

Madhavi Ishwar Dhole

1) Employment

1. SIES College of Management Studies

Associate Professor -Finance (2015-Present)

Assistant Professor (2012-2015)

Head of Department (2016-present)

2. Kohinoor Management School

Assistant Professor-Finance (2011-2012)

3. Sterling Institute of Management Studies

Assistant Professor-Finance (2008-2011)

4. Sterling College of Arts and Commerce

Lecturer (2001-2007)

Total Experience Academics-24 years

Mumbai University Approved Associate Professor since April 2017

2) Education

1. Ph.D. (Management)-Topic Behavioral Finance and Portfolio Decision from D.Y. Patil University (2015)
2. MBA (Finance) from YCMOU (2010)
3. M.Com (Advanced Accounting) from Mumbai University (1995)
4. B. Ed from Mumbai University (2002-3)
5. B. Com from Mumbai University (1993)

3) Awards & Professional membership

Best Teacher Award (2022) Higher Educational Institute level

Higher Education Forum

The Indian Econometric Society

Bombay Management Association

Board of Studies-PGDM-Finance SIESCOMS

Chairperson for paper-setting Mumbai University MCA course (three years)

Examiner and Moderator-Mumbai University (MCA)

4)Research Interest

Behavioral Finance, Corporate Finance, ESG, Green Finance, Strategic Cost Corporate Valuation &Mergers and Acquisitions

5) Accreditation Experience as a Coordinator & Core Member

ACBSP (International Accreditation)-Champion

1. NAAC-Coordinator
2. NBA-Core member
3. ISO-Head

6) Administrative Experience (16 years)

- Coordinator -8 years
- Head of the Department for -8 years
 1. Admission head for PG / MMS Programme
 2. Leadership role in Strategy, Administration, Recruitment Admission Examination
 3. Training, Final Placement, and Exit Interview
 4. Accreditation Head
 5. MDP and Consultancy

7) Committee Work

Worked on various internal-external committees.

1. College Development Committee
2. Academic Council
3. Training & Placement
4. POSH
5. Anti Ragging
- 6.IQAC
- 7 Other

8) Research and Publication

List of Publications in peer-reviewed journals and Conferences

Total Publications	42
Journal, Conferences Patent, Book	

Journal

Recent Publications

1. Madhavi Ishwar Dhole, Rashmi Soni, Manoj Bagesar -Impact of Financial Literacy on Behavioural Finance Factors and Investment Decision Academy of Marketing Journal July 2023-**B category**
2. Pallavi Bhadre, Kavitha, Madhavi Ishwar Dhole ,S.Srikala -The Challenges of Online Education Among Higher Education Institutions in Rural Areas- World Journal of Management and Economics, ISSN: 1819-8643 -**C Category** Vol 16, Special issue 2
3. Madhavi Ishwar Dhole -Analysis of Portfolio Management In Corporate Companies - UGC Care list I -The Online Journal of Distance Education and e-Learning, April 2023, Volume 11, Issue 2
4. Rashmi Soni , Srijanani Devekonda , Madhavi Ishwar Dhole Impact of macroeconomic factors on Nifty 50,The Seybold Report, Vol 18 No 2 Published on 30.3.2023(pg no 1722-1741) ISSN 1533 9211 (**Scopus**)
5. Madhavi Ishwar Dhole & Manoj Bagesar, (January 2023), “Impact of Women Directors on Performance of Indian IPOs”, Conference Compendium for 12th International Finance Conference SIFICO 2023 Theme: Emerging Trends in Finance Conference proceedings, ISBN No: 978-81-957782-2-5 (pp 58-61)
6. Madhavi Ishwar Dhole, Manoj Bagesar, Vaibhav Narvade (Oct 2022), “Empirical analysis of Post listing IPO performance in India”, Specialusis Ugdyimas Oct 2022, Issue 3 Vol 43 PP 2647-2664 [*ISSN online 1392 – 5369*]
7. Madhavi Ishwar Dhole & Geetanjali Naidu (December 2020), “An Analysis of Equity share price behaviour of selected industries”, SIES Journal of Accounting and Finance, Vol 7, Issue 7 (pp.16-23 [*ISSN 2394-8253*])
8. Madhavi Ishwar Dhole (Feb 2017), “An overview of digital currency – Indian perspective”, Elixir International Journal – February 2017,**103 (2017) pp 45524-45525 45525,(2229-712X)**
9. Madhavi Ishwar Dhole (Feb 2014), “Impact of Behavioural Finance on Portfolio Decision through Financial Instruments -A study of selected professionals in Aurangabad City Tactful Management Research Journal, Vol II No.5, [*ISSN 2319 – 7943*]

10. Madhavi Ishwar Dhole (March 2014), Impact of Behavioural Finance on Portfolio Decision through Financial Instruments -A study of selected professionals in Mumbai City Indian Streams Research Journal
11. Vidya Rao & Madhavi Ishwar Dhole (2014), "A study and Application of Intermediate Constraint taxonomy for computer-based assessment – The social media for Business IIM Raipur (Excel Publication) ISBN978-93-85777-40-01 pp 155-166
12. Madhavi Ishwar Dhole (July 2013), Analytical study of four automobile sector companies in price movement of shares in International Journal of Application and Innovation in Engineering and Management June 2013, ISSN Number 2319-4847 Vol 2 Issue 6 pp 131-141
13. Madhavi Ishwar Dhole (December 2012) A study of Indian Investors investment pattern with respect to IPOs in India in International Journal of Review of Research ISSN 2249-894X Volume 2 Issue 3 pp 4-11
14. Madhavi Ishwar Dhole (June 2011) Comprehensive Study of Indian Cement Sector in International Journal -Indian Streams Research Journal, Volume 1, Issue 6
15. Madhavi Ishwar Dhole (August 2011) A study of Corporate Debt Restructure in International Journal-Kohinoor Journal of Management and Development Research.
16. Madhavi Ishwar Dhole (May 2011) A study of corporate Debt restructures in an international journal (Kohinoor Journal of Management and Development Research

Patent

- 1) Vaibhav Narawade, Sanjay Waykar, Anil Kale & Madhavi Ishwar Dhole (June 2022) published a patent on the Stock Market and Trading algorithmic improvement using Machine Learning Programming Issue 25(2022) Indian Patent Office Journal.
- 2) Public Sector Mutual Fund-Published along with other authors
- 3) Artificial Intelligence-based Pharmaceutical Predictive Analysis Kiosk -Registered
- 4) Research paper first draft presented at IIM Calcutta Summer School 10th June 2023
Title: Ownership Structure, Board Compensation, and Corporate Sustainability Performance: Evidence from an Emerging Market-**In process**

Book

- 5) Madhavi Ishwar Dhole, Manoj Bagesar, Vaibhav Narvade -Book on Entrepreneurial Finance Planning and Managing small businesses-Academic Guru Publishing House 2023 (ISBN 978-81-962414-0-7)

Conferences

1. Presented and published a research paper on the Impact of Women Directors on the Performance of Indian IPOs at the 12th International Finance Conference (SIFICO 2023) organized by K J Somaiya Institute of Management Somaiya Vidyavihar University Mumbai, India. (Conference Proceedings January 2023)
2. Presented and published a Paper on the Study of Price trends in Onions (2013-2018) in the JBIMS International Conference Mumbai in March 2020
3. Presented and published a Paper on the Volatility Nature of Sugar Prices and Analysis in JBIMS International Conference Mumbai March 2020
4. Presented and published a Paper on An Overview and analysis of the Indian Future Commodities Market in the JBIMS International Conference Mumbai in March 2018
5. Presented and published a Paper on the Study of Mergers and Acquisitions of two Pharma companies at SIESCOMS's national Conference Navi Mumbai February 2018
6. Presented and published a Paper on a Comparative study of top five pharma companies wrt financial ratios SIESCOMS's national Conference Navi Mumbai February 2017
7. Presented and published a Paper on Financial ratio analysis of midsize five pharma companies SIESCOMS's national Conference Navi Mumbai February 2017
8. Presented and published Paper on Comparative study of midsize five pharma companies wrt financial ratios SIESCOMS's National Conference Navi Mumbai February 2017
9. Presented and published Paper on Green Building Technology an overview SIES Institute of Environment Conference Navi Mumbai January 2017
10. Presented and published a Paper on the Impact of inventory management on the profitability of the FMCG sector SIESCOMS's National Conference Navi Mumbai February 2016
11. Presented and published a Paper on the Impact of inventory management on Impact of working capital management on profitability of three steel companies in India SIESCOMS's National Conference Navi Mumbai February 2016
12. Presented and published Paper on the Impact of inventory management Study of net cash flows from operating activities of three major private banks SIESCOMS's National Conference Navi Mumbai February 2016
13. Presented and Published paper on Fundamental Analysis of stocks for investment in an International Conference organized by Mumbai University, Mumbai February 2011

14. Presented and Published paper on PPP is an instrument of faster economic growth of India: Perspective on policies and practices in the education sector in International Conference organized by IES College of Management Mumbai January 2011
15. Presented and Published paper on the Analysis of the role of company performance in Price movement of shares Conference organized by SNS College Engineering and Management Coimbatore of Management Mumbai December 2010
16. Presented and Published paper on Global Economic Crisis and India's Economic stability State level UGC Sponsored State Conference organized Dayanand College Latur April 2010
17. Presented and Published paper on Microfinance and its impact on rural marketing National Conference organized by Gurunanak Institute of Management Studies, Matunga Mumbai January 2009
18. Presented paper on Non-Performing Assets-cause of Concern for Banking Sector International Conference organized by Somaiya Institute of Management Studies and Research, Vidyavihar Mumbai January 2009
19. Presented paper on the Role of Foreign Direct Investment (FDI) on India's economic Reform International Conference organized by Mumbai University December 2009
20. Presented and published a paper on Corporate Strategies for Business Excellence in an International Conference organized by Bharati Vidyapeeth Institute of Management Studies and Research Navi Mumbai March 2009
21. Presented and Published paper on Microfinance-Transforming Rural India in UGC sponsored International Conference organized by Abeda Inamdar Senior College Pune University December 2008

1) Participation

		The conference, FDP, Seminar, Workshop Panel Discussion etc			
SN	Date	Title	Type	Level	Role
1	6.10.2007	Seminar on action research-A reflective Process-Sterling College Nerul	Seminar	State	Attendee
2	7.8.2007	Supply Chain Management Kharghar	Seminar	State	Attendee

3	17.1.2009	Human Resource management in Post Globalisation Era: Issues and Challenges	Seminar	National	Attendee
4	5.10.2009	Retail management	Conference	International	Attendee
5	25.11.2009	Gender Description ILS College Vashi	Workshop	Zonal	Attendee
6	6.10.2012	Simulation-SIESCOMS Nerul	FDP	College	Attendee
7	22.11.2012	Research Acumen-SIESCOMS Nerul	FDP	National	Attendee
8	25.1.2013	Quality Improvement-SIESCOMS Nerul	Seminar	National	Attendee
9	11.6.2016	NBA Accreditation-GNIMS Matunga	Workshop	National	Participant
10	23.6.2016	Finance Clinic on MSME Financing-ASSOCHAM Mumbai	Seminar	National	Attendee
11	2.7.2016	IFRS and IND-AS-SIESCOMS Nerul	FDP	College	Attendee
12	8.10.2016	GST-SIESCOMS Nerul	FDP	College	Attendee
13	8.11.2016	Operation Management-SIESCOMS Nerul	Interaction	College	Organising Member
14	18.11.2016	Global Benchmarks in Student Learning and Assessment-SIESCOMS Nerul	FDP	College	Attendee
15	14.3.2017	Case Writing-SIESCOMS Nerul	FDP	College	Attendee
16	21.7.2018	How to write a business case-DSIMS Mumbai	FDP	National	Participant
17	12.12.2018	Case Study Method of Teaching	Seminar	National	Participant-HBR & IIM A
18	22.1.2020	Capital markets and Regulatory Aspects-NISM Patalganga	Conference	National	Participant
19	16.5.2020 and 23.5.2020	Making Online teaching Effective to Enhance Students Engagement-SIESCOMS	FDP	National	Participant
20	17.5.2020	Writing Research paper-an International Perspective-SIESCOMS	FDP	National	Participant

21	25.6.2020	Case Writing-SIESCOMS Nerul	FDP	National	Attendee
22	27.6/2020	Mastering the art of Case teaching online-SIESCOMS Nerul	FDP	National	Attendee
23	10.7.2020	Plagiarism-SIESCOMS Nerul	FDP	National	Attendee
24	25.7.2020	Simulation as teaching tool-SIESCOMS Nerul	FDP	National	Attendee
25	18.7.2020	Marketing of Financial Services-SIESCOMS Nerul	Panel Discussion	College	Organizer and Moderator
26	6.2.2020	Decoding Union Budget2021-SIESCOMS Nerul	Panel Discussion	College	Organizer and Moderator
27	15.6.2020	Behavioural Finance-NPTEL	Certification	National	Completed
28	15.3.2019	Corporate Credit Risk Assessment-CARE ratings Andheri	Training Program	National	Completed
29	2018	CFA Institute Research Challenge India Season	Project Competition	International	Faculty Advisor
	2019				
	2020				
	2021				
30	27.5.2021	Research Publications-SIESCOMS Nerul	FDP	International	Attendee
32	24.7.2021	Corporate Expectations from MBA Students-SIESCOMS Nerul	Panel Discussion	College	Organizer and Moderator
33	1.08.2021	Financial Statement Analysis-SIESCOMS Nerul	MDP-Addend Analytics	National	Organizer and Resource Person
34	4/10 2021-8/10/2021	Strategic Planning and Implementation in Digital Era-Punjab university	AICTE ATAL FDP	National	Attendee
35	17.12.2021	Open Universities and Online Education: Current Dynamics and Future Challenges-HEF	FDP	National	Attendee
36	15-12-2022 & 16-12-2022	International Market Conference organised by NISM and London School of Economics (SRC)	International Conference	International Conference	Attendee
37	17.12.2022	Students Engagements-International Perspective - Sterling University of	FDP	National	Attendee

		Striling RAK Campus UAE and HEF			
38	6-1-2023	How to Become an Excellent Researcher”- SIES School of Learning and Leadership Development	FDP	College	Attendee
39	12-1-2023	“Sponsored Research Projects”-SIES School of Learning and Leadership Development	FDP	College	Attendee
40	12-1-2023	“Sponsored Research Projects”-SIES School of Learning and Leadership Development	FDP	College	Attendee
41	13-4-2023	Round Table Discussion on Experiential Learning	FDP	College	Speaker
42	20-4-2023	One-Day Workshop on NAAC	Workshop	College	Participant
43	30-4-2023- 9-5-2023	Research Summer School- Finance at IIM Calcutta	Long Duration FDP	IIM C	Participant
44	11-8-2023	Bloom’s Taxonomy and Constructive Alignment	FDP	College	Attendee
45	20-6- 2024&21- 6-2024	Bond Mathematics & Introduction to Indian Treasury Markets	Training Program	FIMDA (Fixed Income Money Market and Derivatives Association) Mumbai	Participant
46	22-6-2024- 3-7-2024	Refresher Program on Emerging Trends in Finance	FDP	Somaiya University Mumbai	Participant
47	22-7-2024- 26-7-2024	5-Day Online Faculty Development Program on Securities Markets Foundation, Equity Derivatives and Mutual Funds	FDP	NISM-SEBI	Participant

10) Conference Speaker, Chair for Track, Editor, Reviewer

1. Sterling Institute of Management Studies Nerul
2. ACBSP Conference Delhi
3. NISM Capital Market Conference Patalganga
4. Chetana Institute of Management Studies and Research Bandra
5. Session Track Chair at Various Management Colleges like NISM, and Somaiya University. Finance Department -12th International Conference, Vidyavihar Mumbai
6. SIES College of Management and SIES School of Business Studies

11) Project Guide for Idea Research, Capstone, and Summer Project

Several Students guided for various projects like Skill Linked Immersion Project, Summer Internship Project, Capstone Project

12) Ph.D. Guide

- Mumbai University in process

Personal Details:

Date of Birth: 11th August 1972

Language Known: English, Hindi, Marathi

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Contact No.7506648828

Address: Bhima Shankar CHS D-1/103, Sector 19 Nerul, Navi Mumbai, Maharashtra

Dr. Sarita Kumari

Dr. Sarita Kumari is a distinguished Professor of Human Resources, Organizational Behaviour and Managerial Economics at SIES College of Management Studies.

She holds a Ph.D. and MBA in HRM from Utkal University and MA in Mathematical Economics from Ravenshaw University. Dr. Sarita has also completed Executive Education Program in HR Analytics from IIM, Rohtak.

With over 22 years of experience in academia and education industry, Dr. Sarita is renowned for her expertise in HR Analytics, Change Management, International Human Resource Management, Leadership Excellence, Organizational Behaviour, Organizational Structure and Theory Design, as well as application of Economic principles, guiding managerial decision-making etc. She teaches the said courses to the post-graduation management students. She is a dedicated academician. Her classes are highly revered for realistic insights and real-world applications, helping students to become effective HR professionals and organizational leaders.

She has published two books, eighteen research papers in national and international peer reviewed, UGC and ABDC journals, ten research papers in conference proceedings, edited three books and ten working papers, convened many national and international conferences and corporate conclaves, and attended many conferences, MDPs and FDPs of national and international repute. Her research focuses on diversified HR practices, organizational effectiveness, and organizational behaviour.

She is a life member of ISTD, HEF and NHRD.

Dr. Sarita is a Certified POSH trainer by ISTD and a Certified Trainer (Training ID: TR186473) by NSDC, on Platform Skills (NSQF-Level-5) from 24th September 2021 onward.

Dr. Sarita has been awarded with Prof. Indira Parikh Women in Education Leaders Award in 13th edition of World Education Congress held on 11th July 2024 in Mumbai.

Personal Profile

1. Name : Pankaj Kumar Srivastava
2. Date of Joining : 02/07/2012
3. Address for Communication: SIES College of Management Studies Nerul, Navi Mumbai, 400
70
4. Residential Address : J-702, Haware Splendor, Plot – 52&56; Sector – 20, Kharghar,
Navi Mumbai - 410210
5. Contact Email : pankajs@sies.edu.in
6. Current Designation : Assistant Professor

7. Educational Qualifications :

Sr. No.	Examination	University/ Board	Subjects	Year of Passing	Class Obtained
1.	Master of International Business Administration	Banaras Hindu University	International Business	1997	I
2.	M.com	University of Allahabad	Commerce	1994	II
3.	B.com	University of Allahabad	Commerce	1992	II

8. Experience Details:

Sr. No.	Name of the Organization	Post held	From	To	Period
1	SIES College of Management Studies, Nerul, Navi Mumbai	Assistant Professor	02.07.2012	Present	144- months
2.	IG International Mumbai	Head Operations	01.01.2011	30.06.2012	18 months
3.	NIILM Mumbai	Assistant Professor	01.01.2008	31.12.2010	36 months
4	WFRL Spinach Mumbai	Manager Marketing	16.09.2006	31.12.2007	16 months
5	Rai University Mumbai	Senior Lectures	01.06.2004	15.09.2006	28 months
6	Bombay Bazaar Ltd	Manager Sales & Marketing	01.06.2000	31.05.2004	48 months
7	SKPL Mumbai	Executive Sales	01.06.1997	31.05.2000	36 months

9. Participation in Specialized Trainings / FDPs / MDPs or Certifications obtained / (2017 onward)

Sr. No.	Month & Year	Item
1	26-07-2021 To 30-07-2021	Consulting: Building Vibrant Industry FDP – ATAL - AICTE Online By - Prin.L.N. Welingkar Institute of Management Development and Research - Bengaluru
2.	21-06-2021 To 25-06-2021	Data Analytics for Research FDP – ATAL - AICTE Online by IIM Sirmaur
3.	05-06-2021 To 06-06-2021	Developing Academic Leaders for quality HEI's-FDP – ATAL – AICTE- MDU Centre for Professional and Allied Studies
4.	8--11-2019 To 9-11-2019	. Qualitative Data Analysis using ATLAS .ti - Vivekanand Institute of Management - Mumbai
5	22-11-2019	Case – Writing Workshop KJ Somaiya Institute of Management Studies and Research Mumbai
6	09-12-2019To 21-12-2019	Data Science with R FDP – Indira Institute of Management in Association with AICTE
7	14-9-2018 To 15-9-2018	Qualitative Research Methods and Its Applications in Social Sciences NMIMS – Navi Mumbai

10. Participation in Conferences, Workshops and Seminars (2017 onward)

Sr. No.	Month & Year	Item
1.	25-06-2021 To 01-07-2021	2021 Conference of the Academy of International Business Online – Academy of International Business Michigan State University – US

11. Publications:

Papers Presented/ Published at National Research Conferences /Journals (2017 onwards)			
S.No.	Title of the Paper	Conference/Seminars/Journal	Year
1	Foreign Direct Investment – Dynamics of Policy and Politics	SYMFIN Conference – Symbiosis School of Banking and Finance- Presented paper - Foreign Direct Investment – Dynamics of Policy and Politics	2-3/07/2021

Papers Presented/ Published at International Research Conferences /Journals (2017 onwards)			
S.No.	Title of the Paper	Conference/Seminars/Journal	Year
1	Win -Win Partnership	Apt Journals ISSN: 0973-6808	August - 2019
2	Coopetition and Internationalization	Conference - KJ Somaiya Institute of Management Studies and Research ISBN 978-81-936405-1-7	November - 2019

12. Professional Expertise:

Subjects Taught at UG/PG level:

International Business, Business Strategy, Corporate Entrepreneurship and Entrepreneurship

13. Academic Excellence and Guidance of Students:

MMS – CSR & General Management

14. Membership of the Committees: Entrepreneurship

15. Membership of the Professional Bodies:

Academy of Management (ID-128788)

Academy of International Business (ID-49510)

CURRICULUM VITAE

I. **Name: Sujatha V. Rao**

Education: **M.A (Communication & Journalism), M.B.A**

Total Work Experience: 21 Years

Teaching Experience: Fourteen Years

Corporate Experience: 7 Years

Date of Birth: 01/06/1969

Marital Status: Married

II. **Education Background:**

S.No	Education	Institute-Place	Period of Study	Division & %of marks
1.	S.S.C	T.C.Govt Jr College, Panyam (AP)	1984	First Class – 64%
2.	Intermediate	-do-	1985- 86	First Class – 62%
3.	B. Com	The Adoni Arts & Science college, Adoni (A.P)	1986- 89	Third Class -48%
4.	P.G. Dip.in Pre-School Education	Sri Padmavati Mahila Viswavidyalayam, Tirupati (A.P)	1990- 91	First Class – 64%
5.	M.A (C&J)	Mass Communication & Journalism	1991-93	First Class – 62%
6.	MSCIT	Micronet Computers –JNPT	2008	Distinction -84%
7.	M.B.A (Marketing)	Alagappa University, Karaikudi. Distance Education	2009-11	First Class – 68%

III. **Experience**

Corporate Experience:

1. **Raghavan Associates, Chennai (International Media Representation)** for 5years

An overseas Media Marketing Agency based at Chennai with branches at Bangalore and Hyderabad. Joined as a Trainee Executive at Bangalore, grown to the level of Branch Manager, Hyderabad branch. Totally worked for five years. Got exposed to Selling, Public Relations and the various aspects of General Management. Handled overseas publications for space marketing like Financial Times, Khaleej Times, Gulf News, Asian Wall Street Journal, Forbes, etc., to name some.

2. **The Times of India Group** (International Media Representation Division for 2 years

Worked in Hyderabad branch for two years. Handled IMR Division (International Media Representation), The Economic Times and the Special Features and was part of the events like Femina Miss India and Annual Filmfare Awards.

Academic Experience:

1. **Pillai Institute of Management Studies and Research**, Panvel, worked as Asst. Professor teaching Business Communication subjects to MMS, PGDM Students for 3 Years from 27.05.2009 – 31.05.2012.
2. **SIES COLLEGE OF MANAGEMENT STUDIES:** Joined the institute on 20.06.2012 as an Asst. Professor in General Management Department, working till date.

IV. **Professional meetings attended (include dates):**

- Chaired a National Research Conference on Emerging Business Practices in Current Scenario, organized by SIESCOMS, held on 18th January 2013.

V. **Papers presented (include dates):**

1. Presented a paper 'Internship jobs make new entrants employable and give a cutting edge to experienced employees' on 15th February 2011 at HR conference in GNIMS, Mumbai.
2. Presented a paper 'An analysis and review of new private sector banks in India, on 1st & 2nd February, 2011 in International Conference held at Mumbai University.
3. Presented a Research Paper in a National Conference on 'Recent Intelligence in Materials and Biomedical Sciences on January 5th, 2019.
4. Presented a paper 'Social Relevance of Academic Research – A way forward.' In a National Seminar on Diversity and Inclusion – A roadmap for the 21st Century organized by SIES College of Commerce, Mumbai on 18th February, 2019.

VI. **Publications: Seven papers got published as below:**

1. Research Paper 'A study on recent trends in Cargo Traffic Management at JNPT, published in Pillai's Journal of Management Research'
2. 'HR Policies are market driven' - Compendium with ISBN No. 978-81-910922
3. 'A Conceptual Understanding of Organisational Communication Audit', Management Wisdom of 21st Century, ISBN 88-86741-31-4 , Volume -01.
4. Written an article 'Numbers in Communication' published in 'Adhigam' August-October, 2015 issue, SIES Training News Bulletin.

5. 'To study the perception of psychiatrists on Antidepressants and usage of OFL-Methyl folate in the treatment of Depression' International Journal of Pharmacology and Biological Sciences, ISSN 0973-6808, Peer Reviewed and Indexed.
6. 'Social Relevance of Academic Research – A Way Forward' Ajanta, Volume-VIII, Issue-I, January-March 2019, Part I. Peer Reviewed Referred and UGC Listed Journal (Journal No.40776) ISSN2277-5730. An International Multidisciplinary Quarterly Research Journal.
7. Written a paper 'Deciphering the Conundrum of Students Engagement in Academic Pursuits' in Hand book for Educators - Engaging Students Challenges and sharing of experiences. Compendium of round table conference ISBN: 978-81-964826-5-7, in February,2024.

VII. Other research activity:

1. Managing Editor for 'Pillai's Journal of Management Research' bearing ISSN 0976-5441, a Bi-annual Journal in Management Research, successfully published three issues.
2. Editor for 'Idea Research' bearing ISSN 0976-1977, A research journal aimed and contributed by the students of PGDM of SIESCOMS from 2013 till 2017.
3. Editorial Team Member for 'Adhigam' SIES Training News Bulletin (Quarterly).

VIII. Professional growth activities:

- Setting Question Paper for the subject Communication and Soft Skill Development for Mumbai University from 2014 onwards at Chairperson Level.
- Certificate Programme on 'Become a Skilled Business Communicator' held on 17-18 January, 2017 organised by CII.
- Participated in a Workshop on 'External and Internal Communication in Organization' held on 14th February,2020 organised by Bombay Management Association.
- Completed a four-week course 'Design Thinking – A primer' by NPTEL in Feb-Mar 2020.
- Completed a four-week course 'Enhancing Soft Skills and Personality' by NPTEL in Feb-Mar 2020.
- Completed Associate Practitioner Course in NLP in April 2022.
- Completed an eight-week certification course on 'Managing Change in Organizations" by NPTEL in March 2023.

- Completed an eight-week certification course on ‘Marketing Research and Analysis’ by NPTEL in October 2023.
- Completed an eight-week certification course on ‘Managing Change in Organisations’ by NPTEL in Jan-Mar 2023.” by NPTEL in October 2023.
- Completed an eight-week course Marketing Research and Analysis by NPTEL in Aug-Oct 2023.

Faculty Development Programmes:

- Participated in Online Webinar FDP for Higher Education Forum, on ‘Making online teaching effective to enhance Student Engagement’ on 16th and 23rd May, 2020.
- Completed Faculty Development Programme in Managing Change in Organizations” by NPTEL in March 2023.
- Completed Faculty Development Programme in ‘Marketing Research and Analysis’ by NPTEL in October 2023.
- Attended FDP ‘Managing Change in Organisations’ by NPTEL in Jan-Mar 2023.
- Attended FDP Marketing Research and Analysis by NPTEL in Aug-Oct 2023.

IX. Seminars, training programs, etc., conducted for business and Industry:

- Training Programs conducted for GMCS (General Management Communication Skills) for C.A students, by ICAI.
- Training Program conducted for SAKSHAM (Management Development Training of Workhardt Hospitals) in Managerial Communication during October 2023.

X. **Institutional services performed:**

1. Coordinator for the annual intercollegiate (Pan-India) event “Virtualities 2015”.
2. Member of the PR and Idea research Committees.
3. Judged many student-based events at Post Graduation Level.
4. Co-ordinated ISR activity of the institute Skill Development of the students of Vedpathashala during 2017-18, 2018-19, 2019-20.
5. Rendered active participation during admission process.
6. Actively involved in the placement training of the students of the college.
7. Batch Mentor of MMS program , Section C during the AYs 2022-23,2023-24.

8. Member of MCA NEO Syllabus Revision (2024-26) of the subject Soft Skill Development of Second Semester MCA course of Mumbai University.

XI. Recognition and honors:

- Got faculty approval from the University of Mumbai as Asst. Professor, starting from the academic year 2017-18.
- Recognized teacher of MMS degree in the subject of Management Studies of the University of Mumbai, w.e.f 2nd May,2022.
- Appointed as the Co-Chairperson of PGDM program for 2013-15 batch.
- Invited as a Panelist for conducting an Interview for the recruitment of teachers in DAV International School, Kharghar.
- Batch coordinator of MMS Course from the academic year 2022-23 till date.

XII. Professionally related community activities:

1. Regularly contributing to Concern India Foundation.
2. Donated one day's salary to Chennai Relief Fund.
3. Regularly Donating to Helpage India.
4. Part of Sahyog Committee of the Institute.
5. Part of ISR Committee of the Institute.

Sujatha V. Rao
Mobile: 9820359205



CONTACT

- ☎ 9320010844
7977830064
- ✉ doctorkaustubh@gmail.com
- 📍 Panvel, Navi Mumbai

EDUCATION AT GLANCE

- Ph. D. (Management)
- Ph. D. (Accountancy)
- M. Phil (Commerce)
- M. Com (Gold Medal)
- MBA (Finance)
- MBA (HRM)
- MA (Economics)
- B. Com (Finance)

SKILLS

- Teaching
- Research
- Teamwork
- Time Management
- Effective Communication
- Good Follower

LANGUAGES

- English (Fluent)
- Marathi (Mother Tongue)
- Hindi

DR. KAUSTUBH ARVIND SONTAKKE

ASSOCIATE PROFESSOR OF FINANCE

PROFILE

A seasoned academician with love for knowledge dissemination through teaching and training. Rich experience of 21 years into extensive teaching and research. Successfully implemented curriculum reforms and fostered collaborative initiatives. Dedication to student success and progression through spiritual orientation has benefited hundreds till date. A passion for lifelong learning and teaching for students' betterment in particular and societal welfare in general .

WORK EXPERIENCE AT GLANCE

- **SIES College of Management Studies**
Associate Professor of Finance
2013 - PRESENT (10 YEARS AND 09 MONTHS)
- **Pillai Institute of Mangement Studies and Research**
Associate Professor of Finance
2012 - 2013
- **Pillai Institute of Mangement Studies and Research**
Assistant Professor of Finance
2007 - 2011
- **IES Management College and Research Center**
Lecturer in Finance
2007
- **Shalendra College of Arts, Commerce and Science**
Lecturer in Finance
2005-2007
- **CKT College of Arts, Commerce and Science**
Lecturer in Finance
2003-2005

REFERENCE

Dr. Shiram Nerlekar

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Ahmedabad Education Society
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Dr. Madhavi Dhole

HOD - Finance
SIES College of Management Studies
Nerul (E), Navi Mumbai, 400706
Mobile: +91 7506648828
Email: madhavidhole@gmail.com

PERSONAL INFORMATION

Date of birth : 15th October 1980
Age : 43 years
Marital status : Married
Nationality : Indian

Educational Qualifications (in Detail)

Core Qualifications:				
Degree	Specialization	University	Percentage	Class
Ph.D.	Accountancy	University of Mumbai 2012	----	----
Ph.D.	Business Management	YCMOU, Nashik 2007	----	----
M. Phil	Financial Marketing	Alagappa University, Tamil Nādu	56%	‘B’ Plus
M.Com	Advanced Accounting	University of Mumbai 2003	78%	First rank in Mumbai University (Gold medalist)
MBA	Finance	Dr. CVR University	71%	First Class
MBA	HRM	Jaipur National Uni	66%	First Class
B. Com	Finance and Accounts	University of Mumbai 2001	68%	First Class
HSC	Commerce	Mumbai Board 1998	72%	First Class
M.A	Economics	TMV, Pune	54%	Second Class
Additional Qualifications:				
Certified Independent Director	NA	Ministry of Corporate Affairs	NA	----
FDP	MOOCs	IIM Bangalore	----	----
CMF	Mutual Funds	ISE, Mumbai	----	----

IT and Computer Qualifications

- Diploma in Computer Basics & Office Automations- ‘A’ Grade, MKT Computer Institute, Panvel, Navi Mumbai.
- Certificate in Computer Applications – CMC Computers Ltd. (Govt. enterprise) – ‘B’ Grade.

Achievements

- ✓ Gold medalist at M. Com from University of Mumbai
- ✓ Gold medalist at Avishkar Research Convention 2012 at University of Mumbai
- ✓ Ph.D. in Business Management (December 2007) as well as Ph.D. in Accountancy (June 2012)

Experience (in Detail)

Names of the Institution	Designation	Period
SIES College of Management Studies, Nerul, Navi Mumbai	Full Time Associate Professor of Finance and Accounting Approved by University of Mumbai	From 02-12-2013 Till date (129 months)

	Also, University of Mumbai Recognized PG Teacher from 02/05/2022	
Pillai Institute of Management Studies & Research , New Mumbai	Full Time Associate Professor of Finance and Accounting	01-01-2012 To 30-11-2013 (23 Months)
	Full Time Assistant Professor of Finance and Accounting	01-08-2007 To 31-12-2011 (53 Months)
IES MANAEMENT COLLEGE AND RESEARCH CENTER, Bandra (W), Mumbai 400050.	Full Time Lecturer in Finance and Accounting	12-04-2007 To 31-07-2007
Shailendra Degree College, Dahisar (E), Mumbai – 68.	Full Time Lecturer in Banking and Finance	10-07-2005 To 11-04-2007
C.K.T College Panvel, Navi Mumbai.	Full Time Lecturer in Commerce	14-06-2003 To 09-07-2005

Subjects Taught

Financial Modeling, Financial Accounting, Cost Accounting, Management Accounting, Financial Management, Advanced Financial Management, Financial Statements Analysis, Fundamental Analysis, Financial Planning, etc.

Ph.D. Candidates Completed under my Guidance

Sr. No.	Name of the Student	University	Year of Completion
1	Dr. Chandranath Saha	JJT University	2021
2	Dr. Jaymin Shah	JJT University	2021
3	Dr. Sanmoy Chattergee	JJT University	2021
4	Dr. Niranjnan Pendse	Tilak Maharashtra University	2019
5	Dr. Rajesh Nair	JJT University	2018
6	Dr. Vikram Parekh	JJT University	2017
7	Dr. Ira Kumar	JJT University	2017
8	Dr. P. S. Rao	Singhania University	2014

Online Learning (Especially since May 2020)

Sr. No	Title of Course /Program	Month & Year	Duration	Awarding Authority
1	Private Equity and Venture Capital	May 2020	4 Weeks	University of Bocconi
2	Forensic Accounting and Fraud Examination	May 2020	4 Weeks	West Virginia University
3	Introduction to Valuation with WACC	August 2020	1 Week	Coursera Project Network

4	Value Investing Strategies for Stock Market Investing	December 2020	1 Week	Indian Insight and UdeMy
5	FDP “Engaging students during online teaching”	May 2020	1 Day	Higher Education Forum (HEF)
6	FDP “Writing a research paper – An international perspective	June 2020	1 Day	Higher Education Forum (HEF)
7	FDP “Online teaching through Google Meet and Google Classroom”	August 2020	1 Day	Higher Education Forum (HEF)
8	FDP “Research Publications”	May 2021	1 Day	Higher Education Forum (HEF)
9	Certified Spiritual Life Coach	June 2020	1 Months	Transformation Academy - USA
10	Certificate Course in Bhagavad Gita	July 2020	6 Months	LearnGitaLiveGita.com (Education wing of ISKCON)

Funded Research Projects Obtained

Funding Agency	Capacity	Topic	Amount of Grant
University of Mumbai	Principal Investigator	“Gap analysis between Corporate Interviewers’ expectations and Interview performance of MMS Finance Students”	Rs.30000
AIMS	Co-Investigator	“Technovation and Value Addition by Tech Companies in India – Study of New Paradigm for Performance Measurement”	Rs.100000

Books Published

Sr. No.	Name of the Book	Publisher	ISBN No.
1	Financial Accounting	Himalaya Publication	978-93-5142-201-3
2	BPO Dynamics – A Global Handshake	Adhyayan Publication	978-81-8435-114-9
3	Contemporary Issues in Commerce and Management	Adhyayan Publication	978-81-8435-137-9
4	New Vistas in Commerce and Management	Adhyayan Publication	978-81-8435-143-9
5	Management wisdom of the 21 st century	Adhyayan Publication	978-81-8435-404-9
6	Simplest Approach to Derivatives	Orange book Publication	978-9392878084
7	Simplest Approach to Forex	Orange book Publication	978-9392878312

8	Simplest Approach to Financial Management	Orange book Publication	978-9392878541
9	Investment Planning Specialist	Orange book Publication	978-9391543846
10	Retirement and Tax planning Specialist	Orange book Publication	978-9391543938
11	Risk and Estate Planning Specialist	Orange book Publication	978-9391543266
12	Simplest Approach to Time Value of Money	Orange book Publication	978-9356218901
13	Step Guide on how to use Texas BA II Plus Financial Calculator	Orange book Publication	978-9356214347

List of Publications in peer reviewed journals (with ISSN):

- 1) Sontakke Kaustubh Arvind et al (2024), “Machine Learning Enabled Financial Statements in Assessing a Business's Performance” *Proceedings of 9th International Conference on Science, Technology, Engineering and Mathematics: The Role of Emerging Technologies in Digital Transformation, ICONSTEM 2024*, 2024 **(SCOPUS INDEXED)**
- 2) Sontakke Kaustubh Arvind and Ms. Prajkta Ghaisas (2024), “Securitization – Current Scenario in India”, *Perspective Trends in Business Management (Vyapar Visleshan)*, ISBN 978-81-970472-8-2, pp 148-153
- 3) Sontakke Kaustubh Arvind, et al (December 2023), “The Impact of Blockchain as an advanced technology on digital pricing and bitcoin industries”, *2023 Global Conference on Information Technologies and Communications (GCITC) Karnataka, India. Dec 1-3, 2023*, 979-8-3503-0816-7/23/\$31.00 ©2023 IEEE **(SCOPUS INDEXED)**
- 4) Sontakke Kaustubh Arvind & Sangeeta Ramakrishnan (September 2019), “Study of life insurance planning and management with reference to term insurance and recent developments”, *International Journal of Advance and Innovative Research*, Indian Academicians and Researchers Association, Vol 6, Issue 3 (I), July-September 2019, pp.91-95 **[ISSN 2394-7780]**
- 5) Sontakke Kaustubh Arvind & Prof. Dhananjay Mallya (June 2019), “Study of Correlation between liquidity ratios and cash flow statement”, *Wealth – International Journal of Money, Banking and Finance*, Vol 8, Issue 1, Jan-June 2019, pp 30-31, **[ISSN 2277 – 9388]**
- 6) Sontakke Kaustubh Arvind & Ramya Ramakrishnan (March 2019), “Study of retirement planning with special reference to recent developments”, *Spectrum – The Journal of Jamnalal Institute of Management Studies*, Mumbai, Vol II No.1, pp. 207-222 **[ISSN 2320 –7272]**
- 7) Sontakke Kaustubh Arvind & Varuni Shekar (Sept 2018), “A Study of Advanced Payment and Settlement Systems in India: An Overview”, *Finance India – The Quarterly Journal of Indian Institute of Finance*, Delhi, Vol XXXII No.3, pp. 857-869 **[ISSN 0970 – 3772]** **(SCOPUS INDEXED)**

- 8) Pendse Niranjana & Sontakke Kaustubh Arvind (2017), “Empirical Study of Firm Value and Corporate Governance for Small Cap Companies” The Management Accountant – The Journal for CMAs, The Institute of Cost Accountants of India, Vol 52, No.02, pp. 36-42 [ISSN 0972-3528]
- 9) Pendse Niranjana & Sontakke Kaustubh Arvind (2017), “A Survey of Corporate Governance for Infosys and TATA Group” The Management Accountant – The Journal for CMAs, The Institute of Cost Accountants of India, Vol 52, No.09, pp. 65-68 [ISSN 0972-3528]
- 10) Sontakke Kaustubh Arvind & Ghaisas Aishwarya (Sept 2017), “Cryptocurrencies: A Developing Asset Class”, International Journal of Business Insights and Transformation, Vol 10, Issue 2, pp. 10-17 [ISSN 0974 – 5874]
- 11) Sontakke Kaustubh Arvind & Dhupal Shruti (June 2017), “Non-current Asset Financing Pattern – Global Comparative Analysis-based transformational approach”, JBIMS Spectrum, Vol V, No.1, pp. 155-161 [ISSN 2320 – 7272]
- 12) Sontakke Kaustubh Arvind & Menon Reshma (2017), “A Study of Impact of GST on FMCG Products”, SIES Journal of Applied Finance and Accounting, Vol 4, pp. 40-46 [ISSN 2394 – 8353]
- 13) Sontakke Kaustubh Arvind & Warriar Sneha (2017), “A Study of Non-interest Income of Public and Private Banks in India”, SIES Journal of Applied Finance and Accounting, Vol 4, pp. 40-46 [ISSN 2394 – 8353]
- 14) Sontakke Kaustubh Arvind & Warriar Sneha (2017), “A Study of Risks and Returns of Select Close Ended Equity Mutual Fund Schemes for Financial Year 2016-17: Pre and Post Demonetization”, Scholarly Research Journal – University of Mumbai, Vol 1, pp. 181-186 [ISSN 2319 – 4766]
- 15) Sontakke Kaustubh Arvind (2016), “A Study of S&P BSE Small Cap with reference to Market Capitalization and Trading Values”, SIES Journal of Management, Vol 12, pp. 25-38 [ISSN 0974 – 2956]
- 16) Sontakke Kaustubh Arvind & Joshi Atharva (2016), “Retirement Planning; Need of the hour”, Parivartan-Journal of Management Research, Vol 5, pp.61-67 [ISSN 2277–7555]
- 17) Sontakke Kaustubh Arvind & Gosavi Prathamesh (2015), “War: The longest running business for USA”, Parivartan-Journal of Management Research, Vol 4, Issue 2, pp.20-27 [ISSN 2277–7555]
- 18) Sontakke Kaustubh Arvind (2015), “A Study of Personal Medical Risk Management through Medical Insurance”, Parivartan-Journal of Management Research, Vol 4, Issue 1, pp.15-26 [ISSN 2277–7555]
- 19) Sontakke Kaustubh Arvind & Sontakke Kruttika (2013), “Investment Avenues and Planning: Investors’ Perspective”, Ethos-A Journal of Research Articles in Management Sciences and Allied Areas, Vol 6, pp.33-44 [ISSN 0974 - 6706]
- 20) Sontakke Kaustubh Arvind & Gadade S. T. (2012), “Life Insurance Awareness and Perception of Rural India with special reference to Raigad District”, Chetana’s IMR Journal of Management Research, Vol IV, pp.39-44 [ISSN 0976 - 0628]

- 21) Sontakke Kaustubh Arvind (2009), “Need for Financial Advising: Client and Professional’s Perspective”, Chetana’s IMR Journal of Management Research, Vol I, pp.10-14 [ISSN 0976 - 0628]
- 22) Sontakke Kaustubh Arvind (2011), “Comparative analysis of manual and computerized accounting system”, Gyan Samhita – Research Journal, pp.38-45 [ISSN0956-5636]
- 23) Sontakke Kaustubh Arvind (2011), “Customer satisfaction with reference to the services offered by the private banks and nationalized banks”, Gyan Samhita – Research Journal, pp.47-55 [ISSN0956-5636]
- 24) Sontakke Kaustubh Arvind & Sontakke Aditya Arvind (2016), “Study of Alternative Finance – Review of Global Literature”, ITM National Conference – Inclusive Growth Through Alternative Finance, pp.124-133 [ISBN978-93-5213-455-7]
- 25) Sontakke Kaustubh Arvind (2013), “Gold ETFs – A Money-Spinning Investment Avenue”, MGMIMSR 4th National Research Conference – NEOSIS 2013, pp.39-49 [ISBN13:978-93-5110-378-3]
- 26) Sontakke Kaustubh Arvind (2007), “BPO in India – Employment generation scenario” Economic Digest (Maharashtra Economic Development Council), Mumbai Maharashtra
- 27) Sontakke Kaustubh Arvind (2006), “Knowledge Process Outsourcing: An Extension to Business Process Outsourcing” University News (Journal of Higher Education) UGC.

Research Papers Presented

- “Study of retirement planning with special reference to recent developments”, International Research Conference at JBIMS, 14th March 2019, Mumbai.
- Non-current assets financing pattern – Global comparative analysis based transformational approach – International Research Conference 2017 – Jannalal Bajaj Institute of Management Studies (JBIMS), Mumbai.
- Retirement Planning: Need of the hour – International Commerce and Management Conference 2017, Dept. of Commerce, University of Mumbai.
- A study of Cash Flow of selected companies from different countries with special reference to cash flow from Investing and Financing activities – International Conference on International Management and Global Practices – 19-11-2017, SIESCO, Navi Mumbai.
- Study of Alternative Finance – Review of Global Literature – ITM International Conference 19-2-2016, Institute for Technology and Management, Navi Mumbai.
- ‘Analysis of impact of BPO on BPO-employees welfare’ – Research paper submitted at Dr. D.Y. Patil Institute of Management Studies, Belapur, Navi Mumbai.
- ‘BPO and Globalization – Drivers of each other’ – SNTD University, Churchgate, Mumbai.
- ‘BPO – an employment scenario in India’ –SNTD University, Churchgate, Mumbai.
- ‘Derivatives – the lucrative investment option’ –SNTD University, Churchgate, Mumbai.
- Indo-Canada Services Trade Relations’ – National Seminar conducted by Association of Canadian Studies.
- Legal Process Outsourcing – International Seminar by University of Mumbai.
- Indo-Japan FDI Movement – an overview – National seminar conducted by University of Delhi and UGC.

- SME Funding by Private Sector Banks – Seminar conducted by CIBMR, Nagpur.
- Non-current assets financing pattern – International Research Conference at JBIMS, March 2017, Mumbai.
- Gold ETF – A Money-Spinning Avenue – Research paper Published at Conference Proceedings (ISBN) at MGM IMSR, Navi Mumbai (Dec 2013)

Other Research Activity

- ✓ Member, BOS in Management, YCMOU, Nashik
- ✓ Ph.D. Guide in Management for Tilak Maharashtra Vidyapeeth, Pune, From 2010 to 2016
- ✓ Ph.D. Guide in Management for JYT University, Since 2010 till date
- ✓ Referee for Ph.D. & M.Phil in Commerce and Management at Shivaji University, Kolhapur, since 2008
- ✓ Referee for Ph.D. & M.Phil in Commerce at S. N. D. T. Women’s University since 2010
- ✓ Referee for Ethos – Journal of Management at Karmaveer Bhaurao Patil IMSR, Satara

Professional Presentations, Speeches

- 1) Guest Lecture on ‘Basics of Research and Publication in Commerce and Management’ – Pillais College, Navi Mumbai, 01-03-2017.
- 2) One Day Training Program on Research Methodology @ APEEJA Institute of Hospitality, CBD, Navi Mumbai – 25th June 2015
- 3) Subject Expert of Finance on University Selection Committee Interviews @ KC College of Engineering and Management Studies and Research – 3rd August 2013
- 4) Guidance lecture on Career Advancement @ PCACS, Navi Mumbai – 22nd January 2013
- 5) Guest Session on Career Guidance @ PCACS, Navi Mumbai – 14th September 2011
- 6) Expert on MMS Viva-Voce of Sem IV, Bharati Vidyapeeth IMSR, Navi Mumbai – 23rd April 2011
- 7) Expert on Selection Committee for Project Fellow for UGC Major Research Project at Department of Commerce and Management, Shivaji University, Kolhapur – 8th March 2010
- 8) Guest Lecture on Career Opportunities after Graduation @ PCACS, Navi Mumbai – 19th December 2009
- 9) Guest Lecture on Service Sector Management @ PCACS, Navi Mumbai – 23rd September 2009
- 10) Examiner for VIVA-VOCE @ Tolani College, University of Mumbai – 30 December 2008
- 11) Expert on Selection Committee @ HOCL – 04 December 2008
- 12) Guest Lecture on Management Accounting @ PCACS, Navi Mumbai – 12th December 2007

Recognition and Honors

- 1) Honored as Ideal Doctorate by LKRM Nashik
- 2) Gold Medalist at M. Com @ University of Mumbai – 2003
- 3) Gold Medalist at Avishkar Research Competition – 2012

Conferences organized

Sr. No.	Subject	Venue	Period	Level
1.	Issues relating to project on insurance	Shailendra Degree College, Mumbai	One Day	University level

2.	Brand India – Opportunities and Challenges	Pillai’s Institute of Management Studies and Research	One Day	National Level
3.	Let’s talk on Management Innovations	Pillai’s Institute of Management Studies and Research	One Day	National Level
4.	Preparing for Advanced Financial Management – University Paper of University of Mumbai	Pillai’s Institute of Management Studies and Research	One Day	University Level
5.	Preparing for International Business – University Paper of University of Mumbai	Pillai’s Institute of Management Studies and Research	One Day	University Level
6.	Management Wisdom for the 21 st Century	Pillai’s Institute of Management Studies and Research	One Day	International Level
7.	International Conference on Sustainable Management Practices	PIMSR, Navi Mumbai	One Day	International Level
8.	International Conference on International Management and Global Practices	SIES College of Management Studies, Navi Mumbai	One Day	International Level

Seminars & Workshops Attended

Subject	Venue	Period	Level
Marketing & Finance	Ramanand Arya College, Bhandup.	One Day Workshop	University level
Banking & Insurance	SIWS College, Wadala.	One Day Workshop	University level
Security Analysis and Portfolio Management	H.R College, Churchgate.	One Day Workshop	University level
Research Methodology	S.N.D.T Women’s University, Mumbai	One Day	University level
Issues relating to project on insurance	Shailendra Degree College, Mumbai	One Day	University level
Conference on BPO/KPO.	Dr. D. Y Patil Institute of Management Studies, Belapur.	Two Days	National Level
National Seminar on Indo-Canada Studies.	S.N.D.T Women’s University, Mumbai	Two Days	International
Rating of B-Schools	NMIMS & AIMA	One Day	National Level
Indo-Japan Bilateral Agreement	University of Delhi and UGC	Two Days	National Level
BPO and SEZ Seminar	University of Mumbai	Two Days	International
Conference on SME	Central Institute of BM	Two Days	National level
Indo-American Issues	University of Delhi and UGC	Two Days	National Level

REIT and Mutual Funds	ICSI Training Centre	One Day	National level
Doctoral Conclave	ICFAI B-School	One Day	National level
Changing Management Paradigms	Indira Institute of Business Management	One Day	National level
Conference on Financial Inclusion	STC College of Management, Coimbatore	Three Days	National level
National Conference on Rural Management	IFEEL, Lonavala	Two Days	International
Marketing by Philip Kotler	Shanmukhanand Hall, Mumbai	One Day	International
FDP on Research Fundamentals and Data Analysis	Higher Education Forum, SIESCOOMS	One Day	National
National Research Conference	MGM IMSR, Navi Mumbai	One Day	National
International Conference on Sustainable Management Practices	PIMSR, Navi Mumbai	One Day	International
ITM International Conference	ITM, Navi Mumbai	One Day	International
International Commerce and Management Conference 2017	Dept of Commerce, University of Mumbai	Two Days	International
International Research Conference 2017	JBIMS, Mumbai	Two Days	International
International Research Conference 2019	JBIMS, Mumbai	One Day	International

Membership of Professional Organizations

- Life member of Higher Education Forum (HEF).
- Life member of Indian Accounting Association & Indian Journal of Accounting.

Spiritual Association

- Life Member of International Society for Krishna Consciousness (ISKCON)
- Sadguru Shri Bramhachaitanya Gondavalekar Maharaj – Shishya (Disciple)

Dr. Kaustubh H. Sontakke

Personal Profile

- 1. Name** : Manoj Bagesar
2. Date of Joining : 25/06/2012
3. Address for Communication: SIES College of Management Studies Nerul, Navi Mumbai, 400 70
4. Residential Address : KH3/9/303 , Sector 16, Kharghar , Navi Mumbai-410210
5. Contact Email : manojb@sies.edu.in
6. Current Designation : Assistant Professor

7. Educational Qualifications:

Sr. No.	Examination	University/ Board	Subjects	Year of Passing	Class Obtained
1.	Master of Business Administration	Department of Management Studies, IIT Delhi.	General Management	2003	First
2.	B.E	Nagpur University	Mechanical Engineering	1995	First

8. Academic Experience Details:

Sr. No.	Name of the Organization	Post held	Period
1	SIES College of Management Studies, Nerul, Navi Mumbai	Assistant Professor	12Years

9. Participation in Specialized Trainings / FDPs / MDPs or Certifications obtained

Sr. No.	Month & Year	Particulars
1	July, 2022	FDP on "Introduction to Research Paper Publishing" by Dr. Sangeeta Trott on July 8, 2022.
2.	October,2022	FDP on Topic Selection & Literature review" by Prof. Zubin Mulla on October 15, 2022.
3.	November,2022	FDP on "Data Analysis-Quantitative Techniques" by Dr. Sunil Budhiraja on November 5, 2022.
4	November,2022	FDP on "Data Analysis- Qualitative Techniques" by Dr. Kunal Jha (online) on November 26, 2022.
5	December,2022	FDP on "Writing and Publishing Research Papers"- Dr. Gordon Saini on December 17, 2022.
6	July, 2021	FDP on "Quality publications: An aid to Academic Success" by Dr Sumit Narula organised by IQAC on July 2, 2021.
7	October,2021	FDP on "Navigating the paths to publish in Scopus-indexed Journals by Dr. Sumit Narula and Dr. Sahil Gupta" organised by IQAC on Oct 4, 6, 8, 2021.
8	July, 2021	Certificate in financial Planning - Association of International Wealth Management of India- (July 5 to July 16 -2021)
9	Jan-April 2020	NPTEL Certification- Financial Institutions and Markets-12 Weeks

10	March ,2019	Corporate Credit Risk Assessment by CARE Ratings
11	February,2017	FDP on “Teaching through Case Study” by SIESCOMS
12	January,2017	Round Table Discussion-Innovative Pedagogy” SIESCOMS

10. Participation in Conferences, Workshops and Seminars

Sr. No.	Month & Year	Item
1	January ,2022	The Third Annual International Capital Markets Conference 2022 on "Role of Capital Markets for Sustainable Growth of Economy" by NISM from 15 th -16 th January 2022.
2.	July,2021	10-day certificate program on “Financial Planning” from July 5 to July 16,2021 by Association of International Wealth Management of India (AIWMI).
3.	December, 2020	Workshop on “Preparing for IBOR Transition” by EY India
4	February,2020	Annual Seminar on -Free Trade agreement, Contemporary Cost Management, Value Creation organised by Institute of Cost Accountants of India- Navi Mumbai Chapter
5	January, 2020	NISM Conference- Changing Landscape of Securities Market organized by SEBI-NISM
6	November, 2019	CII Financial Market Summit
7	October, 2019	BIMTECH Insurance Colloquium
8	August, 2019	FIBAC 2019 by FICCI
9	July, 2019	National Summit on ARCON-2019 by ASSOCHEM

11. Conferences, Workshops / Seminars / Webinars / FDPs Organised

Sr. No.	Month & Year	Event
1	April,2022	Panel discussion on “MUDRANK: Managing Change Opportunities in New Normal - BFSI Sector”
2.	September,2021	Panel discussion on “Career Opportunities in BFSI Sector”
3.	February, 2021	Panel discussion on “Union Budget-Decoding”
4	May, 2020	Talk on ‘Opportunities in the Insurance industry - Post COVID” by Mr. Yashesh Sampat, Affinity and Association Business at Edelweiss Gallagher Insurance broker Ltd for Finance students.
5	March, 2020	Annual Capital Market conclave-Indian Capital Market –The Next Frontier for India’s Economy

12. Publications:

Papers Presented/ Published at National Research Conferences /Journals (2017 onwards)			
S.No.	Title of the Paper	Conference/Seminars/Journal	Year
1	“Growth of priority sector advances”	International Conference on India and Global Economy – Issues and Challenges held on 5 th and	2018

		6 th March 2018 at DG Vaishnav College, Chennai	
2	Lac Management in India: A Review	SIES Journal of Management, Volume 14, Issue 1, July 2018.	2018
3	InvITs – A New Life to Infrastructure Sector Funding,	SIES Journal of Applied Finance and Accounting, Volume 7, Issue 7, December 2020, ISSN 2394-8353.	2020
4	Applications of Precision Medicine	Journal of Advances in Pharmacology and Toxicology, Volume 22, August 2021, ISSN 0973-2381.	2021
5	Publication on “Impact of financial literacy on behavioural biased and investment decision”.	Academy of Marketing Studies Journal (Online ISSN: 1528-2678 -ABDC category “B”)	2023
6	Research Paper presentation on “Impact of women directors on performance of Indian IPOs”	12th international Conference SIFICO 2023 Somaiya Vidyavihar University Saturday, 21st January 2023.	2023

14. Professional Expertise:

a. Subjects Taught at UG/PG level:

- Financial Markets and Institutions
- Wealth Management
- Financial Management
- Fixed Income Securities
- Financial Markets and Institutions
- Quantitative Models in Finance
- Sales and Marketing of Financial Service
- Commodities and Derivatives
- Financial Management-
- Cost and Management Accounting

15. Academic Excellence and Guidance of Students:

- Guided students for Capstone and summer internship projects of Management students.

16. Contribution Towards Institutes

- MMS Examination Co-ordinator.
- Coordinating the Seminar, Guest lectures for Finance specialization.
- Coordinating the Annual Finance Corporate Summit
- Examination Duty, paper setting and Evaluation.
- Supporting Placement department for summer internship and final placement.
- Member of Editorial Team of Journal of Finance and Accounting.
- Member of ACSBSP core team.
- Member of Admission committee for the PGDM Program. Handled the Admission Process at Ahmedabad Centre.

Personal Profile

1. Name : Dr. Shalini Gulecha
2. Address for Communication: SIES College of Management Studies Nerul, Navi Mumbai
3. Residential Address : B-503,Neelkanth Heights, Plot No 12&13,Sector 8, Ghansoli,
Navi Mumbai
4. Contact Email : shalinig@sies.edu.in, shalini.gulecha10@gmail.com,
5. Current Designation : HOD Marketing(More than 20 years of Academic Experience)
6. Educational Qualifications : Ph D, MBA

7. Participation in Specialized Trainings / FDPs / MDPs or Certifications obtained / (2017 onward)

Sr. No.	Month & Year	Item
1	October2024	Guest Speaker at ANNA UNIVERSITY -Silver Jubilee Celebrations
2	September2024	Consultation ,Faculty& course design-Marketing Excellence -Brand managers of various companies.
1	May2023	MDP-Building a High-Performance Team
2	Nov2022	Moderator in LPC Coclave3.0
3	May,2021	FDP on “Research Publications” by Dr.Sriram Narayanan,MSU USA
4	May,2020	FDP on “Making Online teaching effective to enhance Student Engagement”UOS ,Dubai
5.	December,2019	FDP on “Teaching with Cases Seminar by IIM A Case Centre and Harvard Business Publishing at IIM Ahemdabad,Dec6-7,2019
6.	May,2020	Certification-How to write an Academic Paper Module 2-Charlesworth Knowledge
7.	May,2020	Certification-Introduction To Peer Review- Charlesworth Knowledge
8.	May,2020	Certification-How to write an Academic Paper Module 3-Charlesworth Knowledge
9.	June,2020	Certification-Managing Your Publication Process-Module 3 Selecting Reviewers: Tips and Tricks-Charlesworth Knowledge

10.	June,2020	Certification-Managing Your Publication Process-Module 5 Papers get rejected-Charlesworth Knowledge
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8. Participation in Conferences, Workshops and Seminars (2017 onwards)

Sr. No.	Month & Year	Item
1	2024	International Research Conference "SRUJAN"
2	2022	International Conference "NICOM" NIRMA UNIVERSITY Ahemdabad.
3	2020	International Marketing Conference by SIESCOMS
4	2019	International Marketing Conference by SIESCOMS
5	March,2019	Simulation workshop at SPJIMR in collaboration with Harvard Publishing House,2019
6	November,2019	Brand Excellence Summit by UBS Forums at ITC Grand Maratha,Mumbai
7	2018	International Marketing Conference by SIESCOMS
8	2017	International Marketing Conference by SIESCOMS

9. Conferences, Workshops / Seminars / Webinars / FDPs Conducted (2017 onward)

Sr. No.	Month & Year	Event
1	December2023	Logo Pedia
2	March 2023	BRAND ROADIES
3	December2022	MBA ADVATAGE
4	July 2021	“How To search relevant jobs-Tips and tricks”
5	July 2021	Strategic Management in the VUCA World
6	July 2021	From Ordinary to an Extra Ordinary – Leadership Lessons
7	July 2021	Find your own Mt. Everest
8	July 2021	How To Make the Most of Your MBA
9	July 2021	Building a successful career in a professional service firm
10	July 2021	New world, new skills
11	July 2021	Building Financial Awareness
12	July 2021	Learn to solve Management Cases
13	July 2021	The making of an Entrepreneur
14	July 2021	Leveraging social media for employee brand building
15	July 2021	Networking- an effective tool for Management Graduates
16	July 2021	Building Storytelling skills for Leadership
17	July 2021	Role-play as a Marketer
18	July 2021	Reducing Stress without Stress - the Yogic way
19	July 2021	Sacred stretch for Creative mind and healthy body
20	July 2021	Alumni Panel Discussion-“From Campus to Corporate”
21	July2020	CSR in changing Times The How of it
22	July2020	Mind in the Covid Era -managing the unprecedented times
23	July 2020	Panel Discussion on Entrepreneurship- entrepreneurial skills

10. Publications:

Papers Presented/ Published at National Research Conferences /Journals (2017 onwards)			
S.No.	Title of the Paper	Conference/Seminars/Journal	Year
1	Brand Audit: A Safety Net for Assessment of the Customer Perceptions and Identity. An Investigation Study of E-Commerce Company TATA CLIQ by Shalini Gulecha <i>SIES College of Management Studies, Navi Mumbai, India.</i>	<i>Empirical Economics Letters, 23 (Special Issue 2): (February 2024) ISSN 1681 8997</i> https://doi.org/10.5281/zenodo.11035627	2024
2	Behaviour of Dry Eyes Syndrome in Diabetes Mellitus: A Study By Shalini Gulecha***SIES College of Management Studies, Navi Mumbai, India	Empirical Economics Letters, 23 (Special Issue 2): (February 2024) ISSN 1681 8997 https://doi.org/10.5281/zenodo.11175086	2024
3	Brand Audit a Safety Net for Assessment of the Customer Perceptions and Identity. An Investigation Study of E-Commerce Company TATA CLIQ	International Conference”SRUJAN”	2024
4	Paper presented “Covid -19 Impact on Consumer Buying Behaviour towards Pets and Pet Food Market “	International Conference “NICOM” NIRMA UNIVERSITY Ahemdabad.	2022
5	Paper published in on “Consumer Buying Behaviour of Indian Pets”	International Journal of Pharmacology and Bio Logical Sciences – A Peer Reviewed and Indexed Journal	2022

6	“We are embracing and bringing change”- the story of healthcare industry	New Normal @Life,Work Business	2020

11. Key Notes/ Speeches/Special Lectures:

Sr. No.	Year	Key Notes
1	2021	Chief Guest (Inauguration)Designing Institute
2.	2020	A) Moderator System integrator &real estate E commerce Pandemic impact & Way ahead B) Co-moderator and Organizer career opportunities in Finance Avenues in Finance C)Co-moderator and Organizer CEO leadership talk series -Developing Leadership Skills D)Organizer-Traversing New paths-careers in Travel and Tourism Avenues in Travel and Tourism industry. E) Resource Person Harvard Simulation Workshop Making students to introduce simulation.
3.	2018	Virtual Convocation batch 2018-20
4.	2019	Organized GIP

12. Professional Expertise:

Courses Designed at PG level-LT& PS, Event Entertainment and OTT Marketing, Tools and Techniques of CRM, Mock GD PI as a member of Marketing team at SIESCOOMS

Subjects Taught at PG level:

MMS-Marketing Management, Consumer and Industrial Buying Behaviour (CIBB), CBB(Consumer Buying Behaviour),Business to Business marketing (B to B) ,Social Media Marketing (SMM),

PGDM-CIBB &IMC, Strategic Management, IMC Integrated Marketing Communications (IMC), Event Entertainment and OTT Marketing, Social Media Marketing (SMM), Tools and Techniques of CRM, Consumer Buying Behaviour; Strategic Management, B to B Marketing, Applications of Marketing, Lateral Thinking And Problem Solving(LT &PS),Marketing Strategy

Special Assignments-Faculty-

Moderator-LPC Conclave

MDP-SAKSHAM

Faculty-MDP-Brand Managers Workshop-“Understanding Nuts &Bolts of Marketing Excellence.

13. Academic Excellence and Guidance of Students: Mentor

Guide for SIP and Capstone Projects

14. Contribution Towards Institutes

S. No	Name of the Organization	Duration	Contribution
1	HOD Marketing		Towards the development of Marketing Students.
1.	President NDLI CLUB IIT Kharagpur	2021 onwards	Active member in the activities of the club
2.	Coordinator GMCS-ICAI - Institute Of chartered Accountants of India	2017 onwards	Coordinator of the OC and MCS batches
3.	Mumbai University	2017 onwards	Approved faculty

15. Membership of the Committees:

1. Member Alumni Relationship Cell at SIESCOMS
2. Member Academic Council Member
3. NAAC -Core team
4. NBA-Core Team
5. Core Team Silver Jubilee Celebrations-SIESCOMS
6. Admissions -Core Team
7. Branding -Core Team
8. International Marketing Conference-organizing committee
9. CIS-organizing
10. Owner and Organizer “-CEO LEADERSHIP TALK SERIES”
11. BOS -Marketing
12. Member-Discipline committee

13. BOS other areas
14. Member-Examination committee
15. Member-Time table committee
16. Member-Marketing round table committee
17. Co-Ordinator -Convocation Committee
18. Co-Ordinator-Orientation Committee
19. Member-Placement Committee
20. Co-ordinator Brochure Committee
21. WEC Convenor
22. External events Committee Convenor
23. Branding Committee Convenor

16. Membership of the Professional Bodies:

- Approved faculty of Mumbai University
- President NDLI CLUB IIT Kharagpur
- BMA

Curriculum Vitae



Dr Christina Shiju

Recognized PhD Guide: University of Mumbai -Management & Finance
(ICD/23-24/2199)

MSc, MBA, PGDM, PhD (Management)
FDP- IIM Visakhapatnam (Advanced Multivariate Data Analytics-2023)
IIM Visakhapatnam (Data Analytics-2020)

University of Mumbai Rank Holder-2004

CAREER PROFILE:

I am a University of Mumbai (CONCOL) Approved Faculty for MMS with **P.G Teacher Recognition for MMS** from the **University of Mumbai**. As research is crucial to institutional and individual growth, I was granted **Recognized PhD Guideship students from University of Mumbai for Management and Finance effective from August 2023**.

PATENT

Publication date: 8/12/23 202311076659 An artificial intelligence-based approach to analysing the Impact of corporate social responsibility in legal settings

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L-132431/2023 Behavioural analytics of financial advertisements influence through visual elements Across generational cohorts

RESEARCH: LIST OF RESEARCH PAPERS PUBLISHED

- Dr Christina Shiju: Generational Kinetics: Assessing Inter-Generational Cohort behaviour towards garnering financial information for Generation X, Millennials and Generation Z from Information channels for investment decision making. *European Economics Letters* Vol 13 Issue 3 2023 ISSN 2323-5233 (ABDC 'C' category journal)
- Dr Christina Shiju, Dr Ratnakar Galta, Dr Vikas Singh, Dr Richa D , Dr Ansuman Sahoo and Dr Shrish Tiwari Analysis of working capital management at high cash burn startups in the food tech space *World Journal of Management and Economics* Vol 16 Issue 8 2023 ISSN 1819-8643 (ABDC 'C' category journal)
- Dr Christina Shiju: Behavioral Analytics And Neurofinance Application Through Facial Coding On Individual Investors Across Generational Cohorts *Empirical Economics Letters* Vol 21 Special Issue 3 pg 1-6 June 2022 ISSN 1681 8997 (ABDC 'C' category journal)

- Dr Christina Shiju & Dr Monali Neve: Behavioral analytics of financial advertisements influence through visual elements across generational cohorts Journal of Contemporary Issues in Business and Government Vol. 28, No. 03, 2022 P-ISSN: 2204-1990; E-ISSN: 1323-6903 DOI: 10.47750/cibg.2022.28.03.022 (**ABDC ‘C’ category journal**)
- Dr Christina Shiju: Generational cohort characteristics and analysis of behavioral biases of individuals for investment decision making across inter-generational Cohorts groups Journal of Contemporary Issues in Business and Government Vol. 28, No. 03, 2022 P-ISSN: 2204-1990; E-ISSN: 1323-6903 DOI: 10.47750/cibg.2022.28.03.023 (**ABDC ‘C’ category journal**)
- Dr Christina Shiju, Dr Bigyan Verma & Dr Monali Neve: Non-verbal evaluation of consumer behavioral analytics using Facial Coding to audit e-commerce retail websites NeuroQuantology July2022 Volume20 Issue8 doi:10.14704/nq.2022.20.8.NQ44829 1303-5150 (**Scopus Indexed Journal**)
- Dr Christina Shiju: Fresh cut & delivered: a case analysis on fresh to home and liscious with the farm to fork e-shop model : Case study : Journal of Fundamental & Comparative Research Vol. VIII, Issue 2, No. 10, July –Dec 2022 (IF = 7.268 UGC CARE GROUP I Journal)
- Dr Christina Shiju & Dr Ruta Khaparde : Critical analysis of millennial financial attitudes in urban India post pandemic- a study of millennial cohort characteristics linkage in Mumbai region Shod Samita 2021 Vol 8 Issue 2 118-122 UGC CARE Group I Journal ISSN 2277-7067 (2021)
- Dr Christina Shiju : An empirical disquisition on financial investment determinants and inter-generational cohort linkage across generation X, millennial and generation Z cohorts Shod Samita Vol 8 123-129 UGC CARE Group I Journal ISSN 2277-7067 (2021)
- Christina Shiju: Bitcoin and ethereum- cryptocurrency price fluctuations and their myriad implications Modern Th. Research : 3 to 5 June, 2021 - Special Issue 375-789 (ISSN : 2321-984X) (2021) UGC CARE Group I JOURNAL (2021)
- Christina Shiju: A disquisition on implications of intergenerational behavioral aspects of Generation X, Generation Y (Millennials) and Gen Z – Vidyak Journal of Research Volume 3 Issue 3, June 2020 ISSN 2455 – 722 (**2020**)
- Christina Shiju: Transforming paradigms of financial access and financial stability in India through Kiosk banking and business correspondents- initiatives and impact AU FAIT Research Journal of Innovative Teaching Technique and Skill Development Vol 5 Issue 2 October 2019 ISSN 2395-5066 (**2019**)
- Christina Shiju: A literature review on retail investor education and investment behavior International Journal of Renewable Energy Exchange Vol 5 Issue 8 2018 ISSN 2321-1067 (**2018**)
- Christina Shiju: Individual Investor Behavior in Financial Decision Making- A Brief Review of Research Literature- International REX Journal Vol 5 Issue 12 2018 ISSN 2321-1067 (**2018**)
- Christina Shiju: Crowd funding an Emerging Frontier Over Traditional Financing- *SIES JOURNAL of Applied Finance and Accounting* Vol 2, Issue 1, 2015 ISSN 2394-8353 (**2015**)

- Christina Shiju Urban Financial Inclusion at the bottom of the pyramid through Kiosk banking in India *Pillai Journal of Management Research* Vol 12 Biannual, 2016 ISSN 0976- 5441 (2016)
- Biodiversity studies on Vidyanagari campus of Mumbai University Environmental Degradation and Management 3: 19-24, 2007, ISSN: 1477-7835. (2007)
- Wastewater Treatment and Recycling in Mumbai: an overview *Journal of Nature Conservation* 19 (1): 179-184, 2007, ISSN: 0970-5945 (2007) (**Scopus Indexed**)

BOOK PUBLISHED

Digital Marketing Fundamentals R K Publishing- Amazon ISBN 8119140176

REVIEWER

McGraw Hill: For Pedagogical requirements and Orientation: Derivatives & Risk Management

MAJOR FDPs:

- Faculty Development Programme **Indian Institute of Management: IIM –Visakhapatnam** 17 to 21 Aug, 2020 on Data Analytics.
- **FDP UGC and MHRD under UGC-PRAMARSH** on Sustainable Teaching Learning and Evaluation methods. Awarded A grade. from 10 Aug to 14 Aug 2020

CERTIFICATIONS –

- Financial Markets- YALE UNIVERSITY*
- Block chain, Crypto assets, and Decentralized Finance- INSEAD*
- Introduction to psychology- YALE UNIVERSITY*
- Research Design- University of North Texas*
- Digital Footprint- University of Edinburgh*
- Behavioral finance - Dukes University*
- Advanced business strategy- Darden Business School*

WORK EXPERIENCE

- **Assistant Professor: SIES College of Management Studies:** June 2021 – Present as Core faculty for **MMS** course affiliated to University of Mumbai
- **Assistant Professor: Oriental Institute of Management:** May 2021 – May 2022 as Core faculty for **MMS** course affiliated to University of Mumbai

- **Assistant Professor: Pillai Institute of Management studies and Research** : August 2012
– 2021 as Core faculty for **MMS** course affiliated to University of Mumbai
- Head : Education and Administration Vinmark Education Ltd 2010-2011
- Executive Trainee HDFC Bank 2009-10
- Management Intern : Bank of Baroda: Forex: 2009
- Research Trainee for RAPD PCR/Research Trainee-Naval Materials Research Laboratory
2006-08

EDUCATION

Degree	Duration	Stream	% Marks/Grade
Ph.D. (Management & Commerce)	Thesis Title: <i>A STUDY ON FINANCIAL DECISION MAKING IN INDIVIDUAL INVESTORS AND GENERATIONAL COHORTS INCORPORATING A PERSPECTIVE ON BEHAVIORAL FINANCE</i> https://shodhgangotri.inflibnet.ac.in/handle/123456789/8428 FULL THESIS: TURNITIN PLAGIARISM %: Less than 1%		
	2018-2021 Shri JYT University	Management Finance	August 2021
MBA	2013-2015 Annamalai University	International Business - Finance	First Class
PGDM	2008-2010 SIES College of Management Studies (AICTE APPROVED)	Finance Management	Distinction
M.Sc.	University of Mumbai 2005-06	Science	First Class
B.Sc.	University of Mumbai 2002-04	Science	Distinction University Rank Holder

TECHNICAL SKILLS:

Excel/ Office	IBM SPSS	R & R STUDIO - Basic
Plagiarism Tools	Virtual Collaboration Platforms /LMS	Cloud Based Documentation

SUBJECTS TAUGHT:

- a) Finance Area: Corporate Finance, Derivatives & Risk Management, Security Analysis & Portfolio Mgmt., Banking, Insurance, Financial Management, Financial Markets & Institutions, Commodity markets, Behavioral finance, Venture Capital & Private Equity, Mergers & acquisitions, Fixed income, International Finance, Corporate Valuation,
- b) General Management Area: Perspective Management, Organizational behaviour, Managerial economics, Business Communication, MIS, E commerce, Marketing Management, Business Research Methodology, Business Environment, International Business

RESEARCH: LIST OF NATIONAL AND INTERNATIONAL RESEARCH CONFERENCES AND SEMINARS

- ❖ International Commerce and Management Conference on “Reinventing Trade, Commerce and Management in Global Scenario; Challenges and Opportunities” 2013
- ❖ ICSSR Sponsored Interdisciplinary National Seminar on Financial Inclusion: A step towards Inclusive Growth ’ 2013
- ❖ Concurrent Convention on Case Study Methodology” organized by K.C College of Engineering and Management Studies and Research, Thane 2013
- ❖ Attended Management Development Program (MDP) on -Risk Management Architecture in Banks as per RBI guidelines (w.r.t. Basel-II and Basel -III) held on 20 th November 2014 at Pillai Institute of Management Studies and Research, New Panvel. 2014
- ❖ 4th Global Conference on Inclusive Growth- A Gateway to Prosperity; held in December 2015.
- ❖ International Commerce and Management Conference on “Global Business Finance and Leadership ; Challenges and Opportunities” 2015
- ❖ Attended Two day program for Faculty Development for Values Education and Self Development held on July 6th and 7th 2015
- ❖ 2016- Attended Two day Workshop on “ Training on Use of Statistical Techniques in Social Research” at Pillai College of Arts , Science and Commerce on 28th and 29th January 2016
- ❖ 2021- International conference on Thriving in Digital era- Innovations in Business, Science and Technology, Oriental Institute of Management , Nov 2021
- ❖ Global Conference: Emerging Business Practices: Sustainability The New Normal: at Pillai Institute of Management Studies and Research: 8 October 2022.

PAPER PRESENTATION

- ❖ “Urban financial Inclusion In India through Kiosk Banking Initiatives of Public Sector Banks” presented at International Commerce and Management Conference on “Reinventing Trade, Commerce and Management in Global Scenario; Challenges and Opportunities” Organized by University Department of Commerce, University of Mumbai on Thursday, 10th and Friday 11th January , 2013.
- ❖ ‘Financial Inclusion in India -Targeting the Unbanked population at the Bottom of the Pyramid’ paper presented at conference Organized by the Departments Of Psychology, Political Science & Economics, Maharshi Dayanand College of Arts, Science and Commerce ; held on Monday, 15 th July 2013.

- ❖ “An overview of Financial Inclusion and Financial stability in India through perspective of Public Sector” paper presented at International Commerce and Management Conference on Global Business Finance and Leadership ; Challenges and Opportunities held at University Department of Commerce , University of Mumbai on Monday 19th and Tuesday 20th January,2015
- ❖ Paper presented on ‘Changing paradigms of financial access and financial stability in India Review of initiatives and impact’ held at 13 th International commerce and Management conference on New Paradigms in Restructuring of Business Management Strategies in Finance, Marketing , HR and IT held at University Department of Commerce , University of Mumbai , 2016
- ❖ Paper presented on ‘Financing economic growth through NBFC model banks in India – emerging frontiers and changing landscapes’ at the 14 th International commerce and Management conference on Management strategies for global investments in India and from India : FDI and ODI’ held at University Department of Commerce , University of for Mumbai, 2017
- ❖ Paper presented on ‘Envisaging thrust to financial access from demonetization to digitization’ on Impact of digitization and ecommerce on Indian and Global Economy: Challenges and opportunities held at University Department of Commerce , University of for Mumbai 2018
- ❖ Changing perspectives on Financial decision making and investor behavior- A detailed literature review’ on 16 th International commerce and Management conference on Global Economy , Insolvency and Bankruptcy code held at University Department of Commerce , University of Mumbai 2018
- ❖ Individual investor behavior in Financial decision making – A brief review of research literature in the National conference on Education needs innovation in Shri JJT University 2019
- ❖ Fresh Cut and Delivered: A case analysis on Fresh to Home and Liscious with the Farm to Fork e shop model.

STATEMENT OF WORKSHOP, PROGRAMMES, FDP, MDP ATTENDED

Year	Name of the programme	Organization
2024		
2023		
2022		
2021	Intellectual Property Training	Govt of India & Office of Controller General of Patents

2021	Financial Wealth Creation	AMFI
2021	Digital skills, Entrepreneurship in New Era of AI	FDP MIT & AICTE
2021	Capital Market Overview	FDP BSE Brokers FORUM
2021	Forensic Accounting	CSI & CIET
2020	FDP on Commodity Derivatives Market	MCX and ADMIFMS University of Mumbai
2020	FDP on productive thinking in research methodology with special reference to e commerce	Department of commerce, university of mumbai
2020	FDP on Upscaling Pedagogy with MOODLE	Don Bosco College 13th to 15 th July, 2020
2020	FDP on Case study methodology	Amity University
2020	Webinar on Assessment and Accreditation process of NAAC	IQAC Pillai College of Engineering
2020	FDP on Insight into Intellectual property rights	SIBAR from 30 to 31 July
2020	Web Seminar on Successful research papers- Concepts to Submission	Sanghvi college of engineering on 28 July 2020
2020	National webinar on Writing research papers	IQAC cell , SSMM, Pune on 18 July 2020
2020	National webinar on Reconfigure integrated financial markets	Dept of commerce, University of Mumbai and Indian Accounting Association on 18 May 2020
2020	National webinar on Attitude Change management and work ethics	Dept of Management Studies and IQAC CKT on 23 May 2020
2020	International conference on Building core competencies : Disrupting the disruptors	University of Mumbai , Shri JITU, Bombay Management Association and GNVSIOM on 6th June

2020	Focus in and get problems out with Self Coaching tool kit	Pillai Institute of Management Studies and Research
2019	National Conference on New frontiers in innovation in Management, Social Science and technology and their impact on societal development	ASM- IMCOST and SJJTU on 12 Oct, 2019
2019	Course work for PhD – Statistics, Research methodology and Computer Application	SJJTU- Phd Department
2018	Coursework for PhD – Statistics, Research methodology and Computer Application	SJJTU- PhD Department
2018	A literature review on retail investor education and investment behavior	National conference on Education needs innovation in Shri JJT University on Dec 1 2018
2018	Individual investor behavior in Financial decision making – A brief review of research literature	International conference on Research aspects in renewable energy, green technology , engineering and environmental science and its application for development of rural India on 17 Nov 2019
2018	Changing perspectives on Financial decision making and investor behavior- A detailed literature review’	16 th International commerce and Management conference on Global Economy , Insolvency and Bankruptcy code held at University Department of Commerce , University of Mumbai

2018	Paper presented on ‘Envisaging thrust to financial access from demonetization to digitization’	Impact of digitization and ecommerce on Indian and Global Economy: Challenges and opportunities held at University Department of Commerce , University of for Mumbai
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2017	Paper presented on 'Financing economic growth through NBFC model banks in India – emerging frontiers and changing landscapes'	14 th International commerce and Management conference on Management strategies for global investments in India and from India : FDI and ODI' held at University Department of Commerce , University of Mumbai
2016	One day Workshop on 'Research Proposals and Publications'	Pillai College of Arts Science and Commerce
2016	Faculty Development Programme on ' Innovative Techniques of Teaching”	Pillai College of Arts Science and Commerce
2016	Workshop on “ Training on Use of Statistical Techniques in Social Research	Pillai College of Arts Science and Commerce
2016	Paper presented on 'Changing paradigms of financial access and financial stability in India- Review of initiatives and impact'	13 th International commerce and Management conference on New Paradigms in Restructuring of Business Management Strategies in Finance, Marketing , HR and IT held at University Department of Commerce , university of Mumbai
2015	Paper presented on “An overview of Financial Inclusion and Financial stability in India through perspective of Public Sector”	International Commerce and Management Conference on Global Business Finance and Leadership ; Challenges and Opportunities held at University Department of Commerce , University of Mumbai
2015	FDP Values Education and Self Development	Mahatma Education Society
2014	MDP-Risk Management Architecture in Banks as per RBI guidelines(w.r.t. Basel-II and Basel –III	Pillai Institute of Management Studies and Research

2013	Paper presented on 'Financial Inclusion in India -Targeting the Unbanked population at the Bottom of the Pyramid'	FDP Organized by the Departments Of Psychology, Political Science & Economics, Maharshi Dayanand College of Arts, Science and Commerce
2013	Paper presentation on "Urban financial Inclusion In India through Kiosk Banking Initiatives of Public Sector Banks	International Commerce and Management Conference on "Reinventing Trade, Commerce and Management in Global Scenario; Challenges and Opportunities" Organized by University Department of Commerce, University of Mumbai on Thursday, 10 th and Friday 11 th January
2013	FDP- Concurrent Convention on Case Study Methodology	K.C College of Engineering and Management Studies and Research

KEY SKILLS

- ❖ Strong verbal and interpersonal communication
- ❖ Self motivated with high level of commitment
- ❖ Critical thinking
- ❖ Effective organization and planning

PERSONAL PARTICULARS

Mobile:9833802760 E Mail: christyanne21@gmail.com Address: C-47, Dattatraya Society, Near Satguru Gardens, Mith Bunder Road, Thane E-400603 DOB: 21-12-1983

I hereby confirm that all the information in this document is accurate and true to the best of my knowledge.

Linkedin: www.linkedin.com/in/christina-shiju-69494263



Dr. CA. Aditya Arvind Sontakke, CMA, CWM

Personal Information

Date of birth : 02nd December 1985
Age : 38 years
Marital status : Married
Nationality : Indian.
Contact No. : 09321606818
Email : adisontakke@gmail.com
Address : A-101, Vasant Aalap, Market Yard, Behind Kalpataru Riverside
Apartment., Panvel, Navi Mumbai - 410206

Educational Qualifications

Degree	Specialization	University	Percentage	Class
Ph.D.	Accounts	Shivaji University,	N. A	Completed in 2016
CA	Accounts	ICAI	51.00%	Second Class
CMA	Mgt. Accounts	IMA- USA	85%	Distinction
CWM	Wealth Mgt.	AAFMM	89.37	Distinction
Certified Ind AS	Ind AS	ICAI	76.00%	First Class*
M.Com	Accounts	Mumbai University	62.50%	First Class**
MBA	Finance	VMU	61.08%	First Class
M. Phil	Management	VMU	60.50%	First class
SET	Commerce	Pune University	65.71%	First class
DFM	Finance	NMIMS, Mumbai	62.50%	First Class
B. Com	Accounts	Mumbai University	77.85%	First Class***
HSC	Commerce	Mumbai Board	73.50%	First Class****

- *Stood second,
- ** Stood Second in CKT College, Navi Mumbai
- *** Stood Third in CKT College, Navi Mumbai,
- **** Stood Second in V.K. Junior College, Panvel

IT and Computer Qualifications

- Diploma in Computer Basic - 'A' Grade, Softech Computer Institute, Chowk, Raigad.
- Compulsory Computer Training – Institute of Chartered Accountants of India, 250 hours.

Work Experience

Names of the Institution	Designation	Period	Area of Experience
SIES College of Management Studies, Nerul, Navi Mumbai.	Associate Professor	June 2022 till date	Accounting and Finance
Pillai HOC IMSR, Rasayani, Raigad	Assistant Professor	July 2011- May 2022	Accounting and Finance
Bharati Vidyapeeth IMSR, CBD Belapur	Assistant Professor	June 2009 to July 2011	Accounting and Finance
R. B. Pandya and Associates	Assistant Manager-Taxation	June 2006 to May 2009	Audit and Taxation

Administrative Experience

Names of the Institution	Nature of Work
Pillai HOC IMSR, Rasayani, Raigad	Registration of Candidates on DTE portal
Pillai HOC IMSR, Rasayani, Raigad	Registration of Candidates on Mumbai University portal
Pillai HOC IMSR, Rasayani, Raigad	NAAC Co-coordinator
Pillai HOC IMSR, Rasayani, Raigad	Merit List Compliance
Pillai HOC IMSR, Rasayani, Raigad	Preparation for L.I.C

Memberships and Approvals

Sr. No.	Names of the Institution	Nature of Membership or Approval
1	Shivaji University - Kolhapur	Member of Board of Studies – Commerce and Management Department
2	Sadguru Gadge Maharaj College, Karad (An Autonomous College)	Member of Board of Studies – School of Commerce and Management
3	Mumbai University	Approved Assistant Professor from 01/03/2015. As per the circular No. CONCOL/ICC/04 Of 2012, dated 10 th February 2012
4	Mumbai University	Approved PG Teacher from 02/05/2022. As per the circular No. thesis/ICD/2022-23/611 dated 10 th June 2022
5	Institute of Chartered Accountants of India (ICAI)	Associate Member
6	Institute of Management Accountant of United States of America	Permanent Member
7	American Academy of Financial Management of United States of America	Permanent Member

Book published

Sr. No.	Name of the Book	ISBN No.	Publisher
1	Simplest Approach to Derivatives	978-93-9287-808-4	Orange book Publication
2	Simplest Approach to Forex	978-93-9287-831-2	Orange book Publication
3	Simplest Approach to Financial Management	978-93-9287-854-1	Orange book Publication
4	Investment Planning Specialist	978-93-9154-384-6	Orange book Publication
5	Retirement and Tax planning Specialist	978-93-9154-393-8	Orange book Publication
6	Risk and Estate Planning Specialist	978-93-9154-326-6	Orange book Publication

7	Simplest Approach to Time Value of Money	978-93-5621-890-1	Orange book Publication
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Seminars, workshops, conferences, participations and FDP

Date	Title	Type	Level	Role	Venue
2008	Inter collegiate research festival - Avishkar	Research Competition	District Level	Research paper presented	Mumbai University
15, 16,17 Sept - 2009	Financial Sector- Contemporary issues	National Seminar	National Level	Presented Research Paper	Pollachi, Tamil Nadu
17, 18,19 December -2009	Case writing and teaching workshop	Workshop	College level	Developed a Case study and Published with ECCH	BVIMSR, Belapur
12 th March 2010	Let's talk on management innovation	National Conference	National	Presented Research Paper	PIMSR, Panvel
10 & 11 December -2010	Research methodology and quantitative techniques	National Workshop	National	Attended workshop	Shivaji University, Kolhapur
21 & 22 January 2011	India Inc: The Decade ahead	National Conference	National	Participated	BVIMSR, Belapur
6 th Feb 2011	International doctoral thesis conference	International Conference	International	Presented Research Paper	iFEEL, Lonavala
3 rd March 2012	National Seminar on IFRS	National Seminar	National	Attended	Shivaji University, Kolhapur
30 th March 2012	Research Forum Seminar	College Level	College Level	Attended	PHIMSR, Rasayani
8 & 9 March 2013	Amassing quality for sustainability and competitiveness	National seminar	National	Presented Research Paper	JSPM, Pune

30 th Nov 2013	Sustainability management Practices	International Conference	International	Attended	PIMSR, Panvel
20 th Feb 2016	Inclusive growth through innovative HR practices and alternative finance	International Conference	International	Presented Research Paper	ITM, Kharghar
2 & 3 March 2015	Demographic dividend & industrial development with inclusive approach: A road ahead	International Conference	International	Presented Research Paper	Shivaji University, Kolhapur
13 th January 2017	Management Strategies for global investment in India and from India: FDI and ODI	International Conference	International	Presented Research Paper	Mumbai University
7 th October 2017	New NAAC Guidelines and SSR writing	One day workshop	College level Workshop	attended	SIES College of ASC, Nerul
27 th April 2018	Using Blended MOOCs in Management Education	On day FDP	International	attended	IIM Bangalore

Subjects Taught

1) Direct Tax	9) Fixed Income Securities
2) Indirect Tax- GST	10) Merger and Acquisitions
3) Financial Accounting	11) International Finance
4) Financial Management	12) Derivatives
5) Advanced Financial Management	13) Strategic Cost Management
6) Analysis of Financial Statements	14) Cost and Management Accounting
7) Security Analysis and Portfolio Management	15) Accounting for Managers
8) Valuations of Business	

Dr. CA. Aditya A. Sontakke, CMA, CWM

Curriculum Vitae

Personal Information	
Full Name	Dr. Rajesh Indrapal Chouksey
Marital Status	Married
Nationality	Indian
Date of Birth	20th September 1975
Aadhar Card	988508296089
Address for Correspondence	A704 PARK ROYALE BAMANDAYA PADA MAROL ANDHERI EAST MUMBAI 400059
Contact Numbers	+917020138282
Email Address	choukseyrajesh@gmail.com

Current Employer	
Organization	SIES College of Management Studies, Navi Mumbai
Designation	Professor – Operations
Responsibilities	NBA & NAAC: Member Coordination Team Head SIES PhD Research Cell Head CSR

EDUCATION				
Examination	Discipline	Name of University	Year	Percentage
Ph. D.	Management	Rashtrasant Tukadoji Maharaj Nagpur University	Nov 2014	
Post-Graduation	M Tech (Industrial Engineering)	Rashtrasant Tukadoji Maharaj Nagpur University	Oct 2010	81.77%
Post-Graduation	M B A (Finance, Marketing)	Rashtrasant Tukadoji Maharaj Nagpur University	Oct 2000	62.80%
Graduation	B E (Industrial Engineering)	Rashtrasant Tukadoji Maharaj Nagpur University	July 1997	68.56%
HSC	Science	Maharashtra State Board of Secondary & Higher Secondary Education, Divisional Board	March 1993	70.67%
SSC	General	Maharashtra State Board of Secondary & Higher Secondary Education, Pune	March 1991	70.57%

Ph D awarded in the Faculty of Commerce for thesis titled "**A Critical Study of Public Private Partnership for Infrastructure Development In India:- With Special Reference to Maharashtra State.**"

Approvals:

1. **Ph. D. Guide : University of Mumbai** granted recognition as a teacher to guide student for the Ph.D. degree in the subject of Management Studies from 23rd Feb 2022 with Reference No Thesis/icd/2021-22/4089.
2. **Associate Professor : University of Mumbai** approved full time Associate Professor in MMS program on regular basis through letter no TAAS(CT)/ICD/2018-19/30724 DATED 19-06-2019.
3. **Assistant Professor : Rastrsant Tukadoji Maharaj Nagpur University** approved Assistant Professor Under Fifth Pay Commission equivalent to Associate Professor of sixth Pay Commission) through letter no 374/c/731 dated 21st June 2010.

Experience			
From	To	Organization	Position Held
Aug 2022	Till Date	SIES College of Management Studies, Navi Mumbai	Professor
Jul 2017	Jul 2022	Sheila Raheja School of Business Management & Research, Mumbai	Associate Professor (UGC Approved)
AUG 2009	JAN 2017	Nagpur Institute of Technology, Nagpur	Assistant Professor (UGC Approved)
AUG 2008	JULY 2009	Dr. Panjabrao Deshmukh Institute of Management Technology & Research, Nagpur	Lecturer
SEP 2006	JULY 2008	Lokmanya Tilak Institute of Management studies & Research, Nagpur	Lecturer
FEB 2006	AUG 2006	Kavikulguru Institute of Technology & Science, Ramtek	Lecturer
2002	2006	P.E. Industry, Gurgaon	Production Manager
2000	2002	Paras Cadd Technology, Mumbai	Sr. Technical Engineer
1997	1998	Rajkamal Computers, Nagpur	Franchisee development Officer

Research Publications			
Publication Details	International	National	Journal
Conference Papers	4	7	7

Research Publications:

1. **Analysis and Optimization of Supply Chain Finance Management based on Big Data in E commerce in "Korea Review of International Studies"**, Global Research Institute, Republic of Korea
2. **Impact of Goods return policy on online Buying in "Korea Review of International Studies"**, Global Research Institute, Republic of Korea
3. **Impact of reverse logistics activities on asset recovery in "World Journal of Management and Economics"**, (Australian Business Deans Council).
4. **Impact of third-party logistics on revenue logistics activities with special reference to**

- organized retail** in The British Journal of Administrative Management, Vol 58, issue 148, March 2022
5. **Developing a framework for new - normal Supply Chain Management, The Empirical Economics Letters(Australian Business Deans Council)** on , 2022, ISSN No. 1681-8997.
 6. **Our Heritage Journal, on Study of Impact of Online Travel Agents(OTA)** on Tourism in Pench Tiger Reserve by Studying Tourism Growth in Olive Resort, 2020, ISSN NO. 0474-9030, Vol. 68, No 9, Page No. 1374-1382.
 7. **SIES Journal of Management** on Evaluation of Consumer Using the Technology Acceptance Model for Grocery Shopping in India, 2019, Volume 15, Issue 1, Pg No 82.
 8. **IBMRD's Journal of Management and Research** by Padmashri Dr Vittalrao Vikhe Patil Foundation, Pune on "Customer Service Strategies and Critical Success Factors in Managing Customer Relationships in Banking Sector", 2012, ISSN No. 2277-7830, Vol 1, Pg No 41.
 9. **National Conference** on "Emerging Strategies for Sustainable Growth and Competition" held with title of the paper "Infrastructural Development in India: Private Participation as Emerging Trend" organised by Shri Ramdeobaba College of Engineering & Management, Department of Management Technology, ISSN No. 978-93-81432-16-7, held on 1st to 3rd March 2012, Pg 149.
 10. **National Conference** on "Innovation in Banking & Finance" organized by Padmashri Dr, Vitthalrao Vikhe Patil Foundation's Institute of Business Management & Rural Development held on 16-18th March 2012.
 11. **National Seminar** on "Quality Improvement in Secondary Teacher Education" with the title of paper "Integration of ICT's in quality Improvement in Teacher Education" organized by Gramotthan Vidyapeeth college of Education held on 17 & 18th March 2012.
 12. **International Conference** participation on "Impact of Foreign Universities on India's Management Education" organised by NIT Graduate School of Management held on 12th February 2011, pg No 31.
 13. **51st National convention** of Industrial Engineers and National seminar with title of the paper "The Analytical Hierarchy Process Approach for Selecting a mid size automobile" organised by The Indian Institution of Industrial Engineering, Nagpur Chapter held on December 2009, vol 51, A-37.
 14. **International Research Conference 2008** on " Services Management- New Perspectives" with title of paper "A Service Marketing approach to high tech Innovations Management" held on 8th March 2008 organized by Kohinoor Business School, khandala.
 15. **National Conference** on Research paper presentation on "Designing & Implementing Marketing Strategies" with the title of paper ' A Study of Effectiveness of Supply Chain Management in organised Retailing" held on 22nd May 2007 organised by All India Management Association.
 16. **International Conference** on "Changing world of work and balancing work life" held on 4th April 2007 organised by Regional College of Management & Indian Society for Training & Development, Bhubaneswar.
 17. **National conference** sponsored by UGC on "Entrepreneurship Development: evaluation of the government policies & programmes" with title of paper "Entrepreneurship Development" held on 23-24th Feb 2007 organised by Dayanand Arya Kanya Mahavidyalaya, Nagpur.
 18. **International Research Conference 2007** on "Services Management – Issues & Challenges" with title of paper 'Foreign Direct Investment- emerging Financial Instrument" held on 2nd Feb 2007 organized by Kohinoor Business School at Khandala.
 19. **National Conference** on Risk Measurement & Management held on 12-13th Jan 2007 with title of paper "Why Entrepreneurs fails?" organised by Dr. Ambedkar College, Nagpur.

Grants
Established Entrepreneurship Development Cell in 2013 funded by All India Council of Technical Education as Chief Coordinator at Nagpur Institute of Technology with total project cost as Rs 4,54,850/-

Awards / Recognitions				
1	2009	Certificate of Achievement	Shri Ramdeobaba Kamla Nehru Engineering College	Outstanding Performance in First year M Tech Industrial Engineering
2	2011	Certificate of Achievement	Shri Ramdeobaba Kamla Nehru Engineering College	Outstanding Performance in Second year M Tech Industrial Engineering

Membership	
1	Indian Institution of Industrial Engineering (MIIE 9277 88)
2	The Indian Society for Technical Education (LM 74607)
3	Bombay Management Association

JRF/NET/SET Examination	
Year	Score
Dec 2014	138 (39.43 %)

Academic Outreach Activities Organize
1. International Research Conference SRUJAN 2024 on Thriving and Growing in Uncertain Times: Unleashing Business Potential through Innovative Strategies organized on 20 th January 2024.
1. Faculty Development Program at all India Level on Research Methodology: Art of Writing Research Paper & Thesis , in association with Inspira Research on 11-17 July 2021.
2. Organized awareness workshop on National Board of Accreditation for education society on 25 th November 2019.
3. Attended in one day workshop on New AQAR Methodology organized jointly by Valia College with IQAC cluster India on 23 rd July 2019.
4. Value Added Courses on Advance Excel, Fundamental of Tableau and R during 2019, 2020, 2021.
5. Coordinated Cultural, Sports, Freshers, Farewell, Industrial Visit activities during 2017-18.
6. Workshop on Aptitude Development organized as coordinator for 300 polytechnic students in each workshop for twice a year as a coordinator , Overall coordination and handling accounts in 2013, 2014, 2015 and 2016 .
7. Information and Communication Technology workshop organized as coordinator for 150 Polytechnic students in each workshop as a coordinator , Overall coordination and handling accounts in 2014 and 2015 .
8. Faculty Development Program organized as coordinator for 180 polytechnic Faculty in each workshop as a coordinator, overall coordination and handling accounts in 2014, 2015 and 2016 .

Academic Outreach Activities Organize

9. **Workshop on Aptitude Development** organized as coordinator for **110 Engineering students** as a coordinator, overall coordination and handling accounts in **2013, 2014, 2015 & 2016**.
10. **One Day SELF MANAGEMENT** organized as coordinator for **80 Second year Engineering students** under Training & Placement Department as a coordinator, **Overall coordination in 2015 and 2016**.
11. **One Day Mentoring Skills** organized as coordinator for **100 Second year Engineering students** as a **Coordinator**, Overall coordination in **2015 and 2016**.
12. **One Day Workshop on Entrepreneurship Development Cell Installed EDC Cell funded by AICTE in 2014 & 2015** as a **chief Coordinator**. Organized a one day **entrepreneurship awareness workshop** for final year engineering students.

Academic Outreach Activities Participated

1. **An interactive session** on How to become an excellent Researcher organised by SIES School of Learning and Leadership Development on th January 2023.
2. Why do Systematic Literature Review Instead of Standard Literature Review **an academic training** organised by Fivevidya on 04th February 2023.
3. **Faculty Development Program** on Bloom's Taxonomy and Constructive Alignment organised by SIESCOMS on 11th August 2023.
4. Online **Faculty Development Program** on advance Research Methods for Research Publication in Scopus Indexed Journal held from 8th June 2021 to 12th **June 2021**.
5. Attended one day online webinar on **Aatm-Nirbhar Bharat-MSME Package: Opportunities and Challenges** organized by the Department of Commerce in association with **Micro- Small and Medium Enterprises Development Institute**, Nagpur
6. Participated in workshop on Intellectual Property Rights (IPR) held on 22nd August 2016 organised by **Rashtriya Uchchar Shiksha Abhiyan (RUSA)**, Maharashtra.
7. Participated in a National level seminar organised by **RTM Nagpur University** on 31st January 2015 about challenges and opportunities for the Growth of Indian Financial Sector.
8. Attended **NAAC awarness waorkshop for Non-accredited Colleges** on 31st March 2015 sponsored by National Assessment and Accreditation Borad (NAAC).
9. Participated in **National Level Conference** on Impact of foreign Universitites on India's Mngement Education organised by NIT graduate school of Management on 21st February 2011.
10. Faculty Development Program at **Nagpur Institute of Technology**, Nagpur on 3rd and 4th June 2010.
11. Two weeks Faculty Development Program in Entrepreneurship organized by **Maharashtra Centre Development for Entrepreneurship development** under NSTEDB and DST, Programme Govt. of India, New Delhi, December **2007** at Nagpur.
12. Two weeks Faculty Development program in Entrepreneurship organized by **Maharashtra Centre**

Development for Entrepreneurship development under NSTEDB and DST, Programme Govt. of India, New Delhi, December **2006** at Nagpur.

Resource Person

1. **World Trade Institutes'** Post Graduate Diploma in Global Logistics and Supply Chain Management program on fundamental of Supply Chain Management.
2. **Micro Small and Medium Enterprises Development Institute** various workshop on **Export Marketing, International Exports.**
3. **Center for International Programs** conducted by **Kavikulguru Institute of Technology and Science**, Ramtek for **Finance for Mangers.**
4. **RTMNU, Department of Business Management** in MBA programme for **Information Technology.**
5. **IGNOU and YCMOU** distance learning centers of Dhanwate National College, Nagpur for **Production and Operations Management**
6. Dr. Panjabrao Deshmukh Krishi Vidyapeeth's **School of Business Management, Nagpur** for **Production and Operations Management**
7. **IGFAI and WLC learning Centre** at Nagpur for **Accounting subjects**

Workshop

1. Participated in Faculty Development Program on **Microsoft Power BI** organized by SIES COMS on 2nd & 3rd November 2022.
2. Attended **Global Online Certification Course on 'Modelling and Building Digital Supply Chain Twins using anyLogistix - 2023'** in association with **Prof. Dmitry Ivanov (Berlin School of Economics and Law, Germany)** organized by **National Institute of Industrial Engineering (NITIE, Mumbai).**
3. Participated in online **ATLAS.ti workshop** for beginners on 3rd July 2021 organised by professional ATLAS.ti senior trainer.
4. Online **workshop on Universal Human Values** organised by All India Council for Technical Education on the theme Inculcating Human values in Technical Education during 13-17 May 2020.
5. One day **Research and Publication Workshop** on 25th December 2019.
6. Participated in 6 Days **Research Methodology Workshop** on 16th to 22nd May 2016 at Vishvesvaraya National institute of Technology, Nagpur.
7. Participated in 3 Days **Research Methodology Workshop for Management & Statistical Analysis Using Excel & SPSS** on 13th -15th January 2014 at Dhanwate National College, Nagpur.
8. Participated in 2 days **National Research Methodology Workshop** on 27th to 28th April **2013** organized by Data Meghe Institute of Management Studies, Nagpur.
9. Attended workshop organised by **National HRD Network** on Compensation & Benefits held on

Administrative Responsibilities (Dean/HOD/Prof In-charge/Functional head)

Sr. No.	Position	Duration	Function Details
1	Director (In-Charge)	2020-21	Coordinated Admission, Academics and Administrative activities of SRBS Institute.
2	NAAC, IQAC Coordinator	3 years	Compliance with National Assessment and Accreditation Council (NAAC) in terms of Annual Quality Assurance Cell (AQAR) and quality culture of SRBS Institute.
3	Head, Department Management Technology of	7 years	Departmental Day today Academic Activities, RTMNU Coordination , Social and Cultural Activities at departmental level.
4	Member, Training & Placement	3 years	Assisted in Organizing Training and placement drives for Engineering and Polytechnic students. Visiting Corporate houses and aligning Recruitment drives for all engineering students. Representing Institute in HR Conclave and T&P Meets
5	Press & Media Relations Officer	2 years	Institute level responsibilities of all Press and Media related activities like organizing Press Conference, Publishing NEWS in all leading newspapers
6	Chief Coordinator, Entrepreneurship Development Cell	2 years	Creating entrepreneurship development related activities, panel discussion, and awareness sessions for students. Managing AICTE related correspondence.

Computer Skills

1. Completed **Google Analytics** beginners and Advance from Google.
2. Linked In Learning certificates for **Advance Excel**.
3. Completed **Tableau fundamental, Intermediate and Advance** offered by Tableau Software.
4. Possess **Digital Badge** from Tableau for **Tableau Analyst and Tableau Data Scientist**.
5. **Digital Badge** from **SAS** for
 - a. SAS Data Management tools and application
 - b. SAS Visual Analytics 1 for SAS Viya Basic
 - c. SAS and Hadoop

- d. Machine Learning using SAS Viya
- e. Introduction to Data curation for SAS Data Scientist
- f. Additional SAS Data Management tools and application
6. Business Analytics 360 (**Excel, VBA, SQL, Tableau and SAS**) course from Analytics Lab during Nov 2017 to May 2018.
7. Successfully completed **Maharashtra State Certificate in Information Technology** (MS-CIT) with 90.00% in June 2015 organized by Maharashtra State Board of Technical Education, Mumbai.
8. **Oracle 7.3 and Developer 2000** from Integra Academy of Computer Science during September 1997 to February 1998.

References

1. **Dr. Arvind Khedkar,**
Senior Faculty,
Ex Dean Academic & Director In-charge,
N L Dalmia Institute of Management
Studies & Research,
Srishti Rd, Sector 1, Mahajan Wadi,
Mira Road, Mira Bhayandar,
Maharashtra 401107
Mumbai
Call: +91-9920181822
2. **Ms. Tripti Chakravorty,**
Deputy Director,
World Trade Institute,
MVIRDC World Trade Center Mumbai Center,
1 Building, 31st Floor,
Cuffe Parade,
Mumbai - 400005,
Maharashtra, India
Call: +91-22 6638 7376

Dr Rajesh Chouksey

Dr. Ira Kumar

Mobile: 09987037191

Email id: irakumar13@gmail.com

I aim to provide the most amiable & impressive placement growth to the institution I work for.

Educational Qualification

PhD- Management (First Class)

Phd Thesis: A Swot Analysis of B-School Campus Recruitment process and its impact on students and recruiters.

MBA-Marketing, IMT Ghaziabad (Part Time Program) (First Class)

M Sc- Chemistry, Lucknow University (First Class)

Professional Achievements

- Placement Head at **SIES Management Institutes -10 Years**
- Networked with more than **700 recruiters** for internship & Executive placements
- Connected with 6000+ Alumni. Many of them at leadership positions.
- Successfully achieved **98% placement** every year for past 15 years
- Increased the average package of the institute by 100% in past 14 years.
- **Successfully placed 98 percent students in the 2 years of COVID.**
- **Career counselling & guidance of Management & Technology students since past 10 years**
- Consistently participating in top National Rankings & maintaining the position among top B-Schools year after year.
- Visiting Faculty – HR Domain-Subjects (OD & Competency based HRM)

Area of Interest

Placements, career counselling, networking

Core Competency

Leadership, Building successful Teams, Time Management, Networking, Coordination

Academic Experience

July 09 till date: Head-Placement & Asst. Professor- SIES College of Management, Mumbai

SIES College of management is one of the most reputed Management College in West India, which has made significant contribution in the field Management & Technical Education. It offers University of Mumbai affiliated programs in Management and AICTE approved PGDM programs which include Pharma Management and Biotechnology Management.

Job Profile

Facilitating Final & Summer placements for Management & MCA Students
Students Development through Corporate Readiness Program

Career Counseling for Management & Technical Students
Networking for Executive placements / Summer Internships/Capstone projects
Building Corporate Relations for seminars/ conferences & workshops.
Facilitating Industry Academic Interface through Guest Lectures and Seminar
Facilitating data for participation in National level ranking at all major digital & print platforms.
Facilitating data for Participating in reputed Awards.
Branding for Admissions

Aug 08 to June 09: Manager Corporate Relations Indira School of Career Studies

Guest Faculty for HR at SIES College of Arts Science & Commerce

Visiting Faculty for Competency Based HRM & OD at Indira Institute of Business Management, University of Mumbai Program.

Corporate Experience

1994- 2003: Worked as Merchandizer in various companies engaged in manufacturing of Apparel & home furnishing- **Raymonds, AVCO Traders Pvt. Ltd, Affordable Exports, Nishi Exports**

Work profile included, Client Servicing, Store Operations, Product Pricing the Products Procuring, Product Development, Quality Control & Consignment Control.

Computer Skills

Microsoft Office (Word, Excel, PowerPoint), Corel Draw

Certifications-

- Certified Thomas PPA Professional
- Certified PRISM Practitioner
- BEI Training Certificate
- Certified Career Mentor-Mumbai University
- Diploma in Fashion Designing-IIFT

Strengths

- Positive Attitude
- Self Directed
- Receptive to new ideas and good Learning ability
- Willingness to acquire more and more Knowledge

Research & Publication

- "A Study on Campus Placement Process of B-Schools in the state of Maharashtra"
 - -INFOSPARX (National Conference on New Facet on Economics, Management and Extension)-2015
 - "Campus Recruitments- A Study on Hiring Requirements of B-School Campus Recruiters"
 - **Rexjournal**, vol-3, issue-4, pp-347-355/ National Conference -A Roadmap for skill development in Rural India-2017
-

- “Expectations of students from the Campus Placements in B-School”-BHAVISHYA: International Multidisciplinary Quarterly Research Journal, Volume-9, Issue-1 Impact Factor 1.2-2016
- “Effective brand communication strategy at point of purchase -Shopper Marketing Approach”- **Ideation** (International Conference-Evolving trends in Business, Management, Media & Extension)-2016
- “Survey on politics as career choice for Management Students”-Ajanta-International Multidisciplinary Quarterly Research Journal, Volume-VIII, Issue-1,Part-1, Impact Factor/Indexing -5.5-2019
- "Perception towards virtual onboarding after campus placement"-Journal of Management and Entrepreneurship, UGC CARE-List Group-1 Impact Factor-4.257-2022

Award & Recognition

- HEF Award for Outstanding Contribution to Corporate Relations 2021
- **Most Innovative Training & Placement Officer Award-2020** at Golden AIM Awards
- **“Best Research Paper Award”-INFOSPAX 2015**
- **“Outstanding Contribution to Placements** “for the year 13-14 from SIES College of Management Studies

Extra-Curricular Activities

Fashion Designing

Hobbies

Reading, Music, Movies, Interior Decoration

Address: B18-02 Shiva Palm Beach CHS, Nerul, Navi Mumbai-400706

SUMA R NAIR

Tel No: 9820147804

suma_rn@yahoo.com

CAREER OBJECTIVE

To facilitate the development of people towards realizing their professional and personal goals while simultaneously developing my own skills and leadership abilities.

PROFESSIONAL EDUCATION

- **Master’s in Business Administration (MBA) – Human Resource Specialization** – Yashwantrao Chavan Maharashtra Open University (YCMOU), Mumbai- 2021
- **Masters Course in Counselling and Psychotherapy**-Institute for Psychotherapy and Management Studies – 2016 year
- **Diploma in Personnel Management (DPM)** from Welingkars Institute of Management Studies), Mumbai. – 1998 year
- **Commerce Graduate** from Swami Vivekananda College of Commerce & Economics, Mumbai. – 1996 year

PROFESSIONAL EXPERIENCE

1. **Currently associated with South Indian Education Society (SIES) since July 2014** in dual role

Faculty- Assistant Professor -HR– SIES College of Management Studies

- Teaching Training and Development subject for MMS & PG – HR specialisation students
- Published a research paper - **Significance of Teachers’ Competency in Implementation of NEP 2020**
Empirical Economics Letters, 23 (Special Issue 2): (February 2024)
ISSN 1681 8997 <https://doi.org/10.5281/zenodo.11046673>

Training In-charge of SIES School of Learning and Leadership Development

- Planning, Designing and Conducting value added training programs.
- Automated the process to ERP and Data Management in ERP
- Designed and launched Website
- Designing and Launching E-Newsletter.
- Facilitating placement grooming sessions for undergraduate and post graduate students.
- Publications learning initiative

2. **Transworld Group of companies – Mumbai – November 1996 to April 2013** (A group with diversified Global interests in Shipping & Logistics business)

SUMA R NAIR

Tel No: 9820147804

suma_rn@yahoo.com

May 2011 till April 2013 - Strategic HR – Shreyas Relay Shipping & Logistics (SRSL) logistics division of Transworld Group of Companies.

Responsibilities successfully implemented

- Developing Employee Manual and Policies
- Involved in business planning and human resource planning process.
- Strategic Recruitment and Selection process and Profiling for Key roles
- Designing and Linking the KRA & KPI for Business Heads
- Introducing Reward Recognition systems.
- Collaborating in establishing commencement of branches and regions
- Employee Motivation System

April 1997 – till May 2011 Manager Corporate HRD -Transworld of Companies

LEADERSHIP EXPERIENCES

- Identified, motivated and Developed 3 line executive to become effective and efficient Business HR.
- Trained & developed HR team member in operational excellence.

ROLE

- Aligning the Business plan & HR processes
- Leading the Recruitment function
- Documentation of HR sub functions process including payroll

AREAS WORKED ON

HR PLANNING

- Implementing the Human Resource Planning system
- Development of Organization Structures/Role and Job Descriptions for each SBU's across Group.

TALENT ACQUISITION

- Designing and ensure the implementation of Recruitment process.
- Planning sourcing strategies
- Conducting first level interview for managerial positions and final interview
- Compensation design, negotiation and closing
- On boarding & Induction Process

PERFORMANCE IMPROVEMENT

- Partnering with Team Leaders in identification of the right development plan
- Facilitating the identification of training to support the development plan
- Creating the design of training interventions
- Anchor the execution of the training and other development actions timely and effectively.
- Training/development interventions with pre and post evaluation.

SUMA R NAIR

Tel No: 9820147804

suma_rn@yahoo.com

- Anchor the Learning Management System
- Support Development & Assessment Center execution

HIGH VALUE CONTRIBUTION

Independent handling of Executive Trainee Scheme

- Responsible for budgeting & training plan
- Responsible for selection of trainees to final placement
- Responsible for designing the training plan, course content, identifying internal and external faculties. Creating different learning methodologies and assessment tools.
- Successful in involving line managers in all the process.

Task Force member in developing HR web-based Software

- Responsible for interacting with SBU heads
- Interacting with vendors,
- Module designing, Training the users, query handling, and successfully launched in April 2004.

Developing the Employee Resource Guide

- Interacting with SBU heads for inputs
- Interacting with HR fraternity to understand the standards.
- Educating the end users

Performance Management System

- Facilitator to support Team Leaders / Line Managers in executing the process on time.
- Facilitating the appraisal discussion process.
- Interaction with CEO / Business Head and Management.

Documentation of HR Process

- Team Leader to ensure documentation of each HR process.
- Communicate and Educate the Users on the documented process.

3. Indian Institute of Packaging – Mumbai - July 1996 to September 1996 as Computer Assistant

KEY PERSONAL STRENGTHS

- Positive attitude
- Self-Starter, independent and self-motivated
- Adaptable to new situations

REFERENCE: On request

Place: Navi Mumbai

Dr. Saraswathy Muralidharan

Address for communication	No.B-1802, Gundecha Altura CHS Opp St.Xavier School, LBS Marg, Kanjurmarg (West) Mumbai-400078. Mobile : 8197866789 Email: sarasdrm@gmail.com
Date of birth	16 October 1972
Educational Qualification	PhD in Management (Awarded in Oct 2023) University of Mysore ISBR Research Centre, Bengaluru UGC-NET Qualified in Management June 2013 : E-Certificate No.131030156) MBA (Marketing Management) IGNOU, New Delhi M.Com (Financial Accounting, Costing and Taxation) Bangalore University B.Com Bangalore University
Work Experience	Full Time : Total Experience – 19 years Research Scholar - 7 years Industry – 6 ½ years Teaching – 5 ½ years Part Time : Classes in commerce and accountancy for classes 11 and 12 since 7 years

Sies College of Management Studies, Nerul, Navi Mumbai

Assistant Professor From February 2024 onwards

University of Mysore **ISBR Research Centre, Bengaluru**
PhD Research Scholar *November 2015 to December 2022*

Rajiv Gandhi Institute of Technology Bengaluru

Assistant Professor August 2013 to May 2016

- Handled classes for MBA (Finance) students and guided them for projects and off-campus placements.
- Subjects handled: Tax Management, Risk Management, Banking and Financial Services, Cost Management and Total Quality Management.
- Prepared question papers and handled evaluation at Visvesvaraya Technological University (VTU)

Institute of Management and Computer Studies (IMCOST) Thane (W)

Assistant Professor August 2010 to June 2012

- Handled MMS (Master of Management Studies), MCA (Master of Computer Applications) and BMS (Bachelor of Management Studies) Courses.
- Subjects Taught: Financial Accounting and Management, Principles of Economics & Management, Marketing Management, Retail Management, Cost Accounting, Productivity and Quality Management, Production and Materials Management, Taxation, Stress Management, Organisational Behaviour, Business Communication.

Presidency College Bengaluru

Assistant Professor September 2012 to January 2013

- Handled M.Com and MFA (Master in Financial Accounting) courses.
- Subjects handled: Principles of Economics, Financial Accounting and Marketing Management.
- Member of Examination Committee –Handled Faculty Supervision Schedule, Examination schedule, Conduct of Examination, Packing and Despatch to University and all other university exam related work.
- Prepared question papers and handled evaluation for MMS, MCA and BMS Courses conducted by University of Mumbai at University Evaluation Centre.

**College of Management and Technical Education (COMTE) Thane (W)
(Unit of N.K. Thanawala Group)**

Assistant Professor August 2008 to April 2009

- Handled the management subjects for B.Tech and BCA students.
- The subjects handled were Financial accounting, Principles of Economics and Management and Business Communication.

Aragami Academic College Bengaluru

Assistant Professor April 2008 to June 2008

(Visiting faculty)

- Handled Accountancy, Business communication and Principles of Management for BMM and Pre-University (11th and 12th) courses.

Atria Institute of Engineering and Technology Bengaluru

Office Supervisor January 2007 to March 2008

- Worked as an office supervisor handling Accounts, Administration and Placements.

AMCO Batteries Ltd. Bengaluru

Executive December 1995 to May 2000

- Worked as an Executive and Administration officer (Personnel administration).
- Later promoted to Executive officer (Accounts).

Other Teaching Experience Bengaluru, Mumbai, Pune, Chennai

- Have regularly been coaching and guiding the students of 11th and 12th standards in the Commerce, Economics, Accountancy and Management disciplines.
- Carnatic Classical vocal music teacher for the past 25 years

Strengths

Skills: Teaching –Accounting and Finance, Cost Accounting, Financial Accounting, Taxation. | Microsoft Office | Public speaking skills | Flexibility and adaptability | Industry relevant knowledge | Organisational skills

Languages known : To read, write and speak – English, Hindi, Tamil, Kannada

Interests: Teaching young students, Singing, Career Consulting

References

1. Dr. Manasa Nagabhushanam
Director (Academics) & Professor
Ramaiah Institute of Management
Bengaluru
Phone : +91 9448129991
2. Dr. M.R.Jhansi Rani
Director
ISBR Research Centre
Bengaluru
Phone : +91 9502601959

Dr. Saraswathy Muralidharan

Dr. Vikram Hande



Mumbai University Approved Management Faculty

Email: vikram.hande12@gmail.com

Mobile No: 9819024309

Academic- PhD, MBA(JBIMS),BE(Mechanical)

Ph.D. Management

MBA (Information Management-JBIMS)

BE (Mechanical)

Diploma Management Consultancy (IMCI)

Profile Summary

- 16 years of Industrial Experience in Operations & 13+ years working as a regular & visiting faculty in the area of Operations, Supply Chain Management, Business Analytics, Information management & Entrepreneurship at top management institutes.
- Research publications in National & International Journals
- AIMA, Biz-Lab Certified Business Simulation Faculty

Significant Achievements

- Higher Education Forum Award for Research & Contribution in HEF 2021
- Mentored Cropwheel startup during Covid 19 to digitize the Agri supply chain
- Selected by AICTE for Business Case writing & Teaching Methodology at Welingkar Management Institute
- Developed a Data Science Certificate program for MMS students in 2019, with industrial association L&T Powai, L&T Mahape

Research Awards

- Winner for research publication – Big data & Smart cities International Conference 2019 at Vivekanand Education Society Institute of Management- Feb 2019
- Best Paper Award -Winner First Price at National Conference Dr. G.D. Pol Foundation, YMT College of Management 2018

Research & Publications

1. [January 2023](#): Role of Talent Acquisition Technology in Organizational Diversity and Inclusion International Conference J Somaiya Institute of Management
2. [January 2023](#): Digital Transformation of Small and Medium-Sized Enterprises (SMEs): An Empirical Study- AIMS International Conference
3. [November 2022](#): Delivering Intelligent Automation in Supply Chain Management for Business Competitiveness UGC Published
4. [September 2021](#): Digital Transformation of Indian SMEs in New Normal through A-B-C-D Framework, International Research conference the University of Mumbai, Alkesh Dinesh Mody Institute for Financial & Management Studies
5. [January 2021](#): 'A study of managerial skills on Digital transformation to lead the change in the 21st century' S. P. Mandali's Prin. L. N. Welingkar Institute of Management Development & Research (We School) international conference.
6. [October -2020](#): 'Agri-Businesses Digital Transformation Social Innovations to Improve Indian Farmers Income' - NIER-International Conference on Business Management and Social Innovation ICBMANSOIN-2020
7. [January – 2020](#): 'Study of an Agile Supply Chain to Improve Business Performance Data-Driven Intelligence and Analytics' NT-COMIS 2020
8. [June – 2020](#): 'A Covid 19 (Disaster) Compelling Digital Transformation for Indian Agri Business' IMED- JMSR, ISSN No-09758429
9. [February -2020](#): 'Enhancing supply chains with agility: An opportunity for business managers in adverse situation' ADMIFMS- IMRC 2019-2020, University of Mumbai
10. [December 2019](#): 'SMEs Supply Chain Digital Transformation Through Analytics Ind 4.0 Reference' POMS- SIMSR, NITIE, International Conference 2019
11. [February 2019](#): 'Digital Transformation of SME through Business Analytics - Data Enabled Decision Making for SME wrt Industry 4.0.' BASIC-19, Vivekananda Education Society Institute of Management
12. [December 2019](#): 'A study on Digital Manufacturing with Virtuous Business Growth Model' BASIC Vivekananda Education Society Institute of Management
13. [November 2018](#): 'Digital Transformation of Small & Medium Industries through Analytics – A comparative study of digital transformation of SME, YMT National Conference Quality Connections, Ready, Set, Grow
14. [March 2018](#): 'Big Data & Business Analytics Digital Global Transformation – Making of Modern World' NCRD International Conference, Global Transformation Challenges and Opportunities
15. [September 2017](#): 'Technology selection & Implementation Strategic Issue for high tech entrepreneurial Venture' OAKCOM 2017, National Conference, Making a Difference & Becoming the Agents of Change in the Field of Management
16. [November 2016](#): 'Methodology for Selection & Implementation of Current & Future Technology with Business Strategy' IJERT International Journal of Engineering Research & Technology
17. [New Research Work](#): Research abstract on Higher Education Digital Transformation- A New Approach through Analytics is selected for Higher Education Forum in collaboration with the University of Sterling, RAK, UAE.

PhD (IMED)

- Completed Ph.D.
- Research Topic ---- “A study of Digital Transformation in SMEs through business Analytics

Academic -Career History

Institute	Subject	Year
SIESCOMS	Operations, Systems, SCM, Design Thinking & Innovations	2024-Till Date
JBIMS	Cloud Computing	Visiting Faculty
IBSAR	Business Management	Adjunct Faculty
AIMS	Marketing Research, Service Operations Management	Visiting faculty
GNVSIOM	Operations Management	2021-2023 Regular Faculty
ITM-Kharghar	Project Management, Materials Management, Supply Chain Management	2020-2021 Regular
DBIT -MMS	Business Analytics Operations Research	2019 -2020 Regular
IIBM	Manufacturing Resource Planning	2020 Visiting
IIBM Sanpada	Big Data & Business Analytics	2017 Visiting
IIBM Sanpada	Business Intelligence & Analytics Enterprise Resource Planning Knowledge Management Information Systems & Audit	2016 Visiting
IIBM Sanpada	Enterprise Applications Computer Networking & Application	2013 Visiting
Agnel Technical Complex, Vashi	Manufacturing processes, Advanced Manufacturing Processes, Renewable Energy Sources & CNC Programming, Welding Technology, Professional Practices & Management	2011 -2018 Regular

Industry -Career History

- Worked at PD FMCG as a Business Development Officer from 2000-2011
- Worked with Forbes Gokak Ltd. Mumbai (Tata Group of Company) as a development officer from 1997-2000
- Worked with Electronica Machine Tools as an R & D Engineer for Manufacturing Dept.

Workshops, Programs Conducted

Workshops:

- FDP 5days- Competency Building in SOFT Skills – SIES School of LLD
- Market Research Analysis
- Business Analytics

Co-curricular Activities at Institute:

IIC Coordinator

NAAC Coordinator

Organized Industrial visits for students at

L&T– Mercedes Benz, NRB Bearings, Pradeep Metals, Mahindra& Mahindra, ARAI Pune

Entrepreneurship Programs:

E Mandi Program with Dr. T Prasad NITIE

Environmental Awareness Program

Cropwheel Startup NITIE

Key Skills

- Knowledge of operations Management, MRP, ERP, IT Management, MIS, Project Management, and Information Management
- SPSS & R Software
- Developing Training Programs with Industries
- Entrepreneurship – Guidance for new business startups & incubation

Key Responsibilities handled at Institute

- Employ differentiated teaching methods
- Provide individualized instruction to keep all students at expected skill level
- Identify and organize Industrial Visits
- Mentor students for projects, employment & business startup

Professional Memberships

- Bombay Management Association
- Higher Education Forum
- Institute of Management Consultancy

Future Goal

- Start a consultancy Centre at Management Institute & work on live projects to assist industries with their problems
- Design & start certificate courses on – Analytics, Design Thinking, & latest management trends

- Guide students to apply concepts of management for solving important technical, business & societal problems for sustainable development

Personal Details

Date of Birth: June 10, 1972

Gender: Male

Marital Status: Married

Languages Known:

- Marathi
- Hindi
- Sanskrit and English

Phone No:9819024309

Correspondence Address

B-501 Shree Ganesh CHS Sector-14, Plot18 A & B Sanpada Navi Mumbai 400705

Declaration

I certify that the aforementioned information is correct and complete to the best of my knowledge and belief.

Vikram Hande

DR. ABHISHEK S. DEOKULE
Mobile: +91-9967016980 ~ E-Mail: abhishek.deokule@gmail.com

PROFESSIONAL OUTLOOK

- Result-focused professional with 13 years of experience in Training, Academic Delivery, Content Development, Consumer Research, Academic Operations & Analysis with a strong inclination towards new technologies.
- Resourceful at maintaining business relationships with internal clients as well as clients across Corporates, Government Departments & Institutes of the region.
- Strong industry knowledge with deftness in; Training/Seminars, Competition Analysis.
- Completed a certificate course in business intelligence and business analytics course using SPSS and SAS from Orangetree global, Mumbai.
- Awarded PhD in Marketing Management from Department of Management Sciences (PUMBA) affiliated to Savitribai Phule Pune University in August 2023.
- Completed PhD Coursework with an 'O' Grade.
- **Attended the Doctoral Summer School at IIM Ahmedabad in April 2018.**
- Completed Post Graduate Certificate Program in Data Analytics from IIM Rohtak in June 2021.
- Completed SWAYAM & NPTEL moocs on Academic Writing, Consumer Behaviour & Services Marketing.

OCCUPATIONAL SCAN

MAR'24 - PRESENT: SIES COLLEGE OF MANAGEMENT STUDIES (SIESCOMS)

ASSISTANT PROFESSOR

Significant Attainments

- Training Students on Marketing Strategy, Marketing Management.
- Actively engaged in various Institutional developmental activities.
- Key team member of NBA Accreditation.
- Mentoring students and guiding them to choose their career paths.
- Co-ordinator of Student Service Centre.

AUG'23 - FEB'24: ST. FRANCIS INSTITUTE OF MANAGEMENT & RESEARCH

ASSISTANT PROFESSOR

Significant Attainments

- Training Students on Sales Management & Marketing Management Course.
- Actively engaged in various Institutional developmental activities.
- Key team member of the Research Cell.
- Mentoring students and guiding them to choose their career paths.
- AIMA Certified Bizlab Simulation Trainer.

MAY'23 - JUNE'23: SINGAPORE INSTITUTE OF MANAGEMENT. (PART-TIME)

ASSOCIATE LECTURER

Significant Attainments

- Delivering weekly webinars on Customer Behaviour & Analytics.
- Proactively calling students to assist in assignments, report writing and doubt solving.
- Grading higher level assignments online adhering to the rubrics set by the University.
- Participating in weekly discussions, trainings, etc. as prescribed.

JUL'16 - MAR'23: PTVA'S INSTITUTE OF MANAGEMENT., MUMBAI

ASSISTANT PROFESSOR (UNIVERSITY OF MUMBAI APPROVED)

Significant Attainments

- Training students on various aspects of Marketing Management, Services Marketing & QT Methods in Marketing using innovative pedagogy.
- NAAC Co-ordinator responsible for filing the mandatory documents as part of the accreditation.
- Key team member of the one-day national conference conducted on the theme of start-up India.
- End to End co-ordination of several workshops with accountability for time and cost.
- Drafted the computer centre policy, examination policy, code of conduct for faculty & students for the institute for ISO audit.
- Conceptualized and drafted an entire chapter on Best Practices of the institute which was a mandatory criterion for NAAC Accreditation

- Key team member of the research cell of the institute.
- Associate editor of the institute's research journal PrismSquare.
- Research coordinator for One Day State level conference sponsored by Maharashtra State Commission for Women.
- Instrumental in Introducing Certificate Course in Digital Marketing.
- Conducted two in house MDP on Data Analysis using SPSS and R.
- Convener of the 5-day Faculty Development Program on Data Analysis using SPSS & SEM.
- Part of the core team of the institute's flagship student development programme 'Bazaarhaat'
- Key member of the Organizing Committee for National Conference on Management & Technology (NCMAT) held in 2020, 2021 & 2022.
- Lead of the Examination Team representing the Lead College within the Cluster for MU Exam Mission 2020.
- Organized FDP on Data Analysis using Excel in September 2022.
- Drafted the course content for Certificate Course in Data Analytics.

JUL'20 - OCT '21: NMIMS -NGASCE EXTERNAL FACULTY - MARKETING

Significant Attainments

- Training students online using innovative pedagogy on subjects like Customer Relationship Management, Integrated Marketing Communications, Essentials of Management.
- Prepared original Assignments for Undergraduate & Postgraduate students with synoptic solutions.
- Reviewed exhaustive Question Bank to assess the quality and relevance to the syllabus taught.
- Prepared Study material for participants in adherence with the university's standards and protocols.

MAY'15 - DEC'15: NARSEE MONJEE INSTITUTE OF MANAGEMENT STUDIES (NMIMS), MUMBAI RESEARCH ASSOCIATE, MARKETING

Significant Attainments

- Assist the faculty in teaching related activities and research, preparing course outline, identifying and collecting reading material, developing teaching notes, grading of class participation, grading of quizzes, examinations, assignments, etc.
- Reviewing of literature.
- Collect and analyze data.
- Provide ready access to all experimental data for the faculty researcher.
- Prepare, maintain, and update website materials.
- Attend project meetings.
- Attend area seminars and other meetings as necessary.
- Summarize project results.
- Prepare other articles, reports, and presentations.

JUL'13 - APR'15: SHAH DESAI & ASSOCIATES. ASSISTANT MANAGER

Significant Attainments

- Identifying and approaching potential new clients, convert enquiries from potential clients to sales.
- Developed existing marketing activities to ensure awareness of the firm among all target groups.
- Assisted for making presentations for brand awareness.
- Competition Analysis, developing strategy.
- Attending sales calls, contracting deals with corporate, follow ups for consistent business, client servicing and relationship management.
- Business development activities, generating new leads and clients.
- Generating content for brochure and client testimonials.

AUG'12 - JUN'13: KOHINOOR EDUCATION TRUST, KBS., MUMBAI
FACULTY & RESEARCH CO-ORDINATOR

Significant Attainments

- Training students on various aspects of Selling & Negotiations & Operations Research using innovative pedagogy.
- Key team member of the research journal "KJMDR ISSN NO-2249-023X"
- Instrumental in mass mailing, fetching research papers, logical evaluation of the content as per the research guidelines, feedback, proof reading, layout, vendor quotations, etc. as a part of the team.
- Part of the Placement team to maintain smooth interdepartmental relations
- Generating fresh leads from web search, networking & references.
- Instrumental in preparing the placement manual for the B-School
- End to End co-ordination of various workshops with accountability for time and cost.

JUL'11 - JUN'12: EXCELSSIOR EDUCATION SOCIETY.,MUMBAI
FACULTY & ACADEMIC CO-ORDINATOR

Significant Attainments

- Delivering sessions on Quantitative Methods, Operations Research, Sales Management & Marketing.
- Part of the Marketing team of the Organisation.
- Conducted seminars all across Mumbai in coaching classes and Degree colleges for brand awareness.
- Converted potential enquires into admissions for the Institute.
- Preparing yearly academic planner and ensuring strict adherence to it
- Coordinating with internal teams as well as external sources for smooth functioning of the course

MAY'10 - JUN'11: SANDERSON GROUP INDIA PVT.LTD. MUMBAIBUSINESS
DEVELOPMENT EXECUTIVE

Significant Attainments

- Identifying and approaching potential new clients, convert enquiries from potential clients to sales.
- Carried out market research and business development activities
- Assisted in designing of brochures, pamphlets, visiting cards & other promotional materials.
- Performed Competition Analysis, Database search of clients & cold calling.
- Studied the existing products and suggested modifications as per market requirements.
- Generated leads for future alliance and branding of the organization.

OCT'06 - SEP'07: RELIANCE INDUSTRIES LIMITED, RISEL.MUMBAI
SOFTWARE TRAINEE

Significant Attainments

- Gathering requirements from clients.
- Understanding the client needs and checking the feasibility of the project.
- Designing static web pages in Dreamweaver as per the requirements within the scheduled time.
- Briefing the programming team.
- Testing the newly developed product.
- Preparing test cases and executing the same.
- Co-ordinating between the client and programming team.
- Post implementation support.

CONCURRENT PROJECTS

En Route Media, Mumbai

- Conducted a Comparative Media Study based on fixed parameters which helped the client compare their medium vis-a-vis the others which eventually helped them in pitching to their potential customers.
- Designed detailed Potential Prospect cards with their target audience, marketing campaigns, key contacts and the campaign options the prospects would have with En Route Media for a possible alliance.

Eduviser Learning Solutions, Mumbai

- Designed a Sales Orientation Program for newly appointed business development team for their E-learning domain.
- Prepared a Project schedule for a 2-hour Induction Program.

ACADEMIC PROJECTS

M.M.S. Final Project (2010)

STUDY OF RETAIL SHRINKAGE IN INDIA

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- The project dealt with the issue of Retail Shrinkage in India with specific reference to Spencer's Retail & Shoppers Stop. The study was a mix of primary and secondary data. Conclusions and recommendations to combat the growing menace of shrinkage were suggested.

Summer Project (May 2009-June 2009)

MAREKTING & BRANDING INTERN: SAPAT & COMPANY BOMBAY PVT.LTD.

- To study the impact of regional media & correlation with demographics.
- Price Sensitivity Measurement Study based on which the MRP of the product was changed.
- To determine the awareness of Green Tea in certain select pockets of Mumbai.

Market Research (2009)

RESEARCH ASSISTANT: ITC INDIA LIMITED

- Market Research among Indian Farmers to study the saving & investing patterns of farmers to determine the feasibility of 'AOI' Programme.
- Conducted research at Choupals among 300 farmers in areas of Harda, Timurni & Khirkiya in Madhya Pradesh.

Engineering Graduation Project (2006)

- Completed a Project on developing an "Integrated Mobile Platform using Embedded C" at Infinity Systems, Mumbai.

<u>EDUCATIONAL CREDENTIALS</u>	
2023	Awarded Ph.D. in Marketing Management from Department of Management Sciences, SPPU.
2012	Cleared UGC NET Examinations held in December, 2012.
2010	Master of Management Studies with specialization in Marketing from Fr. C. Rodrigues Institute of Management Studies, Mumbai University / Scored 67%
2006	Bachelor of Engineering (IT) from Vidyavardhini's College of Engineering & Technology, Mumbai University/Scored 66.20%
2000	Class 12 th from Sathaye College, Mumbai, Maharashtra Board / Scored 72.67%
1998	Class 10 th from St. Peters English High School, Mumbai, Maharashtra Board / Scored 81.6%

PUBLICATIONS & PAPERS PRESENTED

- Co-authored a book on "Product & Brand Management" as per the Mumbai University syllabus ISBN - 978-93- 82249-95-5
- "Implementing Six Sigma Techniques in Management Institutes" at the 4th National Conference, Feb 2012 "Management Education in India - A Reality Check", Chetana's Institutes of Management Studies & Research, Mumbai
- "Private Labels and Consumer's Attitude Towards Them: A Study in Thane" at the 3rd International Retail Conference, Nov 2011 held at Padmashree Dr. D.Y Patil's Department of Business Management, Navi Mumbai
- "Entrepreneurial Ventures: An Impact Study with Respect to Gender Differences" at the 4th International Entrepreneurship Conference, Dec 2011 held at Padmashree Dr. D.Y Patil's Department of Business Management , Navi Mumbai
- "Film Merchandising: Discernible Way to Keep Brands Productive and Alive" In Research dimensions ISSN0976-8564
- "Intellectual Property: Importance in Sustainable Development for Social Enterprise Start-up" Published paper in the conference proceedings held at PTVA's Institute of Management 'Be a Job Creator ...Not a Job Seeker 'ISBN:978-93-5273-039-1
- "Shakti Amma: A Journey of a Rural Woman to an Entrepreneur" Published Research Article in the conference proceedings 'Maharashtra State Commission for Women Sponsored One Day State Level Conference on Relevance of Financial Literacy in Women Empowerment' held at PTVA's Institute of Management.
- "Analysis of Service Quality of a Healthcare Communication Agency Using Servqual Model Presented at NCMAT 2020 held at NMITD and Published in UGC CARE listed journal Shodh Sarita ISSN-2348-2397
- Completed a paid minor research project funded by University of Mumbai titled An Empirical Investigation of Online Impulse Buying pertaining to grocery products in August 2019

- “Online Impulse Buying with reference to Grocery: A Literature Review” in Scopus Indexed International Journal of Management.
- “Factors influencing online impulse buying of grocery products “in Scopus Indexed Elementary Education Online.
- “Understanding Consumers Online Impulse Grocery Shopping: A Stimulus Organism Response Framework Approach” in Web of Science Indexed Journal
- “An Empirical Study of Online Consumer Behavior for Apparel & Electronics Segment” in Web of Science Indexed Journal
- A Study to Assess Consumer Behavior of Grocery Shopping Amid and Post COVID-19 Pandemic in UGC CARE listed journal Shodh Sarita ISSN-2348-2397
- Retailers Perception of E-Wallet in the city of Mumbai in UGC Care listed journal The Journal of Oriental Research Madras ISSN: 0022-3301 Impact Factor: 7.193
- A Study on Investment Options and Investors Attitude towards Investment published in Asian Journal of Organic & Medicinal Chemistry Special Issue on Current Research Trends in Management, Science and Technology Volume 7, Number 1 January-March 2022 ISSN: 2456-8937.
- The Role of Product Attributes & Demographic Factors in Online Impulse Buying of Grocery published in Scopus Indexed journal, Business, management & Economics Engineering Volume 20 Issue 2 ISSN:2669- 2481
- Book Published on Mobile & Social Commerce by SAN International Scientific Publications, ISBN:978-81-976342-3-9
- Book Published on Strategic Management in the Digital Age: A New Paradigm by Parab Publications - International, ISBN: 978-81-19585-18-2

BEYOND CURRICULUM

- Chief Organizer of GOONJ, a Street Play event of FABS College Fest, in association with Joy of Giving Week at INORBIT Vashi, ABSTRACT 2009. It was a fund raiser for Bal Bhavan Orphanage Vashi.
- Member of VCET Cultural Committee at Inter-Collegiate Fest, ZEAL2005
- Volunteered tutoring orphan kids at Mermier Bal Ashram; helped them learn concepts in Mathematics & Science.
- Successfully completed the ‘The Art of Investing’ - A course on The Share Market and Derivatives Segment.
- Thorough understanding of E-learning Solutions.

PERSONAL SNIPPETS

- Date of Birth: 2nd July, 1982
- Residential Address: Jalnidhi CHS, D6/8, Link Road, Next D-mart Goregaon West, Mumbai- 400104 (Rented Apartment)
- Linguistic Skills: English - Speak fluently and read/write with high proficiency, Hindi, Marathi.

REFERENCES

- Dr. Manjari Lal - Assistant Professor, Suryadatt’s Institute of Management- +91-9370240232
- Ms. Avanti Sathe - Assistant Professor, PTVA’s Institute of Management - +91-9920706074

Dipti Periwal

Mobile- +91 9833667127/ 7045982323

E-mail:periwaldipti@gmail.com

PERSONAL DETAILS

Date of Birth- 5th March 1984
Nationality- Indian
Address - Vashi, Navi Mumbai
Contact - 9833667127

CAREER SUMMARY

1. Currently working as an Assistant Professor of Finance and Economics at SIES College of Management Studies, Navi Mumbai
2. Worked as an Assistant Professor of Finance at Dr. VN Bedekar Institute of Management Studies. Thane (July 2015 onwards) and handled PGDM course coordinator.
 - Responsibilities as a teacher
 - i. Financial Modelling using advanced Excel
 - ii. Analysis of Financial Statements
 - iii. Corporate Valuation and Merger & Acquisitions
 - Past responsibilities towards the overall PGDM course
 - i. AICTE Norms and compliances
 - ii. **Member of the Advisory Board committee for AICTE Approved PGDM program for designing the syllabus of the PGDM along** with top management and a team of experts from industry and academics.
 - iii. Planned and executed an International educational tour for PGDM students to Singapore (for 4 years). The trip's objective was to give a

spherical view of global education and industry culture.

- iv. Designed Syllabus of Fintech and Financial Analysis for Autonomous courses.
- v. **Developed contacts and successfully coordinated and executed international internships in Singapore for PGDM students.**

Currently handling International Connect for the Institute

- Initiated and executed 4 MOUs with International Universities across the globe
- Successfully executed a student exchange program with an Institute based in Singapore.
- Successfully executed content designing for a UK university.

2. Worked as a coach and online facilitator for the unit Financial Analysis at Victoria University Online, Australia (2021)

My Roles and Responsibilities

- Conducted online sessions
- Provided 1:1 support to working students enrolled for this unit as well as supporting the unit coordinator from Australia for this course.
- Review draft submission of assessments and provide feedback.
- Graded assessment submitted by students based on rubrics.

My work was highly appreciated and I received a letter of appreciation for the same.

3. Worked as a coach and online facilitator for the unit Project Finance at RMIT University Online, Australia.

4. Trainer at National Stock Exchange Academy for Global MBA Program
5. Worked as Assistant Professor and PGDM Course Coordinator at Guru Nanak Institute of Management Studies, Khalsa College (June 2010 to July 2013)
Delivered lectures for MMS, PGDBM, Part-Time MBA, and E-MBA students
6. Visiting Faculty at Kirtida Tutorials for Financial Accountancy (August 2013 to January 2014)

MANAGEMENT DEVELOPMENT PROGRAMME

1. Conducted Webinar on “How to “Trade in Stock Markets” for Academicians and Corporates. (2020)
2. Conducted Webinar for Bullows Paint Equipment Private Limited on Understanding Income Statements to aid decision-making in business in April 2020
3. Conducted MDP on finance for non-finance at Bajali Shipping – 2017
4. Conducted MDP on finance for non-finance at Amity Logistics - 2017

INDUSTRY EXPERIENCE

(Part-time Entrepreneurial Experience – Family Business)

1. Worked with Netron India Builders and Developers Navi Mumbai from (2004 to 2006)
 - Assisted in preparing Balance Sheets for the company
 - Planned and executed syndication of loans for funding construction
 - Arranged home loans for the customers
 - Marketed upcoming projects at Property Exhibitions

RESEARCH CONTRIBUTIONS

1. Presented paper at **IIM Jammu**, for their conference **International Finance and Accounting Conference (IFAC-2023): Reimagining the Finance, Accounting, and Banking in A World Under Reset'' on 8th and 9th September.**
2. **Case Study - Road Ahead** – Post collapse of Punjab and Maharashtra Cooperative Bank has been published by Asian Journal of Management Cases (AJC), **Publisher: Sage Publications, ISSN: 0972-8201, ISSN Online: 0973-0621- Scopus and ABDC Indexed Journal.**
3. Won Best Research Paper Award for Bibliometric Paper on Financial Literacy, Behavioral finance in relation to decision making at an International Conference held at Vivekanand Business School, Mumbai. (Feb 2023)
4. Paper presented at International Conference organized by Jain University Bangalore. (Jan 2023)
5. Presented early research stage Ph.D. paper at FIIB research conclave. (Feb 2023)
6. Published paper on a Critical Study of the Performance of Private Indian Banks Post Initial Public Offerings – March 2019 in an International Journal - UGC Approved Journal (Impact Factor 7)

7. Paper published and presented on Capital Markets at International Conference on Finance and Economics at IBS Powai, April 2017.
8. Paper presentation on Long-Run Performance of Indian IPOs on 13th Jan 2017 at SIMSR International Finance Conference (SIFICO) (Kj Somaiya Institute of Mgt Studies).
9. Developed a case study on Food Franchising in India and published it in the Indian Journal of Applied Research (International Peer Reviewed Journal) (Impact factor -4) (September 2016).
10. Published a paper in Management Journal Srujan 2015 on strategies adopted by ABC Company selling a candy product.
11. Article, 'Create a Poison Pill for Hostile Takeover' published in the magazine- Management Guru.
12. Paper on Women Entrepreneurship: 'Challenges and Empowerment strategies' published in National Seminar on Entrepreneurship on 19 January 2013

SCHOLASTICS

1. Currently pursuing PhD. from AMITY University, Mumbai in the area of Business Management
2. MBA in Finance from Dept of Business Management, Padmashree Dr. D.Y.Patil University, Navi Mumbai in 2009 (Two Years Full Time Program)
3. B.COM from Mumbai University in 2006
4. HSC - Maharashtra State Board in 2003
5. SSC- Maharashtra State Board in 2001

ADDITIONAL CERTIFICATES AND FDPs ATTENDED

1. Case study workshop conducted by AICTE 2019.
2. Certificate Course in Financial Modeling from WallStreetMojo 2019
3. Case method workshop at IIM Calcutta in 2018
4. Derivatives and Risk Management from National Institute of Securities Market (July 2016)
5. GST – University of Mumbai 2016

6. Investments in Mutual Funds from National Institute of Securities Market (August 2015)
7. Merger, Acquisition, and Valuations from Bombay Stock Exchange (2011)

INTERNSHIP

Project Trainee (Finance) at Altos Advisory Services (May 2008- July 2008)

- Research on global market trends in the commodity market
- Trading knowledge in FOREX, MCX, AND OTC markets
- Technical and Trend analysis studies
- Fundamental analysis

LANGUAGE KNOWN

English, Hindi, Marathi, Gujarati (speak, write & translate)