

## **Curriculum vitae**

Name : **Dr. Mohammed Farooque Khan.**

Designation : Assistant Professor

Residential address : House. No 5/7/14, Near Lalit Kala Bhawan,  
Shah colony Osmanpura, Aurnagabad-431001.

Email Id : farooquekhanudms@gmail.com

Mobile No : 9860206866

**Industrial Experience : 5 years**

**Teaching Experience : 16 years.**

Date of Birth : 22<sup>nd</sup> June, 1979.

Marital status : Married

Languages Known : English, Hindi, and Marathi

Educational Qualifications: MBA (Marketing), MCM, PhD

### **Administrative Responsibilities:-**

- Holding the fulltime Charge of Director, Department of Management Science,, Dr,Babasaheb Ambedkar Marathwada University Aurangabad, Maharashtra since 2<sup>nd</sup> December,2021.
- Appointed as the Chairperson of BOS (Computer Application Board) under the faculty of commerce and Management
- Appointed as the Member of BOS (Business Administration Board) under the faculty of commerce and Management
- **Appointed as the Subject Expert for Teaching Staff selection for MBA/BBA and BCA in Colleges and Universities.**
- Actively involved in Organizing an Interaction meeting of Students, Faculty members and Research Scholars with US consulate Delegates on 29th September 2022
- Appointed as a Chairman of Election Committee of the Elections held on 23<sup>rd</sup> Dec for the office Bearers of all India Commerce Association

- Regular member of Affiliation Committee of Dr.Babasaheb Ambedkar Marathwada University.
- Organized State level Quiz Competition for MBA Students along with NIPM in Department of Management Science,Dr.Babasaheb Ambedkar Marathwada university
- **Working as the Coordinator of Training and Placement Cell**
- **Working as the Coordinator of Foreign student cell.**
- **Conducted Weekend Pre-PhD course as a Coordinator**
- **Worked as an MBA and PG Diploma Course Coordinator**
- Conducted Semester End Examinations in Department of Management Science as an Exam Coordinator
- Rendered services as an Expert for the MBA/MMS GD & PI Entrance Examinations of Directorate of Technical Education, Government of Maharashtra
- **Conducted MBA/MMS GD & PI Entrance Examination of Directorate of Technical Education Government of Maharashtra of approximately 3000 students as Coordinator.**
- **Rendered services as Coordinator of the Facilitation Center for the MBA/MMS Admissions for Documents and Verification by Directorate of Technical Education, Government of Maharashtra**
- **Conducted PhD Viva Voce Examinations as a Chairperson.**
- Rendered services as an External Examiner for MBA Project viva voce Examinations.
- Organized Blood Donation Camp in Department of Management Science, Dr.Babasaheb Ambedkar Marathwada University.
- **Admission Committee Coordinator/Member for MBA/PG Diploma courses.**
- **Participated for department proposal i.e. 12th plan, NAAC, other scheme for the future of department.**
- **Engaged in extra-curricular activities like Induction Programme, Educational tour, Alumni meet, Tatva, and Personality development lectures.**
- Member of the Coordination team constituted by students welfare department for Organizing Youth Festival in the year 2008
- Member of an Organizing Committee of the National Conference on Innovative Trends in Entrepreneurship in New Millennium organized by Department of Management Science,Dr.Babasaheb Ambedkar Marathwada University.
- Organized **Alumni Meet** of Department of Management Science.

- Organizing member of an Induction committee an Orientation Programme for newly admitted students of MBA and MCA
- Coordinator for the Yearly Departmental Brochure Committee.
- Appointed as a member of Finance Committee of National Conference on Recent Trends in Computer Application (NCRTCA-2010)
- Member of the Coordination Team for Organizing the Research Festival “Avishkar 2010)” .
- Appointed as an Office bearer for General Grievance Resolution Committee.
- Appointed as the PRO for Assembly Election held in 2014.
- Member of Compilation and Editorial Team for the Proceeding of the National Conference on Empowering India: Youth Driven Economy,2011
- Appointed as the Coordinator for conducting the Alumni Meet -2016 organized by Department of Management Science, Dr.Babasaheb Ambedkar Marathwada University (M.S).
- **Appointed as the coordinator of the Pre PhD Course for the Research Scholars of Commerce and Management Science in the year 2018.**
- Appointed as an event coordinator for TATVA 2019, an annual inter university organized by Department of Management Science, Dr.Babasaheb Ambedkar Marathwada, University in Jan, 2019.
- Appointed as a Member of Organizing Committee for National Research festival “AVISHKAR 2020.
- Appointed as the coordinator of the MPhil Entrance Examination for the academic year 2018.
- Appointed as the coordinator for conducting symposium on Current Trends in Commerce, Management and Information Technology in the year 2017.
- Appointed as the coordinator for conducting the Business Quiz competition jointly organized by Department of Management Science and National Institute of personal Management (NIPM) in the year 2019.
- Appointed as the Chairperson of Examination Vigilance squad
- Appointed as a Chairperson of food committee of Youth festival 2022
- Appointed as the Chairperson of Water committee in AWHAN Training Camp on Disaster Management in 2018

- Invited as a Guest of Honor for the felicitation function of successful students of Aurangabad Chapter
- Delivered Lecture as a resource person to the Participants of Pre PhD course work 2022

### **Teaching Contribution**

- Engaged classes for MBA Regular, MBA part-time and MBA, Executive course. Conducted seminar of students, Internship Program field based activities as per the schedule,
- Subject Taught: Management Practices and Organizational Behavior, Advertising Management, Consumer Behavior, International Business Environment and Management, Digital Marketing
- Participated in Departmental & examination work (Paper setting, Assessment and Invigilation)
- Conducted Extra Classes more than the allotted work load of University and UGC norms and provided remedial teaching to the students.

### **Research Contribution**

Title of the PhD : Emerging Marketing Trends-“The Net Surfers’ perception of Internet Advertising-A Study of Net Users in Marathwada”

No of MPhil Students Guided: **09**

No of Ph.D. Students : **04** (Pursuing)

### **Research Publications**

1. Published a research paper entitled **Changing paradigms of Marketing: Internet Marketing, Benefits and Challenges** in Indian Journal of Management review –Jan-Jun 2015 ISBN No 0976-9056
2. Published a research paper entitled **Rural Transformation through Entrepreneurship**-Indian Journal of Management review Feb-March 2010
3. Published a research paper entitled **A Study of Evaluation of Mobile Services as a channel of Marketing** in proceeding of National Conference organized by Kavikulguru Institute of Science and Technology on Emerging Issues in

Management and Information Technology in the changing Corporate world in Nagpur(Jan 2010)

4. Published a research paper entitled **A Study of youth Consumerism** in the proceeding of National Conference organized by Department of Management Science, Dr.Babasaheb Ambedkar Marathwada University on Empowering India: Youth Driven Economy in feb-2011
5. Published a research paper entitled **Online Shopping Benefits and Challenges in India** in Excel Journal of Engineering Technology and Management Science– Jan-Jun 2016-2017ISSN No Print 2249-9032, ISSN No online 2277-3339 Impact factor 2.119(IIFS).
6. Published a research paper entitled **An Innovative Trend in Marketing : Integrated Marketing Communications** in International Journal of Management Studies -Volume III ,Issue(I)June-2016 ISSN No Print 2249-0302, ISSN No online 2231-2528 Impact factor IBI: 2.26
7. Published Research Paper on **Changing Scenario of Marketing: Issues and Challenges** in Excel Journal of Engineering Technology and Management Science–Dec-Jan 2017 Vol.1 No11 ISSN No Print 2249-9032, ISSN No online 2277-3339 Impact factor 2.119(IIFS)
8. Published a research paper entitled **Advertising through Internet: A rising and viable Channel of Marketing** in International Journal of Management Studies– Volume V ,Issue2(3)April-2018 ISBN No Print 2249-0302, ISSN No online 2231-2528 Impact factor IBI: 2.26
9. Published a research paper entitled : **A perspective on Innovative Marketing Trends in the Era of Information Technology** in International Journal of Management Studies -Volume VI, Special Issue February 2019 online 2231-2528 Impact factor IBI: 2.26.
10. Published a research paper entitled **Emerging Trends in Human Resource Management: Quality of work life** in International Journal of Management Studies - online 2231-2528 Print ISSN: 2249-0302 Impact factor IBI: 2.26. Volume VI, Issue 1 January 2019.
11. Published a research paper entitled **A study of Consumer perceptions regarding cyber security Management towards online shopping in the Era of Changing**

**Trends of Internet** in International Journal review of Research ISSN: 2249-894X , Volume 8, Issue 4 January 2019, UGC Journal Number :48514.Impact factor :5.7631(UIF)

12. Published a research paper entitled **A study of Adoption of E Marketing** in Yemini Banks in International Journal of Management studies - ISSN (print)2249-0302)ISSN (Online)2231-2528Vol.VI,Issue-2(3),April 2019
13. Published a research paper entitled **Financial Performance Analysis of Top Ten Commercial Banks in India According to the Basel Norms** in International Journal of Business and Invention(IJMI) - ISSN online 2319-8028, ISSN Print ISSN: 2319-801X, Volume 10, Issue 10 October 2021,UGC Approved Serial Number:4485 & UGC Journal Number :46889.
14. Published a research paper entitled A study of **Online Marketing challenges and opportunities with special reference to Automobile sector** in Excel Journal of Engineering Technology and Management Science(an Peer reviewed International Multidisciplinary Journal) (online) ISSN Vol.1 No21 December 2021
15. Published a Research paper on **Russian –Ukrainian War and its Economic Implications on the Prices of Strategic Commodities** in Studies in Economics and Business Relations (SABA Publishing) 2022 Vol.3.2 (<https://spda.sabapub.com>).
16. Published a Research paper on **Non-Performing loans effects on Profitability and lending Behavior of commercial Banks : Evidence from Yemini Commercial Banks sector** in Studies in Economics and Business Relations (SABA Publishing) 2022 Vol.3.2 (<https://spda.sabapub.com>).
17. Published a research paper entitled **Emerging Trends of Retail Marketing in Rural and Urban Regions-A Review** in Indian Journal of the Oriental Review – August 2023 ISSN No 0030-5324 Vol 72.
18. Published a research paper entitled **A Study of Investment Patterns of Customers Belonging to Micro –Saving Schemes with special reference to satisfaction in Aurangabad District** in the Annals of Bhandarkar Oriental Research Institute, 2023 ISSN No 0378-1143 Issue 11 Vol C.

19. Published a research paper entitled **Green Entrepreneurial Orientation and Technological Green Innovation: Does Resources Orchestration Capability matter?** in the Bottom Line © Emerald Publishing Limited 0888-045X DOI 10.1108/BL-06-2023-019 Scopus Indexed Journal.
20. Published a research paper **how and when does green Transformational Leadership affect Environmental Performance?** in the International journal of Business Environment Vol 15 No 2,2024 Scopus Indexed Journal
21. Published a Research paper entitled **The relationship between Inclusion, Employee engagement, and Workforce Diversity in IT industries** in the journal of The K.R. Cama Oriental Institute, ISSN: 0970-0609 (Print) with IF= 7.854 Volume No. 78 (April 2024)UGC Care Listed Journal.

#### **Conferences, Seminar and Workshops**

- Participated in the UGC Sponsored International Seminar on Changing Trends and Facets in Global Tourism Organized by Department of Tourism Administration, Dr.Babasaheb Ambedkar Marathwada, and University in Feb 2008.
- Attended an International Conference on Issues and Challenges : Trends of Tourism Development Changes and Challenges in Bnakok,Thailand in 2009
- Participated in the Two week Faculty Development Programme on Research Methodology in Business Management at National Institute of Industrial Engineering Mumbai in 2009
- Participated in the UGC Sponsored International Seminar on Changing Trends and Facets in Global Tourism Organized by Department of Tourism Administration, Dr.Babasaheb Ambedkar Marathwada University in Feb 2008.
- Participated in the workshop on “Research Methodology and Statistical Aspects of Research organized by Millennium Institute of Management, Dr.Rafiq Zakeria Campus in Nov 2007.

- Participated in the National Conference on Innovative Trends in Entrepreneurship Organized by Department of Commerce, Sirs Sayyad College of Arts, Commerce and Science in Feb 2008.
- Participated in the National Conference on Emerging Dimensions in Marketing held at Saintgits Institute of Management, Kerala, on 19<sup>th</sup>-20<sup>th</sup> November 2010.
- Organizing member of the National Conference on Recent Trends in Computer Application (NCRTCA-2010) on 17th-18th Feb. 2010 organized by Department of Management Science, Dr.Babasaheb Ambedkar Marathwada University.
- Participated in the UGC Sponsored Refresher Course on Business Studies (Commerce and Management Science Organized by University Grants Commission Human Resource Development Center, Dr.Babasaheb Ambedkar Marathwada, University in January 2011.
- Appointed as a Research Guide for the faculty of Management Science
- Participated in the International Conference on **Advancements in Commerce, Business, Management, Engineering and Information Technology** Organized by Indo Global Chamber of Commerce, Industries and Agriculture in 2012 in Nanded
- Attended One Day State Level Conference on Examination Reforms: Challenges Ahead organized by Dr.Babasaheb Ambedkar Marathwada University in the year 2015.
- Participated in the 1<sup>st</sup> National Teachers' Congress held in Pune in the year 2016.
- Participated in the 2<sup>nd</sup> University-Industry Interaction Summit held at Dr.Babasaheb Ambedkar Marathwada University in the year 2016.
- Participated in the UGC Sponsored Refresher Course on Business Studies (Commerce and Management Science) Organized by University Grants Commission Human Resource



Development Center, Dr.Babasaheb Ambedkar Marathwada, University in November 2019.

- Participated in the UGC Sponsored Orientation Programme Organized by University Grants Commission Human Resource Development Center, Goa University in June-July 2016.
- Delivered Key note address to the participants of the Workshop on Entrepreneurship held at Department of Management Science Dr.Babasaheb Ambedkar Marathwada, University (M.S) in the year 2017.
- Appointed as the member of Pre-PhD Viva Voce Examination Committee.
- Acted as a Chairperson of Final PhD Viva voce Examinations
- Delivered lecture on International Business Environment to the Research Scholars of Pre-PhD Course 2019-2020.
- Participated in International Conference on Quality Assurance in Higher Education in Asian and European Universities organized by Dr.Babasaheb Ambedkar Marathwada, University in March 2019.
- Attended the Workshop on Research Methodology for Research Guides in the faculty of commerce and Management Science organized by Department of Management Science, Dr.Babasaheb Ambedkar Marathwada, University in April 2019.
- Participated in the National conference entitled “MANAGEALIZATION 2019 : Management & IT for Rural Entrepreneurship held at Department of Management Science, Dr.Babasaheb Ambedkar Marathwada, University ,Sub-Campus ,Osmanabad in March 2019.
- Appointed as the Co-Convener for the 6<sup>th</sup> International Conference on Globalization: Implications for 21<sup>st</sup> century (ICGI19) organized by Department of Management Science, Dr.Babasaheb Ambedkar Marathwada, University, (M.S) in Feb 2019.

- Appointed as the Co-Chairman for the Technical session of 6<sup>th</sup> International Conference on Globalization: Implications for 21<sup>st</sup> century (ICGI19) organized by Department of Management Science, Dr.Babasaheb Ambedkar Marathwada, University, (M.S) in Feb 2019.
- Appointed as a Member of Central Committee for National Science Day festival 2020.
- Delivered lecture on Introduction to Research Methodology to the participants of Two Day Workshop on Research Methodology held in March 2020.
- Participated in the UGC Sponsored Two week Online Refresher Course on Business Studies (Commerce and Management Science) Organized by University Grants Commission Human Resource Development Center, Maulana Azad National Urdu University ,Hyderabad in 2021(August 4-August 17)
- Actively involved in the Organizing an Interaction meeting of Students, Faculty members and Research Scholars with US consulate Delegates on 29<sup>th</sup> September 2022

### **Important credentials**

- **Holding the Charge of Coordinator- Training and Placement Cell**  
Actively involved in Training and Placement activities since 2014 and performed exceedingly well by ensuring the placements of MBA students and conducting the On Campus recruitment Drive of Corporates. Coordinated Training programs for enhancing the skills and competencies of the students. Conducted by TCS, Infosys and Indian Airlines. Got the training under “Train the Trainer” Course on soft skills, an Industry Academia Program, at Infosys Ltd in Pune in 2012.Established Discussion club where students are trained on Group discussions and debating skills. Also, Conducted the Promotion campaign of Nano Twist sponsored by Tata Motors Ltd and lead generation campaign of YVZ by involving students giving them hands on experience.

- **Holding the Charge of Coordinator- Foreign Students Cell**

**Instrumental in initiating the process of providing admissions to foreign students in MBA and MCA for the first time in 2008 by coordinating with Director, foreign Students Cell and officials from Directorate of Technical education and AICTE. Instituted BCA Honors (4years) Course as per NEP 2020 for the first time from the Academic year 2023-2024 in the Department of Management Science. Also, started the PGDHAM 1 year Diploma Course for Doctors and Medical Professionals from the Academic year 2023-2024.**