



# MBA from Pacific University

## World Class University with Global Employability

The Pacific is known for :

**Best Placements** : Highest Package 15 Lac for Engineering  
6 Lac for MBA

: 100 % Placement for all eligible & students ready to join anywhere

**All India Champions**

- (i) Management Simulation Contest organized by All India Management Association New Delhi, Since 2012
- (ii) Case Writing and Presentation Contest
- (iii) Business Plan Development
- (iv) Business Quiz
- (v) Research Paper Writing

### Best Pedagogy & Employability Enhancement Program

Personal Mentoring	Study Circles	20+ Certifications
Economic story discussion	Business story discussion	Management Games
Case Discussions	Role Plays	Industry reviews
Chapter Review	21 Hobby Clubs	Survey projects

### Option of Degree with Startup

Pacific University Incubation Center Shall help you in

- ◆ Identifying the Business Idea
- ◆ Launching and Running your Own Business
- ◆ Preparing the Business Plan
- ◆ Investment Support from Angel Investors

### Best Exposure in India & Abroad

In India	Abroad
<ul style="list-style-type: none"> <li>• Bombay Stock Exchange</li> <li>• National Stock Exchange</li> <li>• Reserve Bank of India</li> <li>• Insurance Institute of India</li> <li>• India International Trade Fair</li> <li>• Ahmedabad Management Association</li> <li>• All India Management Association</li> </ul>	<ul style="list-style-type: none"> <li>• Semester Abroad Programme</li> <li>• Foreign Certifications</li> <li>• Foreign Industrial Tours</li> <li>• Foreign Collaborations <ul style="list-style-type: none"> <li>• NANZING GLOBAL EDUCATION</li> <li>• DIMENSIONS INT'L. EDUCATION</li> <li>• ARCADIA UNIVERSITY</li> <li>• FTMS</li> </ul> </li> </ul>

# The Only MBA

No Other University has these features

**18 Specializations**

**300+ Students Research Papers**  
Rare Elsewhere

**30+ Certifications** Highest Number of Certification  
Cum Management Programmes

**Incubation Center** To Develop New  
Entrepreneurs

**Training Supports**

- Bombay Stock Exchange (BSE)
- AIMA • Systat • SPSS • IITs • Adani
- Insurance Institute of India (III)

**Student Development Programs**

Forums  
Study Circles  
Hobby Clubs Activities

**2 Monthly Publications**

PBR : International Research Journal  
Pacific Update : Magazine for Current  
Affairs, Career and Competitive Exams.

**All India Champions**

- Simulated Management Games of AIMA
- Case Writing Contest • Research Paper Contribution
- Business Plan Development

**Placements**

No. of  
Companies **66**

Highest  
Package

**Rs. 6.6**  
Lakh P.A.

## Our MBA Programmes

COURSE	PROGRAMME HIGHLIGHTS
MBA (Dual Specialization)	2 Majors for double employability. 18 Specializations not available anywhere in the country.
MBA (Hospital Administration)	Weekly visits to Govt. & Private Hospitals, Fortnightly Extension Lectures, Specially Designed for Medical Profession
MBA Executive	Programme for working professionals.
MBA from RTU at PBS	Pacific Business School (Affiliated to Rajasthan Technical University, Kota ) 2 Majors for double employability, Subject Specific ERP Exposure

# MBA with Dual Specialization

The program aims to bring the real-time knowledge to the classroom with the help of unique experiential team based learning methods

## Programme Features

- ◆ 2 Majors for double employability
- ◆ 18 Specializations not available anywhere in the country.
  - ◆ Marketing
  - ◆ Finance
  - ◆ Human Resource Management
  - ◆ Operation & Production
  - ◆ Information Technology
  - ◆ International Business Management
  - ◆ Retail
  - ◆ Agri-Business & Rural Development
  - ◆ Supply Chain
  - ◆ Tourism & Hotel Management
  - ◆ Infrastructure Management
  - ◆ Project Management
  - ◆ Environmental Management
  - ◆ Hospital & Health Care Management
  - ◆ Accounting & Finance
  - ◆ Insurance Management
  - ◆ Technology Management
  - ◆ Industrial Safety & Home Land Security



- ◆ 200 Hours Student Development Programmes
- ◆ Other Facilities
  - ◆ Bus facility
  - ◆ Access to online Database
  - ◆ College Uniform

**Eligibility :** Graduate from any stream. Students appearing in the final year of degree examination may also apply. They shall be admitted provisionally till the declaration of final year's result. Admission shall be confirmed only if they pass in final year.

Course Duration 4 Semesters (2 Years)

## Multiple Training Options

Tally

Financial Modeling

Data Analysis

Foreign Language

Case Writing

Research Paper Writing

# MBA (Hospital Administration)

## Elevate Your Career

Full time program in Hospital & Health Care management for individual seeking to enhance their managerial as well as clinical skills for hospital & health care management. An intensive learning program which aims to enrich the individuals knowledge and capacity.

## Programme Features

- ◆ Training Collaboration with esteemed Hospitals
  - ◆ GBH American Hospital
  - ◆ Raahat Health Care
  - ◆ S.K. Soni Hospital and other Multi-Super Speciality Hospitals.
  - ◆ Pacific Medical College & Hospital
  - ◆ Pacific Institute of Medical Sciences
- ◆ Weekly visits to
  - ◆ Govt. & Private Hospitals
  - ◆ Health care Agencies for Practical Exposure to Student.
  - ◆ Fortnightly Extension Lectures of renowned speakers
  - ◆ Group Discussion on latest issues of health care system.
  - ◆ Mock Interview Sessions, Workshops, Seminars & Conferences on Issues of Hospital Management Systems.
  - ◆ Most Affluent library with over 35,000 + books.



**Eligibility :** Graduate from any stream. Students appearing in the final year of degree examination may also apply. They shall be admitted provisionally till the declaration of final year's result. Admission shall be confirmed only if they pass in final year.

Course Duration 4 Semesters (2 Years)

## Multiple Training Options

Tally

Financial Modeling

Data Analysis

Foreign Language

Case Writing

Research Paper Writing

# MBA from RTU (Pacific Business School)

Pacific Business School offers a full time MBA programme from the Rajasthan Technical University (RTU) which provides the student thorough knowledge of business and markets.

## Programme Features

Affiliated to the Rajasthan Technical University, Kota

- 2 Majors for double employability
- Specialization available
  - Marketing Management
  - Finance Management
  - Human Resource Management
  - Operation & Production Management
  - Information Technology Management
- Subject Specific ERP Exposure

- ◆ Training available at :
  - ◆ Bombay Stock Exchange, Mumbai
  - ◆ Management Simulation Training
- ◆ 20+ Certification Programme Options
- ◆ 200 Hours Student Development Programmes
- ◆ Incubation Center
- ◆ Other Facilities
  - ◆ Bus facility
  - ◆ Access to online Database
  - ◆ College Uniform



**Eligibility :** Graduate from any stream with minimum 50 % (General) and 45 % (SC,ST & Non-creamy layer OBC). Student appearing in the final year of degree examination may also apply. They shall be admitted provisionally till the declaration of final year's result. Admission shall be confirmed only if they pass in final year.

Course Duration 4 Semesters (2 Years)

## Multiple Training Options

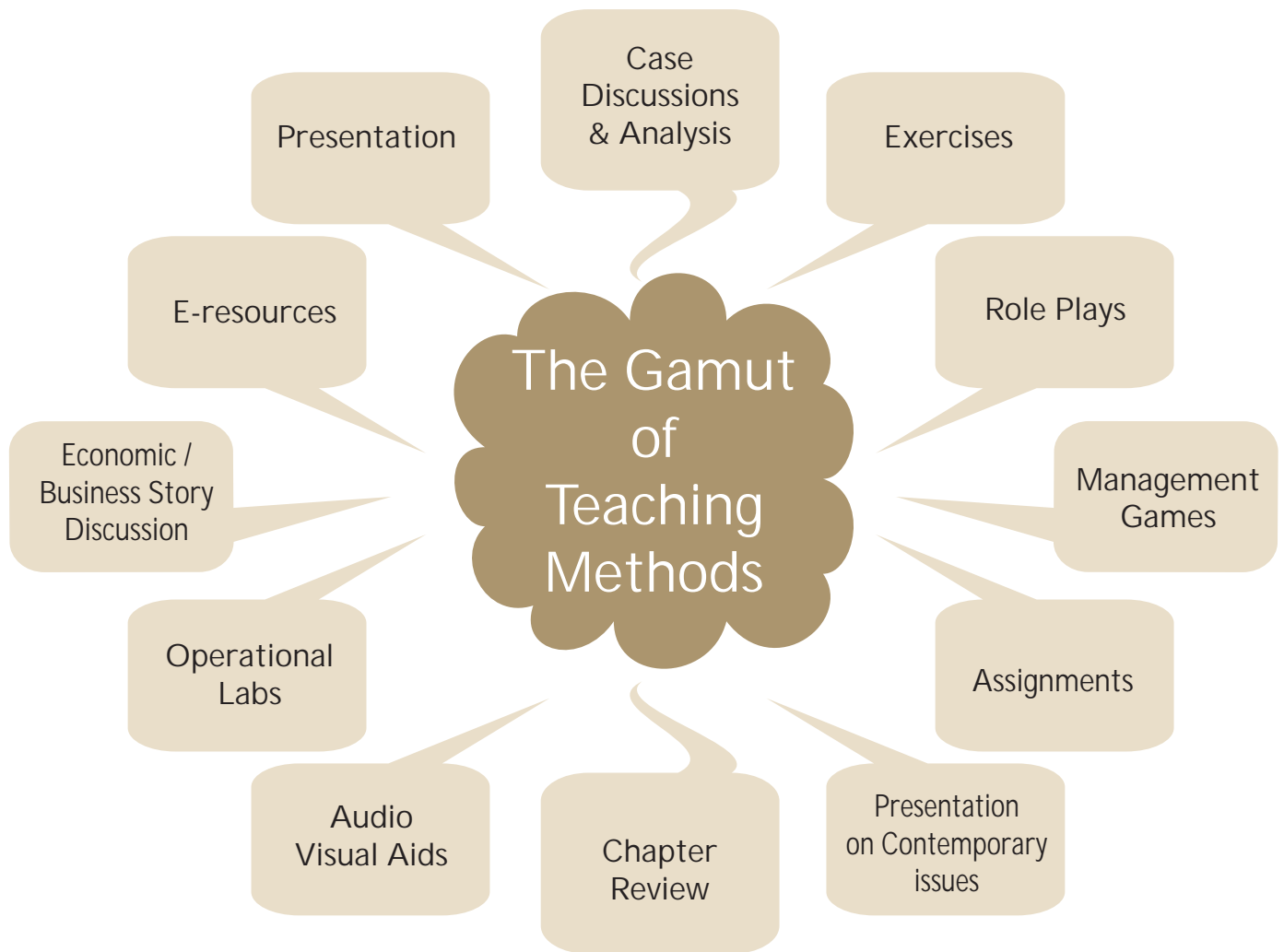
Research Paper Writing  
Case Writing

Preparation for  
Competitive Exams

Language Lab

Discussion of IIM  
& Harvard Cases

For the 360<sup>0</sup> Development of Students we conduct various Student Development Programs



**EACH STUDENT GETS THE OPPORTUNITY OF FOLLOWING ACTIVITIES EVERY SEMESTER**

Personal Mentoring	Industry reviews	Industry Visit	Employability Enhancement Programme
Extension Lectures	Survey Projects	Simulation Games	Workshops and Seminars
Corporate Interface	Business Plan Development	Quiz	Live Research Projects
Industry Specific Skill Development	Book Review	Debate / Extemporaneous	Scenario Building
Study Circle	Specialization Specific Forums	21 Hobby Clubs	Certification Programme

# Certification Programmes : To Enhance Employability



Certification Cum Management Development Programme on Research Methodology

Pacific University holds a unique position in the field of business education for providing higher standards of teaching and care for the students. The university is completely dedicated to guide the students in their development stage which makes it a world class business school. In this context the university conducts various certification programme in each semester delivered in varied formats which inculcate a deep understanding of business in the students.

## Some of the Certification Programmes are:

- ◆ Financial Markets for professionals, students, investors & Stock Markets operators
  - Financial Markets-I: Debt & Equity Markets
  - Financial Markets-II : Mutual Funds
  - Financial Markets-III : Financial Derivatives
- ◆ Doing Business with China
- ◆ Export Procedure & Documentation
- ◆ Business Management for Women
- ◆ Hospital Administration : Functional Overview
- ◆ Diagnosing & Shaping Organizational Culture
- ◆ Retail Management : A Functional Overview
- ◆ Behavioral Finance
- ◆ Financial Modeling through use of Excel
- ◆ Micro Finance and Micro Credit
- ◆ Travel Agency Management
- ◆ Competition Law and Business Strategy
- ◆ Employee Engagement
- ◆ Total Quality Management
- ◆ Zero Base Budgeting
- ◆ Entrepreneurship development
- ◆ Banking Operations & Services
- ◆ Art of Public speaking and Creative writing
- ◆ Social Media & Digital Marketing
- ◆ Marketing and advertisement & Strategies

## Student Workshops, Seminars & Extension Lectures

- National workshop on Currency Futures and Emerging Scenario.
- National workshop on Competition Law & Business Strategy.
- National workshop on The Indian MSMEs and Free Trade Agreements in collaboration with Traidcraft Exchange, U.K.
- National Seminar on Intellectual Property Rights: Multilateral Obligations, Implementation and its Socio Economic Implication.
- Workshop on Behavioural Finance.
- Workshop on Doing Business with China in collaboration with India China Economic Council, New Delhi.
- Workshop on Hospital Administration: A Functional Overview.
- Workshop on Corporate Strategies: Recent Experiences and Road map for future.
- Workshop on Energy Security: Issues and Challenges.
- Workshop on Cross Border takeovers by Indian Corporates.
- Workshop on Telecom Sector: Competitive Strengths and weaknesses.
- Workshop on Indo-ASIAN Free Trade Agreement.
- Workshop on Organizational Development Strategies for Indian Corporate Sector.
- Workshop on Indian foreign Trade: Direction, Composition and Road map for future.
- Workshop on India in Globalized Economy.
- Workshop on Environment Management Practices and Global Warming. Workshop on Managing Change for the Next Decade,
- Workshop on Activity Based Costing.
- Workshop on Environmental Accounting- Rise in Indian Companies.



# Prestigious Teaching And Training Support



**Training at BSE :** Pacific Group is the only one to send students at Bombay Stock Exchange to impart the practical knowledge in fundamental analysis, derivatives trading, utility of ratio analysis, valuation of financial markets etc.

**NSC Certified Capital Market Professional (NCCMP) :** Specially designed 100 hours advanced course in capital markets. It has 80 hours Theoretical and 20 hours Practical sessions.



**Reserve Bank of India :** Pacific students visit the museum of reserve bank of India and get the knowledge regarding the evolution of Indian currency .

**Training in Game Based Management Simulation :** All India Management Association, New Delhi conducted management simulation games in Rajasthan. The workshop is conducted by experts from AI MA, New Delhi.



**Certification at AMA :** The students of PU attended certification program on advertising and Brand promotion under the aegis of Zybus Cadila -Ahmedabad Management Association centre for Marketing management, Ahmedabad (Gujarat).



**Industrial Visits :** The students frequently visit various industries and go on excursions to places of learning, destinations of tourist attraction and places of adventure. Some of the recent visits have been to the renowned companies like Hero Honda Co. Ltd., Adani Power Ltd., Adani Wilmar, Miraj Ltd., Crompton Greaves Ltd. Goa, Semi Conductor Corporation Ltd., Chandigarh, RSMM Ltd., Jaisamand & Kumbhalgarh Sanctuaries, Suzuki, Sangam Spinners, Bhilwara, Binani Cement, Sirohi, Mayur Suitings, Banswara, Coca-Cola, Parle-G, Havmor, Amul.

**SPSS South Asia Pvt. Ltd. :** SPSS South Asia Pvt Ltd An IBM Company providing training to researchers to enhance their capabilities (to researchers to enhance their capabilities) to analyze research data using SPSS .This is also a privilege enjoyed by the Pacific Group .

**Oracle University, California :** It has been offering training in ERP to the Pacific students regularly .



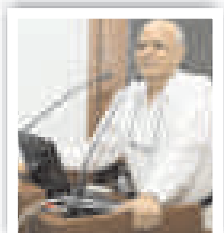
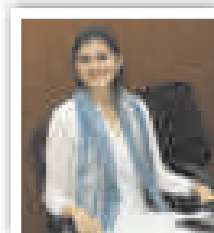
**Training by TAI India.Ltd. :** An enterprise with global presence in providing learning Services ,IT consultancy and venue Business conducting training Session.

**E-4 Development :** An 8 module training programme on Sales / Business Administration conducted by CEOs of World Class Organizations.



# Induction Programme

To inculcate Required Skills and Knowledge groom students



A week long induction programme is designed every year to acculture the new incumbent to the rigorous of a professional management institute and the corporate world. To welcome students of the first year and prepare them for their new roles and responsibilities and make them aware about both institute and industry expectations from them.



## Induction Week include

- ◆ Ice breaking Sessions
- ◆ Management Games
- ◆ Team Building Training
- ◆ Communications Skills Training
- ◆ Interaction with Industry Stalwarts
- ◆ Personality Development Sessions
- ◆ Public Speaking
- ◆ Learning Based Fun Activities



# Study Circles : The Professional Booster

Christened with inspirational names, the various study circles are formed to ensure 360° development of budding managers:

- ♦ Kautilya Study Circle
- ♦ Behavioral Study Circle
- ♦ Aryabhatt Study Circle
- ♦ Empirical Study Circle
- ♦ Maslow Study Circle

The activities galore comprise of :

- ♦ Debate
- ♦ Top Business Discussions
- ♦ Top Economic Stories
- ♦ Group Discussions
- ♦ Quiz
- ♦ Book - review
- ♦ Business Plan Development
- ♦ Extempore Discussions
- ♦ Extension-lecture
- ♦ Management Games
- ♦ Creative Writing
- ♦ Collage
- ♦ Research-Paper Review
- ♦ Ad-Play
- ♦ Role-Play
- ♦ Contemporary Issue Presentation
- ♦ Newspaper Comprehension



Students Coming up with Flying Colors



Enthusiastic Students Performing in Various Activities



Amalgamation of Creativity and Knowledge

# Forums : The Knowledge Booster

Clubbed up with Traditional Education, Specialized Forums are formed for the final year students to give a 'Touch Up' to the Excellence of Budding Managers.

Different Forums are organized on monthly basis to enhance various skills of the students of our college such as Human Resource skills, Marketing skills, Finance skills, IT skills etc. Forum Activities make the students aware of various ways of keeping a steady supply of talents and management with good governance in order to build integrity and trust among managers and employees of the organization.

## The Various Specialized forums are :

- ♦ Marketing Forum
- ♦ Information Technology Forum
- ♦ HR Forum
- ♦ Finance Forum
- ♦ Tourism Forum
- ♦ International Business Forum
- ♦ Operation and Production Management Forum
- ♦ Supply Chain Forum



Proud Winners



Students Attending the Session



Enthusiastic Students Participating in Different Forum Activities

# Pacific Learning Clubs

## An Innovative Idea to Rejuvenate

- ♦ Eco - Sensitivity Club
- ♦ Photography Club
- ♦ Cookery Club
- ♦ Poetry Club
- ♦ Adventure Club
- ♦ Entrepreneurial Club
- ♦ Survey Project Club
- ♦ Group Discussion Club
- ♦ Declamation Club
- ♦ Painting Club
- ♦ Voca-quiz Club
- ♦ News Analysis Club
- ♦ Dance Club
- ♦ Music Club
- ♦ Energy Club
- ♦ Creativity Club
- ♦ Club for Social Cause
- ♦ Blood Donors' Club
- ♦ Book Readers' Club
- ♦ Writers' Club
- ♦ Drama Club



Drama Club



Creativity Club



Dance Club



Cookery Club

## Workshop on Women Entrepreneurship Development In Association with the Institute of Labour Development (ILD)

The Faculty of Management, PAHER University conducted Women Entrepreneurship Development Program (WEDP) in association with the Institute of Labour Development (ILD) & the Industrial Finance Corporation of India Ltd. (IFCI) to provide opportunities and facilities of T & D to meet the challenges.

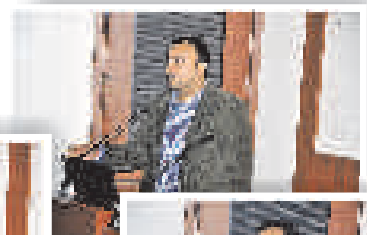
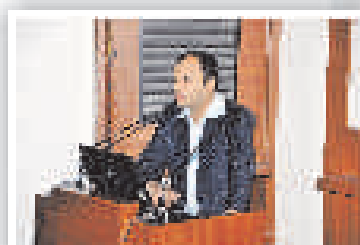


A workshop on "Managerial Skills" for Pacific Dental College was conducted by the faculty of Management, PAHER University with an aim to develop and refine managerial skills among the students to strengthen the present and build for the future. The knowledge imparted and skills discussed in these three days can help students to succeed in life and manage people effectively and be ready for unexpected change.



## Meet The Management Stalwarts

A regular monthly feature in which top corporate executive is invited to the institute to interact with the students.



# Perfect Learning Environment With World Class Infrastructure

The college campus provides all the basic amenities to the students so that they use most of their time for academic growth and development.

Theater Style  
Smart Classrooms



State-of-the-art  
Auditoriums for  
Industry interface



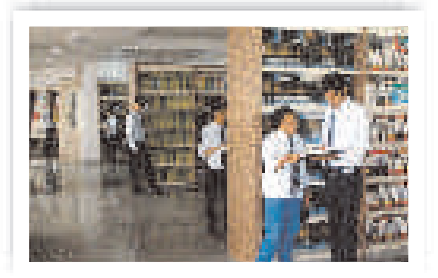
Round Table Conference  
Rooms to Cultivate  
Team - Spirit



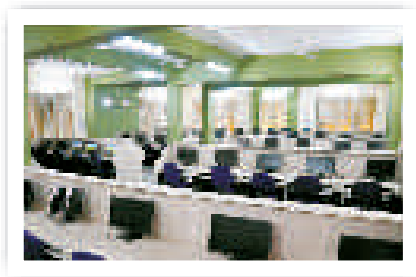
Seminar Hall with  
latest interactive  
Audio-visual aids



Well Stocked Library With  
35000+ Books & 200+  
National / International  
Journals



Extensively  
Networked Campus



Interactive Smart  
Activity Rooms



Amphitheatre

Reading Rooms



# Conferences & Seminars

## 9th International Conference on Mapping Global Changes in Business, Economy, Society and Culture 19-20 January, 2018

Abstracts Received : 454  
Full Length Papers : 353  
Papers Accepted : 280

Papers Presented : 265  
Total no. of Delegates : 532  
International Papers : 35



## International Conference on Integral Development for Wholesome life 4-5 June, 2016

Abstracts Received : 250  
Full Length Papers : 195

Papers Presented : 150  
Total no. of Delegates : 300

## National Seminar on Education for Enhancing Ethics & Excellence 11-12 January, 2015

Abstracts Received : 324  
Full Length Papers : 253

Papers Presented : 205  
Total no. of Delegates : 413



## International Seminar on Ethics and Values in Resource Management on November 1-2, 2014

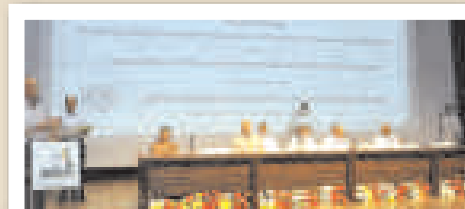
Abstracts Received : 450  
Full Length Papers : 230

Papers Presented : 300  
Total no. of Delegates : 300

## National Seminar on Ethics and Ethos in Management 27-28 July, 2013

Abstracts Received : 850  
Full Length Papers : 540

Papers Presented : 800  
Total no. of Delegates : 700 +



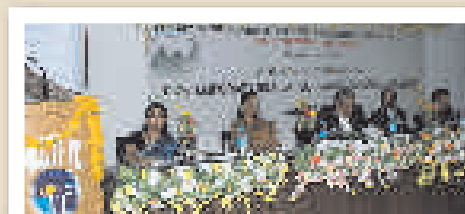
## International Conference on Managing Change in Business & Economy 6 - 7 April, 2013

- ♦ 40 concurrent sessions
  - ♦ Unprecedented 21 technical tracks
- Abstracts Received : 1350 +  
Full Length Papers : 1200  
Papers Accepted : 1012
- Papers Presented : 763  
Total no. of Delegates : 1000 +  
International Papers : 53

## International conference on Contemporary Innovative Practices in Management organized on 13 & 14 April, 2012

Abstracts Received : 1230  
Full Length Papers : 920  
Papers Accepted : 840

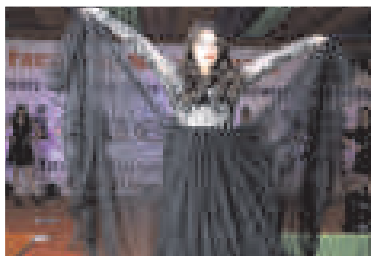
Papers Presented : 780  
Total no. of Delegates : 1700  
International Papers : 38



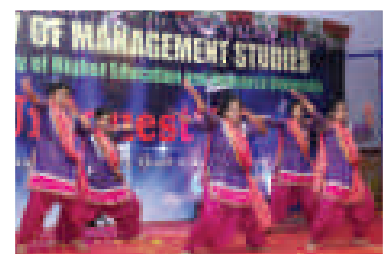
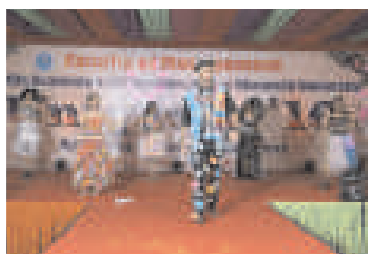
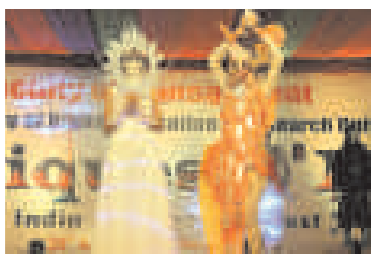
# Cultural & Sports Events at Pacific Uniquet-2017

"Uniquet 2017" a two days event, was a celebration of dynamic youth, which endeavored to create a platform to unleash their potential talents. Uniquet'17 was a national level management fest, organized with an intention to enhance the managerial skills of young and dynamic management interns. It demanded and challenged all its participants to hit the road running. We welcomed the young and dynamic management interns to come, experience and carry home loads of experience and learning.

More than 300 participants from Delhi, Gujarat, Allahabad, Rajasthan, UP, MP participated and enjoyed the event.



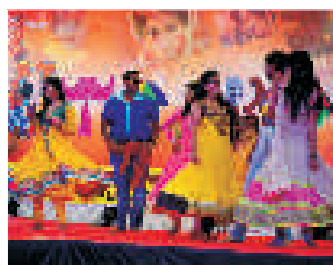
Vibrant Colours of Fashion



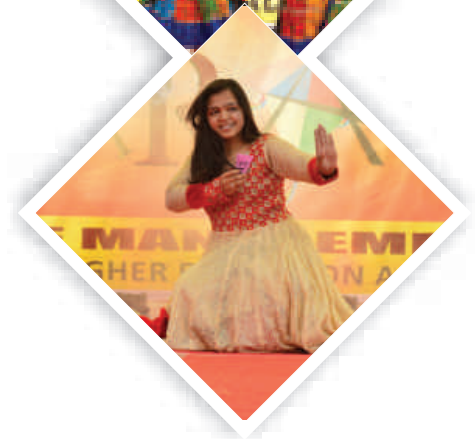
Enthusiastic Students Participating in All India National Event

# Uttarayan

An annual cultural programme organized every year where events such as solo song, group dance, group song etc. are conducted to develop and showcase their talent.



Talented Mass of Pacific Performing in the Annual Fest



# SAUFEST : The South Asian Universities Festival

University has a Tradition of hosting International Programmes...

Cultural Festival of 8 South Asian Countries namely Afghanistan, Bangladesh, Bhutan, India, Maldives, Nepal, Pakistan, Sri Lanka with 300 + Participants.



Enthusiastic participants from South Asian Countries showcassing their talents in various events



# Sports Activities

For the physical fitness of the management students, the college conducts various competitions and tournaments time to time .



Prof. B.P. Sharma honouring the proud winners



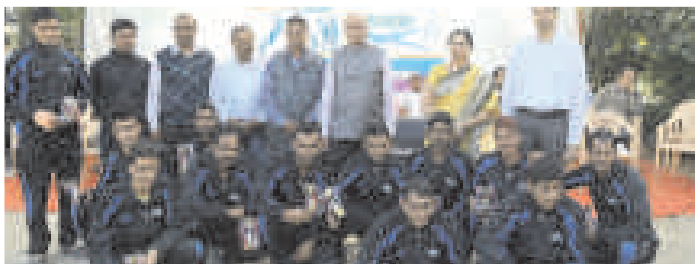
Students in Chess Competition



Inter College Cricket Tournament



Students in Discus Throw Competition



Winning Team



Students in Carrom Competition



Welcome of the chief guest Mr. Lakshaya Raj Singh Mewar in the closing ceremony



Students in Cricket Tournament

# Placements – The Core Strength of the Pacific Group

Having raised its benchmark, Pacific University has always maintained its trust with regular recruiters, who always trust the quality of Pacific students, sensing a potential value addition to their respective firms here companies have recruited in large numbers, offering exciting profiles. There has been a substantial rise in the number of offers made by each company and the average compensation saw a significant increase of 21.18% over the last year. Niche profiles like Relationship Managers, HR Recruiters, Portfolio Managers, Education B2B Marketing, Media and Advertising, Digital Marketing and Financial/ Data Analytics were offered in line with the changing trends. Pacific University has highest number of placement drives in Rajasthan & Record breaking placement record for all the years of its existence.

## Snapshot of MBA Placements

Academic Session	No. of Companies	Placements	Highest Package
2016 – 17	66	183	6.60

## Key Recruiters





# National Jobs Fair



5th successful Multi-Industry National Job Fair was organized by the Pacific University in association with District Employment Bureau, Udaipur and witnessed an over-whelming response from job seekers and companies from across the region. The event observed over 150+ job seekers and 73 corporate employers from across the country, representing all sectors with 10200 job offers and 4450 shortlisted candidates.

Participating companies spanned across industries including IT, ITES & Insurance Sectors, Banking, Telecom, KPO, BPO, and Automobiles etc. and included reputed names like, NIIT, Collabera, Chai Point, Qx Ltd., Advaiya Solutions, Teleperformance, Fusion, ArcGate, Universal Hunt, IDBI Fedral , Kotak Mahindra Bank, Atlas, WPW, Omnichrome, Ananta Group of Hotels, Skytech, Holister, Koak, ICICI Bank, Brand Masala, Ruva Customer. A number of MNCs and Indian Players participated. The rules governing selection differed from company to company and required that all employees be selected and promoted through a written examination of merit or through personal interview, group discussions etc. Number of vacancies were available for qualified professionals like B Tech., M.Tech, M,Pharma and MBA and even degree holders like B.Com, B.A, B.Sc, B.B.A and B. Pharma could grab good job offers.



Aspirants moving towards a bright future through Pacific Job Fair

# Leadership of an International Visionary

Prof. B. P Sharma, President, Pacific Academy of Higher Education & Research University



A Visionary on Management and Globally renowned expert on Global Business and Economic Scenario having an in-depth understanding of the dynamics of Global Trade Policy, Interpersonal Effectiveness, Work Engagements, Organizational Culture and Transformational Leadership.

He enjoys a reputation of being a nationally renowned Consultant on Intellectual Property Rights, Industry Clusters, Zero Based Budgeting, Competition Law and Free Trade Agreements.

Prof. Sharma has marked his presence in several International events some of which are:-

1. 5th Bi-annual Ministerial Conferences of the World Trade Organization (WTO) held at Cancun (Mexico) on September 10 - 14, 2003.
2. 6th Bi-annual Ministerial Conferences of the World Trade Organization (WTO) held at Hong Kong on December 13-18, 2005.
3. Series of Lectures on 'Universal Humanism of Swami Vivekananda and its Contemporary Relevance' at following locations.
  - a. Abu-Dhabi 10th January 2013
  - b. Sharjah 11 th January 2013
  - c. Dubai - "Vivek 150" the 150th Birth Anniversary Celebration conducted by the Counselor General of India at Dubai and France of India Society. The function was presided by His Excellency Sanjay Verma, The Counselor General of India in Dubai.
4. 10th Bi-annual Ministerial Conferences of the World Trade Organization (WTO) held at Nairobi (Kenya) in December 15-18, 2015.



**Prof. B. P. Sharma, Pro-president PAHER University delivering the key-note address at Dubai on January 12, 2013**






**Felicitation of Prof. B. P. Sharma by the Counselor General of India in Dubai-His Excellency Sanjay Verma**


Prof. B.P Sharma is an expert on Global Trade Scenario the WTO, Free Trade Agreements, Economic Globalization, Patents, Investment Measures, Business Environment, Socio-cultural Values & Trends etc. He has been a keen observer and a regular commentator on all the aforesaid issues. Ever since the launch of Uruguay round of the talks for the formation of WTO, he has been participating and keenly studying the MTAs in the bi-annual ministerial conferences of WTO since 2003.

Among the latest events he has participated in the 10<sup>th</sup> bi-annual ministerial conference of WTO held at Nairobi in Kenya from 15<sup>th</sup> December to 18<sup>th</sup> December 2015. He has spoken on a variety of issues there including automatic compulsory licensing, agricultural issues, intra-firm trade special safe guard mechanism and a series of other issues.



# Faculty Resources of the Pacific Group in Management

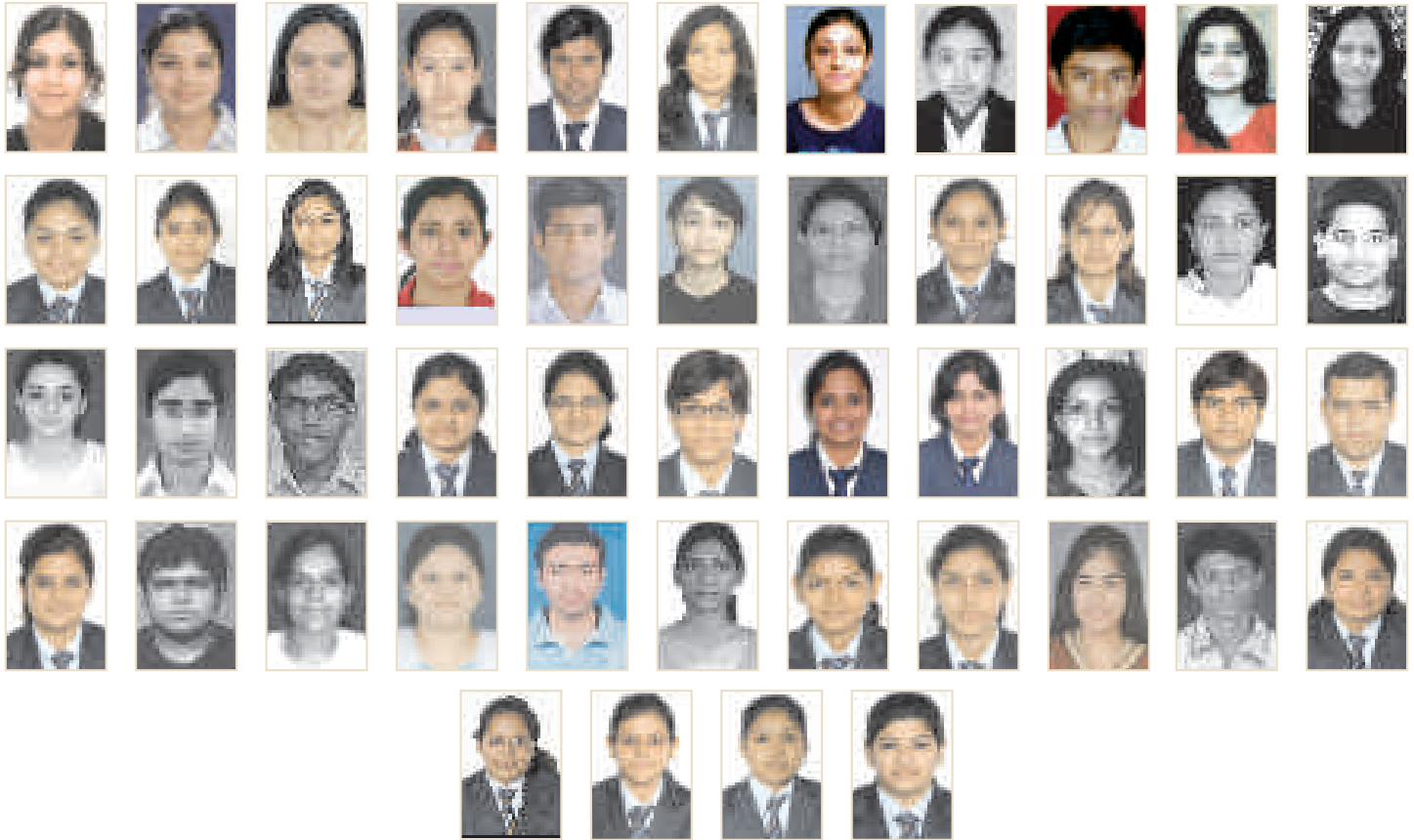
Profile Picture	Faculty Detail	Papers Published	Projects Supervised	Resource Person to other Institutes & corporates	Presentation of Papers in Conference / Seminar		No. of Books Authored	Seminar / Workshop / FDPs / MDPs	
					National	International		Attended	Conducted
	<b>Prof. B.P. Sharma</b> President of PAHER, An Authority on Global Business and Economic Scenario & has Participated in the 5th & 6th 10th BI-annual Ministerial Conferences of the World Trade Organisation (WTO) held at Cancun (Mexico) and Hong Kong. He along with his team was also invited for a presentation on WTO related matters by the Parliamentary Standing Committee of the Ministry of Commerce, Govt. of India in 2005. An expert of National repute on Intellectual Property Rights, Industry Clusters, Zero Based Budgeting, Competition Law and Free Trade Agreements. Expertise in Future Scan, Scenario Building, Change Management OD. Research Scholars Working for PhD - 6	231 Including Articles & Editorial	15 Ph Ds. 75 Project	14	32	20	14 Authored 11 Edited	16	32
	<b>Prof. GM K Madnani</b> Professor Emeritus, Managerial Economics and Research Methodology	21	50	4			3		2
	<b>Prof. Mahima Birla</b> Dean, FM, Prof. Banking and Business Economics. 15 Year's Academic exp. Expertise in Role Plays, Economic Scenario Building, Fiscal Simulation. Research Scholars Working for Ph.D - 06.	23	150 Project 5 Ph.D	26	28	19	3	23	5 inter. & 15 other
	<b>Prof. Hemant Kothari</b> Dean, PG Studies. Area: HRM. 13 Year's Academic exp. Expertise in Top Business Story Discussion & Managerial Grid, Organisation Restructuring and Development, Case analysis. Research Scholars Working for Ph.D - 08.	15	180	10	7	8	3	10	5
	<b>Dr. Mahendra Sojatia</b> Director, PIBS, M.Com (ABST), Ph.D Area: Finance 20 Years of academic experience Expertise in Accountancy & Taxation Research Interest: Behaviour & Pricing Idiosyncratic Volatility.	5			4	3	4	7	4
	<b>Dr. Bhavana Detha</b> Director, Pacific University Centre for counseling and Psychology 12 yrs. teaching experience, consultant to UNFPA	1	1	10	-	-	-	10	-
	<b>Prof. Harshita Shrimali</b> Ph.D., MBA, MA (Gold Medalist) Area: General Management, Corporate Strategy & Marketing. Academic Exp. 13 Year's Expertise in Presentations, Role Plays, Management Games, Sensitivity Training, Case Writing and Analysis, Intellectual Property Rights, Communication Skill Improvements. Research Scholars Working for Ph.D - 08.	10	100	20	28	12		10	15
	<b>Prof. S. L. Menaria</b> Area: Finance, Account and Taxation Expertise : Research and Development activities, case studies, Research Scholars working for Ph.D - 07	14	11 9 Ph.D	16	30	6	15	42	3 National 8 Others
	<b>Dr. Shanker Choudhary</b> HOD, Marketing, Chief Co-ordinator (T&P) B.Tech. (E & C), MBA (IT, Mkt.) Total Experience 17 yrs., Corporate Exp: 9 yrs Academic Exp: 7 yrs. Research Scholars working for Ph.D - 05	38	150	60	6	12	3	2	1
	<b>Dr. Pushpkant Shakhdiwapee</b> HOD, Finance and Accounts, Asso. Prof. Banking, Insurance, Accounting & Research Methodology. 12 Year's Academic exp. Expertise in Research Paper Review, Indian Ethos & Management. Research Scholars Working for Ph.D - 4	15	100 2 Ph.D	-	30	10	-	7	1
	<b>Dr. Shivoham Singh</b> HOD Production Assistant Prof. MBA, FDP (IIM-A), Operation Research, RM, QT & Marketing Management. Total Exp. : 10yrs 9 Year's Academic & 1 year's Corporate exp. Expertise in Simulation, Case Writing, Analysis & Role Plays Modeling through Excel.	17	270	15	8	15	0	6	15

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					National	International		Attended	Conducted
	<b>Dr. Subhash Sharma</b> HOD, MHA, Associate Professor Area : HR Soft Skills, English Experience 16 years Area: Presentation, Role Plays, Communication Skills Improvement, Group Discussions and Chat Shows etc.	18	-	8	3	-	-	4	4
	<b>Dr. Devendra Shrimali</b> HOD, Finance Associate Professor Ph.D., MBA, M.Com (Gold Medalist), NET, SLET, RSCIT, RPSC Set, Area: Finance 9 Years of academic exp, Research Scholar working for Ph.D - 06	25	60	2	8	12	-	13	7
	<b>Dr. Dharmesh Motwani</b> Assistant Prof. B.Sc., MBA, M.Com, NET, Ph.D Area: Research & Marketing Total Exp. 5.5 yrs., Expertise: Conducting GD & Role Plays Research Scholar working for Ph.D - 01	27	24	-	5	10	-	12	4
	<b>Dr. Pallavi Mehta</b> Associate Professor, Ph.D., M.Com (Gold Medalist), MIB, NET, Area: Management & International Business Academic Exp. 14 yrs Project Fellow in UGC Major Research Project., Life member of All India Commerce Association. Expertise in International Business Environment, Export Procedure & Documentation, Presentation and Analysis, International Quality Standards Research Scholar working for Ph.D - 05	50	200 4 Ph.D	15	30	20	4	50	3
	<b>Dr. Shikha Bhargava</b> Assistant Prof. Finance & Marketing. 5 Year's Corporate & 6 year's Academic exp. Expertise in Top Business Story Discussion & Grid Training, Facilitating Experiential Learning, CRM.	7	50	1	0	0	0	-	70
	<b>Dr. Narendra Singh Chawda</b> Assistant Professor, Marketing. Corporate Ext. 4 yrs. & Academic Exp 5 year Expertise in Research Paper Review	2	50	3	2	1	0	4	4
	<b>Dr. Khushbu Agarwal</b> Additional Editor Pacific Business Review, Assistant Prof. B.Sc, MBA, M.Com, NET, Ph.D Area: Operation Research & Production Mgmt. Total Exp. 7yrs., Corporate 3yrs. Academic 4yrs. Expertise in: GD, Management Games & Computer Application	15	35	1	6	4		15	17
	<b>Prof. Dipin Mathur</b> 16 years of experience inclusive of corporate stint and academic involvement in management teaching. Conducted several Management Development Programmes, Training Sessions: Hands on experience in developing training modules. His specialised area is Human Resource Management and Business Law, presently working as Coordinator for MBA Executive Programme.	22	200	2	9	13	3	33	1
	<b>Dr. Nidhi Nalwaya</b> Assistant Professor, B.Com, MBA(Finance), M.Com, Academic Exp. 5 yrs Expertise : Accounting, Financial Services, Banking & Financial Mgt. Joint Editor Pacific Update.	15	30	-	12	6	-	7	-
	<b>Dr. Kadambari Jain</b> Associate Professor, Ph.D., M.Sc. (Gold Medalist), MBA, M.Com., NET, Experience: 13.5 years Area: Environmental Management, Organizational Behavior, HRM, HRP, Performance Management and Retention Strategy.	7	200	3	15	10	-	30	2
	<b>Mr. Ali Yawar Reha</b> Assistant Professor, MIS 10 Yrs's Academic Experience Expertise in Electronic Presentation, Web Designing & Simulation, Role Play.	3	-	-	-	-	-	-	-
	<b>Dr. Rahul Vyas</b> Assistant Prof. MBA, LLB, NET, SLET Area: Marketing (Sales & Distribution) Total Exp.: 14yrs., Corporate Exp. 11yrs., Teaching 2.5yrs	18	70	5	5	8	-	4	2

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					National	International		Attended	Conducted
	<b>Dr. Kulvinder Kaur</b> M.Com. , B.Ed., MBA Ph.D. MA (Economics), Expertise Financial Management, Teaching Experience 14 yrs.	2	25	-	2	-	-	2	-
	<b>Ms. Heena Purohit</b> Assistant Professor, B.Sc., MBA in Marketing, Pursuing Ph.D, NET- JRF, 4 years Exp. in teaching	6	-	2	6	-	1	6	4
	<b>Mr. Ashish Adholiya</b> Pursuing Ph.D. (CS), MBA, MCA	19	200	2	7	5		12	5
	<b>Mr. R.M. Bangar</b> Chief Convener, Training & Placement Area: Marketing Communications, Corporate Strategy & Strategic Pharmaceutical Marketing Academic: 8 Years Experience: Expertise in conducting MDPs, Sensitivity Training, Communication Skills, Case Analysis Research Interests: 1. Sequencing effects of comparative advertising 2. Experimental Inquiry into human behavior as a result of marketing stimuli. 3. Development of Dynamic capabilities by firms.		21	1				12	15
	<b>Ms. Jaya Sharma</b> Assistant Professor MBA Area: Human Resource & Finance								
	<b>Ms. Archana Singh</b> 14 years experience as a Marketing Professional. Psychologist and Educational Trainer								
	<b>Mr. Deepanker Manna</b> Assistant Prof. M.Sc(IT), Ph.D. pursuing Area: Data Mining, Total Exp. 6 yrs., Expertise: Operating System Theory, Cryptography and Web Development	0	0	2	2	2	1	2	0
	<b>Dr. Sheela Dashora</b> Associate Professor, MBA, HR, B.Com., B.Ed., Teaching experience 14 yrs, Corporate Exp. 3 Yrs. Area : HR, OB, General Mgt.	2	-	3	10	6	-	7	1
	<b>Ms. Namrata Chouhan</b> Assistant Prof. Strategic Management, B.E. & Marketing, Export Import Mgt. International HRM, 2 Year's Corporate exp., Teaching Exp. 5 Year's, Expertise in Top Business Story Discussion & Presentations Skills, Export Documentation	4	50	2	3	1	-	7	3
	<b>Dr. Anurag Mehta</b> Vice Principal PIBS, M.Com (Bus. Admin.), Ph.D (Bus. Admin.) M.Com (Marketing and Finance), Corporate Exp. 7 yrs & Academic Exp. 1 year.	5	-	-	3	4	2	4	-

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## Seminars where the students Presented their Papers

India Finance Conference Changing Dynamics in the Global Village International Conference IIT, Delhi in with CURTIN UNIVERSITY, Australia IIM, Kozhikode International Conference IIT, Roorkee BITS, Patna AIMS International Advent age education Foundation ICCB, IIT Delhi ECSB, IIT Roorkee National Conference on Paradigms for Sustainable Business, IIT Roorkee HR summit IIM Kozhikode Global Conference on Management, CCMS NICOM, NIRMA University National Conference on Bank, Pune.



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	<b>Contemporary Issues in Marketing</b> ISBN 978-93-5174-027-8		<b>G.K. Refresher 2015</b>

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## FACULTY OF MANAGEMENT

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