

Resume

Dr. MOHAMMAD ZOHAIK

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Academic Qualification:

- i) Ph.D. in Management Studies from Banaras Hindu University, Varanasi in 2009 on "Marketing Strategy for Indian Handloom Industry in a Globalised Market Scenario".
- ii) M.B.A. with specialization in Marketing from Banaras Hindu University in 1993.
- iii) B.Sc. (Hons.) in Physics, Geology, Mathematics (Hons.) from Banaras Hindu University in 1988.

Career Aspirations:

I aim to peep, as researcher, into some novel dimensions of management methods for handling different human facets in organizational life and in market mechanism for quality knowledge sharing through teaching.

Present Position:

Working as Associate Professor of Management at School of Business Studies, Central University of Karnataka, Gulbarga.

Professional Experience:

Teaching and Research:

Worked as Assistant Professor of Management at School of Business Studies, Central University of Karnataka, Gulbarga since March 2011 to February 2023

Worked as Lecturer at School of Management Sciences, Varanasi; from February 2009 to March 2011. (2 Years)

At Rajeev Gandhi South Campus, B.H.U., Barkaccha, Mirzapur, engaged classes of MBA(Agri-Business) from Jan. 2007 to Dec. 2007. (One Year during Ph.D.)

Managerial:

Held following positions in All India Handloom Fabrics Marketing Cooperative Society Ltd. (a national level cooperative society)

- 1) Management Trainee : 1994—1995
- 2) Assistant Manager : 1995—2000
- 3) Manager (Exports) : 2000—2004
- 4) General Manager : 2004 - 2005

Deputed at All India Handloom & Nippon Apparel Corp. a joint venture company engaged in manufacturing and exporting garments under collaboration with Sumitomo Corporation, Japan (a Fortune 500 company). Here got experience of solving complex, difficult and delicate problems related with marketing, finance, operations and human resources for two garment manufacturing facilities employing about 500 persons. Availed studies leave from Nov. 2005 to February 2009 for pursuing Ph.D.

International Marketing:

Independently handled export marketing. Job requires negotiation with buyers, procurement and execution of export orders. Traveled abroad for meeting buyers and represented the organisation in various buyer seller meets and trade fairs/exhibitions to countries like Australia, Canada, Germany, Japan, Malaysia, Singapore, New Zealand and Taiwan etc.

Training:

Imparted special training to the managerial and supervisory staff for enhancing their behavioral and managerial skills

Publication:

A. Papers Published:

1. "The potential and problems of handloom industry in India" in **Anusilana** (ISSN 0973-8762 UGC:49319), Vol. VI Issue No. 2, (2008), pp 11- 20.
2. "Retailing of handloom in India" (2008) in **Pacific Business Review** (ISSN 0974-438X UGC: 36784), Vol. I, Issue No. 3, 2008, pp 34- 42. http://www.pbr.co.in/2008/oct_dec.aspx
3. "Why business ethics" (2009) in **Purushartha** (ISSN 0975- 024X UGC:32347), Vol. 2 Issue No. 2, pp 19-29. **Scopus, SJR Q4** <https://journals.smsvaranasi.com/index.php/purushartha>
4. "Responsible leadership: Qualities required and roles performed" (2010) in **Purushartha** (ISSN: 0975- 024X UGC: 32347), Vol. 3 Issue 1, pp 15-27. **Scopus, SJR Q4** <https://journals.smsvaranasi.com/index.php/purushartha>
5. Handloom industry and globalization" (2010) in **Humanities & Social Science: Interdisciplinary Approach** (ISSN No. 0975-7090 UGC: 48458), Vol. 2 Issue No. 1, June 2010, pp. 54-58. <http://www.kesrd.com>
6. "Business ethics in marketing: An Islamic perspective" (2011)in **Purushartha** (ISSN 0975- 024X UGC:32347), Vol. 3 Issue 2, 2010, 30-41. **Scopus, SJR Q4** <https://journals.smsvaranasi.com/index.php/purushartha>
7. "Significance of Cluster Based Development Approach for Micro, Small and Medium Enterprises in Economic Growth of India" (2011) in **Growth** (Journal of Management Training Institute, SAIL, Ranchi ISSN: 2249- 6394 UGC: 43198) Vol. 38 No. 4, January- March, 2011, 34-44. <https://www.sail.co.in/growth-archive>.
8. "Export of Indian Handloom" (2012) in **International Journal of Business, Management & Social Science** (ISSN: 2249-7463 UGC: 48172), Vol. II, Issue 1 (II), September, 2012, 4-10. <http://www.ijbmss-ng.com>
9. "Regional Policies, Firm Characteristic and Exporting in Indian State of Karnataka" (2013) in **Foreign Trade Review (A Sage Publication)** (ISSN: 0015 7325, eISSN: 0971 7625 UGC: 41562), 48(I), February 2013, 45-81. **UGC CARE, ESCI, RePEc, Scopus, SJR-Q2 Impact factor 1.3**, <https://doi.org/10.1177/001573251204800103>
10. "Policies, Pattern and Marketing Determinants of Handloom Export from India"(2015) in **FOCUS Journal of International Business** (ISSN: 2347 4459 UGC: 47671) Volume 2 Issue 1, January- June 2015, 22-52. **Index Copernicus, J-Gate, ICI, EBSCO** **Doi: <http://doi.org/10.17492/focus.v2i1.6426>** <https://www.journalpressindia.com/focus-journal-of-international-business>
11. "Effect of store attributes on behavioural loyalty of loyalty program members: evidence from organised apparel stores" (2016) in **KHOJ Journal of Indian Management Research and Practice** (ISSN: 0976-08262 UGC: 43262) National Research Conference Special Issue 2016. 152-161. <https://www.i-scholar.in/index.php/KHOJ/article/view/134770>
12. "Subnational Export Performance and Determinants: Evidence from Two Indian States" in **Review of Market Integration (A Sage Publication)** (ISSN: 0974 9292 eISSN: 0975 4709 UGC: 10637), Vol 7 Issue 2, 133-174. 2015. **UGC CARE, EBSCO, ICI, J-Gate, RePEc** <https://doi.org/10.1177/0974929216653631>
13. "**Marketing Determinants Influencing Retail of Handloom Products in India**" (2016) in **MANTHAN: journal of Commerce and Management** (ISSN: 2347 4440 UGC: 47665), Vol 3 Issue 1, pp 1-30. **Index Copernicus, J-Gate, ICI, EBSCO, Indexed in UGC CARE List**, **Doi: <http://doi.org/10.17492/manthan.v3i1.6595>**
14. "Understanding Work-Life Balance with Respect to Medical Practitioners: A Conceptual Framework" (2016) in **The IUP Journal of Organisational Behavior** (ISSN: 0972 687X UGC: 46859), Vol. 15, No. 4, pp.66-75. **UGC CARE-I** https://www.iupindia.in/1610/Organizational%20Behavior/Organizational_Behavior.asp?mag=https://iupindia.in/1610/Organizational%20Behavior/Organizational_Behavior_sub.asp
15. "Service Quality in Private Hospitals: A Study of Selected Private Hospitals in Gulbarga City" (2017) in **Marketing Mastermind (IUP Publication)** (ISSN:

- 0972 5156 UGC: 43007), Vol.14, No. 3. October 2016, pp 49-58.
http://https://iupindia.in/Marketing_Mastermind.asp
16. “Corporate social responsibility a philanthropy or a strategy- A study of select cement manufacturing companies in India” (2018) in **Business Sciences International Research Journal** (ISSN: 2321-3191, UGC: 63466) SE Impact factor 2.75, Vol. 6, Issue 1, Jan- June 2018, pp. 160-65.
<https://www.imrfjournals.com/bsirj61>
 17. “A study on the debt financing behavior of top 7 e-commerce companies of the world in the context of the capital structure theories” in **Journal of Management (IAEME Publication)** (ISSN Print: 2347-3940 and ISSN Online: 2347-3959) Impact Factor (2018): 2.4352 (Calculated by GIS) www.jifactor.com, Vol. 5, Issue 3, May- June 2018, pp. 89- 102.
https://iaeme.com/MasterAdmin/Journal_uploads/JOM/VOLUME_5_ISSUE_3/JOM_05_03_012.pdf
 18. “A comparison of the finance costs of the e-retail companies and the retail companies listed in NASDAQ” in Zenith International Journal of Multidisciplinary Research (ISSN: 2231-5780 UGC: 12511), Vol 8, Issue 12, December, 2018, 20-35.
http://www.zenithresearch.org.in/images/stories/pdf/2018/DEC/ZIJMR/2_ZIJMR_VOL8_ISSUE_12_DECEMBER_2018.pdf
 19. “Work life balance of doctors practising in government and private hospitals - a comparative study of select hospitals in Bengaluru city, India”, Journal of Emerging Technologies and Innovative Research (ISSN: 2349-5162), Volume 6, Issue 6, 2019, pp 527-545. UGC CARE-I,
[:http://www.jetir.org/papers/JETIR1906S17.pdf](http://www.jetir.org/papers/JETIR1906S17.pdf)
 20. “Analysis of the Capital Structure in the Context of Bankruptcy Law Practices in India” TEST Engineering and Management (ISSN: 0193-4120), 83, January-March, 2020, 8258 – 8269, Scopus
<http://www.testmagazine.biz/index.php/testmagazine/article/view/5143/4152>
 21. “Debt and the Benchmarking Practices in HR: An Analysis in the Context of Capital Structure of Motor Companies in India”, TEST Engineering and Management (ISSN: 0193-4120), 83, January- March, 2020, 8270 – 8283. Scopus
<http://www.testmagazine.biz/index.php/testmagazine/article/view/5144/4153>
 22. “Social Media Influencers Credibility and Attractiveness: Review of Literature”, NIU International Journal of Human Rights ISSN: 2394-0298, UGC Care Group I), Vol 8, Issue 24, 2021, 44-51. **UGC CARE**, <https://niu.edu.in/niuijhr/>
 23. “Social Media Influencers, Millennial and Parasocial Relationship” NIU International Journal of Human Rights ISSN: 2394-0298, **UGC Care Group I**), Vol 8, Issue 24, 2021, 52- 57. <https://niu.edu.in/niuijhr/>
 24. “Work-life Balance of Doctors Belonging to Different Age Group–A Study of Select Hospitals in Bengaluru City, India”. Review of International Geographical Education (RIGEO) ISSN: 2146-0353, 11(7), 3235- 3253. Doi: 10.48047/rigeo.11.07.297, 2021, pp 3235-3253. **Scopus Indexed**, <https://rigeo.org/menu-script/index.php/rigeo/article/view/2555>
 25. “Work Life Balance among doctors of select hospitals in Bengaluru city- A comparative study of male and female Doctors”. Review of International Geographical Education (RIGEO), 11(7), ISSN: 2146-0353. Doi: 10.48047/rigeo.11.07.268, 2021, pp 2914-2925. **Scopus Indexed** <https://rigeo.org/menu-script/index.php/rigeo/article/view/2586>
 26. “Factors Enabling Alignment between Returns Management Process and Strategic Management of Online Retailers to Get Competitive Advantage”. Journal of the Asiatic Society of Mumbai ISSN: 0972 0766, Vol. 95 No. 16, 2022, pp.53-59. **UGC CARE, SJR, Q3** <https://www.asiaticsociety.org.in/journal/>
<https://www.asiaticsociety.org.in/journal/index.php/journal-new-series>
 27. “Identifying the Factors Affecting Product Returns in Online Retailing: A Consumer Perspective”. Journal of Management & Entrepreneurship ISSN: 2229-5348 **UGC CARE List Group I**), Vol. 16, No.2 (X), April - June 2022. Pp. 83-89. <https://xime.org/jme/jme-home>
 28. “A theoretical framework for evaluating returns management performance of online retailers using Fuzzy Analytic Hierarchy Process”. Journal of Data Acquisition and Processing (ISSN: 1004-9037), 38(2) 2023. DOI:10.5281/zenodo.776666. pp 971-984. **Scopus Indexed**, https://www.sjcycl.cn/article/view-2023/02_971.php

Book Chapters:

1. "Responsible leadership: Qualities required and roles performed" in **Essentials of Leadership: Ethics and Spirituality** Ed. Sandeep Singh (ISBN 978-93-80697-19-2) Published by Excel India Publishers, New Delhi in 2010.
2. "Business ethics and the role of leader" in **Essentials of Leadership: Ethics and Spirituality** Ed. Sandeep Singh (ISBN 978-93-80697-19-2) Published by Excel India Publishers, New Delhi in 2010.
3. "Role of Industries towards achieving sustainable development" in Strategies for Sustainable Development Eds: Deene, S. K., Indotech Publications Pvt. Ltd., ISSN 978-93-83193-68-4, 89-100. (2015)
4. "Work life balance among doctors of select hospitals in Bengaluru city: A comparative study of male and female doctors" in Sustainable Human Resource Development Ed. Seeta Vanka & Rao, Madasu Bhaskar, ISBN: 978-93-5311-922-5, Published by ICFAI Foundation and University of Hyderabad. (2018)
5. "Remodelling fashion market during pandemic with the right mindset" in Multidisciplinary Research and Innovation in the Field of Engineering, Commerce, Management, Humanities and Science Ed. Dr. Saurabh Jain, ISBN:978-93-91903-18-3, RFI Publication (International), New Delhi, 2021.

Books:

1. Community Participation in Tourism Development in Emerging Countries Co-edited with Ganapati B. Sinnor, Excel India Publishers, New Delhi, ISBN: 978-93-8827-38-3. (2019)

Paper Presentation:

1. Presented a paper titled "An Economic Appraisal of Indian Handloom Industry" in the **58th All India Commerce Conference** held at Mahatma Gandhi Kashi Vidyapith, Varanasi on 27-28. December, 2005.
2. Presented a paper titled "Marketing of Rural Products" in the **58th All India Commerce Conference** held at Mahatma Gandhi Kashi Vidyapith, Varanasi on 27-29. December 2005.
3. Presented a paper titled "Shoplifting: A challenge to retailers" in the **National Conference on Management: Beyond Repertoire** held at School of Management Sciences, Varanasi on 2-3. February 2008.
4. Presented a paper titled "Significance of Supply Chain Management in Retail : Experiences with the Retailing of Food and Handloom Products" in the **National Conference on Management Science and Practices** held at Indian Institute of Management, Ahmedabad on 22-24 March 2008.
5. Presented a paper titled "Cluster-based Approach for the Development of Indian Handloom Industry" in the **International Conference on Agripreneurship and Rural Development** at Faculty of Management Studies, Banaras Hindu University, Varanasi on 5-6 December, 2009.
6. Presented a paper titled "Role of Handloom Sector in Rural Entrepreneurship Development" in the **National Seminar on Environmental Management in India** held at Mahatma Gandhi Kashi Vidyapith, Varanasi on 25-26. April 2010.
7. Presented a paper titled "Economic Aspects of Handloom Industry" in the **National Seminar on Environmental Management in India** held at Mahatma Gandhi Kashi Vidyapith, Varanasi on 25-26. April 2010.
8. Presented a paper titled "Business Ethics in Islam" in the **National Conference on Spirituality and Ethics in Management** at School of Management Sciences, Varanasi on 30-31 October, 2010.
9. Presented a paper titled "Utility of Microfinance in Handloom Industry" in the **National Conference on Inclusive Growth and Microfinance Access** at Faculty of Management Studies, Banaras Hindu University, Varanasi on 29-30 June, 2011.

10. Presented a paper titled "Women Human Rights in Micro, Small and Medium Enterprises: Issues and Solutions" in the **National Seminar on Protection of Women & Human Rights** organized by Government Women First Grade Degree College, Gulbarga on 19.02.2013.
11. Presented a paper titled "A study of the Factors influencing Customer loyalty programmes and short term promotions with reference to organized apparel retailers in Gulbarga city" in the **National Conference on Recent Trends in Management and Technology** organized by Bheemanna Khande Institute of Technology, Bhalki on 5th and 6th April, 2013.
12. Presented a paper titled "Companies going green in India- A study of selected companies" in the **National Conference on Recent Trends in Management and Technology** organized by Bheemanna Khande Institute of Technology, Bhalki on 5th and 6th April, 2013.
13. Presented a paper titled "Role of industries towards achieving Sustainable Development" in the **National Conference on Sustainable Development and Planning-2013** organized by School of Business Studies, Department of Commerce, Central University of Karnataka, Gulbarga on September 6-7, 2013.
14. Presented a paper titled "Handloom industry and sustainable development of India" in the **National Conference on Sustainable Development and Planning-2013** organized by School of Business Studies, Department of Commerce, Central University of Karnataka, Gulbarga on September 6-7, 2013.
15. Presented a paper titled "Factors influencing Customer Impulse Buying in Fashion Retailing- An Exploratory Study" in the **National Symposium on Innovative Practices in Management-2014** organized by Acharya Institute of Technology Bangalore on 25th and 26th April, 2014.
16. Presented a paper titled "Impact of perceived Benefits of Loyalty Programmes on Purchase Intensity with Reference to Organised Apparel Retailers" in the **IBS Conference on Analytics for Effective Marketing** organized by IBS, Hyderabad on 30th and 31st October, 2015.
17. Presented a paper titled "Effect of Store Attributes on Behavioural Loyalty of Loyalty Programmes" in the **National Conference on Business Management and Information Technology 2016** organized by Savitribai Phule Pune University and MIT School of Management, Pune on 18th and 19st February, 2016.
18. Presented a paper titled "Impulse Buying in the Context of Apparel E-retailing: An Exploratory Study" in National Seminar on Role of Information Technology in Commerce and Management at Karnatak Arts Science and Commerce College, Bidar on 2nd and 3rd April, 2016.
19. Presented a paper titled "Impact of Religiosity on Fashion Behaviour", in International Conference on Spirituality & Skill for Leadership and Sustainable Management held at School of Management Sciences, Varanasi in association with Claflin University, USA on 18th- 19th February, 2017.
20. Presented a paper titled "Corporate social responsibility a philanthropy or a strategy- A study of select cement manufacturing companies in India" in **International Conference on Management, Business and Corporate Social Responsibility 2018** organized by Carmel College for women, Goa in collaboration with International Multidisciplinary Research Foundation on March 15- 17, 2018.
21. Presented a paper titled "Work-life Balance among Doctors of Select Hospitals in Bengaluru City: A comparative Study of Male and Female Doctors" in the **International Conference on Sustainable Human Resource Management: Practices, Policies & Perspectives in South Asia** held on November 1-2, 2018 at University of Hyderabad, Hyderabad.
22. Presented a paper titled "Opportunities in Developing Handloom Tourism" in International Conference on Community Involvement in Tourism Development in Emerging Countries held on 3rd – 5th January, 2019 at Central University of Karnataka, Gulbarga.
23. Presented a paper on "Impact of Covid-19 Pandemic on Reverse Supply Chain of Electronic Commerce" in the International Conference on COVID-19 Afflictions on Global Markets & Impeding Outlook organized by Seshadripuram College, Bengaluru in association with Institute of Analytics from 1st to 3rd September, 2020.
24. Presented paper on "Modest Fashion: A Trending Movement of Fashion, Faith and Choice" in International Conference on Multidisciplinary Research organized by Vishwabharati Research Centre at Mumbai on 3rd & 4th February, 2020.

25. Presented a paper titled “Work-life Balance of Doctors belonging to Different Age Group- A Study of Select Hospitals in Bengaluru City” in the 5th Conference of Human Resource Management by ICFAI Business School on August 28-29, 2020.
26. Presented a paper on “Modest Fashion Influencers Influencing the Mainstream Fashion Industry” in 3rd ICDE & 14th ISDSI Annual Conference organized by Centre for Digital Economy, Indian Institute of Management, Raipur during 27-29 December, 2020.
27. Presented a paper titled “Factors Enabling Alignment Between Returns Management Process and Strategic Management of Online Returns to Get Competitive Advantage” in a national seminar on Digital India: A Road Map to Achieve Self- Reliant India in View of the Covid- 19 at Vishwa Vishwani School of Business, Hyderabad during 20-21 May, 2022.

Invited Lecture

1. On Women Entrepreneurship in Eastern UP in Special lecture at Entrepreneurship Development Cell, Faculty of Management Studies, Banaras Hindu University on March 17, 2009.
2. On Women Entrepreneurship in Eastern UP in Special lecture at Entrepreneurship Development Cell, Faculty of Management Studies, Banaras Hindu University on March 18, 2009.
3. On Export Procedure and Documentation in Special lecture at Entrepreneurship Development Cell, Faculty of Management Studies, Banaras Hindu University on May 11, 2009.
4. On Export Procedure and Documentation in Special lecture at Entrepreneurship Development Cell, Faculty of Management Studies, Banaras Hindu University on May 12, 2009.
5. On Export Procedure and Documentation in Special lecture at Entrepreneurship Development Cell, Faculty of Management Studies, Banaras Hindu University on May 13, 2009.
6. On Marketing Strategies for Handloom and Handicraft Industries in Special lecture at Entrepreneurship Development Cell, Faculty of Management Studies, Banaras Hindu University on June 22, 2009.
7. On Marketing Strategies for Handloom and Handicraft Industries in Special lecture at Entrepreneurship Development Cell, Faculty of Management Studies, Banaras Hindu University on June 23, 2009.
8. On Marketing Strategies for Handloom and Handicraft Industries in Special lecture at Entrepreneurship Development Cell, Faculty of Management Studies, Banaras Hindu University on June 24, 2009.
9. On Export Opportunities in Banarasi Sarees and Silk Products in Special lecture at Entrepreneurship Development Cell, Faculty of Management Studies, Banaras Hindu University on November 16, 2009.
10. On Export Opportunities in Banarasi Sarees and Silk Products at Entrepreneurship Development Cell, Faculty in Special lecture of Management Studies, Banaras Hindu University on November 17, 2009.
11. On Career Opportunities in the Field of Management Education at Muslim Academy, Varanasi on February 21, 2009.
12. On Export Possibilities of Banarasi Silk Brocade in Special lecture at District Industries Centre, Varanasi on April 17, 2010.
13. On Marketing of Handloom Silk Brocade in Special lecture at District Industries Centre, Varanasi on April 21, 2010.
14. On Entrepreneurship in Handloom Sector in Special lecture at District Industries Centre, Varanasi on June 10, 2010.
15. On Utilities of Cluster Approach for Handloom Sector in Special lecture at District Industries Centre, Varanasi on September 29, 2010.

16. On Research Design at National Workshop on Research Methodology in Social Sciences and Data Processing Through SPSS at School of Business Studies, Central University of Karnataka, Gulbarga on 22nd March, 2013.
17. On Selection and Placement in FDP on Planning and Managing Human Resources: Tool and Techniques at Government Polytechnic, Gulbarga on 22nd January, 2015.
18. On Introduction to Research Methodology in the Workshop for Research scholars at Central University of Karnataka, Gulbarga organized in collaboration with Karnataka Science and Technology Association on 29th October, 2015
19. Marketing Management for Small Business in Faculty Development Program on Entrepreneurship at Central University of Karnataka on July 27, 2017
20. Chaired a session in National Conference on Role of MSMEs in Inclusive Growth and Sustainable Economic Development – Issues and Challenges, held on 10-11 February, 2020 at Central University of Karnataka, Gulbarga.

Project

Project Director along with other project directors of ICSSR sponsored collaborative research project titled “Impact Assessment of Skill India Mission: An Empirical Analysis of Kalyana Karnataka Region” worth Rs 13 lakhs.

Participation in Seminars/Workshops/Conferences:

A. Orientation/Refresher/Faculty Development Programmes

1. 61st Orientation Course at UGC- Academic Staff College, Banaras Hindu University from 15.5.2012 to 11.6.2012 for **4 weeks**.
2. Faculty Development Programme at Indian Institute of Management, Indore from April 22 to June 28, 2013 for **10 weeks**.
3. Refresher Course on Gender Studies at UGC- Academic Staff College, University of Hyderabad, Hyderabad from 13th February to 5th March, 2015 for **3 weeks**.
4. Refresher Course on Disaster Management at UGC- Human Resource Development Centre, Maulana Azad National Urdu University, Hyderabad from 5th February to 25th February, 2019 for **3 weeks**.
5. Refresher Course on Multiculturalism at UGC- Human Resource Development Centre, Maulana Azad National Urdu University, Hyderabad from February 24 to March 9, 2022 for **2 weeks**.

B. One Week Quality Improvement Programems

1. New Paradigms in Banking (Sep. 17-22, 2007) at the Faculty of Management Studies, BHU
2. Customer Experience Management (Sep 24-29, 2007) at the Faculty of Management Studies, BHU
3. Operations Management in Computerized Era (Oct 22-27, 2007) at the Faculty of Management Studies, BHU
4. Contemporary Issues of Supply Chain and Quality Management (Nov 26-30, 2007) at the Faculty of Management Studies, BHU
5. Retailing: Emerging Dimensions (Dec 24-29, 2007) at the Faculty of Management Studies, BHU
6. Research Methodology and Quantitative Techniques with Software Application (31.05.2010- 04.06.2010) the Department of Humanities and Social Science, Indian Institute of Technology, Roorkee.

C. National Seminar/Workshop

1. On “Mergers & Acquisitions in India” held at the Faculty of Management Studies, BHU on March 17, 2007.

2. On “Strategies for Entrepreneurship Development in India” held at the Faculty of Management Studies, BHU on January 11, 2008.
3. On “Overseas Market Intelligence & Logistics: The Exporters Perspectives” held at the Faculty of Management Studies, BHU on February 23, 2008.
4. On “Research Methodology” held at the Faculty of Commerce, BHU on February 8-9, 2007.
5. On “Social Entrepreneurship- Inspiring Youth for Sustainable Development” held at Department of Business Studies, Central University of Karnataka, Gulbarga on 29th September, 2013.
6. Faculty Development Program on Business Analytics held at Jain University, Bangalore, organized by Analytics Society of India on 26th and 27th May, 2016

Organising National Conference/Seminars/Workshop

1. Organising Secretary, National Conference on “Role of Entrepreneurship and Rural Development in Regional Development’ on August 25-26, 2016 at Central University of Karnataka, Gulbarga
2. Member, Organising Committee, Two Day ICSSR Sponsored National Conference on Sustainable Development organized by School of Business Studies on September 4-5, 2013
3. Member, Organising Committee, Two Day ICSSR Sponsored National Conference on MSME organized by School of Business Studies on February 21-22, 2014
4. Member, Organising Committee, Two Day National Seminar on Women Empowerment- A Global Initiative for Closing Gender Gap organized by Department of Business Studies, CUK on December 1-2, 2015
5. Organised a Four Day Workshop on Academic Writing at CUK in April- May 2015
6. Joint secretaries for organizing International Conference on Agripreneurship and Rural Development ICARD 2009 at the Faculty of Management Studies, Banaras Hindu University, Varanasi.

Ph. D. Supervision

Awarded: : 6

1. **Santosh Kumar:** Role of Store Attributes in Customer Loyalty: An Empirical Study with Reference to Organized Apparel Retailers of Hyderabad Karnataka Region (Date of Award 10.01.2017)
2. **Shambuling N.:** Measuring Service Quality of Primary Health Centres (PHCs): A Study of Select Centres in Hyderabad Karnataka Region (Date of Award 18.07.2018)
3. **Sana Saima:** Work Life Balance among Medical Practioners of Select Hospitals in Bengaluru City (Date of Award 07.05.2019)
4. **Sonia Vishwam:** Analysis of the Pattern of External Financing, Determinants of Capital Structure and its Effect on Solvency: A Study of Select Companies in India and USA (Date of Award 29.10.2021)
5. **Patale Pooja Vishwanath:** Issues and Challenges of Returns Management in Online Retailing: A Strategic Management Perspective (Date of Award 08.05.2023)
6. **Tyagraj:** Impact of Social Media Influences on Viewer’s Smartphone Purchase Decisions: A Study Based on Youtube Platform (Date of Award 22.12.2023)

Submitted : Nil

In Progress : 1

Supervision of Summer Internship and Dissertation

MBA Summer Inertnship (From 2011to 2018- Approx.): 60

MBA Dissertation (From 2011 to 2021- Approx.): 60

Administrative and Academic Responsibilities at CUK:

- Head, Department of Business Studies since 01.03.2023
- Member of University Court, Central University of Karnataka during 2021-22
- Member of Executive Council, Central University of Karnataka during 2016 to 2018
- Member of the Academic Council, Central University of Karnataka, Gulbarga, during 2013-15.
- Member of Academic Council, Central University of Karnataka since 01.03.2023
- Coordinator, Department of Business Studies from November 2020- 22.
- Member of School Board of School of Business Studies, Central University of Karnataka during 2013-16.
- Member of the Board of Studies, Department of Business Studies, Central University of Karnataka, Gulbarga during 2012-16.
- Member of Board of Studies, Department of Commerce, Central University of Karnataka during 2016-18.
- Member, CUK Distinguished Lecture Series during 2017-19.
- Chief Vigilance Officer of Central University of Karnataka during 2018-21.
- Coordinator, Remedial Coaching, Central University of Karnataka, Gulbarga during 2011-2014.
- Coordinates the training and placement related activities for the Department of Business Studies, CUK.
- Member, Board of Studies, Department of Business Administration, Kongu Arts and Science College, Erode from 2019
- Member of the committee for preparation of booklet on API in 2011
- Member on the committee to bring out booklet containing information regarding various funding agencies for research projects in 2011
- Member of Education Technology and Academic Development Unit (ETAD) at CUK in 2013.
- Member of the committee for preparation of Prospectus 2014-15 and 2015-16.
- Member, Committee for identifying faculty for developing MOOCS programs at CUK
- Member, Editorial Board, CUK Newsletter
- Member, Hostel Building Search Committee, CUK
- Served as observer of CUKCET at Thrissur in 2011 and at Varanasi in 2013.
- Served as observer of CUCET 2016 at Hyderabad centre.
- Coordinates Enterprise Resource Planning (ERP) programme for MBA students in 2013-14 and 2014-15.
- Involved in Ankur 2012, 2013, 2014 and 2016 (university level sports and cultural event) as coordinator of various events.
- Involved in Akyutha 2013, 2016, 2017 and 2020 (a management fest organized by students of School of Business Studies, CUK) as faculty coordinator for different activities.
- Coordinating educational and industrial visits of MBA students

Other Activities:

- Member, Board of Examiners, Department for Studies and Research in Management, Gulbarga University, Gulbarga from June 2021 to May 2022.
- Held Chairmanship of Institute Managing Committee of Government Women ITI, Guindy, Chennai in 2005.
- Served as member of the Selection Committee at Indian Institute of Handloom Technology, Salem for filling ad-hoc non-teaching vacancies.
- Involved in preparation of syllabus for various courses at School of Management Science, Varanasi.
- Represented the All India Handloom Society to various forums like Handloom Export Promotion Council, Apparel Export Promotion Council, SEZ Export Promotion Council, Apparel & Handloom Exporters Association etc.
- Serving as reviewer for many reputed national journals including Sage and Amity.
- Associated with Heritage Development Institution, a Varanasi based NGO working for economic & social welfare of weavers through various health, environment & education related programmes.
- Participated in various Seminars/Conferences on export of handloom and garments.

- Consultancy to various exporters doing export of handloom products.
- Serving as resource person to various programmes organized by different institutions.

Language Known:

Proficiency in English, Hindi, Urdu

Personal Data:

Date of Birth : 04-07-1967

Father's Name : Mohammad Yusuf

Marital Status : Married with two children [Mohammad Munzir (M) and Sumaika (F)]

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(Mohammad Zohair)

Place: Gulbarga

Date: 28.09.2022