

ACADEMIC PROFILE

Name	:	Dr. ATUL PANDEY
Designation	:	Professor & Head
		Department of Business Administration
		Ex Member, Executive Council (Two terms)
		Dean, Faculty of Management Studies (Third term)
		Dean, Students Welfare
		Chairman, Board of Studies in Business Administration
		Professor- in Charge - BBA & MBA (IR&PM) Programmes
		Nodal Officer, Incubation Centre
		AWADHESH PRATAP SINGH UNIVERSITY, REWA (MP)

Chairman, Central Board of Studies (Business Administration), Madhya Pradesh Higher Education Department, Govt. of Madhya Pradesh, Bhopal (MP) for three consecutive sessions 2017-18, 2018-19 & 2019-20.

Qualifications	:	1991 - B.Sc. (Mathematics, Physics & Statistics)
		1993 - MBA (Marketing Specialization), Gold Medalist
		1994 - UGC NET (Management- Marketing)
		1999 - Ph.D. (Mktg. Mgt.)
Awards	:	"The President of India Dr. Shankar Dayal Sharma Gold Medal" for the best
		academic student in A.P.S. University, Rewa for the year 1994.
Age	:	52 Years (DoB 10. 01. 1971)

Residence	:	"Shanti Suman", Behind Janta College, Shriyut Nagar, Anantpur,
		University Road, Rewa (MP). 486 003
e-mail	:	atulpandey1@yahoo.com, dbarewa2019@gmail.com
Phone Numbers	:	+91 94254 71030 (M), +91 87709 38963 (M)

Administrative Experience:

- Two terms as a Member, Executive Council, A.P.S. University, Rewa (MP).
- Three years as Chairman, Central Board of Studies (Business Administration), Madhya Pradesh Higher Education Department, Govt. of Madhya Pradesh, Bhopal (MP).
- Five years as Dean, Faculty of Management Studies, A.P.S. University, Rewa (MP).
- Eight years as Chairman, Board of Studies (Business Administration), A.P.S. University, Rewa (MP).
- Eight years (August 2014 to till date) as Head, Department of Business Administration, A.P.S. University, Rewa (MP).
- Two years (Oct. 2003 to Nov. 2005) as Co-ordinator, Department of Business Administration, A.P.S. University, Rewa (MP). As a Co-ordinator, I was responsible for all the duties of the Head of the Department.
- Eighteen years (April 2004 to till date) as Prof-In-Charge, BBA Programme, Department of Business Administration, A. P. S. University, Rewa (MP).
- Nine years as Professor-in-charge, M. Phil. (Management) Programme, Department of Business Administration, A. P. S. University, Rewa (MP).
- Two years as Professor-in-charge, MBA (IR&PM) Programme, A. P. S. University, Rewa (MP).
- Nine years as Member, Internal Quality Assurance Cell (IQAC), A.P.S. University, Rewa (MP).
- Fifteen years as Member, Board of Studies and Examination Committee, Faculty of Management Studies, A. P. S. University, Rewa (MP).
- Fifteen years as Member, College Inspection Committees for considering affiliation to A. P. S. University, Rewa (MP) for MBA, BBA and B.Com. Courses.
- Assistant Co-ordinator, Valuation Cell, A. P. S. University, Rewa (MP) in the session 2010-11.

Teaching & Research Experience : 29 years.

- As a Professor in the Department of Business Administration, A.P.S. University, Rewa (MP) since 19th Nov. 2011 to till date.
- As an Associate Professor in the Department of Business Administration, A.P.S. University, Rewa (MP) since 19th Nov 2008 to 18th Nov. 2011.

- As a Reader in the Department of Business Administration, A.P.S. University, Rewa (MP) from 19th Nov. 2005 to 18th Nov. 2008.
- As a Senior Lecturer in the Department of Business Administration, A.P.S. University, Rewa (MP) since 19th Nov. 2000 18th Nov. 2005.
- As a Lecturer, in the Department of Business Administration, A.P.S. University, Rewa (MP) since 19th Nov. 1996 to 18th Nov 2000.
- As Part-time Lecturer in the Department of Business Administration, A.P.S. University, Rewa (MP) from 23rd Aug 1993 to 18th Nov. 1996.
- Besides above also worked as Course Counselor in M.P. Bhoj Open University, Bhopal (Rewa Study Centre) and as Guest Lecturer in the MBA (HRD), MBA (Tourism Administration), MPEd, Diploma in Fashion and Textile Designing, Diploma in Forest Management Courses of in A.P.S. University, Rewa (MP).
- Besides this as Visiting Faculty at Institute of Management, Pt. Ravi Shankar Shukla University, Raipur (CG), C. Rajgopalachari Institute of Management, Barkatullah University, Bhopal (MP), Department of Management Studies, H.S. Gaur University, Sagar (MP), University Institute of Management, Rani Durgvati University, Jabalpur (MP) and Department of Commerce & Management, Mahatma Gandhi Kashi Vidyapeeth, Varanasi, (UP).

Information on Teaching and Research Disciplines:

Courses Teaching:

Management Process, Communication Skills, Research Methodology, Business Statistics, Operations Research, Marketing Management, Sales & Distribution Management, Advertising Management & Strategic Management.

Courses Taught Earlier:

Organisational Behaviour, Marketing Research & Consumer Behaviour, Entrepreneurial Development, Management Information System, Management of Public Enterprises, & Sports Management.

Research Experience:

Ph. D. Work -

Ph.D. on the Topic 'Marketing Management Practices in Cement Industry' with Special Reference to Jaypee Rewa Cement, from A.P.S. University, Rewa (MP) in the year 1999 under the supervision of Prof. V. C. Sinha, ex- Vice Chancellor, A. P. S. University, Rewa (MP).

Ph. D. Supervision – As Supervisor of following 25 Candidates:

- 1. Dr. Ashok Kumar Tiwari on the topic "Power Cost Economics & Management Decision Making in Energy Management of Industries in Singrauli Area" **awarded in the year 2008.**
- 2. Dr. Tushar Kant Tripathi on the topic "Innovative Approach to Energy Management for Optimization of Energy Expenditure in Open Cast Mine with Special Reference to Northern Coalfields Ltd., Singrauli (MP)", **awarded in the year 2008.**
- Dr. Bal Gopal Singh on "Impact of Branding Strategy on Consumer Buying Behavior (With Selected cases of FMCGs): A Study with special Reference to Vindhya Region" awarded in January 2010.
- 4. Dr. Pushpendra Kishore Mishra on the topic "Merger & Acquisition in Indian Banking Sector: A study of Selected Banks", **awarded in January 2011.**
- 5. Dr. Mamta Manshani on the topic "Impact of Innovation in Organize Retailing on Consumer Buying in Sub-urban Areas: An Empirical Study of Madhya Pradesh, awarded in February 2012.
- 6. Dr. Fahimuddin Siddiqui on the topic "Consumer Buying Behavior in Mutual Fund with Special Reference to Rewa Division, **awarded in June 2012.**
- 7. Dr. Sachin Bhardwaj, on the topic "Market Potential for Organised Retailing in Madhya Pradesh- an empirical study", **awarded in September 2012.**
- 8. Dr. Suresh Kumar Pandey on the topic "A Cross Sectional Analysis of Consumers Response towards Online Advertising: A Study of Selected Indian Metropolitan, awarded in February 2013.
- 9. Dr. Shailendra Kumar Singh, on the topic, "Tourism and Hospitality Education in Uttarakhand- A review analysis of present models and emerging trends", **awarded in June 2013.**
- 10. Dr. Anjna Dubey, **JRF**, on the topic "The Impact of TV Commercials on Women & Children Buying Behavior", **awarded in August 2013.**
- 11. Dr. Manika Singh Chauhan, on the topic ' Acceptance of Prepaid Cards in Non Metro Cities", **awarded in 2014.**
- 12. Dr. Amit Shrivastava, on the topic "A study on effectiveness of Sales Promotion Schemes in Consumer Durables in Sub-Urban Areas", **awarded in May 2016.**
- 13. Dr. Sheshpal Namdeo, on the on the topic ' Children's influence on Family buying Decisions in Electronics in India", **awarded in June 2016.**
- 14. Dr. Puneet Awasthi, on the on the topic "Impact of packaging on Sales of Confectionery Products", **awarded in July 2016.**
- 15. Dr. Rajesh Jaipuriya, on the on the topic "Retail Marketing of Gems & Jewellery: A study of selected metros in India", **awarded in 2016.**

- 16. Dr. Kena Tiwari on the topic "Organisational Excellence in Public Sector Enterprises A Comparative Study on NTPC & NCL" **awarded in 2017.**
- 17. Dr. Malini Singh on the topic "Effect of Emotional Appeals Used in TV Commercials on the Consumer Buying Behaviour", awarded in **March 2018.**
- 18. Dr. Sapna Manshani on the topic "A Study on Critical Success Factors of Women Entrepreneurs in Madhya Pradesh", awarded in **March 2018.**
- 19. Dr. Isha Kaur Rakhra on the topic "Marketing Innovations in Tourism Industry: An Empirical Study of Madhya Pradesh", **awarded in 2018.**
- 20. Dr. Ram Shankar on the topic "A Study of Occupational Stress of Employees in Banks in NCR", **awarded in March 2018.**
- 21. Dr. Seema Kotwani on the topic "A Study on Buying Preferences of Women Towards Branded and Unbranded Gold Jewelry in Madhya Pradesh, **awarded in January 2020**.
- 22. Dr. Irshad Ahemad Bhat on the topic "To study the Effect of Print Media Advertising on Consumer Behaviour Towards Cosmetics in J&K", **awarded in February 2021.**
- 23. Dr. Sunita Rohra on the topic "Impact of CSR initiatives on Business Prospects in Cement Industry: A study of Selected Cement Companies of Vindhya Region", **awarded in June 2021.**
- 24. Dr. Pankaj Singh, on the topic "Factors Affecting Customers Satisfaction in Hotel Industry in MP", **awarded in October 2021.**
- 25. Dr. Shweta Hotwani, on the on the topic "Employee Engagement Techniques in Banking Sector: A study of selected Private Banks of Madhya Pradesh", **awarded in October 2021.**
- 26. Mrs. Anamika Pandey, on the on the topic "Management Principles Propounded in Ancient Indian Mythology with Special Reference to Bhagwat Puran", **awarded in April 2023.**

Ph. D. Supervision – As Co- Supervisor of following two Candidates:

- 1. Dr. Neelam Pandey on the topic "Role of Knowledge Management in Organizational Effectiveness in Cement industry with special reference to Vindhya Region" **submitted in August 2011.**
- Dr. Shishar Dutta on the topic "Re Engineering Marketing Strategies for Coal in India – A Global Perspective" submitted in October 2011.

Currently 06 candidates are pursuing PhD under my supervision.

Seminar / Workshop / EDP Organised-

- Organised Two Days Workshop on "Management Games for Skill Development" on 25-26 November, 2022.
- Organised 3 Days National E-Conference on "Challenges & Strategies in Business Management on 15-17 June 2020.
- 3. Organised a One Week Workshop on "Statistical Software's for Research" during October 10-15, 2019.
- 4. Organised an International Summit on "University-Industry Interface for Skill Development of Youth on Feb 2018.
- Organised a Workshop on "Research Methodology & Statistical Software" in the Department of Business Administration, A. P. S. University, Rewa (MP) on December 18 – 20 December 2013.
- Organised a National Conference on "Emerging Trends & Challenges in Management" at Department of Business Administration, A. P. S. University, Rewa (MP) on 24th & 25th March 2012.
- Conducted an EDP on "Communication Skills & Team Building" at NTPC Vindhya Nagar, Singrauli (MP) for their Managers in December 2010.
- Conducted an EDP on "Communication Skills & Team Building" at NTPC Vindhya Nagar, Singrauli (MP) for their Managers in December 2009.
- Organised a Workshop on "Indian Ethos for Effective Management" at Department of Business Administration, A. P. S. University, Rewa (MP)for MBA students in October 2007.
- 10. Organised a Workshop on "Communication Skills" at Department of Business Administration, A. P. S. University, Rewa (MP) for MBA students in March 2007.
- Organised a National Symposium on "Impact of MNC's on Indian Economy" at Department of Business Administration, A. P. S. University, Rewa (MP) for MBA students on 24th Oct. 2005.
- Organised a Workshop on "Leadership Skills" at Department of Business Administration, A.
 P. S. University, Rewa (MP) for MBA students on 15th & 16th Oct 2003.

Participation in Seminars/Conferences/Workshops/Refresher Course/ Invited Lecture as a Resource Person-

- 1. Resource Person in **National Conference** on "Atmanirbhar Bharat: A Vibrant Growth in Indian Economy" organised by Department of Management Studies, The Technological Institute of Technology and Sciences, Bhiwani (Har) on March 24-25, 2023.
- Resource Person in 5th Refreshers Course in Research Methodology organized by UGC-HRDC, Jawaharlal Nehru University, New Delhi through online mode on 27th December 2022. The theme of my Sessions was "How to Kick start Research".
- Delivered an Induction Lecture to the students of MBA & BBA Programme at Vindhya Institute of Management & Research, Satna on the topic "Positive attitude for Youngsters" on 30th August 2022.
- Resource Person in PhD Course work classes organized by School of Studies in Management, Jiwaji University, Gwalior (MP) on the topic "Marketing Communication" on 20th January 2022.
- Resource Person in PhD Course work classes organized by School of Studies in Management, Jiwaji University, Gwalior (MP) on the topic "Issues and Challenges in Marketing" on 13th January 2022.
- 6. **Resource Person** for two sessions in **Faculty Development Programme VII** organized by **HRDC**, **Jawaharlal Nehru University**, **New Delhi** through online mode on 3rd January 2022. The theme of my Sessions was "**KSA Approach to Academic Excellence**".
- Session Co-Chair in Annual Conference of the International Academy of Business, Washington D.C., USA Annual Conference -2021 on the theme "Post Covid-19: Tackling Challenges Through Transformative Management and Opportunities" through online mode on 28th – 30th October 2021.
- Key Speaker on the topic "Fundamentals of Marketing" in an AICTE sponsored One Week Short Term Training Programme (STTP) organized by Sadhu Vaswani Autonomous College, Bairagarh, Bhopal (MP) between 24th December to 31st December 2021.
- 9. **Key Speaker** on the topic **"Emerging Trends & Challenges in Marketing"** in an **AICTE sponsored One Week Short Term Training Programme (STTP)** organized by Sadhu Vaswani Autonomous College, Bairagarh, Bhopal (MP) on 26th April 2021.
- Key Speaker on the topic "Contemporary Issues in Business Management in 21st Century" in a National Webinar organized by Sadhu Vaswani Autonomous College, Bairagarh, Bhopal (MP) on 19th February 2021.

- 11. Delivered an **Invited Talk** as Resource Person on the topic **"KSA Approach to Teaching Excellence"** in a **Five Days Faculty Development Workshop (8-12 Feb. 2021)** organized **by** TSS Government College, Naigarhi, Rewa (MP) on 9th February 2021.
- 12. Delivered an **Invited Talk** on the topic "**Emerging Trends & Challenges in Marketing**" jointly organized by CRIM, Barkatullah University, Bhopal (MP), Anand Institute and Unique College, Bhopal (MP) on 19th June 2020.
- Session Chair of the Technical Session on Surviving in Tough Times in the International E-Conference on "Surviving in Tough Times: Strategies for Success & Sustainability", organized by Prestige Institute of Management & Research, Indore (MP) on 6th June 2020.
- Session Chair of the Technical Session on Marketing in the 4th National E-Conference on "Consumption or Credit – The Impediment in India's Current Growth Story", organized by Institute of Professional Education & Research, Bhopal (MP) on 1st June 2020.
- 15. Invited as one of the Invited Speakers in **"Industrial Motivation Camp for Youth"** organized by CEDMAP in Girls Degree College, Rewa (MP) on 4th & 5th March 2020. He was the **Key Speaker** of a Session on **"Entrepreneurial Motivation"** on 4th March 2020.
- Invited as a Subject Expert in a "Two Days Workshop on "Restructuring of UG Management Programme/Course" organized by Devi Ahilya Viswavidyalaya, Indore (MP) on 4th & 5th February 2020.
- 17. **Resource Person** in the **"Training Programme on English & Soft Skills"** organized by Madhav Sadashiv Golwalkar Science College, Rewa (MP). He was the **Key Speaker** of the Sessions on **"Effective Communication, Presentation Skills, Verbal and Nonverbal Communication & Body Language"** on 30th & 31st January 2020.
- Resource Person in the "National Gender Sensitivity Workshop" organized by Equal Opportunity Cell, A. P. S. University, Rewa (MP). He was the Key Speaker of a Session on "Gender Issues of Young Boys" on 10th January 2020.
- 19. **Resource Person** in the **Refresher Course in Commerce** organized by HRDC, Guru Ghasidas University, Bilaspur (CG). He delivered Invited Lectures on the topic "KSA Approach to Capacity Building for Teaching Excellence" on July 7, 2019.
- 20. Session Chair at the Valedictory Session of International Conference on "Indigenous & Religious Tourism in South & East Asia: Opportunities & Challenges" organized by Indira Gandhi National Tribal University, Amarkantak (MP), India on January 11-13, 2019.

- 21. Resource Person at Two Week "Capacity Building Programme for Young Social Science, Commerce and Management Faculty" organized by Indira Gandhi National Tribal University, Amarkantak (MP) on March 14, 2018.
- 22. **Resource Person** at **National Workshop** on **"Shodh ke Vividh Aayaam"** organized by Government Girls Degree College, Rewa (MP) on February 1-3, 2018.
- 23. **Resource Person** at **3 Days Workshop** on **"Vyaktitva Vikas Ke Aayaam"** organized by Government Girls Degree College, Rewa (MP) on November 22-24, 2018.
- 24. Session Chair at National Seminar on "Development of Tourism Industry in India (Issues & Challenges)" organized by Department of Management Studies, Guru Ghasidas Vishwavidyalaya, Bilaspur (CG) and sponsored by Ministry of Tourism, Government of India, New Delhi on November 16-17, 2017.
- 25. Resource Person at Two Weeks "Capacity Building Programme for Social Science, Commerce and Management Faculty" organized by A. P. S. University, Rewa (MP) in 20th February- 5th March 2017.
- 26. **Resource Person at "Ten Days Research Methodology Course for PhD Scholars"** organized by Indira Gandhi National Tribal University, Amarkantak (MP) and sponsored by ICSSR, New Delhi on January 23, 2017.
- 27. Resource Person at "Faculty Development Workshop on "Education System of 21st Century, Where Do We Stand?" organized by SIT Group of Institutions, Sidhi (MP) on January 02-20, 2015.
- Session Chair at UGC sponsored National Conference on "Challenges Facing Management Education – An Indian Perspective" organized by St. Thomas College, Bhilai (CG) on February 25-26, 2014.
- 29. **Resource Person** at **a One Day Workshop** on **"Managerial Skills"** for teachers organized by Sainik School, Rewa (MP) on Jan 06, 2014.
- 30. **Chaired a Session** in a **National Seminar** on Academic Industry Interface in the Era of Globalisation organized by Institute of Management, Pt. Ravishankar Shukla University, Raipur (CG) on March 3-5, 2012.
- 31. Resource Person at National Seminar on "Sustainable Economic Development of Tribes" (With Special Reference to Madhya Pradesh & Chattisgarh) organized by Indira Gandhi National Tribal University, Amarkantak (MP) on February 25-27, 2012.
- 32. **Co-Chairperson in Technical Session II of National Workshop on Volunteerism** organized by Red Cross Society and A. P. S. University, Rewa (MP) on January 07-08, 2012.

- 33. Delivered **Invited Lecture** in **National Symposia** on **"Recent Marketing Strategy"** organized by Vindhya Group of Institutions, Satna (MP) on October 23, 2011.
- 34. Resource Person at Executive Development Programme on "Human Resource Management & Organisational Behaviour Module" for Western Region of NTPC organized by Vindhyachal Super Thermal Power Station from 30/11/2010 to 03/12/2010.
- 35. Invited Talk in National Seminar on "Emerging Trends in Business Management" on the topic "Role of Television Commercials in Changing Consumer Attitude in India" organized by St. Thomas College, Bhilai (CG) on November 29-30, 2010.
- 36. Delivered Invited Lecture in National Symposia on "Non-Verbal Communication for Managers" organized by Vindhya Group of Institutions, Satna (MP) on September 12, 2010.
- 37. Invited Talk on Engineering & Management in "National Symposium on Entrepreneurship" jointly organized by EDI, Bhopal and Rewa Engineering College, Rewa (MP) on February 2-4, 2010.
- 38. Resource Person at Executive Development Programme on "Human Resource Management & Organisational Behaviour Module" for Western Region of NTPC organized by Vindhyachal Super Thermal Power Station from 01/12/2009 to 04/12/2009.
- 39. Delivered **Invited Lecture** in **National Symposia** on **"Managerial Skills"** organized by Vindhya Group of Institutions, Satna (MP) on October 18, 2009.

Research Papers Published–

- 1. "Developing Leadership Skills through lessons of Shrimada Bhagawata Purana", published in Vindhya Bharti, No.20, Vol I Dec 2021 (ISSN 0976-9986), Journal of A. P. S. University, Rewa (MP), co-authored with Dr. Anamika Pandey.
- "A Comparative Study of TQM Practices in Cement Industry with special reference to Vindhya Region", published in Vindhya Bharti, No.20, Vol I Dec 2021 (ISSN 0976-9986), Journal of A. P. S. University, Rewa (MP), co-authored with Dr. Meena Dubey.
- "Effect of Demographic Factors on Customer Satisfaction towards Hotel Services in MP", published in Vindhya Bharti, No.19, Vol I - II 2020-21 (ISSN 0976-9986), Journal of A. P. S. University, Rewa (MP) co-authored with Dr. Pankaj Singh.
- "Role of CSR Practices on Employee Satisfaction in Cement Industry: A study of selected Cement Units of Vindhya Region" published in Vindhya Bharti, No.19, Vol I - II 2020-21 (ISSN 0976-9986), Journal of A. P. S. University, Rewa (MP) co-authored with Dr. Sunita Rohra.

- "Impact of Corporate Social Responsibility Practices on Customer Relationship Management in Cement Industry: A Study of Selected Cement Units of Vindhya Region", published in International Journal of Business & General Management, Vol. 8, Issue 4, July 2019, ISSN (P): 2319-2267; ISSN (E): 2319-2275, Co-authored with Sunita Rohra.
- "Examination on Consumer Preferences Towards Print Advertisements of Beauty Products in Kashmir: A study on Distributors" published in Conference Proceeding of National Conference organized by NMF College of Commerce & Science, Mumbai in March 2019, ISBN: 978-93-86623-61-1.
- 7. "Religious & Indigenous Tourism in India with special reference to Madhya Pradesh" presented in International Conference on "Indigenous & Religious Tourism in South & East Asia: Opportunities & Challenges' organized by Indira Gandhi National Tribal University, Amarkantak (MP), India on January 11-13, 2019.
- "Managerial Skills: The Success Mantra for Women Entrepreneurs", published in Vindhya Bharti (Multi-Disciplinary Research Journal of A.P. S. University, Rewa (MP), No. 17, Vol. I, Jan 2019, Co-authored with Sapna Manshani.
- "Effect of Innovative Promotional Campaigns in enhancing the Market Potential of Tourism Industry in Madhya Pradesh", published in BVIMSR's Journal of Management Research, Vol. 10 Issue - 1: April 2018, Pp 51-57, ISSN NO. 0976-4739, Co-Authored with Isha Kaur Rakhra.
- "Effect of Personality Traits on Career Success of Young Professionals" presented in International Summit on University–Industry Interface for Skill Development of Youth, 25-27 Feb 2018, organized by A.P.S. University, Rewa (MP), Co-authored with Pragya Pandey & Anjali Srivastava.
- 11. Rural Tourism a Boon to Indian Economy", Vindhya Bharti Research Journal, volume-No 15, Issue-1, 2017, Pp 176-179, ISSN0976-9986, Co-Authored with Isha Kaur Rakhra and Anjna Dubey.
- 12. "ICT Based Innovation in Tourism Marketing", IITM Journal of Business Studies (JBS), Vol-4, Issue 1, 2017, Pp 16-21, ISSN 2393-9451, Co-Authored with Isha Kaur Rakhra.
- 13. "Consumers' Perception towards Marketing Innovation in Tourism Industry of Madhya Pradesh", Vindhya Bharti Research Journal, volume-No 14, Issue-1, 2017, Pp 38-43, ISSN0976-9986, Co-Authored with Isha Kaur Rakhra and Anjna Dubey.
- 14. "Role of Tourism in Rural Development in India" presented in National Conference on "Development of Tourism Industry in India (Issues & Challenges) organized by Department of Management Studies, Guru Ghasidas Vishwavidyalaya, Bilaspur (CG) and sponsored by Ministry of Tourism, Government of India, New Delhi on November 16-17, 2017.

- "Consumers' Attitude towards Marketing in Madhya Pradesh Tourism", International Education and Research Journal, Volume 3, Issue-7, July 2017, Pp 14-15, E-ISSN NO:2454-9916, Co-Authored with Isha Kaur Rakhra.
- "Effect of Emotional Appeal Used in Television Ads on Purchase Decision of Consumer: A Literature Review" published in International Education & Reserch Journal, Vol. 3, Issue 5, May 2017, E-ISSN: 2456-9916, Co-authored with Malini Singh.
- 17. "An Empirical Study on Women Buying Behaviour towards branded Jewellery with special reference to Bhopal City" in the proceedings of International Conference on Advancement in Engineering, Applied Science and Management [(ICAEASM-2017), ISSN: 2349-4476] organized by Centre for Development of Advanced Computing (C-DAC), Mumbai, India on 18th June 2017.
- "Role of ICT in Marketing Innovation in Tourism Industry", International Journal Research Link, Vol XV(12), February 2017, Pp 123-127 (ISSN – 0973-1628), Co-Authored with Isha Kaur Rakhra and Anjna Dubey.
- "Organisational Excellence in Public Sector Enterprises A Comparative Study on NTPC & NCL", published in International Journal Research Link, Vol. XV (10), December 2016, pp 31-34, Co-authored with Kena Tiwari.
- 20. "A study on CSR in Tourism industry", Conference Preceding- New Dimensions in Corporate Social Responsibility, Horizon Books, pp 145-149, 2016, ISBN-578-53-86369-05, Co-Authored with Isha Kaur Rakhra and Anjna Dubey.
- 21. "Perception of foreign tourist towards tourism products of Madhya Pradesh", Conference Preceding- **(International Seminar**) Evolving Management Strategies for India's Economic Growth, pp 17-23, 2016, ISBN-978-93-84535-41-4, Co-Authored with Isha Kaur Rakhra and Jai Prakash Mongia.
- 22. "Tourism and Rural Development" presented in **International Conference** on Rural Development (ICRD-2016) organized by Xavier Institute of Development Action & Studies, Jabalpur (MP) on February 4-5, 2016.
- 23. "Role of SHGs in Boosting Tourism Industry in India", presented in National Conference on Financial Inclusion in India: Issues, Challenges and Way Forward", organised by Department of Commerce, Mata Gujri Mahla Mahavidyalaya, Jabalpur (MP) on October 10-11, 2015.
- 24. "Perception of Foreign Tourists Towards Tourism Products of Madhya Pradesh", presented in AICTE sponsored **International Seminar** on "Evolving Management Strategies for India's Economic Growth" organized by Oriental College of Management, Bhopal (MP), India on May 1-2, 2015.
- 25. "Role of Tourism Sector in Make in India Campaign with special reference to MP", presented in National Seminar on "Make in India: A Key for Economic Growth in India"

organized by St. Aloysius' College (Autonomous), Jabalpur (MP) on 18th & 19th March 2016.

- 26. "Role of Marketing Personnel in Insurance Sector" in an edited book on "Emerging Trends in Banking, Financial Services & Insurance Sector", pp. 264-268, Indra Publishing House, Bhopal,2014, ISBN 978-93-82518-55-6, Co-Authored with Isha Kaur Rakhra and Anjna Dubey.
- 27. "Farmers to Agri-Preneures: A Case Study of Tumkur District", presented in IV **International Conference** on "Entrepreneurship: Challenges, Issues & Practices organized by Teerthankar Mahaveer University, Moradabad, India on March 4-5, 2014.
- "Role of SHGs in Boosting tourism Industry in India", Conference Preceding- (National Conference) Financial Inclusion in India, SSDN PUBLISHERS AND DISTRIBUTORS, New Delhi ,2014, Pp- 218-222, ISBN No. 987-93-8357-565-7, Co-Authored with Isha Kaur Rakhra.
- 29. "An Empirical Study of Organised Retailers and their impact on Consumer Buying Behaviour", published in Asian Journal of Management, Vol 5, Issue 2, (ISSN 0976-495X), Raipur, CG, India, April-June 2014, co-authored with Dr. Sachin Bhardwaj.
- 30. "Role of Marketing Personnel in Insurance Sector", presented in **International Seminar** on Emerging Trends in Banking, Financial Services & Insurance Sector organised by VNS Business School, Bhopal on March 13-14, 2014, co-authored with Ms. Isha Kaur & Dr. Anjna Dubey.
- 31. "A Comparative Study of on Investor's Awareness & Preferences towards Mutual Funds and ULIP Schemes with special reference to Rewa City", published in Research World – an **International Journal**, Volume IV, Issue3, Nasik, India, July 2013, co-authored with Ms. Malini Singh.
- 32. "The Impact of Services offered by Organised Retail on Consumer Buying Decisions; A Case Study of Moradabad", published in the **International Conference** Proceedings 'The Emerging Landscapes of Retail and Impact on Economy' published by University of Madras, FICCI and MJP Publishers, Chennai, June 2013, co-authored with Dr. Sachin Bhardwaj.
- 33. "Role of Micro Finance in Rural Women Entrepreneurship", presented in International Conference on "Entrepreneurship & New Venture in Emerging Economies" Strategies for Sustainable Competitive Advantage, organised by MIT College of Management, Muradabad (UP) on April 5-6, 2013, co-authored with Dr. Sachin Bhardwaj.
- 34. "A Study of Consumer Preference towards Organised Retailing with special reference to selected cities of Madhya Pradesh", published in the Conference Proceedings of 3rd International Conference organised by Indus Business Academy, Greater Noida, March 2013, co-authored with Dr. Sachin Bhardwaj & Mr. Kapil Kapoor.

- 35. "Evolving Dimensions of Corporate Social Responsibility: A Study on Problems & Prospects in India" published in ISBN Book (9789382518099) on Corporate Social Responsibility and Managerial Challenges, Indra Publishing House, Bhopal, February 2013, co-authored with Mr. Dheeraj Shukla & Mrs. Anjna Dubey.
- 36. "The New Imperatives: Sustainable Green Marketing" presented in **International Conference** on Strategies for Building Successful Business Organisations in the Contemporary Scenario, organised by Technocrats Institute of Technology-MBA, Bhopal (MP) on June 22-23, 2012.
- 37. "Buying Behaviour of small-town Consumers with respect to organized Retailing; A Study of Madhya Pradesh", at the National Seminar on "Emerging Trends in Retailing", organized by Sagar Institute of Research & Technology, Bhopal, May 2012, co-authored with Dr. Mamata Manshani.
- 38. "Analysis of India's Economic Policy", presented in National Seminar on Impact of New Economic Policy on Backward Section organised by Deptt. of Economics, Govt. Venkat Sanskrit College, Rewa (MP) on 01-02 May 2012, co-authored with Dr. Fahimuddin Siddique.
- 39. "Shift in Consumerism: A study on Retail Sector" at the National Seminar on "Emerging Trends in Retailing", organized by Sagar Institute of Research & Technology, Bhopal, May 2012, Co-authored with Ms. Anjna Dubey & Dr. Mamata Manshani.
- 40. "The Role of Universities in Fostering Entrepreneurship", presented in National Conference on Emerging Issues & Challenges in Management by 2020, organised by MIT College of Management, Moradabad (UP) on April 3-4, 2012 co-authored with coauthored with Dr. Sachin Bhardwaj.
- 41. "Mutual Funds as an Investment Option: An Empirical Study of Rewa Division", published in Vindhya Bharti, No.12, Vol I (ISSN 0976-9986), Journal of A. P. S. University, Rewa (MP), March 2012, co-authored with Dr. Fahimuddin Siddiqui.
- 42. "Consumer Buying Behaviour Towards Packaged Drinking Brands: An empirical study", published in Research Journal of Arts, Management & Social Sciences, Vol. VI, Year III, March 2012, co-authored with Fahimuddin Siddiqui & Shikha Kunjwani.
- 43. "Re- Engineering in Quality Management of Indian Coal in Global Perspective", at National Conference on "Emerging Trends & Challenges in Management" organized by Department of Business Administration, A. P. S. University, Rewa (MP) on 24th & 25th March 2012, co-authored with Shishir Dutta & Dr. S. S. Mishra.
- 44. "Gender Effect on Consumer Buying towards organized Retailing; A study of Small Towns of Madhya Pradesh" at National Conference on "Emerging Trends & Challenges in Management" organized by Department of Business Administration, A. P. S. University, Rewa (MP) on 24th & 25th March 2012, Co-authored with Dr. Mamata Manshani.

- 45. "Role of Microfinance in Financial Inclusion", presented in the 23rd Annual Conference of Madhya Pradesh Economics Association on 17-18 February, 2012.
- 46. "Consumer Buying Preferences towards Mutual Funds in Small Towns: An Empirical Study" at **International Conference** organized by Forest Research Institute, Dehradun in November 2011, Co-authored with Mr. Fahimuddin Siddiqui.
- 47. "Understanding retail Customers of Sub-urban Areas: A Study of Madhya Pradesh, published in Vindhya Bharti Vol. II, No. 11(ISSN 0976-9986) in October 2011, co-authored with Dr. Mamata Manshani & Amit Shrivastava.
- 48. "Profile of Rural Consumers in India: An Empirical Study on their Demographics, Life Style and Consumption Pattern", at **International Conference** on Managing in the New World Order: Strategies for Sustainable Business Development, organized by Prestige Institute of Management and Research, Indore (MP), Jan 2010, Co-authored with Mamta Mansani & Amit Shrivastava.
- 49. "The Rise of Global Advertising Conglomerates", Journal of Management & Social Sciences, Nov 2009, Rewa (MP), Co-authored with Mamta Mansani.
- 50. Energy Management A Case Study, AIMS **International Journal** of Management, Vol 2, Number 2, Houston, USA, May 2008, Co-authored with Ashok Kumar Tiwari.
- 51. "Energy Smartness -Cases of Singrauli", SCMS Journal of Indian Management, Vol. V, No. I, Jan. to March 2008, Kochi, Kerla, Co-authored with Ashok Kumar Tiwari.
- 52. "Current Trends in Mergers & Acquisition in banks in the Light of Basel II Accord", at **International Conference** on "Corporate Renaissance: New Age Mantra" organized by Delhi institute of Advance Studies, New Delhi in January 2008, co-authored with Dr. Pushpendra Kishore Mishra.
- 53. "Measuring Energy Efficiency in companies through energy SMART standard: A study of Singrauli Area in Madhya Pradesh", NICE Journal of Business,Vol 2, Number 2, Meerut, July December 2007, Co-authored with Ashok Kumar Tiwari.
- 54. 'Window Display in garments and Grocery Retailing; A Study of Rewa City", Knowledge Hub, Vol.-3, No. 1, Mathura (UP), January June 2007, Co-authored with R. P. Das and Rahil Yusuf Zai.
- 55. "Corporate Governance: Stakeholder's Expectations and Survival Imperatives", At National Convention on Global Leadership Strategies and Challenges for Indian Business, organised by Department of Management Studies, Guru Ghasidas University, Bilaspur (CG), Feb. 2007, Co-authored with Rahil Yusuf Zai.
- 56. "Managing Employees Potential Opportunities and Challenges", At National Seminar on New Age HR: Opportunities and Challenges, organised by Srusti Academy of Management, Bhubaneshwar (Orissa), Jan 2007, Co-authored with R. P. Das.

- 57. "Managing and Marketing Innovations on Energy in New Global Order", At **International Conference** on Marketing in the New Global Order organised by Indian Institute of Management, Indore (MP), Dec. 2006, Co-authored with Tushar Kant Tripathi.
- 58. "Forecasting Electricity Price in International Electricity Market Using Neural Network", International Conference on Marketing in the New Global Order organised by Indian Institute of Management, Indore (MP), Dec. 2006, Co-authored with Ashok Kumar Tiwari.
- 59. "Technology Management Information System in Power Distributing Companies", at 10th Annual Conference of Society of Operations Management organised by Indian Institute of Management, Ahemdabad (Guj), Dec. 2006, Co-authored with Ashok Kumar Tiwari.
- 60. "Innovation and Technology Management in Energy in Indian Coal Industry", at 10th Annual Conference of Society of Operations Management organised by Indian Institute of Management, Ahemdabad (Guj), Dec. 2006, Co-authored with Tushar Kant Tripathi.
- 61. "Consumer Buying Preferences Towards Branded and Unbranded Bakery Products", The Kashi Journal of Commerce, Vol III, No. 1, Varanasi, March 2006.
- 62. "Energy Data Analysis in Energy Management of Industries" at 22nd National Convention of Electrical Engineers organised by The Institute of Engineers, Cochin, Nov. 2006. Co-authored with Ashok Kumar Tiwari and Vivek Chandra.
- 63. "Conservation of Energy and Benchmarking of Energy Consumption in open Cast Mines", at 22nd National Convention of Electrical Engineers organised by The Institute of Engineers, Cochin, Nov. 2006, Co-authored with Tushar Kant Tripathi.
- 64. "Innovative Action Plan and Implementable guidelines towards Mega Savings for Energy Conservation in Coal Sector", at All India Seminar on Save Energy for global Energy Security, organised by the Institute of Engineers, Hyderabad (AP), Nov. 2006 Coauthored with Tushar Kant Tripathi.
- 65. "Energy Management Information System in Power Distributing Companies", at All India Seminar on Best Practices in Power Distribution and Management organised by Indian Institute of Engineers, Shillong, Oct. 2006, Co-authored with Ashok Kumar Tiwari and Vivek Chandra.
- 66. "Energy Loss Reduction in Power Distribution System in Coal Mines- NCL on the Forefront", at All India Seminar on Best Practices in Power Distribution and Management organised by Indian Institute of Engineers, Shillong, Oct. 2006, Co-authored with Tushar Kant Tripathi.
- 67. "Hidden Issues Hinder Potential Appraisal", Guru Ghasidas University Journal of Management Studies, Bilaspur (CG), Vol 2, 2005 Co-authored with R. P. Das.
- 68. "EVA as a Performance Indicator A case study of Cement Industry in Vindhya Division", The Kashi Journal of Commerce, Varanasi, 2004 Co- authored with Ms. Pratibha Singh.

- 69. "Emerging Trends In Brand Promotion" at National Seminar on Branding organised by I.P.S Academy, Indore Feb 2003.
- 70. "Entrepreneural Development in India", Entrepreneurship Development in India, Bookland Publication India Ltd, Varanasi (UP), 2003.
- 71. "Managerial Problems in Small Scale Industries (SSIs) of Bilaspur, Chattisgarh- A Study", Entrepreneurship Development in India, Bookland Publication India Ltd, Varanasi (UP), 2003 Co-authored with L. P. Pateriya.
- 72. "Application of Management Principles to the Physical Education in University System and different fields of sports", at National Seminar on Physical Education and Sports Management organised by Rajasthan University, Jaipur, Rajsthan, 2002 Co-authored with K. G. Pandey and Anil Suryavanshi.
- 73. "Changing Role of Trade Unions in the Globalised Context", Udai, (M.L. Sukhadia University, Udaipur), Feb 2001, Co-authored with R. P. Das.
- 74. "Peeping into Marketing P's: Some Insights", Bikaner Journal of Management, July 1999, Co- authored with P. K. Sharma.
- 75. "Quality, Cost Reduction or Marketing: Who will take the lead?" RIMS, Rourkela, February, 1999.
- 76. "Management of Physical Education & Sports Activities in the Universities of Madhya Pradesh", LNCPE, Gwalior, 1998 Co- authored with Dr. H. S. Atwal.

Participation in Seminars/Conferences/Workshops as a Participant-

- 1. Participated in National Conference on "Atmanirbhar Bharat: A Vibrant Growth in Indian Economy" organised by Department of Management Studies, The Technological Institute of Technology and Sciences, Bhiwani (Har) on March 24-25, 2023.
- 2. Participated in a five days' "Workshop cum Exposure Visit for Incubation Centres" organized by RCVP Noronha Academy of Administration & Management, Bhopal and sponsored by Department of Higher Education, Government of Madhya Pradesh, Bhopal (MP) on 16-20, August, 2022.
- 3. Participated in a **Workshop** on "Evaluation Reforms in Higher Education" organized by University Grants Commission, Central Regional Office, Bhopal (MP) on October 24-25, 2019.
- 4. Participated in **National Conference** on "Role of Technology in Innovative Teaching" organized by Zulekha College of Commerce, Science & Technology, Nagpur on March 15-16, 2019.

- 5. Participated in **International Conference** on Advancement in Engineering, Applied Science and Management (ICAEASM-2017) organized by Centre for Development of Advanced Computing (C-DAC), Mumbai, India on 18th June 2017.
- 6. Participated in **National Seminar** on "New Dimensions in Corporate Social Responsibility" organized by St. Aloysius College (Autonomous), Jabalpur (MP) on January 20-21, 2017.
- Participated in "National Conclave on New Education Policy: Issues & Challenges in Higher Education" as Panelist, organized by A. P. S. University, Rewa (MP) on 16th October 2016.
- Participated in National Seminar on "Make in India: A Key for Economic Growth in India" organized by St. Aloysius' College (Autonomous), Jabalpur (MP) on 18th & 19th March 2016.
- 9. Participated in **International Conference** on Rural Development (ICRD-2016) organized by Xavier Institute of Development Action & Studies, Jabalpur (MP) on February 4-5, 2016.
- 10. Participated in **National Conference** on Financial Inclusion in India: Issues, Challenges and Way Forward", organised by Department of Commerce, Mata Gujri Mahla Mahavidyalaya, Jabalpur (MP) on October 10-11, 2015.
- 11. Participated in AICTE sponsored **International Seminar** on "Evolving Management Strategies for India's Economic Growth" organized by Oriental College of Management, Bhopal (MP), India on May 1&2, 2015.
- 12. Participated in IV International Conference on "Entrepreneurship: Challenges, Issues & Practices organized by Teerthankar Mahaveer University, Moradabad, India on March 4-5, 2014.
- 13. Participated in **International Seminar** on Emerging Trends in Banking, Financial Services & Insurance Sector organised by VNS Business School, Bhopal on March 13-14, 2014.
- Participated in UGC Sponsored National Conference on Challenges Facing Management Education – An Indian Perspective organised by St. Thomas College, Bhilai (CG) on February, 25-26, 2014.
- 15. Participated in the **International Conference** on 'The Emerging Landscapes of Retail and Impact on Economy' organised by University of Madras, Chennai in June 2013.
- 16. Participated in **International Conference** on "Entrepreneurship & New Venture in Emerging Economies" Strategies for Sustainable Competitive Advantage, organised by MIT College of Management, Muradabad (UP) on April 5-6, 2013.
- 17. Participated in the 3rd International Conference organised by Indus Business Academy, Greater Noida, in March 2013.

- 18. Participated in an **International Conference** on Strategies for Building Successful Business Organisations in the Contemporary Scenario, organised by Technocrats Institute of Technology-MBA, Bhopal (MP) on June 22-23, 2012.
- 19. Participated in a **National Conference** on Impact of New Economic Policy on the Backward Section organized by Department of Economics, Govt. Venkat Sanskrit College, Rewa (MP) on May 01-02, 2012.
- 20. Participated in **National Seminar** on Impact of New Economic Policy on Backward Section organised by Deptt. of Economics, Govt. Venkat Sanskrit College, Rewa (MP) on 01-02 May 2012.
- 21. Participated in **National Conference** on "Emerging Trends in Retail Management" organized by Sagar Institute of Research and Technology, Bhopal (MP) in May 2012.
- 22. Participated in **National Conference** on Emerging Issues & Challenges in Management by 2020, organised by MIT College of Management, Moradabad (UP) on April 3-4, 2012.
- 23. Participated in **National Seminar** on Academic Industry Interface in the Era of Globalisation organized by Institute of Management, Pt. Ravishankar Shukla University, Raipur (CG) on March 3-5, 2012.
- 24. Participated in **National Conference** on "Sustainable Economic Development of Tribes" organised by Deptt. of Commerce, Indira Gandhi National Tribal University, Amarkantak (MP) on February 25-27, 2012.
- 25. Participated in the 23rd **Annual Conference** of Madhya Pradesh Economics Association on 17-18 February 2012 organised by Department of Business Economics, A. P. S. University, Rewa (MP).
- 26. Participated in National Workshop on Volunteerism organized by Red Cross Society and Awadhesh Pratap Singh University, Rewa (MP) on 7-8 January 2012.
- 27. Participated in **International Conference** on Business & Technology organized by Forest Research Institute, Dehradun in November 2011.
- 28. Participated and **Delivered Invited Talk** on "Role of TV Commercials in Changing Consumers Attitude" in National Seminar on Emerging Trends in Business Management organized by Department of Management Studies, St. Thomas College, Bhilai, November 2010.
- 29. Participated in **International Conference** on Retail Marketing organised by Rajiv Academy for Technology & Management, Mathura (UP), 2007.
- 30. Participated in **National Convention** on Global Leadership Strategies and Challenges for Indian Business, organised by Department of Management Studies, Guru Ghasidas University, Bilaspur (CG), Feb. 2007.

- 31. Participated in **National Seminar** on New Age HR: Opportunities and Challenges, organised by Srusti Academy of Management, Bhubaneshwar (Orissa), Jan 2007.
- 32. Participated in **International Conference** on Marketing in the New Global Order organised by Indian Institute of Management, Indore (MP), Dec. 2006.
- 33. Participated in 10th **Annual Conference** of Society of Operations Management organised by Indian Institute of Management, Ahemdabad (Guj), Dec. 2006.
- 34. Participated in 57th **All India Commerce Conference** held at Indore from 26th to 28th Dec 2004.
- 35. Participated in the **International Conference** on "Rural Markets 2004" from Dec 16-18, 2004, organised by Institute of Development Studies, University of Mysore, Mysore (Karnataka).
- Participated in National Seminar on "Corporate Governance in India" 9th & 10th Oct.
 2004 organised by Institute of Management studies, M. G. Kashi Vidyapeeth, Varanasi (UP).
- 37. Participated in **National Seminar** on "Population Explosion Challenge" organised by Janta College Rewa 2002.
- 38. Participated in **National Seminar** on "Agenda for HRD Professionals in new millennium organised by JNIBM, Vikram University, Ujjian, (MP) on17-18 Feb. 2001.
- 39. Participated in the 2nd **National Seminar** of Human Resource Management at M. L. Sukhadia University, Udaipur (Raj.) on 17-18 March 2001.
- 40. Participated in **National Seminar** "SIR 99" 2001 Challenges & Prospects organised by Rourkela Institute of Management Studies, Rourkela, March 27-28, 1999.
- 41. Participated in a Workshop on "Intellectual Property Rights" jointly organised by A.P.S. University Rewa (MP) and MPCST & TIFAC division of DST of Govt. of India on December 4, 1999.
- 42. Participated in "Executive Development Programme" organised by Institute of Public Enterprise Research at Allahabad in 1998.
- 43. Participated in **National Seminar** on 'Planning Human Resources for Efficient Management' in May 1993, organised by Department of Business Administration, A.P.S. University, Rewa (MP).

Refresher/ Orientation Courses Attended:

1. Attended a Refresher Course Organised by Academic Staff College, Kurukshetra University, Kurukshetra (Haryana) from 4.10.2008 to 24.10.2008.

- 2. Attended Refresher Course Organised by Deptt. of Business Economics, Awadhesh Pratap Singh University, Rewa, (MP) from 03. 01. 2005 to 23.01.2005.
- 3. Attended 53rd Orientation Programme Organised by UGC Academic Staff College, Rani Durgavati Vishwavidyalaya, Jabalpur (MP) from 19.03.2001 to 14.04.2001.
- 4. Attended Refresher Course organised by Department of Business Economics, Awadhesh Pratap Singh University, Rewa, (MP) from 06.03.1999 to 26.03.1999.

Declaration: I declare that the above information is correct to the best of my knowledge & belief.

(PROF. ATUL PANDEY)