marks (5 questions of 6 marks each) & Section C of 30 marks (03 questions of 10 marks each). The student required only 24 marks to clear the exam. Although there are many issues related with low pass percentage of students. But we are concentrated on only some following serious issues.

- After deep analysis, I found that in Section A more than 90% students fails to attain marks more than 3 to 4 out of 15, section A is not seriously considered by the students & even by the teacher. Section A is the simplest method to gain 15 out of 15 marks, so we have decided to work on this important issue. We motivate students & faculty to guide them also and tell them the importance of Section A & how the students will attain full marks in it. By guiding them, we divide all subjects of all

semesters to the students and help them to make ppt's of Section A only with answers and upload it in on You Tube, so that all other students will also be benefited. This step is very important in the result improvement.

- 2nd biggest problem of poor result is that the students don't know how to write & what to write? They may know the concept but fail to write it on the paper. Sometime they don't able to understand what will be the length of the answer. We work on this issue and think that the questions will be given to the students from Section B & C and ask them to write their answers from open book. At least they come to know what to write and what will be the length of answer. Written practice of all questions in very important.
- When the student took admission in any technical course, their main aim is to learn something new but unfortunately after some time they lost their interest in study may to due to traditional way of study, lack of innovation, lack of involvement etc. We also work on this issue and try to involve students in various activities based on their branch. For Mechanical trade, we involve students in activities such as trophy making, scooter repair, car repair etc. We also distribute the trophies made by students in various function. For Computer trade, we involve students in Movie editing, animation, PC Assembly etc. The students of other trade were also involved in various activities. After these serious efforts by students & faculty, after 25 days, we feel that many students become self started and their confidence & motivation level become very high. It not only affects the individual performance of students but also effects the Institute environment as whole positively. We feel that students start working in the labs whenever they become free.
- We worked on the issues related with the overall growth of the students. Our aim is not only to give diploma or degree but also to groom them for all spheres of life. We tell them how to improve their Interview Skills, presentation skills, communication skills, aptitude skills, technical skills, dressing sense, table manners, general skills etc. In this process, we also involved some parents how are involved in technical jobs and motivate them to share their valuable experience about their journey to success and guide our students. Really, it was great show and students get motivated and finally the discipline of the Institute gets improved with involvement of parents.

VII. CONCLUSION:

As both good admissions & results is the backbone of any institute. From last 4-5 years, we found that the admissions in technical institutes are decreasing at very large scale. By this paper, we try to analyze about the reasons of decrease in admissions in technical education & the policies such as Point based incentive policy & Reference generation policy is presented which will be helpful in improving its status. Another important issue is to understand the reasons of low results & various strategies to improve the results. This paper is very important & unique in understanding the status of degradation of technical education not only in Punjab but other states of India as well. This paper may not have more reference because it is based on the analysis & strategy made by the author in improving the admissions & result status on various parameters.

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