

CURRICULUM VITAE

PROF. (DR.) IQBAL AHMAD HAKIM

Present Position : Professor in Management Studies,
Department of Management Studies ,
University of Kashmir, Hazratbal, Srinagar-190006.

Address for

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University of Kashmir, Srinagar – 190006.
E-mail: prof.iqbal.hakim@gmail.com; 0-9419457888,

Date of Birth : 03-03-1969 (March 03, Nineteen hundred and sixty-nine)

Education:

- **Ph. D. in Management**, (2002), University of Kashmir, Srinagar, Dissertation; “A Study into the Awareness of Consumer Rights and Attitude towards Consumerism in Kashmir”.
- **Faculty Development Programme in Management (FDPM)**, June 1997 - April 1998, Topped in the programme, Indian Institute of Management, Ahmedabad (IIMA).
- **M. B. A.**, (1990), First Class, Aligarh Muslim University, Aligarh
- **B.Sc.** (1998), First Class, University of Kashmir, Srinagar
- **Schooling (VI- XII)**, Sainik School Nagrota, Jammu

Teaching and Research Experience: Total-24 years (MBA/ PG courses)

- **Professor**, April 2010 – Present, Department of Management Studies, University of Kashmir
- **Associate Professor**, November 2002-March 2010, Department of Management Studies, University of Kashmir
- **Sr. Asstt. Professor**, August, 1998-November, 2001, Department of Management Studies, University of Kashmir
- **Assistant Professor**, April, 1991 to July, 1998, Department of Management Studies, University of Kashmir

Personal Objectives:

- To excel in teaching, research and consultancy in Management and the allied areas.
- To contribute towards society through education, research and consultancy.

University Corporate Positions

- **Director, North Campus**, (Satellite Campus of University of Kashmir) Delina Baramulla, University of Kashmir; April 2011- April, 2014
- **Associate Editor**, The Business Review, Half-yearly Journal published by the Faculty of Commerce and Management Studies, University of Kashmir, 2011- 2016
- **Programme Coordinator, National Service Scheme (NSS)**, University of Kashmir Srinagar since September 2007 –December 2011.
- **Coordinator cum Deputy Project Director, Evaluation**, for Undergraduate Programmes / Professional Programmes of University of Kashmir, Srinagar for the years; 2007-08, 2008-09 and 2009-10.

Teaching and Research Consultancy Interests:

- Marketing: Basic Marketing Management, Sales and Distribution Management, Services Marketing, Business Marketing
- Quantitative Methods and Analysis in Management, Statistics for Management
- Research Methods in Management.
- Production and Operations Management.

Publications: (Books)

- “CONSUMERISM In INDIA”, Published by ABD Publishers, Jaipur Rajasthan & New Delhi, 2007, ISBN: 9788183764308

Publications (Research Papers):

- "Application of Porter's Diamond Model in detection of the Barriers of Kashmir's Saffron Export." *International Journal of Agricultural Resources, Governance and Ecology, Inderscience.*, 2017, 51 -63 {ISSN: ISSN NO.}
- "An Overview of the Production Practices and Trade Mechanism of Saffron in Kashmir Valley-India: Issues and challenge's (A Review)." *International Journal of Pacific Business Review*,, 2017; **10**(2): 97 -110 {ISSN: ISSN: 097}
- "Measuring Sustainable Effectiveness of Credit Financing Schemes Through Risk Evaluation : A Review" *Abhigyan*,2016, **34**(2): 71 -85 {ISSN: ISSN No. 0}
- “Perceived Organisational Support : A Review on its antecedents and Outcomes”, *Abhinav International Monthly Refereed Journal of Research in Management & Technology*,2016, **5**(6): 30 -38 {ISSN: ISSN-2320}
- "Application of Porter's Diamond Model in detection of the Barriers of Kashmir's Saffron Export." *International Journal of Agricultural Resources, Governance and Ecology, Inderscience.*, **13**(4): 51 -63 {ISSN: ISSN NO.}
- "An Overview of the Production Practices and Trade Mechanism of Saffron in Kashmir Valley-India: Issues and challenge's (A Review)." *Internstional Journal of Pacific Business Review*,, **10**(2): 97 -110 {ISSN: ISSN: 097}
- "The Influence of Behavioural Factors on Investors Investment Decisions: A conceptual model" *International Journal of Research in Economics and Social Sciences (IJRESS)*, 2015, 5(10): 51 -65 {ISSN: 2249-7382}
- "Impact of Demographic and Socio-Economic Factors on Credit Financing among Cash Crop Growers" *International Journal of Management Research*,2015, 1(1): 42 -46 {ISSN: 2394-5842}
- “Impact of Organizational Climate on Service Quality in Service Sector”” *The Business Review*, 2015, **19**(1): 21 -28 {ISSN: ISSN:0972-}
- "Linking Market Orientation and Service Quality: Innovativeness as Mediator”” *The Business Review*, 2015, **19**(2): 17 -25 {ISSN: ISSN:0972-}
- “Exploring Marketing Activities of Apple Growers: Empirical Evidence from Kashmir”, *Pacific Business Review International, A Refereed Monthly Journal of Pacific Institute of Management, Faculty of Management Studies, Pacific University, Udaipur; Volume:7, Issue:12, June, 2015; ISSN: 0974-438X; Impact Factor(RIF) : 1.064; www.pbr.co.in*

- *“Impact of Organizational Climate on Service Quality in Service Sector”*, International Journal of Management & Business Studies (IJANS)” A publication of Cosmic Journals; 2015 Issue; ISSN: 2230-9519 (online), 2231-2463 (print)
- *“Employee Engagement: An Empirical study of Higher Education sector in Kashmir”*, Abhinav-International Monthly Refereed Journal in Management & Technology, Abhinav Publication , Vol. 4 Issue 4, April, 2015; pp:20-26; ISSN:2320-0073
- *“Organizational Climate: An Antecedent of Organizational Citizenship Behaviour”*, The Business Review, Journal of Faculty of Commerce and Management Studies, University of Kashmir Srinagar, Vol. 18 (No.2), December 2014, pp: 30-35; ISSN:0972-8384
- *“An Approach to Study the Viability of Agricultural Financing Intervention Schemes”*, International Journal of Applied and Natural Sciences (IJANS)”, A publication of International Academy of Science, Engineering and Technology (IASET), Chennai; Vol. 3, Issue 4, pp: 121-132; July 2014; ISSN(P): 2319-4041, Impact factor (JCC): 2.4758
- *“Role of Stakeholders towards Development of Sustainable Tourism in Jammu and Kashmir”*, Asian Journal of Multidisciplinary Studies, Vol. 2, Issue 7, July 2014; pp: 69-72; ISSN(Print): 2348-7186, ISSN(online): 2321-8819, Impact factor: 0.923
- *“Prospect of Health Tourism in Jammu and Kashmir”*, International Journal of Management, Information Technology and Engineering (BEST: IJMITE), Vol. 2, Issue 7, pp: 79-84; July 2014; ISSN: 2348-0513; Impact factor (JCC): 0.4512
- *“Role of Credit Flexibility and Credit Accessibility on the Performance of Agricultural Financing Institutions”*, The Business Review, Journal of Faculty of Commerce and Management Studies, University of Kashmir Srinagar, Vol. 18 (No.1), June 2014, pp: 35-43; ISSN:0972-8384
- *“Assessment of Total Quality Management(TQM) in J&K Tourism”*, Review of Research Journal (Monthly multi-disciplinary research journal), Vol. 3 Issue 9, June 2014; pp: 01-05; ISSN:2249-894X, Impact factor: 2.1002 (UIF)
- *“Employee Engagement: An Integrative Theoretical Review”*, Abhinav- National Monthly Refereed Journal of Research in Commerce & Management, Abhinav Publication , Vol. 3 Issue 6, June 2014; pp: 84-94; ISSN:2277-1166
- *“Customer Relationship Management and Customer Loyalty in Service Sector”*, International Journal of Research in Commerce and Management, Vol. 5, No. 4; pp: 19-25; April 2014; ISSN:0976-2183
- *“The Indian Rural Market: Emerging opportunities and Challenges”* Indian Journal of Marketing, Vol. 44, No. 4, April 2014; pp: 43-50; ISSN:0975-8703, Impact factor: 1.091; NASS Rating 3.89; I.C Value (2012) 6.47
- *“Service Quality Variables and Tourist Satisfaction at destination level : A Study of J&K Tourism”*, International Journal of Applied Research and Studies (IJARS)”, Vol. 3, Issue 2, pp: 01-08; Feb. 2014; ISSN: 2278-9480
- *“Supply Chain Management of Handicrafts in Jammu and Kashmir: An Analytical Framework”* The Business Review, Journal of Faculty of Commerce and Management Studies, University of Kashmir Srinagar, Vol. 17 (No.1 &2). Jan-December 2013, pp: 26-35; ISSN:0972-8384
- *“CRM Practices in Indian Banking Sector”*, International Research Journal of Commerce, Business and Social Sciences (IRJCBSS)”, Vol. II, Issue 1(II), April 2013; pp. 21-25; ISSN: 2277-9310
- *‘The Role of Demographic Factors in Relationship between Emotional Influence and Investment Decisions: An Empirical Study’*; In International Conference Volume on “Contemporary Management INCOCOM’ 12” published by NPR College of Engineering & Technology, NPR Nagar, Natham, -624401, Dindigul, ; ISBN. No. 97893 82 338284 ; October 2012,; Vol.1, Spl. Issue

- 'The Global Financial Crises and the Islamic Financial Solution'; Abhinav; An International refereed Journal of Research in Management & Technology' with Impact factor (JCC)-2012: 0.0812 peer reviewed; www. Abhinavjournal.com; ISSN2320-0073; Dec.2012 vol.2 (1)
- "Quality of Service in Public Health Sector : A study of Physical Evidence and Responsiveness of public hospitals in Kashmir" JM International journal of Marketing management (JMIJMM) ISSN:2230-70 IX, VOL-1 Issue v; July 2011
- "Social Harmony: Road to development" in the Conference Volume of RGNIYD, Sriperumbudur Tamil Nadu; August 2011 RGNIYD, Sriperumbudur, Tamil Nadu
- "Economics of broiler marketing in Allahabad district, Uttar Pradesh", "Agriculture Update: an International Refereed journal", August-November, 2010; Volume:5, Issue 3 & 4; pp. 375-379; ISSN: 0973-1520; RNI: UPENG/2006/16372; online ISSN: 0976-59335
- "Consumer Rights Awareness: A study", Conference Volume published by PCTE Journal of Business Management, May 2009, Punjab College of Technical Education, Ludhiana.
- "Information Communication 'Technology Tools in Research: A Study of Teachers Perception-II", January-June 2007, PCTE Journal of Business Management, Punjab College of Technical Education, Ludhiana, Vol. 4 (No. I).
- "Knowledge and Awareness among the Teachers about the Use of Information Communication 'Technology Tools in Research" March 2007, The Business Review, Journal of Faculty of Commerce and Management Studies, University of Kashmir Srinagar, Vol. 12 (No.1).
- "Information Communication Technology Tools in Research: A Study of Teachers' Perceptions-I", January-December 2006, NMIMS Management Review, Journal of Narsee Monjee Institute of Management Studies, Mumbai, Vol. XVIII (No. I & II).
- "E-Commerce: The Way Forward in Business", December 2005, Abstract in Report of RC-153 in Information technology, ASC, Himachal Pradesh University, Shimla, Himachal Pradesh.
- "Growing Issues of Consumerism in India: An Exploratory Study" March 2005, The Business Review, Journal of Faculty of Commerce and Management Studies, University of Kashmir Srinagar, Vol. 11 (No.2).
- "Economics of Production and Marketing of Honey in Kashmir" March 2004, The Business Review, Journal of Faculty of Commerce and Management Studies, University of Kashmir Srinagar, Vol.10 (No.2).
- "Ethics in Business: The Issues and Concerns" March 2002, The Business Review, Journal of Faculty of Commerce and Management Studies, University of Kashmir Srinagar, Vol. 8(No.1&2).
- "Consumer Rights Awareness: A Case Study of Ahmedabad" March 2001, The Business Review, Journal of Faculty of Commerce and Management Studies, University of Kashmir Srinagar, Vol. 7 (No. 1&2).
- "PBW " Rajkot Gujrat; Quality Considerations at Aji Plant" March 1998, Cases in Management - An Indian Institute of Management Ahmedabad (IIMA) Publication, pp 22:33.
- "Consumer Issues and Consumer Protection in India" March 1997, The Business Review, Journal of Faculty of Commerce and Management Studies, University of Kashmir Srinagar, Vol. 3 (No.1).
- "Awareness of Consumer Rights & Attitude towards consumerism: An Exploratory Survey", (March 1996), The Business Review, Journal of Faculty of Commerce and Management Studies, University of Kashmir Srinagar, Vol. 2(No.1).

Research Projects /Reports:

- **“Impact of Risk Management and Entrepreneurial Potential on the Effectiveness of Agricultural Employment Generation Schemes: A case study of Jammu and Kashmir”** Project as Principal Investigator, Sponsored by **Indian Council of Social Sciences Research (ICSSR), New Delhi**-Approved the grant-in-aid of Rs. 10,00,000/- (Rupees ten lacs) 2016- Ongoing
- **“Conflict Management Among School going and Non-School going Youth in J&K” Mega Research Project (2009-10)**, Project as Principal Investigator, Sponsored by Rajiv Gandhi National Institute of Youth development (RGNIYD), Sriperumbudur Chennai, , sponsored for Rs. 4.37 lacs.
- **“State Development Report for J&K” (2003), Project completed as the faculty Investigator in the Department of Management Studies in collaboration with the Institute of Social Sciences, New Delhi, and Sponsored by the Planning Commission, Govt. of India.**
- **“A Study on Teacher's Perception towards the Use of Information Technology in Research” (2005)**, Project completed at the Academic Staff College, Himachal Pradesh University, Shimla.
- **“Consumers Rights Awareness and Attitude towards Consumerism”** in Ahmedabad, (1998), submitted to Indian Institute of Management, Ahmedabad (IIMA), Gujrat as a part of FDP Programme.
- **“Analysis and Interpretation of Financial statement of Jammu & Kashmir State Financial Corporation (JKSFC): A study” (1990)**, submitted to the Department of Business Administration, Aligarh Muslim University (AMU), Aligarh.
- **“Market potential of HMT Watches in the Kashmir valley: A study”, (1989)**, submitted to the Department of Business Administration, Aligarh Muslim University (AMU), Aligarh.

Conferences, Seminars and Workshops:

- Presented a paper (oral) in "International Conference on “Sustainable Destination Excellence: Empowering Communities for Inclusive Tourism Development”", on "Understanding the customer Gap in Tourism Industry-A study of selected hotels of Kashmir", organized by *School of Hospitality and Tourism Management, University of Jammu, Jammu (India)*, from 03-03-2017 to 04-03-2017
- Presented a paper (oral) in "Conference theme: Emerging Dynamics of Entrepreneurship, Skill Development and Rural Livelihoods in New Economic Era", on "“Entrepreneurial Financing Effectiveness: Evaluation through Sustainability Approach”", organized by *The Business School Baderwah Campus University of Jammu, Baderwah*, from 08-09-2017 to 09-09-2017
- Presented a paper (oral) in "2-DAY INTERNATIONAL CONFERENCE "Recovery Marketing Strategies for Tourist Destinations in Conflict Situations" at Leh, Ladakh", on "'Importance-Performance Analysis' of Tourist Destination of Kashmir-A Case Study of Sonmarg", organized by *Department of Tourism Studies Central University of Kashmir Nowgam Srinagar*, from 08-09-2017 to 09-09-2017
- Presented a paper (oral) in "2-DAY NATIONAL CONFERENCE on "Entrepreneurship: Opportunities and Challenges in the Contemporary world” at South Campus, University of Kashmir, Anantnag on "“The challenges of Entrepreneurship Development in the state of Jammu and Kashmir", organized by *Department of Management Studies, South Campus, University of Kashmir, Anantnag* from 26-04-2017 to 27-04-2017
- Presented a paper (oral) in "Two Day National Seminar on " Growth and Development In North Western Region: Issues and Perspectives", on "Sustainable Agr-Alliued Entrepreneurial

Financing: Exploring the Impact of Financial Knowledge and Cultural Values in Financial Behaviour", organized by *Department of Economics, University of Kashmir, Srinagar*, from 16-03-2016 to 17-03-2016

- Presented a paper (oral) in "Two Day National Seminar on " Growth and Development In North Western Region: Issues and Perspectives", on "Competency Mapping with reference to Higher Education Institutions", organized by *Department of Economics, University of Kashmir, Srinagar*, from 16-03-2016 to 17-03-2016
- Presented a paper (oral) in "National Research Scholars Conclave on "Innovation and recent Trends in Science and Technology"", on "Impact of Organisational Climate on Service Quality in Service Sector", organized by *National Institute of Technology, Hazratbal Srinagar*, from 02-04-2016 to 03-04-2016
- Presented a paper (oral) in "3rd International Conference on Sustainable Destination Excellence: Revitalizing Peace through Innovation in Tourism", on "CUSTOMER ORIENTATION OF SERVICE PROVIDERS AND SERVICE PERFORMANCE: EMPIRICAL EVIDENCE FROM J&K TOURISM SECTOR;", organized by *School of Hospitality and Tourism Management, University of Jammu, Jammu (J&K)*, from 05-02-2016 to 06-12-2016
- Presented a paper (oral) in "3rd International Conference on Sustainable Destination Excellence: Revitalizing Peace through Innovation in Tourism", on "CUSTOMER ORIENTATION OF SERVICE PROVIDERS AND SERVICE PERFORMANCE: EMPIRICAL EVIDENCE FROM J&K TOURISM SECTOR;", organized by *School of Hospitality and Tourism Management, University of Jammu, Jammu (J&K)*, from 05-02-2016 to 06-12-2016
- Presented a paper (oral) in "5th International Conference on Competency Building Strategies in Business and Technology for Sustainable Development", on "Financial Literacy among Agr-Entrepreneurs: Empirical Evidence from Kashmir", organized by *Sri Ganesh School of Business Management, Salem, Tamil Nadu*, dated 19-02-2016
- Presented a paper (oral) in "International Conference on Sustainable Development and Technological Innovation", on "Market performance through CRM: A study", organized by *Islamic University of Science and Technology, Awantipora.*, from 23-12-2015 to 24-12-2015
- Presented a paper (oral) in "International Conference on Sustainable Development and Technological Innovation", on "Organisation Innovativeness: A Link between market orientation and Business performance", organized by *Islamic University of Science and Technology, Awantipora.*, from 23-12-2015 to 24-12-2015
- Presented a paper (poster) in "National Conference on entrepreneurship Development", on "Enterprenurial intention among youth in Kashmir Valley", organized by *GDC Bemina, Srinagar*, from 14-09-2015 to 15-09-2015
- Presented a paper (oral) in "11th J&K Science Congress," on "Green Marketing and sustainable Development: A review.", organized by *University of Kashmir*, from 12-10-2015 to 14-10-2015
- Presented a paper (oral) in "International Conference on Sustainable Development and Technological Innovation", on "Sustainable agri-allied enterprenur financing: Exploring the impact of financial knowledge and cultural values on financial behaviour", organized by *Islamic University of Science and Technology, Awantipora.*, from 23-12-2015 to 24-12-2015
- Presented a paper (oral) in "International Conference on Sustainable Development and Technological Innovation", on "Innovative work behaviour an organisational climate: An empirical Study.", organized by *Islamic University of Science and Technology, Awantipora.*, from 23-12-2015 to 24-12-2015
- Presented a paper (oral) in "National Conference on entrepreneurship Dvelopment", on "Domain Specific risk propensity and enterprenurial financing schemes - tool for sustainable effectiveness", organized by *GDC Bemina, Srinagar*, from 14-09-2015 to 15-09-2015
- International conference on Innovations in Services: Strategies for Global Business Excellence (Innoserve 2014); Paper presented "Supply Chain as Value Delivery Network in Handicrafts: An Analysis"; ITM University Gwalior, Madhya Pradesh; January 13-15, 2014

Also Chaired a session on Marketing on 14th Jan 2014,; ITM University of Gwalior; January 13-15, 2014 at Gwalior

- International Conference On “ Operations Research for Data Analysis and Decision Analysis” in conjunction with 46th Annual Convention of Operations Research Society of India (ORSI) Optimization Conference, organized by the Deptt. of Statistics, University of Kashmir,); Paper presented “Optimizing Supply Chain of Handicrafts in Jammu & Kashmir: An Analytical Framework” ; October 19-23, 2013
- International Conference On "Contemporary Issues In Business, Management And Finance (Cibmf-2012)"; Paper Presented As Supply Chain Of Handicrafts In Jammu & Kashmir: An Analytical Framework”; DB&FS, University Of Kashmir, Srinagar; Sept. 21-23, 2012
- National Seminar On Emerging Frontiers Of Digital Libraries- Digitization Of Cultural Heritage, Knowledge Dissemination And Future Creation" At University Of Kashmir Sponsored By Ugc, New Delhi; Paper Presented As "Principle Of Access: An Ethical Dimension Department Of Library And Information Science, University Of Kashmir, Srinagar
- 5 Days National Seminar Cum Workshop On Research Methodology In Social Sciences'; Paper Presented As Reliability And Validity Analysis In Social Science Research; The Business School, University Of Kashmir; August, 9-14, 2012;
- 3 Day International Conference On "Contemporary Issues In Business, Management And Finance (Cibmf-2012)"; Paper Presented As Supply Chain Of Handicrafts In Jammu & Kashmir: An Analytical Framework”; Db&Fs, University Of Kashmir, Srinagar; Sept. 21-23, 2012
- International conference on 'Contemporary Management' (INCOCOM' 12); Paper presented as The role of demographic factors in relationship between emotional influence and investment decisions: An empirical study'; Deptt. Of Management Studies in the NPR college of Engineering and Technology at NPR Nagar, Natham- 624401, October 2012
- Two days National Workshop on “Spatial Planning for G-Governance: Extending the use of Geospatial Information in Decision-Making for J&K state”, June 29-30, 2009, Department of Geology and Geophysics, University of Kashmir, Srinagar.
- International Seminar on Challenges in Business Scenario, *paper presented entitled “Consumer Rights awareness: A study”* Organized by PTC Ludhiana at Ludhiana Campus, Punjab, August 29-30, 2008.
- Two day Seminar cum Consultation Programme on designing programmes for the youth of border districts of India, *presentation on “Problems and prospectus of developing programmes for the youth of the border districts in J&K”* Rajiv Gandhi National Institute of Youth Development (RGNIYD), Sriperumbudur, Chennai, June 02 - 03, 2008
- International Conference on New Trends in Statistics and Optimization; participated in one day workshop on “Advanced Computing for Statistics and Optimization for young Statisticians and Scientists using Software’s” at Gulmarg, October 22, 2008; organized by the Department of Statistics, University of Kashmir, Srinagar.
- One Day Consultation Programme on “Strategic Business Negotiation”, October 15, 2008, Organized by CM Partners, Cambridge USA, in Collaboration with the Business School, The University of Kashmir, Srinagar.
- Three Days National level Workshop on “Disaster Preparedness and Management”, *introduction on “disaster preparedness scenario in J&K and the role of educational institutions for disaster mitigation”*, organized by the NSS wing University of Kashmir in collaboration with Rajiv Gandhi National Institute of Youth Development (RGNIYD), Sriperumbudur, Chennai, March 25 – 27, 2008.
- Workshop on “Strategic Business Negotiation”, August 06-11, 2007, Organized by CM Partners, LLC Cambridge, Massachusetts USA, in Collaboration with the Department of Management

Studies, The University of Kashmir, Srinagar.

- Workshop on “Rural Employment Generation Programme”, March 14, 2006, Organized by the Khadi & Village Industries, Govt. of India in collaboration with the Department of Management Studies, The University of Kashmir, Srinagar.
- Two days Workshop on “Training-cum-Development of Self- Learning Print Materials”, July 26-27, 2005, Organized by Centre of Distance Education, University of Kashmir, Srinagar
- Five-days International Workshop on “Negotiation and Problem Solving Skills” August 27-31, 2003; Organized by CM Partners, LLC, USA in collaboration with The Fletcher School of Law and Diplomacy, Tufts University, Medford MA, USA at Gulmarg Kashmir.
- Two-days National Seminar on “Commerce Education in the New Millennium”, September 4-5, 2001, Organized by Department of Commerce, University of Kashmir, Srinagar.
- National Seminar on “World Trade Organisation (WTO): Implications” July 2000, Organized by the Department of Management Studies, The University of Kashmir, Srinagar in collaboration with the Ministry of Small Scale Industries, Govt. of India
- Three-days International Workshop on “Marketing Challenges in the Next Millennium”, June 6-8, 1999, Organized by the Department of Management Studies, The University of Kashmir, Srinagar in with North American Society for Marketing Education, USA
- Participated in the Management Development Programmes at the Indian Institute of Management, Ahmedabad (IIMA) of “Business Process Re-engineering”, “Logistics Management” and “Entrepreneurship Course” in 1997-98 at Ahmedabad
- National level Seminar on “WTO: Emerging Issues and Implications”, Feb.18, 1997, Organized by the University Business School UBS, Punjab University, Chandigarh
- National level Seminar on “Restructuring of Public Sector Undertakings (PSU’s): Disinvestment Option: Feb. 14, 1997, Organized by the University Business School UBS, Punjab University Chandigarh
- 8th All India Managerium, “Management of Ethos”, February, 1990 at Ashoka Hotel, New Delhi, Organized by The Department of Business Administration, Aligarh Muslim University (AMU), Aligarh, UP
- 7th All India Managerium, “Management by 2000 A.D.”. February, 1989 at Hyatt Regency New Delhi, Organized by the Department of Business Administration, Aligarh Muslim University (AMU), Aligarh, U.P

Training Programmes:

- Ten Days Refresher Programme for National Service Scheme Program Officers organised by Institute Of Communication Development Centre (IDC) and training Centre (TORC) Chandigarh, October 22-31, 2009 at University of Kashmir, Srinagar.
- Ten Days Training Orientation Programme for National Service Scheme organised by TORC Chandigarh, June 05- 14, 2008 at University of Kashmir, Srinagar.
- Refresher Course in “Information Technology” December 1 to December 21, 2005, organized by the Academic Staff College, Himachal Pradesh University, Shimla.
- Refresher Course in “Commerce and Management” February 16 to March 8, 2005, organized by the Academic Staff College, Pondicherry University, Pondicherry.
- Faculty Development Programme in Management (FDPM) June 26, 1997 to April 7, 1998 (10 months), The Indian Institute of Management Ahmedabad, (IIMA), Vastrapur Gujrat.
- Refresher Course in “Computer Applications and Research Methodology” July 23 August 17, 1998, organized by the Academic Staff College, University of Kashmir, Srinagar – 06
- Three Weeks “Induction Training Programme in Management”, Feb.5 - Feb.25, 1997. The University Business School, Punjab University, Chandigarh.

- Four weeks “Faculty Talent Promotion Scheme Programme, February, 1996 at the Indian Institute of Public Administration (IIPA), New Delhi and the Indian Institute of Management Ahmedabad (IIMA), Gujrat.
- Refresher Course in Commerce & Management, Feb. 5 to Feb. 27, 1992, organized by the Academic Staff College, The University of Kashmir in collaboration with the Department of Management Studies, Jammu University at the main University Campus, Jammu.
- General Orientation Course, Jan 11 - Feb. 5, 1993, organized by the Academic Staff College, the University of Kashmir in collaboration with the Department of Education, University of Jammu at the Main University Campus, Jammu

Research Guidance

Sr.No.	Name	Date of award	Research Programme	Topic & Status
1.	Akhter Ali		Post-Doctorate	
2.	Mehraj Rehman Sofi	October 08, 2015	Ph. D (Full-time) Regular	<u>TOPIC: “IMPACT OF CUSTOMER RELATIONSHIP MANAGEMENT ON CUSTOMER SATISFACTION AND CUSTOMER LOYALTY IN SERVICE SECTOR”</u>
3.	Sameer Jan Bhat	June 13, 2018	Ph. D (Full-time) Regular	Impact of Organisational Climate on Service Quality: A Comparative Study of Private and Public Sector Banks
4.	Sumaira Gulzar	June 23, 2017	Ph. D (Full-time) Regular	<u>TOPIC: “EMPLOYEE ENGAGEMENT AND ITS IMPACT ON ORGANISATIONAL PERFORMANCE: AN EMPIRICAL STUDY”</u>
5.	Shakir Hussain Parray	November 11, 2017	Ph. D (Full-time) Regular	<u>TOPIC: “IMPACT OF DEMOGRAPHIC AND PSYCHOGRAPHIC FACTORS ON THE EFFECTIVENESS OF AGRICULTURAL FINANCING SCHEMES</u>
6.	Fayaz Ahmad Dar	Thesis submitted	Ph. D (Part-time) Regular	<u>TOPIC: “INFLUENCE OF BEHAVIOURAL FACTORS ON INVESTORS INVESTMENT DECISIONS: AN EMPIRICAL STUDY</u>
7.	Faheem Younis	Thesis Yet to be submitted	Ph. D (Full-time) Regular	<u>TOPIC: “A STUDY OF SUPPLY CHAIN MANAGEMENT OF HANDICRAFTS SECTOR IN JAMMU AND KASHMIR”</u> <u>Status: Appointed in Bank on July 18, 2013 (PhD in abeyance)</u>

8.	Peerzada Shamasul Irfan	Thesis Yet to be submitted	Ph. D(Full- time) Regular	TOPIC: "IMPACT OF INTERNAL MARKETING ON SERVICE QUALITY EXCELLENCE"
9.	Raheela Nazir	Thesis Yet to be Submitted	Ph. D (Full-time) Regular	Topic: Impact of organisational Role stress on Service quality in higher education sector.
10.	Nairul Nisa	Thesis Yet to be Submitted	Ph. D (Full-time) Regular	Topic: Impact of Perceived Organisational Support on Organisational Commitment in Higher Education Sector
11.	Shabina Shafi	Thesis Yet to be Submitted	Ph. D (Full-time) Regular	Topic: Green Marketing Status: Abeyance since September 2015 till October 2016 on medical grounds

Contributions at Departmental level in Research and other academic activities:

- Research Guide to supervise M.Phil/Ph.D scholars, *presently eight students pursuing their Ph.D. programmes and one student pursuing their M.Phil program* under my supervision in the Business School, University of Kashmir.
- Member of various Admission Committees including MBA Admission committee and BBA+MBA 5 year integrated program Admission committee, Evaluation Committees, Syllabus framing bodies of post graduate and under graduate programs, other academic bodies, award nomination committees etc.
- Examination Incharge of the department, confidential and administrative part of the examination and evaluation process at post-graduate and undergraduate level.
- Written Scripts for Agri-Clinic Program of the Sheri-Kashmir University of Agricultural Sciences and Technology (SKUAST) for Marketing of Agricultural Products in Agri-Clinics Programme, Shalimar Srinagar.
- Written Scripts in Materials Management for certificate course of the Department of Adult and Continuing Education University of Kashmir, Hazratbal Srinagar.
- Written Scripts in Quantitative Methods & Analysis in Management, Operations Management and Information Management for various courses of the Centre for Distance Education, University of Kashmir, Hazratbal Srinagar.
- Written teaching material and small cases for class discussion for MBA programme at the Department of Management Studies, University of Kashmir, Hazratbal Srinagar.
- Conducted Literacy, Child labour, diary and women empowerment surveys in Districts; Pulwama, Doda and Jammu in August-September, 2002 in connection with the preparation of State Development Report for I&K sponsored by the Planning Commission, Govt. of India.
- Conducted and organized Guest Faculty Programme(s) and Industrial Visit programmes for MBA students of the Business School, University of Kashmir at Delhi, U.P., Haryana in the winter break of 2001, 2003, 2007 and 2009.
- Worked as placement advisor in the department in 2002-2003, & Organised and placed MBA students for two months project training programme outside the state in reputed national and multinational concerns.

Contributions as Delivery of Lead Lecture / chairing a session and Organiser of programs :

- Chaired a session in *International Conference on "Sustainable Destination Excellence: Empowering Communities for Inclusive Tourism Development"* at Jammu University. Organized by School of Hospitality and Tourism Management, University of Jammu, Jammu (India), 03 - 03-2017 to 04-03-2017
- Chaired a session in *2-DAY INTERNATIONAL CONFERENCE "Recovery Marketing Strategies for Tourist Destinations in Conflict Situations"* at Leh, Ladakh. Organized by Department of Tourism Studies Central University of Kashmir Nowgam Srinagar, 08 - 09-2017 to 09-09-2017
- Chaired a session in *3rd International Conference on Sustainable Destination Excellence: Revitalizing Peace through Innovation in Tourism*. Organized by School of Hospitality and Tourism Management, University of Jammu, Jammu (J&K),, 05 - 02-2016 to 06-02-2016
- Chaired a session in *Two Day National Seminar on " Growth and Development In North Western Region: Issues and Perspectives*. Organized by Department of Economics, University of Kashmir, Srinagar, 16 - 03-2016 to 17-03-2016
- Delivered a lecture in *One Week Workshop on Research Methodology for Social Science, Commerce and Management Scholars and Teachers*. Organized by UGC-Human Resource Development Centre, University of Kashmir, Srinagar, 18 - 05-2016 to 25-05-2016
- Delivered a lecture in *Refresher Course in Commerce and Management*. Organized by Academic Staff College, University of Kashmir, dated 17 - 02-2015
- Delivered a lecture in *Workshop on Research Methods for Research Scholars for Commerce and Management*. Organized by The Business School, University of Kashmir, dated 18 - 11-2015
- Chaired a session in *International Conference on Sustainable Development and Technological Innovation*. Organized by The School of Business Studies, Islamic University of Science and Technology, Awantipora,, dated 24 - 12-2015
- Chaired a session on Marketing on 14th Jan 2014; At the International conference on Innovations in Services: Strategies for Global Business Excellence (Innoserve 2014); Organised by ITM University of Gwalior, M.P; January 13-15, 2014
- Organised "One day Seminar cum Symposium on the eve of World Human Rights Day, December 10, 2009, as Programme Coordinator NSS, at University of Kashmir.
- Organised Ten Days Training Orientation Programme for NSS Program Officers in collaboration with TORC Chandigarh at University of Kashmir, October 22- 31, 2009.
- Organised "One day Symposium on Austerity in Marriages: Role of Youth" June 15, 2009, as Programme Coordinator NSS, at University of Kashmir, Srinagar.
- Organised "One Week Plantation Drive" March 30-April 05, 2009, as Programme Coordinator NSS, at University of Kashmir, Srinagar.
- Conducted Three months Certificate Course in 'Strategic Business Negotiations' in 2007-08 in the Business school, University of Kashmir, Srinagar and conducted sessions on applicability of Negotiation and /or conflict resolution model developed by CM Partners, USA in Sales management and Quantitative and Operations management and research areas in management during the course.
- Organised Three days Workshop on "Disaster Preparedness and Management in collaboration with Rajiv Gandhi National Institute of Youth Development (RGNIYD), Sriperumbudur, Chennai, March 25 - 27, 2008.
- Organised Ten Days Training Orientation Programme for NSS Program Officers in collaboration with TORC Chandigarh at University of Kashmir, June 05- 14, 2008.

- Organised five One day awareness camps on plantations, environment, anti-poverty campaigns, drug de-addiction, and mV! AIDS as Programme Coordinator, NSS University of Kashmir in the year 2008.
- Organised “Stand Up and Speak Out Campaign 2007- 2008 for Poverty Alleviation” October 2007, as Programme Coordinator NSS, at University of Kashmir, Srinagar.
- Coordinated various social activity programs at college and secondary school level and was invited as guest of honour/ special guest by these institutions.
- Collaborated and coordinated special NSS camping programs of Govt. Degree College Baramulla, Sopore, Uri, Budgam, Amir Singh College, College of Education Srinagar, VB College Rainawari, MP Sec. School, SP School, Secondary School Naidkhai, Hajin and others institutions.

Visiting Faculty:

- Department of Management Studies, South Campus University of Kashmir, Anantnag
- Department of Economics and Statistics, Sheri-Kashmir University of Agricultural Sciences and Technology (SKUAST), Marketing of Agricultural Products in AgriClinics Programme at Shalimar Srinagar.
- Department of Management Studies, Islamia College of Science and Commerce, Srinagar.
- Institute of Management & Public Administration (IMP A) Srinagar.
- Entrepreneurship Development Institute, Srinagar, EDI Srinagar.
- Entrepreneurship Cell, University Science and Instrumentation Centre, KU Srinagar - Centre for Distance Education, University of Kashmir.
- Department of Commerce, University of Kashmir, Srinagar.
- Department of Pharmaceutical Sciences, The University of Kashmir, Srinagar Kashmir.
- Indra Gandhi National Open University (IGNOU) study centers in Kashmir region.
- Entrepreneurship Courses/ programmes conducted by SIDCO, Industries Department etc.

Membership & other Activities:

- Member, Departmental Research Committee DRC, The Business School, University of Kashmir Srinagar.
- Member, Board of Studies in Tourism Management, University of Kashmir, Srinagar.
- Life Member, Indian Institute of Public Administration (IIPA), New Delhi.
- Member, Board of Post-graduate Studies in Management, University of Kashmir, Srinagar.
- Member, Board of Under-graduate Studies in Management, University of Kashmir, Srinagar.
- Member, of the Curriculum framing Committee for the MBA and BBA Courses of the University of Kashmir, Srinagar.
- Alumni of the University of Kashmir, Srinagar.
- Alumni of the Indian Institute of Management (IIMA), Ahmedabad, Gujrat.
- Life member of Aligarh Management Association, Aligarh
- Member NEXUS, Union, Sainik School Nagrota, Jammu.