

# **RESUME 30.11.2015**

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## **Publications:**

- “Corporate Governance and Green Management” presented and published in an International Conference at Delhi. 8<sup>th</sup> & 9<sup>th</sup> August 2007
- Risk and Insurance Management in Insurance Chronicle in Feb 2011.
- **Published a Paper on Micro Finance performance in India. On line in August 2015**
- Published the book on “Management of Industrial Relations” in April 2011
- Published a Book in area of Logistics and Supply Chain Management in the year of 2012 (online)
- Published a Book in area of Indian Business Legislation in the year of 2012. (on line)
- Published a Book in area of Insurance Promotional Strategies in the year of 2012 (on line)
- Published an Article in area of Third Party Logistics and Dimensions in proceedings of Banaras Hindu University. In 2007.
- Published an article in the area of Micro financing followed with Seminar presentation. In 2015.
- Published a paper in the area of Logistics in on line journal. In 2015
- Presented and published a paper on Economic environment in 2015.

## **Papers Accepted for Publication:**

- Two Papers in respective areas of Marketing and General Management, accepted by reputed Journals of India.

## **Teaching Experience:**

- From 23<sup>rd</sup> November, 2005 to till date working as Assistant Professor in GIM, GITAM University, Visakhapatnam dealt with Marketing, HR & Labour Law, IR, IPR, and Supply Chain Management.
- From August 2003, to November 2005 Worked as Assistant Professor in Gayatri PG College for Management Studies, Visakhapatnam dealt with Marketing, HR & Labour Law, IR.

## **Faculty Development Programmes:**

1. A Faculty Development Programme from June 10<sup>th</sup> to September 30<sup>th</sup> at IIM Ahmadabad and secured B Grade.
2. Participated in FDP on Research Methods and Techniques at GITAM Institute of Foreign Trade on 28<sup>th</sup> April 2007.
3. Participated in FDP on Global HRM held at GITAM, Viskhapatnam. Participated in National Conference on HRM held at GITAM, Viskhapatnam.
4. Participated in 14 days FDP on Human Resource Policies and Strategies, at MR College, Vizianagaram.
5. Participated in “QIP on Supply Chain management” at NMIMS University Mumbai in February 2008.
6. Participated in “FDP on Communication” in GIM GITAM University in September 2008.
7. Participated in One week “FDP on Personal Growth and Professional Growth” at GIM GITAM University in October 2008.

## **Conferences Attended:**

- 1) Participated and presented a Research Paper on An Evaluation of Teaching in National Conference on Teaching Learning and Evaluation on 30<sup>th</sup> & 31<sup>st</sup> July 2006, which published.
- 2) A paper Presented in National Seminar on “Recommendations of the Twelfth Finance Commission” held at Andhra University on 21<sup>st</sup> March 2006-06-09.
- 3) Participated and Presented a Paper on “Philosophy and Management Functions in Current Global Village of business” held on 27<sup>th</sup> & 28<sup>th</sup> January 2006, which published.
- 4) Participated and Presented a Paper on “Changing trends in Indian labour policy” held on 30<sup>th</sup> & 31<sup>st</sup> December 2004 Department of Economics Andhra University.
- 5) Participated and presented a Paper on “Need for Consumer Awareness for Redressal of Consumer Complaint” held on 8<sup>th</sup> & 9<sup>th</sup> October 2004 at Department of Commerce and Management studies Andhra University.
- 6) Participated and presented a paper on “Business Process Outsourcing – Opportunities and Challenges” held on 28<sup>th</sup> July 2005 at GITAM.

- 7) Submitted a Paper on “Corporate Governance and Social Responsibility” held on Jan 25<sup>th</sup> and 26<sup>th</sup> 2006 at Gayatri Vidya Parshat PG campus.
- 8) Presented and Participated in National Conference on “Third Party Logistics in Retail Sector” organized by AIMS. 4<sup>th</sup> & 5<sup>th</sup> September 2006.
- 9) Participated and presented a paper on CRM in Retail sector in Acharya Nagarjuna University on 6<sup>th</sup> and 7<sup>th</sup> October 2010.
- 10) Participated and presented a paper on CRM in Banking Sector at Acharya Nagarjuna University on 8<sup>th</sup> & 9<sup>th</sup> October 2011.
- 11) Participated and presented a Paper on Microfinance Management in India on 7<sup>th</sup> June 2011.
- 12) Participated in Simulation Work shop in IIM – A in August 2013.
- 13) Participated and Presented a Paper on Corporate Governance at Padmavati Mahila College, Vijayawada on February 3<sup>rd</sup> and 4<sup>th</sup> 2015.

● **External Examiner and Paper Setter:**

- 1) Listed External Examiner for ‘Viva – Voce’ in Jawharlal Nehru Technological University.
- 2) Listed Paper Setter for Jawharlal Nehru Technological University, Vishnu College, Acharya Nagarjuna University.
- 3) Listed Paper setter for Andhra University, Visakhapatnam, and A.P.

**Certificate Programme:**

Conducted a Certificate Programme as a Programme Coordinator for One week training programme which was organized by CMU USA and GIM, GITAM University from October 6<sup>th</sup> to 12<sup>th</sup> 2009.

**Sponsored Minor Project:** Promotional Strategies of Life Insurance Products in Visakhapatnam Amount granted by University 50,000/-

**Educational Qualifications:**

PhD: Interactive Marketing in Life Insurance Corporation of India, Acharya Nagarjuna University, Guntur.

FDP (2013-14) : IIM – Ahmadabad from 10<sup>th</sup> June to 30<sup>th</sup> September 2013,  
M.Phil (Marketing) promotional Strategies of Life Insurance with reference to MetLife. Acharya Nagarjuna University, Guntur.  
M.B.A (Marketing & IB) : Andhra University, Visakhapatnam  
LLM- (M.phil) I(Labour Law) : Andhra University, Visakhapatnam  
PGDHRM (IRPM) : Andhra University, Visakhapatnam  
B.L : Andhra University, Visakhapatnam.  
B,Com : Andhra University, Visakhapatnam.

**Personal Information:**

Father's Name : Shariefuddin Shaik  
Date of Birth : 18<sup>th</sup> July 1974  
Nationality : Indian Muslim  
Languages Known : English, Hindi, Urdu, and Telugu  
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**Date:**

**Place: Visakhapatnam**

**(SHAMSHUDDIN SHAIK)**