


## Faculty Profile

NAME	Dr.M.M.Munshi	
FACULTY ID	4019	
GENDER	Male	
DATE OF JOINING	21.01.2014	
AREA OF SPECIALISATION	Finance and General Management	
APPOINTMENT TYPE	Full time Permanent	
CONTACT INFORMATION	Dept. of Management Studies and Research Mache Belagavi 590018. Mobile : 9844012326 Email id: mmmunshi@rediffmail.com munshi@vtu.ac.in	
DESIGNATION	Associate Professor	

### Educational Qualification: M.Com., SLET., M.Phil., Ph.D

Program	Degree	Year of completion	Class Obtained	Specialisation / Topic	University
UG	B.Com	1994	FIRST CLASS	STATISTICS	Karnatak University, Dharwad
PG	M.Com.	1996	FIRST CLASS	COSTING GROUP A	Karnatak University, Dharwad
SLET	1996 ( Accredited by UGC, New Delhi)				
PHILOSOPHY	M.Phil	2000	FIRST CLASS	MATERIALS MGT. in SSI...	Karnatak University, Dharwad
Ph.D	Ph.D	2005	-----	Financial position of Municipal Corporations...	Karnatak University, Dharwad

## Academic Experience

Designation	Period	Courses taught	Institution
Lecturer and SGL	15 <sup>th</sup> June 1996 to 10 <sup>th</sup> December 2007	B.com, BBA, M.Com, PE I & II (CA course)	Gogte College of Commerce, Belagavi
Professor	11 <sup>th</sup> December to 20 <sup>th</sup> January 2014	MBA	Gogte Institute of Technology, Belagavi
Associate Professor	21 <sup>st</sup> January 2014 till date	MBA	VTU, Belagavi
Former Visiting faculty of VTU, IMER, GCC and Bhartesh BBA Belagavi			

## Administrative Experience

Designation	Period	Program	Institution
Head of the Department	2000 to 2007	BBA	Gogte College of Commerce, Belagavi
Head of the Department	2007 to 2013	MBA	Gogte Institute of Technology, Belagavi
Special Officer	2016 to 2018	Academic Section	VTU, Belagavi
Special Officer	2016 to 2017	SAP Section	VTU, Belagavi
Special Officer	2021 till date	Academic Section and SAP Section	VTU, Belagavi

## Honours and Awards

1. Best paper (Runner-up) under doctoral category in the Annual International Research Conference – 2020 for the Paper ‘Exploring the nexus between Accessibility to credit and Economic wellbeing at the Grassroots: Evidence from the Indian Microfinance Model’ 11<sup>th</sup> International SIMSARC’20 conducted (online) Achieving \$5 Trillion Economy of India: Opportunities and Challenges on 21-23 December, 2020. SYMBOSIS INSTITUTE OF MANAGEMENT, PUNE, MAHARASTRA
2. Best Paper award at the International Conference on European Alliance on innovation conducted by SIMS PUNE for the Paper ‘A study on soft skill training as an intervention to reinforce employee performance in the contemporary banking sector’ – 2019, SIMS, PUNE
3. Best Paper award at the International Conference for the Paper Challenges of Educating Rural India – 2016, ICBM Business School Excellence, Hyderabad
4. Best Caser award at the Case Presentation International Conference A case of Organizational Development of Servo-controls, Belgaum. – 2015, ICBM Business School Excellence, Hyderabad

## Doctoral Theses Guided

2022

**MARULASIDDAIAH B M**

VTU, Marulasiddaiah B M

2021

**PRIYANKA BABAGONDA PATIL**

VTU, Belagavi, Priyanka Babagonda Patil

2020

**SANJAY DESHPANDE**

Visvesvaraya Technological University, Sanjay Deshpande

2020

**VANISHRI R HUNDEKAR**

Visvesvaraya Technological University, Vanishri R Hundekar

2016

**SANJAY HANJI**

Visvesvaraya Technological University, Sanjay Hanji

## **PROJECTS**

# **Guided more than 180+ PG Projects for MBA, M.Com students and 60+ BBA students' Projects**

### **Consultancy**

1. Conducted a study on the Impact of MNREG Scheme in Belgaum District during the year 2010 under consultancy from Govt. of Karnataka
2. Conducted a study on organizational climate for BDK Industries, Dharwad during the year 2011.
3. Conducted a survey on the efficacy of the health centers of CCB along with Dr.S.G.Kulkarni in 2006.
4. Conducted a study for the implementation of Nirmal Nagar Yojana for CCB in 2003.
5. Conducted a study on the efficacy of the menial staff of KLS GCC, Belgaum
6. Conducted a study on the viability of starting a CBSE school at Belgaum for Karnatak Law Society, Belgaum.

### **Editor-in Chief (former)**

'PRABHANDAN' –A scholarly peer reviewed journal ISSN No.22293-4791 published bi-Annually by the department of Management Studies & Research GIT, Belgaum.

### **Chief Mentor (former)**

Newsletter of MBA @ GIT-A Bi-Annual publication of MBA students of GIT, Belagavi

### **Resource Person for FDPs/Conferences/workshops etc.**

1. Resource person for a Short Term Training Program on Technical Education for Rural Development at Government Engineering College Hassan held from 25<sup>th</sup> - 30<sup>th</sup> November 2020
2. Panelist on “effectiveness of supply chain mgt, of fruits and vegetables of HOPCOMS” conducted by Christ deemed to be university on 09.03.2020 at Bangalore
3. Chief resource person for a Certificate course on Personality Development through Principles of Management from 18.11.19.to 19.12.2019 forCoBRA Schoolof Jungle warfare & Tactics CRPF, Belagavi
4. Resource Person at the Annual Conference on Entrepreneurship and Role of Higher Education, conducted by Shivaji University commerce and Mgt. Teachers Association Kolhapur on 07.04.2019
5. Resource person for a three-day FDP on the topic New Perspectives to teaching and LearningProcess held at KCT Engineering College Kalburgi on 30.03.2019
6. Resource person for the induction Program on the topic “Career Planning in the 21st century” at SGBIT, Belagavi, on 27.08.2018
7. Resource person for Challenges of Parenting in the contemporary Period at St Xavier’s High School Belagavi, on 15.09.2018
8. Resource person at the national conference on “Skill Development and entrepreneurship NCSDE, at SGBIT, Belgaum on 28.04.2018,
9. Resource person for a seminar on Parenting in the Millenium for the parents meet at Divine Providence Belagavi on 11.12.2017
10. Resource person for the two day National seminar on ‘Data Analytics in Education Management system at GIT, Belagavi, on 31.10.2017
11. Panelist in the Venudhwani 90.4 FM, Kansu, community Radio station for a penal discussion on 10.02.2017
12. Resource Person at the National Seminar on ‘Empowerment of women through Entrepreneurship –Role of startup India and stand up India’ on 24.09.2016 at Anjuman

## Arts and Science College Bijapur

13. Resource person as lead speaker in the Two weeks National Level Faculty Orientation Programme (FOP-2016) at BKIT Bhalki on the topic “Enhancing Teaching Skills for Modern Times” held during the period from 1<sup>st</sup> – 10<sup>th</sup> July 2016.
14. Lead speaker in the UGC sponsored one day National seminar on ' Emerging trends on rural Entrepreneurship in India ' held on 08th September, 2015 at L.K Khot College of Commerce, Sankeshwar, Karnataka.
15. Resource person in the UGC sponsored two day national seminar on 'Succession Planning in Higher Education ' held on 20th and 21st, Feb, 2015 at S.R. Kanthi, Arts, Commerce and Science College, Mudhol, Karnataka
16. Resource person for the research colloquium series at KLS-IMER, BELAGAVI on the topic ‘A reality check of contemporary research’ held on 20th August, 2015.
17. Special talk at Belgaum Beacons on ‘Four parables that can change your thinking’ on 29th August, 2015
18. Resource Person at the UGC sponsored National seminar on ‘Is the Indian Higher Education system at cross roads? Lessons from policy dilemmas and its impact on employment’ 04.02.2014 conducted by Anjuman College Bijapur
19. Resource person in the VTU-VGST FDP Program on “Role of Teachers, Opportunities and Challenges in Technology held on 7<sup>th</sup>- 10<sup>th</sup> May, 2014 at VTU Regional Centre, Gulbarga
20. Resource person at the national conference (UGC Sposored) on ‘Higher Education and Employment Opportunities” conducted on 22<sup>nd</sup>, Feb, 2014, Anjuman college, Bijapur

## Chairing of Sessions

1. Chaired a Technical session at the National Case Conference 2021 at KLS Gogte Institute of Technology, Department of MBA on ‘Busines Innovations during Covid-19 Pandemic on 4<sup>th</sup> and 5<sup>th</sup> June 2021 at Belagavi
2. Chaired a Technical session at the state level Seminar on ‘Customer Relationship Management, Micro Credit and Entrepreneurship Development” conducted by Mahaveer P. Mirji College of Commerce, Belgaum 2014
3. Chaired for a Technical Session in the International Conference on ‘Emerging Trends, Challenges & opportunities in Global Business, Management, Tourism and Information

Technology (IC-GBMTI), 2013 Organized by Research Development Association and Research Development Research Foundation on 28<sup>th</sup> & 29<sup>th</sup>, Sept, 2013 at Goa.

### **Books Published**

1. 'Masters of Management Thought'

Mahanand Charate and Dr.Munshi M. M., ISBN:978-81-280- 2487-0 Published by Sapna Book House, Bangaluru.

2. Entrepreneurship Development

Dr.Munshi M. M., Prakash Pinto, Ramesh Khatri, ISBN: 978-93-5202-446-9 published by Himalaya Publishing House, Bangaluru

3. Research Methods

Dr.Munshi M. M, Gayathri Reddy, by Himalaya Publishing House, Bangaluru

4. Innovative teaching Tools and Cases of Learning Organizations

Dr.Munshi M. M, Sanjay Deshpande, published by LAP LAMBERT ACADEMIC PUBLISHING, Deutschland Germany. ISBN:978-3-659-77731-

### **Book Chapters**

1. A Case Study of Entrepreneurial success of Atul Purohit Sweets: A person who grew beyond expectations Managing Business

Vanishri Hundekar M M Munshi. Sanjay Deshpande , Book Title: VUCA world Cases and Experiences Excel India Publishers, New Delhi 2018, pg 69-76 ISBN: 978-93-56724-02-01

2. A Case Study of Entrepreneurial success of Atul Purohit Sweets: A person who grew beyond expectations

Munshi M. M, Sanjay Deshpande, Vanishri Hundekar  
Book Title: VUCA world Cases and Experiences Excel India Publishers, New Delhi 2016 ISBN: 978-93-56724-02-01

3. An empirical study on Impact of Self-Help Group Bank Linkage program on Women Empowerment- case of Belagavi District

Dr. M M Munshi, Dr. Vani Hundekar  
Book Title: *Futurology: Managing business in the age of technological Disruption*  
Year: 2019

4. Traditional Cost accounting System

Dr. M M Munshi, Dr. Vani Hundekar  
Book Title: *Managing Business in VUCA world cases and experiences*  
Year: 2017

## Publications

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### Journal Publications

1. Impact of Soft Skills Training on Knowledge and Work Performance of Employees in Service Organizations

Deshpande S.K., Munshi M.M. (2022) In: Chandani A., Divekar R., Nayak J.K. (eds) Achieving \$5 Trillion Economy of India. Springer Proceedings in Business and Economics. Springer, Singapore. [https://doi.org/10.1007/978-981-16-7818-9\\_5](https://doi.org/10.1007/978-981-16-7818-9_5), Pages 81-102

2. The Economic impact of SHG Bank linkage program in India

Vanishri Hundekar Dr. M M Munshi

International Journal of Bank Management, IUP Publications, Volume 12, Year 2020, ISSN/ISBN 978-81-314-2793-4 Pages 57-77

3. Women empowerment through Micro Finance and Self Help groups

Priyanka B. Patil, Munshi M.M. Journal of Emerging Technologis and Innovative Research, ISSN2349-5162, UGC approved Journal No:63975, Impact factor:5.89Vol:7; Issue:5, May-2020

4. Impact of Soft Skills Training on Behaviour And Work Performance of Employees In Service Organizations

Sanjay K Deshpande, M M. Munshi, IUP journal of Soft skills 2020 March, Vov XIV No 1, ISSN -09738479, pg 7-26

5. Influence of Communication Climate on Employee Engagement in Organized Retail Stores

Nupur Veshne, Munshi M.M. GBS Impact: Journal of Multi-Disciplinary Research Jan-June 2019, ISSN:2454-8545

6. Signs of Employee Disengagement

Munshi, M.M., Marulasiddaiah B M. International Research Journal of Business and Management (IRJBM), , Volume 8, Year 2015, Pages 77-82

7. Significance of relocation of forest dwellers in Tiger reserves – A case study of Kali Tiger Reserve, Uttar Kannada, Karnataka

Sanjay K Deshpande, M.M.Munshi, Darekar Jayanand, International Journal of Research in Economics and social sciences (IJRESS) Dec, 2017 Vol. 7 Issue 12 pp131-139 ISSN: 2249-7382, Impact factor: 6.939

8. A Study on Comparative Analysis of Impact of Soft Skill Training on the Employees of Private and Public Sector Banks in the City of Belgaum, Karnataka

Deshpande, S. K., Munshi, M. M. (2017) *International Journal of Economics & Management Sciences*, 6(6). Oct 2017, Vol 6, Issue 6, ISSN(O): 2162-6359



9. **Enhancing Employee Engagement Through Emotionally Intelligent Leaders**  
Veshne Nupur, Munshi M.M. Ushus-Journal of Business Management, July-September 2017,ISSN : 0975-3311
10. **A Case of two-fold growth- Capturing Domestic and International Markets - A case study of Vega Helmets, Belagavi. Karnataka, India”**  
Sanjay K.Deshpande, Munshi M M.Vanishri Hundekar, NOLEGEIN-Journal of Human Resource Management & Development,Jan,2018,Vol 1,Issue 1., Impact factor: 1.3599, e-ISSN:2581-530x
11. **Gold imports in India : he changing scenario:2006-12,**  
Manoj S. Yawalkar, Munshi M.M. ISSN: (online) :2454-8499 , Vol:4, Issue:4, April,2018pg 1-8, Impact factor: 1.3599,
12. **An analysis of selection behavior of retail investors towards mutual funds: A study with reference to Udupi District, Karnataka**  
Prakash Pinto, Ajaya, Munshi M.M. Peer reviewed, Indexed &Included in Proquest &Ebsco Avesha – The Journal of Management-Sept, 2016, Vol.9 No.3 ISSN 0974-5467 pg 36-49
13. **Challenges of Educating Rural India**  
Sanjay Deshpande, Munshi M M.UDAAN Journal- The international Journal of Management Research,- Dec, 2016 Vol4,No. 2, pg 87-93, ISSN:2347-9256
14. **An Empirical Study on the Impact of Outbound Training on the Personality and Behavior of Management Students**  
Munshi, M. and Deshpande, Sanjay K,  
The IUP Journal of Soft Skills, Volume 3, Year 2015, Pages 56-65
15. **Engagement of Research Scholar in Research**  
Munshi, M.M., Marulasiddaiah B M  
IOSR Journal of Business and Management (IOSR-JBM), Volume 17, Year 2015, Pages 13-15
16. **New Pardigms in Training and their Impact**  
Sanjay Deshpande, Munshi M M Impact- Journal of Multi disciplinary Research, ISSN: 2454-8545, Vol.3 Issue: 1 Jan-June 2017
17. **Impact of Maggi Noodles on Youth**  
Munshi, M.M., Nitin J Maniyal, International Journal of Retailing and Rural Business Perspectives, Vol.4, No.3, pp.1811-1814, Jul-September, 2015 ISSN (Print):2279-0934 (Online): 2279-0942 Impact Factor-5.996
18. **Indian Investors and Chase for Gold: An Appraisal for 2010 & 2011**  
Munshi, M.M., Manoj Yawalkar, International Research Journal of Multidisciplinary Studies, Vol.2, Issue.3, March-2016 ISSN (Online): 2453-8499, Impact factor: 0.679
19. **Financial Literacy and Planning of Retail Investors in Dakshina kannada District in Karnataka**  
Prakash Pinto, M. M. Munshi, Ajaya ANVESH- the Journal Management, Vol.8, No.4, pp.16-19, October-Dec 2015, ISSN; 0974-5467
20. **A case on organizational Development on Servo controls Pvt. Ltd.,Belgaum, Karnataka, India’**  
Munshi, M.M., Sanjay K Deshpande, Rushali Ligad  
Journal of Management research - UDAAN, Volume 3, Year 2015, Pages 40-49

21. **Emotional Intelligence and Work Performance Relationship: A Study on Sales Personnel Working in the Organized Retail Stores**  
Munshi, M.M., Hanji, S.V., IOSR Journal of Business and Management (IOSR-JBM), , Volume 17, Issue No 12, pp. 108-115, December 2015 e-ISSN: 2278-487X, p-ISSN: 2319-7668
22. **Moderating Effect of Sales Personnel's Age, Qualification and Work Experience on the Emotional Intelligence and Work Performance Relationship in the Organized Retail Stores"**  
Munshi, M.M., Hanji, S.V., International Journal of Business and Administration Research Review (IJBARR), Volume 2, Issue No 12, pp. 36-44, December 2015. E-ISSN: 2347-856X, ISSN: 2348-0653
23. **Exploring the Effect of Sales Personnel' Demographics on their Work Performance in the Organized Retail Stores**  
Munshi, M.M., Hanji, S.V., Asia Pacific Journal of Research (APJOR), Volume 1, Issue No XXXIV, pp.113-121, December 2015, e-ISSN: 2347-4793, ISSN: 2320-5504
24. **Revisiting CSR and the Government's Stance in the Contemporary Scenario' in the**  
Munshi, M.M., Shaheda Banu, International Journal of Management (IJM), Volume 4, Issue 4, (July- August 2013)  
ISSN Print: 976-6502 ISSN Online: 0976-6510 Impact Factor (2013): 6.9071
25. **Empowering Women through Education**  
Munshi, M.M., Shaheda Banu, in the International Journal 'Global Research Analysis' Volume:2, Issue:9, September, 2013- ISSN No 2277-8160 Impact Factor 0.27
26. **The Odyssey of Indian Higher Education System**  
Munshi, M.M., Kulkarni P M in International Organization for Scientific Research (IOSR) IOSR Journal of Business and Management (IOSR JBM).Volume14, Issue1(Sep.-Oct. 2013), PP11-14 e-ISSN: 2278-487X, p-ISSN:2319-7668 impact factor 6.923
27. **Re- scripting India's Future using Skill Development as a Potential Tool**  
Deshpande, S. K., & Munshi, M. M Peer reviewed Journal Pariprashna, Volume 1, Year 2015, Pages 196-205
28. **Linking Emotional Intelligence, Sales Performance and Sales success of Retail Sales People: A Review Approach'**  
Munshi, M.M., Hanji, S. V.,in International Journal of Research in Commerce and Management' (IJRCM).Volume 4, (2013) Issue12 (December). ISSN: 0976-2183 Impact Factor (2013): 6.923
29. **Emerging Challenges and Thrust Areas of Indian Higher Education System**  
Munshi, M.M., in 'SHOD'- Pioneer Journal of IT & Management, Indore, Volume 9(2) July-Dec, 2013, Pages 57-60, ISSN 0974-8954. ISSN 0974-8954
30. **A Multidimensional Subjective Scale Development for Measuring Sales Performance of Retail Sales Personnel**  
Munshi, M.M., Hanji, S. V., IOSR Journal of Business and Management (IOSR-JBM), eVolume 16, Issue No 4, pp. 39-47, April 2014, -ISSN: 2278-487X, p-ISSN: 2319-7668 Impact Factor (2013): 6.923
31. **Wildlife Management Strategies and Management Initiatives in India. With special reference to conservation of the Royal Bengal Tiger species**

Munshi M.M., Sanjay K Deshpande International Journal of Business and Management And Social sciences (IJBMS), Volume 4, Year 2015, Pages 8-13

### 32. Current Account Deficit from 2007 to 2012 and the Indian Economy

Munshi, M.M., Manoj Yawalkar

International Journal Of Engineering, Education And Technology (ARDIJEET), Volume 3, Year 2015, Pages

### 33. A Study on Link Between Farmers' Choices of Crops with their Income &Types of Land Holding

Hanji, S.V., Vyas, B.A., Munshi, M.M., & Reddy, K.G., Asia Pacific Journal of Research, ISSN:2320-5504, E-ISSN-2347- 4793, Vol.I, No.20, December,pp: 55-62, 2014.

### 34. A Multidimensional Subjective Scale Development for Measuring Sales Performance of Retail Sales Personnel

M.M.Munshi, Sanjay Hanji IOSR Journal of Business and Management (IOSR-JBM), e-ISSN: 2278-487X, p-ISSN: 2319-7668, Vol.16, No.4, Ver-IV, April, pp: 39-47, 2014.

### 35. A Study on Customer Mobile Application Usage Pattern and theirSatisfaction

Makandar, A., Hanji, S., Vyas, B., Munshi, M.M., (October).International Journal of Research in Commerce, Economics & Management, ISSN: 2231-4245. Volume 4, (2014) Issue 10, Year 2014, Pages 19-24

### 36. Consumer Demographics and its Influence on their Car Preferences inIndian Four Wheeler Market

Patil, P., Hanji, S.V., Munshi, M.M International Journal of Research in Commerce, IT & Management, ISSN: 2231-5756, Vol.4, No.10, October, pp: 68-75, 2014.

### 37. Lessons from the Global Financial Crisis 2008: India and its Monetary Policy Responses – An Empirical Analysis

Keerthi Deshpande, Munshi, M.M., Gururaj Deshpandein International Journal of Engineering and Management Sciences I.J.E.M.S., VOL.5 (4) 2014:277-286 ISSN 2229-600 X

### 38. The Odyssey of the Indian Higher Education System

Munshi, M.M., Kulkarni P M, IOSR Journal of Business and Management, Volume 14, Year 2013, Pages 11-14

## Conference Presentations/ Proceedings

- 1. Exploring the nexus between Accessibility to credit and Economic wellbeing at the Grassroots: Evidence from the Indian Microfinance Model'**  
Munshi M.M. 11<sup>th</sup> International SIMSARC'20 conducted (online) Achieving \$5 Trillion Economy of India: Opportunities and Challenges on 21-23 December, 2020. SYMBOSIS INSTITUTE OF MANAGEMENT, PUNE, MAHARASTRA
- 2. An empirical study on Impact of SHGBLP on Women Empowerment- A case of Belagavi District**  
Vanishri Hundekar, Munshi M.M. International Conference on Futurology: Managing Business in the age of Technological Disruptions -2019 Bloomsbury Publishing India. Pvt Ltd Pg 16-34 ISBN: 978-93-89714-64-7
- 3. A study on soft skill training as an intervention to reinforce employee performance in the contemporary banking sector**  
Sanjay. K Deshpande, M. M. Munshi, International Conference on European Alliance for Innovation. SIMS PUNE, 2019, ISBN: 978-1-63190-191-1 Pg 1-19
- 4. Selling Green Services amidst Greenery- A Case Study of Ecotourism with special reference to Jungle Lodges & Resorts a Venture of Govt. of Karnataka**  
Munshi M.M , International conference on Managerial Excellence in VUCA World Siva Sivani Institute of Management, Secunderabad, Telangana, 2019
- 5. Business correspondent Model – A tool to enable financial inclusion- A Case Study**  
International Case conference-2019 on Managerial Excellence in VUCA World Siva Sivani Institute of Management, Secunderabad, Telangana, 2019
- 6. 4C's : Communication, Commerce, Connectivity, Culture: Implications for Business and Society**  
Sanjay K.Deshpande, Munshi M M.SIMSARC 2018, 9<sup>th</sup> international conference on 4 C's communication, commerce connectivity on European Alliance for Innovation. doi:DOI 10.4108/eai.18-12-2018.2283841 17-19, Dec, 2018
- 7. An empirical study on financial inclusion through self help groups Bank linkage programs- An economic catalyst to transform rural India**  
Munshi M. M at the SIMS 9<sup>th</sup> Annual international research conference at Symboisis Institute of Mgt, Studies Pune held on 18<sup>th</sup>, 19<sup>th</sup> 2018
- 8. A study of comparative analysis on impact of soft skills training on the employees of the Pvt. And Public sector Banks in the city of Belagavi"**  
Munshi M. M. in the national conference on 'current practices and Trends in Mgt', conducted by KLS GIT, Bgm on Sept 8 and 9, 2017
- 9. Engagement of Teaching Staff at Belgaum Diocesan Board of Education**  
Munshi.M.M, Marulsiddaiah, in the national conference on Transit India- Pragmatic Reforms and Stakeholders Recommendations at Bapuji B-Schools Davanagere, 2017 ISBN: 978-81-923654-2-8
- 10. Impact of demonetization on Indian Agricultural sector**  
Munshi M. M. in the two day ICSSR, new Delhi sponsored National Conference on "impact of Demonetization on Indian economy, post Demonetization issues and intricacies" on the 13<sup>th</sup> and 14<sup>th</sup> oct. 2017 jointly conducted by GFGCWD, P.G centre Davangere and SBI ADB, Davangere
- 11. Activity based costing and Traditional Cost Accounting System-A Contemporary Perspective**

Vanishri Hundekar, Munshi M M , in the National conference on Management Research and Contemporary Perspectives conducted by ICBM- School of Business Excellence, Hyderabad in 2016, ISBN:978-81- 924315-2-9

## 12. Innovative teaching Tools and Cases of Learning Organizations"

Sanjay Deshpande, Munshi M. M Volume , Year 2016, Pages 116

## 13. Charms and cautions for women Entrepreneurs”

Munshi.M.M. in the National Seminar on Empowerment of women through Entepreneurship role of startup India Stand up India, Anjuman Arts, science, commerce college and PG studies in English, Vijaypur, 24 sept, 2016

## 14. Service quality gap Analysis of the automobile service centres- A case study of Manickbag automobile Pvt. Ltd. Belagavi

Munshi M. M in the National conference Emerging issues in Mgt. and an interface between mgt and technology held on 22<sup>nd</sup> and 23<sup>rd</sup> Dec, 2016

## 15. Strategies for social and sustainable competitive advantage in globalize era-An Empirical Study on Outbound Training and Its on Impact on Management Students

Munshi M. M Prof Sanjay Deshpande ISBN:978-93-83192-49-6 Thematics Publications Pvt .ltd Latur, India

## 16. Safety rating marketing tool for passenger vehicles

Munshi M. M in the National seminar on 'Global work place by 2020 ' held on 26th Feb, 2015, conducted Sindhi College of Commerce Bangaluru in association with Bangaluru University teachers Council of Commerce and Management, Bangaluru

## 17. Role of IQAC in Higher education institutions

Munshi M. M in the UGC sponsored two day National seminar on 'Succession Planning in Higher Education ' held on 20th and 21st, Feb, 2015 at S.R. Kanthi, Arts, Commerce and Science College, Mudhol, Karnataka

## 18. Lessons for India from the Master Strokes of UAE and their Business Model

Munshi, M.M ‘ in the AICTE Sponsored International Seminar on ‘Contemporary Issues in Management ‘held on January 3-5, 2014 conducted by Advent Institute of Management Studies, 1- Madhuban, Udaipur – 313001 – India

## 19. Motivation Initiatives are worthless without Employee Engagement

Munshi, M.M in the two-day International Conference on “Strategies for Social and Sustainable Competitive Advantage in Globalised Era” Sponsored by ICSSR, New Delhi and organized by Karnataka State Women’s University, Bijapur on June 20 and 21, 2014

## 20. A case on organizational Development on Servocontrols Pvt. Ltd., Belgaum, Karnataka, India

Munshi, M.M in the international Case Conference (IICC)On Dec, 20, 2014 Conducted by ICBM- School of Business Excellence, Hyderabad

## 21. The Impact of Outbound Training on Personality and Behavior of Management Students

Munshi, M.M in the two-day International Conference on “Strategies for Social and Sustainable Competitive Advantage in Globalized Era” Sponsored by ICSSR, New Delhi and organized by Karnataka State Women’s University, Bijapur on June 20 and 21, 2014.

## 22. Try and Employ- A win-win situation

Munshi, M.M in the National Conference on ‘Responsive Management Education’ on 9<sup>th</sup> and 10<sup>th</sup>, August 2014, organized by the Dept. of PG. Studies, School of Business and Economics, Rani Chennamma University, Belagavi

**23. Thrust Areas in Social Responsibility Accounting**

Munshi M. M in the National Seminar on 'Accounting Standards: Issues and Challenges' sponsored by UGC, New Delhi held on the 7<sup>th</sup> August, 2013 at Bhaurau Kakatkar College, Belgaum

**24. Social Responsibility Accounting**

Munshi, M.M in the National Seminar on 'Accounting Standards: Issues and Challenges' sponsored by UGC, New Delhi held on the 7<sup>th</sup> August, 2013 at Bhaurau Kakatkar College, Belgaum

**25. Retailing in India- Opportunities and Implications of the latest Policy Measures in this Sector**

Munshi, M.M in the National Conference on 'Transformation and Survival of Business- Organizational Challenges and Opportunities' held on the 20<sup>th</sup>, Sept, 2013 organized by MVJ College of Engineering, Bangalore.

**26. Emerging Challenges and Thrust Areas of Indian Higher Education System**

Munshi, M.M in the National Conference on Mapping for Excellence: Challenges Ahead (Challenges in Professional Education) held on the 17<sup>th</sup>, Sept, 2013 at Pioneer Institute of Professional Studies, Indore, (M.P)

**27. Revisiting Social Responsibility Accounting in the contemporary Scenario**

Munshi, M.M in the International Conference on 02'Emerging Trends, Challenges & opportunities in Global Business, Management, Tourism and Information Technology (IC-GBMTI), 2013 Organized by Research Development Association and Research Development Research Foundation on 28<sup>th</sup> & 29<sup>th</sup>, Sept, 2013 at Goa.

**28. The Role of Emotional Intelligence in Sales Performance of Retail Sales Personnel**

Munshi, M.M., Hanji, S.V., Two Day Second International Conference on "Innovation-The Key to Global Competitiveness" Organized by Department of Management Studies & Research Center, BMS College of Engineering, Bangalore, on 24<sup>th</sup> and 25<sup>th</sup> October 2013

**29. Marketing of Bamboo Products in Bellary District: A Case Study'**

Munshi, M.M at National Seminar conducted by Karnataka State Women's University, Bijapur – Dept. of Post Graduate Studies and Research in Commerce and Management held in November 21 and 22nd, 2013

**30. A Review on Relationship between Emotional Intelligence and Sales Performance**

Munshi, M.M., Hanji, S.V., Chittargi, M.H., Sattigeri, a Two Day National Conference on "Developing a Holistic Management System", Organized by Institute of Management Studies and Research, Kuvempu University, Shankaraghatta, on 22<sup>nd</sup> & 23<sup>rd</sup> November 2013.

**31. Changing Role of Government in a Knowledge-based Economy**

Munshi, M.M in the National Conference on 'Market, State and Society in Emerging India' held on December 29 and 30, 2013 at Nitte, Mangalore

**32. Retailing in India- Opportunities and Implications of the latest Policy Measures in this Sector'**

Munshi, M.M 'Transformation and Survival of Business- Organizational Challenges and Opportunities', Volume , Year 2013, Pages

## **MDP, FDP, SEMINARS, EVENTS CONDUCTED (18)**

1. Member of the Organizing committee of a Mega State Level Hackfest at VTU Belagavi, in conjunction with Talent spear, Bangaluru, on 16<sup>th</sup> & 17<sup>th</sup> of October, 2015.
2. Member of the Organizing committee of a one Day IUAC Acquaintance Program on 'Research facility' on 18th November 2014 jointly organized by VTU and Inter University accelerator Centre, New Delhi.
3. Conducted a two day faculty development Program on 'New trends in Management' by Prafulla Agnihotri, Director IIM (T) on the 9<sup>th</sup> and 10<sup>th</sup> April 2012.
4. Conducted a One Day Seminar On Ethical Hacking by Ankit Fadia, Digital Intelligence Consultant, California USA. On 28<sup>th</sup> September 2011.
5. Conducted a national Level management fest called ADVAITH for four Successive years viz 2008,2009,2010 and 2011 at GIT Belgaum
6. Conducted a Management Development Program (MDP) on ' Strategic Operational Excellence through Six Sigma and Lean manufacturing on 26.10.2010
7. Conducted an MDP on 'Leveraging the best Management Practices to enhance efficacy of the Sugar Mills in Karnataka' on 03.10.09
8. Conducted a workshop in conjunction with VTU on 'Research Methodologies' on 25th and 26th of May 2009 at GIT Belgaum
9. Conducted a Faculty Development Program (FDP) on 28th and 29th January, 2009 at GIT Belgaum.
10. Conducted 'COLLOQUY' ( A Special lecture series of Prominent Industrialists and Academicians) on 2nd and 3rd of June, 2008
11. Conducted 'Avalanche' ( A national level technical and cultural fest for three days in 2008 at GIT, Belgaum
12. Conducted a Faculty Development Program (FDP) on 29th and 30th July, 2008 at GIT Belgaum
13. Conducted a National Level Management Festival for BBA Colleges at Belgaum in 2003 at GCC Belgaum.
14. Conducted Gogte Lecture Series at IMER, Belgaum in 2004.

15. Conducted a Lecture Series of prominent Industrialist & Academicians at GCC, Belgaum in 2004.
16. Conducted an inter college elocution competition, jointly organized by GOGTE BBA and LIC of India
17. Conducted an inter college cultural festival at GOGTE BBA, Belgaum
18. Conducted an inter college debate competition TUSSLE- 07 2007

### **Workshops, FDPs and other Academic Endeavours Attended (21)**

1. Attended the UUCMS of the Dept. of Higher education Council as chairman for the module Academics and class Management representing VTU as the Nodal officer from 31<sup>st</sup> August 2020 to 2<sup>nd</sup> September 2020 at Bangalore.
2. Attended a five day FDP on "teaching skill sets- discoverer the teacher in you" From 27th Jan, 2015 to 31st Jan, 2015 at VISVESVARAYA TECHNOLOGICAL UNIVERSITY, Belgaum
3. Participated in a one Week workshop Organized by VTU in association with Karnataka State council for Science and Technology' Bangalore on " Geospatial Technology for Planning and Management" organized at VTU, Belgaum from 16th to 20th, September, 2014
4. Participated in a one day FDP on " Role of Teachers – Challenges and Opportunities" organize at VTU, Belgaum on 23<sup>rd</sup>, Feb, 2014
5. Participated in the workshop on "Training of Evaluators on Outcome Based Education and Accreditation" organized by National Board of Accreditation (NBA), New Delhi and VTU, Belgaum conducted in two Phases in May, 2014
6. Participated in a four day FDP on " Quality Enhancement in Teaching and Research Methodology to Bridge the gap between Academics and Industry" conducted by VTU, Belgaum and VGST, GoK, Bangalore from 27<sup>th</sup> May, 2014 to 30<sup>th</sup> May, 2014
7. Participated in one day workshop on 'Intellectual Property Rights' held on 27<sup>th</sup> December 2013 at GIT-Dept. of Management Studies & Research



8. Participated in a two day FDP on 'Mastering the Art of Teaching' organized by GIT-Dept. of Management Studies & Research on 11<sup>th</sup> & 12<sup>th</sup>, Oct, 2013
9. Participated in a one day FDP on 'Financial Modeling using spread sheets' at Global Business School, Hubli, held on the 31.07.2013
10. Participated in a two day ISTE Workshop on 'Akash for Education' conducted by the Indian Institute of Technology (IIT) Bombay on 10<sup>th</sup> and 11<sup>th</sup> Nov, 2012.
11. Participated in a two day FDP on 'New Trends in Management' organized by GIT-Dept. of Management Studies & Research on 9<sup>th</sup> & 10<sup>th</sup>, April, 2012.
12. Participated in the faculty development program on "Teaching Methodology at IMER, Belgaum" on 30<sup>th</sup> March 2009.
13. Participated in one day workshop on 'Innovative teaching Methodologies' held at PG department of studies in commerce KUD on 24<sup>th</sup> March 2007
14. Participated in the national faculty development program for HODs at Hyderabad, by ICFAI University from 17<sup>th</sup> to 19<sup>th</sup> May 2004.
15. Participated in the workshop on 'Teaching methodology' on entrepreneurship development at KLES IMSR, Hubli on 26<sup>th</sup> July 2003.
16. Participated in the faculty development workshop on "Management Teaching Methodology at Goa conducted by IMER, Belgaum" on 27<sup>th</sup> and 28<sup>th</sup> March 2002.
17. Participated in the syllabus review deliberations held by Karnatak University, Dharwad at Women's College Hubli,
18. Participated in the syllabus review deliberations held by Karnatak University, Dharwad at Bhartesh College Belgaum.
19. Participated in the syllabus review deliberations held by Karnatak University, Dharwad at Gogte College Belgaum.

20. Participated in the syllabus review deliberations held by Karnatak University, Dharwad at BLDES BBA College, Bijapur.
21. Participated in the syllabus review deliberations held by Karnatak University, Dharwad at Basveshwar College, Bagalkot.

### **University Assignments / Memberships**

1. Nominated as Member Board of studies for M.Com, Lingaraj College, Belagavi from 01.10.2020 (third Time)
2. Nominated as Member Board of studies for MBA, IMER, Bgm. from 17.07.2020
3. Vice-Chancellor's nominee for BOS for Basveshwar Engg. College (MBA), Bagalkot.
4. Member Academic Council Basveshwar Engg. College (MBA), Bagalkot (two terms)
5. Appointed as Observer for PG CET, Govt. of Karnataka 2012-2013
6. Member Board of Studies for VTU- MBA (2013-2016) Belgaum
7. Member of BOE for MBA, VTU (Three times)
8. Member board of studies, Lingaraj college, Belgaum (four Times)

### **Other Areas of Interest**

Has a professional flair for motivational talks training, mentoring and counseling students  
Loves Music, Sports, Reading the handwritings (Graphology), Body kinesics etc.

### **OTHER PERSONAL INFORMATION**

Languages Known	English, Hindi, Kannada and Marathi
Date of Birth	27.04.1973
Marital Status	Married
Sex	Male
Nationality	Indian
Place of Birth	Belgaum, Karnataka
Mother Tongue	Hindi
Foreign visits	Singapore, Dubai, Sharjah



