

# CURRICULUM VITAE

**Prof. (Dr.) CA. Haresh Kothari** (Ph.D., C.A., M.Com, LL.B., B.Com)

**Vice Chancellor**

(Leadership, Institution Building, Academic Administration, Teaching, Training, Consulting, Research)

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## CAREER GOALS:

- To serve as **Vice-Chancellor / Academic Administrative Leader** in teaching & research intensive, modern, professional, industry focused university, and make it an Institute of Eminence & a Global Institute of Excellence
- To gain innovative & futuristic skills and apply the same for better performance and benefits of all stakeholders
- To undertake training & development courses and gain qualifications on the job
- To bring more expertise in my areas of specialization, and use the same for my University / HEI
- To eventually get advancement to a more senior level with my University / HEI
- To increase my professional network and use the same for benefits of all the stakeholders of my University/HEI
- To improve my sales figure or productivity numbers consistently

## INSTITUTIONAL DEVELOPMENT OBJECTIVES:

- To enhance position of university at a time of significant changes in higher education in India & across the world
- To provide leadership in academic, administrative, and institution building activities of the university with highest level of competence, integrity, morals, and institutional commitment
- To implement NEP 2020, Quality Mandate, Examination & Evaluation Reforms, NHEQF & NSQF, and LOCF
- To secure best grade in NAAC/NBA and best ranking in NIRF
- To promote trans-disciplinary, multidisciplinary, interdisciplinary research & education; Innovations in pedagogy, social connect, technology challenges; International engagement in academics, research & consulting projects
- To promote integral & transformational education, providing holistic & value based learning that develops not only the mental, but also the physical, vital, and spiritual aspects of students' lives, as they transform from learners to leaders.
- Desire to make difference by creation, dissemination, and application of knowledge
- To extend national & global reach of the university by creating impact, reputation, and collaborations
- To build image & brand of the university at national & international level by community engagement, extension activities, academic outreach, corporate outreach, social outreach, religious outreach, governmental outreach
- To prepare entrepreneurs and employable & responsible citizens, and to get best placements for the students
- To generate revenue by increasing admissions, delivering training programs, and undertaking consulting projects
- To inspire & engage faculty, staff, and students; and to interact with all stakeholders and keep them satisfied

## PROFESSIONAL EXPERIENCE SUMMARY:

A visionary, dynamic, motivating, and inspiring leader; an institution builder; an effective administrator; an accomplished academician; an Edupreneur; Trainer; Project Leader for Consulting & Research Projects; and Consulting Chartered Accountant; Prof. (Dr.) CA. Haresh Kothari has more than **31 years** of work experience in **Academia (Universities/HEIs)**; in **Industry (Private Sector Companies)**; in **Institute (ASCI) engaged in Training, Consulting, and Research**; and as **Consulting Chartered Accountant**.

He is a practitioner turned accomplished academician, researcher, teacher, trainer, and consultant. He is actively engaged in institutional development, academic administrative leadership, collaborations & partnership, marketing &

admissions, placement of students, revenue generation, cost reduction, and P&L management. He is a person with highest level of competence, integrity, ethics, morals, and institutional commitment.

From 1990 to 2002, he served at **managerial & administrative positions** in reputed national and multinational **private sector companies** namely R.C. Laser-Tech India Ltd, Anagram Finance Ltd, Jaybharat Fabrics Mills Ltd, VFH Corporations Ltd., and Madhur Capital & Finance Ltd.

From 2002 to 2019, he served at academic administrative leadership positions of **Director & Professor** in India's reputed **Universities/HEIs** namely Symbiosis University, Amity University, Nirma University, Gujarat University, and Sandip University etc.

From 2019 to 2021, he served as Director & Professor in an **Institute engaged in training, consulting, industrial research, policy research, and policy making**; namely Administrative Staff College of India, Hyderabad (ASCI – The College for Practicing Managers, established by GOI & Industry in 1956).

From July 2021 onwards he has been serving as **Vice Chancellor** and **Dean - Faculty of Management and Entrepreneurship (Additional Charge)** at KK Modi University.

From 1998 onwards, he has been working as **Consultant Chartered Accountant** and has undertaken and completed many consulting assignments from private sector, PSUs, governments, and academia (Universities/HEIs).

### EXPERIENCE BREAK-UP:

- Total Experience as “Professor” plus “Professor Equivalent Managerial” experience in industry – **15 yrs, 8 months**
- **Academic / Teaching** experience in Universities / HEIs – **17 yrs, 2 months**
- **Academic Administrative / Leadership** experience in Universities / HEIs – **14 yrs, 11 months**
- Experience at the position of “Professor” in Universities / HEIs – **8 yrs, 10 months**
- Total **Industry** experience in private sector companies – **11 yrs, 7 months**
- “Professor Equivalent Managerial level” experience in Industry – **6 yrs, 10 months**

### ACADEMIC ACHIEVEMENTS:

- **Turnaround Done:**
  - ✓ **Doubled admissions** of Amity University in just 3 years by using my personal network & skills
  - ✓ Generated **revenue of 1.5 crore** from training & consulting in just 1.5 years, and made the Center for Economics & Finance (ASCI Hyderabad) **profitable**, which was loss making earlier.
- **Collaboration:** Did many collaborations with HEIs, Governments/Departments/Agencies, PSUs, Private Sector
- **Best performer in ASCI, Hyderabad:** I was best performer in bring & delivering business of Training & Consulting
- **Revenue Generated:** For all the employer Universities / HEIs from 2002 onwards till date
- **Experience of All the Four:** I have experience of working with Industry/Corporate, Academia (Universities/HEIs), Institute engaged in Research-Training-Consulting, and as Practicing/Consulting Chartered Accountant
- **University Functioning:** Hands on experience of most of the important areas of private university functioning
- **One Man Army:** Successfully established & operated newly started self-financed commerce college AACC.
- **Start-up HEIs:** Helped establishing systems & processes at start-up HEIs - KKMU, SUAS, UWSB, GBS, AACC
- **Best Performer in HEIs:** I was best performer in each employer University/HEIs in terms of academics, administration, outreach, collaboration, new program launching, placement, admission, and revenue generation
- **Admission:** Strong network for generating admission from across India & abroad, can be used for your University
- **Training & Consulting:** Strong network for getting business of training & consulting, can be used for your Uni.
- **Keynote Speaker:** I was invited as Keynote Speaker in 2 national and 1 state level conferences
- **Commercial Awareness:** Being a CA, know about services, clients, revenues, costs, and P&L Management of Uni.
- **Innovation:** In curriculum, new programs, academic delivery, admission, outreach, and Institutional Development

**SKILLS SET:**

Inspiring Leadership, Visionary, Insightful Strategist, Strategic Thinking, Intellectual Acuity, Critical Thinking, Design Thinking, Ability to influence & inspire, Research & Innovation, Interpersonal Skills, Team Management, People Management, Problem Solving, Managing failure & succeed, Strong & effective administration, Transformational Skill, Emotional Intelligence, Strong business acumen, Life Skills, Case method of teaching, Online teaching, and Ability to adapt to & embrace continuous change.

**PRESENT UNIVERSITY AND POSITION:**

Name of University	Designation / Position	Pay Scale, Salary, Perks	Joining Date	Experience
KK Modi University	Vice Chancellor	Level 14A of 7 <sup>th</sup> CPC INR 50,00,000/- (Fifty Lacs) per annum	29 <sup>th</sup> July 2021	Till date

**DETAILS OF EXPERIENCE POSSESSED AS PER ELIGIBILITY CRITERIA FOR VICE-CHANCELLOR:  
PROFESSORSHIP & EQUIVALENT MANAGERIAL LEVEL EXPERIENCE IN INDUSTRY (15 YEARS, 5 MONTHS)**

SN	Post Held in University / Company	Pay Scale	University / Company	Nature of Duties / Key Responsibilities	Experience (Years & Months)
1	Vice Chancellor & Professor, And Dean – Faculty of Management & Entrepreneurship (Additional Charge)	Level 14 of 7 <sup>th</sup> Pay Commission 50,00,000 /- (Fifty Lacs) CTC per Annum	KK Modi University, Durg, CG	Academic Administration; Leadership in academics, administration, and institution building activities; Statutory & Regulatory Compliances; Recruitment; Research; Curriculum Designing; Teaching (offline & online); Examination & Evaluation; Conferences, Seminars, and Workshops; FDPs & SDPs; Innovative Program; Academic Outreach; Corporate Outreach; Corporate Advisory Board; Meetings of BOS, Academic Council, Board of Management, and Board of Governors; Extension Activities; Job Placement; Collaboration & MOUs; Marketing & Admission; Delivering Training Programs and undertaking Consulting Projects for clients like governments, PSUs, private sector, Banks & Financial Institutions; Revenue Generation, Budgeting.	8 months
2	Director & Professor, And Chairperson-Finance Area	Level 14 of 7 <sup>th</sup> Pay Commission 41,00,000/- (Forty one Lacs) CTC per annum	Administrative Staff College of India, Hyderabad	Academic Administration; Leadership in academics, administration, and institution building activities; Statutory & Regulatory Compliances; Recruitment; Research; Curriculum Designing; Teaching (offline & online); Examination & Evaluation; Conferences, Seminars, and Workshops; FDPs & SDPs; Innovative Program; Academic Outreach; Internal meetings of Directors and MDP Committee; Meetings and negotiations with officers of government, PSUs, private sector etc; Collaboration & MOUs; Preparing proposals / brochures for training programs and consulting assignments; Delivering Training Programs and undertaking Consulting Projects for clients like governments, PSUs, private sector, Banks & Financial Institutions; Revenue Generation; Budgeting	1 year, 8 months
3	Director & Professor, And Head – Center of Excellence in GST		Symbiosis University of Applied Sciences	Academic Administration; Leadership in academics, administration, and institution building activities; Statutory & Regulatory Compliances; Recruitment; Research; Curriculum Designing; Teaching; Examination & Evaluation; Conferences, Seminars, and Workshops; FDPs & SDPs; Innovative Program; Academic Outreach; Meetings of BOS, Academic Council, Finance Committee; Extension Activities; Final Job Placement & Summer Internship; Collaboration & MOUs; Marketing & Admission; Revenue Generation, Budgeting.	1 year
4	Director & Professor, And Head – Marketing & Admission		Sandip University,	Academic Administration; Leadership in academics, administration, and institution building activities; Statutory & Regulatory Compliances; Recruitment; Research; Curriculum Designing; Conferences, Seminars, and Workshops; FDPs & SDPs; Academic Outreach; Extension Activities; Collaboration & MOUs; Marketing & Admission; Meetings of Marketing & Admission team; Revenue Generation, Budgeting.	5 months
5	Director & Professor,		Amity University	Academic Administration; Leadership in academics, administration, and	2 years,

	And Head – Marketing & Admission (Additional Charge)			institution building activities; Statutory & Regulatory Compliances; Recruitment; Research; Curriculum Designing; Teaching; Examination & Evaluation; Conferences, Seminars, and Workshops; FDPs & SDPs; Innovative Program; Academic Outreach; Extension Activities; Final Job Placement & Summer Internship; Collaboration & MOUs; Marketing & Admission; Meetings of Marketing & Admission team; Revenue Generation; Cost Control; P&L Management; Budgeting; Campus Management; Logistics	10 months
6	Director – Academic Operations, And Professor		Gujarat University campus (PPP Mode 5 PG Programs)	Academic Administration; Leadership in academics, administration, and institution building activities; Statutory & Regulatory Compliances; Recruitment; Research; Curriculum Designing; Teaching; Examination & Evaluation; Conferences, Seminars, and Workshops; FDPs & SDPs; Innovative Program; Academic Outreach; Extension Activities; Final Job Placement & Summer Internship; Collaboration & MOUs; Marketing & Admission; Meetings of Marketing & Admission team; Budgeting; Campus Management; Logistics; Reporting to Vice Chancellor & Industry Partner	8 months
7	Head of Department (HOD)  This position was next to Director of the Institute of Law		Nirma University, Institute of Law	Academic Administration; Leadership in academics, administration, and institution building activities; Statutory & Regulatory Compliances; Member of IQAC; Recruitment; Research; Curriculum Designing; Teaching; Examination & Evaluation; Conferences, Seminars, and Workshops; .FDPs & SDPs; Innovative Program; Academic Outreach; Extension Activities; Final Job Placement & Summer Internship; Collaboration & MOUs; Budgeting; Reporting to Director; Chairman – Admission Committee; Chairman – BBA LL.B. Program Committee;	1 year, 1 month
8	Professor – Finance & Accounting, and Program Coordinator		Arihant Institute	Academic Administration; Leadership in academics, administration, and institution building activities; Reading material & homework material development; Teaching; Examination & Evaluation; Academic Outreach; Collaboration & MOUs; Marketing & Admission; Meetings of Marketing & Admission team	6 months
	Total Experience at the position of “ <b>Professor</b> ” in Universities / HEIs (A)				8 years, 10 months
9	Senior Manager – Finance & Accounts		Vax Housing Finance Corporation Ltd.	Administration of the department; Leadership in administrative and institution building activities; delivering internal departmental training to subordinate staff; Recruitment; Handling day-to-day accounting & finance matters; internal audit; external audit coordination; Finalization of accounts; Preparation of draft Annual Report; Statutory & Regulatory Compliances etc	3 years, 11 months
10	Manager – Finance & Accounts		Jaybharat Fabrics Mills Ltd.	Administration of the department; Leadership in administrative and institution building activities; delivering internal departmental training to subordinate staff; Recruitment; Handling day-to-day accounting & finance matters; internal audit; external audit coordination; Import & Export procedure; Finalization of accounts; Preparation of draft Annual Report; Statutory & Regulatory Compliances etc	1 year, 10 months
11	Manager – Stock Research & Operations		Ganipatak Yakshraj Cap-lease Ltd.	Administration of the department; Leadership in administrative and institution building activities; delivering internal departmental training to subordinate staff; Recruitment; Handling day-to-day matters of equity research, investment, disinvestment; internal audit; external audit coordination; Statutory & Regulatory Compliances etc	11 months
12	Assistant Manager – Finance		Madhur Capital & Finance Ltd.	Administration of the department; Leadership in administrative and institution building activities; delivering internal departmental training to subordinate staff; Recruitment; Handling day-to-day matters of loan appraisal, disbursement, loan recovery; internal audit; external audit coordination; Statutory & Regulatory Compliances etc	2 months
	Total “ <b>Managerial level</b> ” experience in industry, equivalent to position of “ <b>Professor</b> ” (B)				6 years, 10 months
	Total experience at the position of “ <b>Professor</b> ” in Universities/HEIS, plus “ <b>Professor Equivalent</b> ” “ <b>Managerial Level</b> ” experience in industry (A+B) = (8 years, 10 months) + (6 years, 10 months)				15 years, 8 months

**ADMINISTRATIVE EXPERIENCE / POSTS & RESPONSIBILITIES HELD:  
IN ACADEMIA (UNIVERSITIES/HEIs) AND IN INDUSTRY (PRIVATE SECTOR COMPANIES)**

SN	Post	Name of University / Company in Private Sector	Duration		Experience (Years & Months)
			From	To	
			(Date)	(Date)	
1.	Vice Chancellor	KK Modi University	29.07.21	Till date	8 months
2.	Dean – Faculty of Management & Entrepreneurship (Additional Charge)	KK Modi University	29.07.21	Till date	8 months
3.	Director – Center for Economics & Finance	Administrative Staff College of India (ASCI) Hyd. (Established by Govt. of India in 1956)	03.06.19	21.01.21	1 yr, 8 months
4.	Director - PG & UG Degree Programs	Symbiosis University of Applied Sciences	22.06.17	11.06.18	1 yr
		Sandip University	24.03.16	14.08.16	5 months
		Amity University	01.06.13	17.03.16	2 yrs, 9 months
		Gujarat University (PPP mode PG Programs)	17.10.12	31.05.13	8 months
5.	Head of the Department (HOD) – Department of Management, Commerce & Humanities (5 Yr Integrated Law Programs (BBA-LLB, B.Com-LLB, and BA-LLB)	Nirma University, Institute of Law	25.06.11	07.07.12	1 yr, 1 month
6.	Head – ICAI, New Delhi Accredited Center for CA Coaching	JG Commerce College	01.06.04	25.10.08	4 yrs, 5 months
		Ashwinbhai A. Patel Commerce College	01.06.02	31.05.04	2 yrs
7.	Program Coordinator (M.Com / B.Com Degree Programs)	JG Commerce College	01.06.04	25.10.08	4 yrs, 5 months
8.	Member - Board of Governors (Governing Body)	KK Modi University	29.07.21	30.11.21	5 months
9.	Chairperson - Board of Management	KK Modi University	29.07.21	30.11.21	5 months
10.	Chairperson - Academic Council	KK Modi University	29.07.21	30.11.21	5 months
11.	Member - Academic Council	KK Modi University	29.07.21	30.11.21	5 months
		Symbiosis University of Applied Sciences	22.06.17	11.06.18	1 yr
12.	Chairman - Board of Studies	KK Modi University	29.07.21	30.11.21	5 months
		Symbiosis University of Applied Sciences	22.06.17	11.06.18	1 yr
13.	Member - Board of Studies	Symbiosis University of Applied Sciences Nirma University, Institute of Law	22.06.17	11.06.18	1 yr
14.	Member - IQAC	Symbiosis University of Applied Sciences	22.06.17	11.06.18	1 yr
		Nirma University, Institute of Law	25.06.11	07.07.12	1 yr, 1 month
15.	Member - NAAC Organizing Committee	JG College of Commerce	01.06.04	25.10.08	4 yrs, 5 months
16.	Chairperson – Finance Area	Administrative Staff College of India (ASCI) Hyd. (Established by Govt. of India in 1956)	03.06.19	21.01.21	1 yr, 8 months
17.	Head – Center of Excellence in GST	Symbiosis University of Applied Sciences	22.06.17	11.06.18	1 yr
18.	Member - Management Development Program Committee (MDP Committee)	Administrative Staff College of India (ASCI) Hyd. (Established by Govt. of India in 1956)	03.06.19	21.01.21	1 yr, 8 months
19.	Member – Finance Committee	KK Modi University	29.07.21	30.11.21	5 months
		Symbiosis University of Applied Sciences	22.06.17	11.06.18	1 yr
20.	Member – Placement Committee	Symbiosis University of Applied Sciences	22.06.17	11.06.18	1 yr
		Amity University	01.06.03	17.03.16	2 yrs, 9 months
21.	Placement Coordinator (Head-Placement Cell)	JG College of Commerce	01.06.04	25.10.08	4 yrs, 5 months
22.	Chairman – Admission Committee	Nirma University, Institute of Law	25.06.11	07.07.12	2012 intake
		Amity University	01.06.03	17.03.16	2013, 2014, 2015 intakes
23.	Member of Professional / Academic Bodies	Life member of The Institute of Chartered Accountants of India, New Delhi	August 1998	Till date	
		Life member of Gujarat University Area Accountancy Teachers Association	2005	Till date	
		Life member of Gujarat University Area Management Teachers Association	2005	Till date	
24.	Head – Marketing & Admission	Sandip University	24.03.16	14.08.16	5 months
		Amity University	01.06.03	17.03.16	2 yrs, 9 months

		Ashwinbhai A. Patel Commerce College	01.06.02	31.05.04	2 yrs
25.	Senior Manager – Finance & Accounting	VHF Corporation Ltd.	01.07.98	31.05.02	3 yrs, 11 months
26.	Manager – Finance & Accounting	Jaybharat Fabrics Mills Ltd.	01.12.95	19.09.97	1 yr, 10 months
27.	Manager - Stock Research & Operations	Ganipitak Yakshraj Cap-lease Ltd.	20.01.95	30.11.95	11 months
28.	Assistant Manager – Finance	Madhur Capital & Finance Ltd	25.11.94	19.01.95	02 months

### ACADEMIC / TEACHING EXPERIENCE IN UNIVERSITIES / HEIs (PREVIOUS EMPLOYERS):

Name of University / College	Designation / Position	Nature of duties / KRAs	From	To	Exp in (Y,M,D)
KK Modi University	Vice Chancellor & Professor, and Dean-Faculty of Management & Entrepreneurship	Please refer details in above pages	29.07.21	Till date	8 months 5 days
Administrative Staff College of India (ASCI) Hyderabad	Director & Professor, and Chairperson-Finance Area	Please refer details in above pages	03.06.19	21.01.21	1 year 7 months 19 days
Symbiosis University of Applied Sciences Indore	Director & Professor, and Head-Center of Excellence in GST	Please refer details in above pages	22.06.17	11.06.18	11 months 20 days
Sandip University Nashik	Director & Professor, and Head-Marketing & Admission	Please refer details in above pages	24.03.16	14.08.16	4 months 20 days
Amity University Ahmedabad	Director & Professor, and Head-Marketing & Admission (Additional Chg)	Please refer details in above pages	01.06.13	17.03.16	2 years 9 months 17 days
Gujarat University Ahmedabad	Director-Academic Operations, and Professor	Please refer details in above pages	17.10.12	31.05.13	7 months 15 days
Nirma University Ahmedabad	HOD and Assistant Professor	Please refer details in above pages	25.06.11	07.07.12	1 year 13 days
Arihant Institute Pvt. Ltd. (Coaching Center for CA, CS, CMA Professional Courses)	Program Coordinator, and Professor-Finance & Accounting	Please refer details in above pages	01.02.11	24.06.11	5 months 24 days
Unitedworld School of Business (MBA & PGPM programs), Ahmedabad	Associate Professor, and Head-Marketing & Admission (Additional Chg)	Please refer details in above pages	01.07.09	31.10.10	1 year 4 months
Globsyn Business School (MBA & PGPM programs) Ahmedabad	Associate Professor	Please refer details in above pages	23.06.08	25.05.09	11 months 3 days
JG Commerce College (B.Com, M.Com, and CA programs), Ahmedabad	Assistant Professor, Program Coordinator, and Placement Coordinator	Please refer details in above pages	01.06.04	25.10.08	4 years 4 months 25 days
Ashwinbhai A. Patel Commerce College (B.Com, M.Com, and CA programs) Gandhinagar	Assistant Professor, Program Coordinator, Placement Coordinator, and Head-Marketing & Admission	Please refer details in above pages	01.06.02	31.05.04	2 years
Total Academic / Teaching Experience in Universities / HEIs			17 years, 02 months		
Total Academic Administrative/Leadership Position Experience in Uni / HEIs			14 years, 11 months		
Total Experience at the position of “Professor” in Universities / HEIs			08 years, 10 months		

### INDUSTRY EXPERIENCE IN PRIVATE SECTOR COMPANIES (PREVIOUS EMPLOYERS):

Name of Company	Designation / Position	Nature of duties / KRAs	From	To	Exp in (Y,M,D)
VHF Corporation Ltd.	Senior Manager – Finance & Accounts	Please refer details in above pages	01.07.98	31.05.02	3 years 11 months
R.C. Laser-Tech India Ltd.	Senior Executive – Accounts & Finance	Please refer details in above pages	20.09.97	30.06.98	9 months 11 days
Jaybharat Fabrics Mills Ltd.	Manager – Finance & Accounts	Please refer details in above pages	01.12.95	19.09.97	1 year 9 months 19 days
Ganipitak Yakshraj Cap-lease Ltd.	Manager – Stock Research & Operations	Please refer details in above pages	20.01.95	30.11.95	10 months 11 days



Madhur Capital & Finance Ltd.	Assistant Manager - Finance	Please refer details in above pages	25.11.94	19.01.95	1 month 25 days
Anagram Finance Ltd.	Sr. Assistant - Accounts (Graduate Trainee)	Please refer details in above pages	18.08.93	31.08.94	1 year 14 days
Mayur Shah & Associates (Chartered Accountants)	Full time (10 am to 6 pm) CA Article, serving clients of the employer in Private Sector	Please refer details in above pages	01.08.90	31.07.93	3 years
<b>Total Experience in Industry (in Private Sector Companies)</b>			<b>11 years, 06 months, 20 days</b>		
<b>Total “Managerial Level” / “Leadership Administrative Level” Experience in Industry (in Private Sector Companies)</b>			<b>06 years, 08 months, 25 days</b>		

## PARTICIPATION AND CONTRIBUTION IN RELEVANT AREAS IN HIGHER EDUCATION:

Capacity	University / Organization	Area of specialization (Subjects Taught)
Full Time Professor	Please see details in table below	See specialization / subjects taught in table below
Visiting Professor	Please see details in table below	See specialization / subjects taught in table below
Resource Person in FDPs	Please see details in table below	See specialization / subjects taught in table below
Resource Person in SDPs	Please see details in table below	See specialization / subjects taught in table below

### Full Time Professor - Subjects taught as Full Time Professor in various Universities / HEIs

SN	Title of courses / subjects taught	PG / UG level	Exp. Yrs	Name of University / Institute
1	Corporate Taxation and Financial Planning	PGDM	1 yr	Administrative Staff College of India – PGDM
2	Corporate Financial Reporting and Analysis Basic Accounting	PGDM PGDHM	1 yr 1 yr	Administrative Staff College of India (PGDM & PGDGM)
3	Financial Management and Analysis Accounting For Managers Goods and Services Tax (GST) Financial Accounting	MBA (BFSI) – PG MBA (BFSI) – PG BBA (BFSI) – UG BBA (BFSI) – UG	1 yr 1 yr 1 yr 1 yr	Symbiosis University of Applied Sciences
4	Accounting For Managers	MBA (BFSI) – PG	2 months	Sandip University
5	Corporate Tax Accounting For Managers Financial Management	MBA & BBA MBA MBA	3 yrs 3 yrs 3 yrs	Amity University
6	Corporate Tax Accounting For Managers Financial Management	MBA MBA MBA	6 months 6 months 6 months	Gujarat University – iNurture (PPP Mode)
7	Financial Accounting Management Accounting Corporate Tax / Income & Wealth Tax Business Economics Legal Aspects of Business / Business Law	Int. Law(PG,UG) Int. Law(PG,UG) Int. Law(PG,UG) Int. Law(UG) Int. Law(PG,UG) Int. Law(UG)	1 yr 1 yr 1 yr 1 yr 1 yr 1 yr	Nirma University, Institute of Law
8	Financial Management Financial Accounting & Analysis	CA Intermediate CA Intermediate	6 months 6 months	Arihant Institute for CA Coaching
9	Accounting for Managers Financial Management Corporate Taxation Legal Aspects of Business	MBA + PGPM – PG MBA + PGPM – PG MBA + PGPM – PG MBA + PGPM – PG	1.5 yrs 1.5 yrs 1.5 yrs 1.5 yrs	Unitedworld School of Business
10	Accounting for Managers Financial Management Corporate Taxation Legal Aspects of Business	MBA + PGPM – PG MBA + PGPM – PG MBA + PGPM – PG MBA + PGPM – PG	9 months 9 months 9 months 9 months	Globsyn Business School
11	Cost Accounting Business Finance Accounting Accounting, Auditing	M.Com – PG M.Com – PG CA Foundation B.Com – UG	2 yrs 2 yrs 2 yrs 4.5 yrs	JG College of Commerce, Gujarat University

	Income Tax and Wealth Tax Legal Aspects of Busi/Business Laws	B.Com – UG B.Com – UG	4.5 yrs 4.5 yrs	
12	Accounting, Auditing, Income Tax, Wealth Tax, Legal Aspects of Business / Business Laws	CA Foundation B.Com – UG	2 yrs 2 yrs	Ashwinbhai A. Patel Commerce College, Gujarat University

### Visiting Professor - Subjects taught as Visiting Professor in various Universities / HEIs

SN	Title of the Course / Subject taught	Postgraduate or Undergraduate	Teaching Exp.	Name of University / Institute
1	Accounting for Managers	PGDM – PG	1 yr	Entrepreneurship Development Institute of India
2	Accounting for Managers Accounting for Managers Working Capital Management Accounting for Managers	Executive MBA – PG Regular MBA – PG Regular MBA – PG Integrated MBA - PG	1 yr 1 yr 1 yr 1 yr	Nirma University - Institute of Management
3	Accounting for Managers	BBA – UG	1 yr	Unitedworld School of Business
4	Accounting for Managers	MBA + PGPM - PG	5 months	Globsyn Business School
5	Accounting for Managers Merger and Acquisitions Corporate Tax Financial Management	MBA – PG MBA – PG MBA – PG BBA – UG	3 yrs 2 yrs 2 yrs 1 yr	Indian Institute of Planning & Management (IIPM)
6	Accounting for Managers	MBA + PGPM	2 yrs	Institute of Business Management & Research
7	Accounting for Managers	MBA + PGPM	1 yr	School of Business Marshals
8	Accounting for Managers Management of Financial Res.	MBA BBA	1 yr 1 yr	Wigan & Leigh College
9	Accounting	CA Foundation	1 yr	Navkar Institute Pvt. Ltd. (Coaching Center for CA, CS, CMA – Professional Programs)
10	Financial Management	CA Intermediate	4 yrs	Arihant Institute Pvt. Ltd. (Coaching Center for CA, CS, CMA – Professional Programs)
11	Accounting	CA – Foundation CA - Intermediate	1 yr 1 yr	H.L. Center For Professional Education – For CA Coaching, Ahmedabad University
12	Income Tax Business & Industrial Laws	BBA – UG BBA – UG	2 yrs 2 yrs	Brahmachariwadi Trust Institute of Business Administration
13	Income Tax	BBA – UG	2 yrs	N.R. Institute of Business Administration
14	Income Tax	BBA – UG	2 yrs	G.L.S. Institute of Business Administration
15	Accounting Income Tax	BBA – UG BBA – UG	3 yrs 3 yrs	Som-Lalit Institute of Business Administration
16	Accounting	B.Com. – UG	2 yrs	Somlalit Institute of Commerce
17	Business Laws, Income Tax Financial Accounting & Management	Integrated MBA - PG Integrated MBA - PG Integrated M.Sc. (IT)	4 yrs 4 yrs 3 yrs	K. S. School of Business Management

### Resource Person for delivering Faculty Development Programs (FDPs) in Universities / HEIs

SN	Name of the FDP delivered as Resource Person	Name of University / HEIs FDPs were delivered by me	Level & nature of participants who attended FDPs delivered by me
1	Career in Training, Consulting, and Industrial Research for Professors of University / College	V.Y.T.P.G. Autonomous College, Durg, Chhattisgarh	Principal and sixty (60) full time professors of different faculties like commerce, management, science, arts etc of the college
2	Career in Training, Consulting, and Industrial Research for Professors – Establishment & Successful Operation of Management Development Centre (MDC) at University / Institute	Jain (Deemed-to-be) University, Bangalore, Karnataka	Chancellor, Vice-Chancellor, Registrar, Dean – Academics, Deans, Directors, and Professors of Jain (Deemed-to-be) University
3	Career in Training, Consulting, and Industrial Research for Professors – Establishment & Successful Operation of Management Development Centre (MDC) at University / Institute	Atmiya University, Rajkot, Gujarat	Registrar, Dean – Academics, Deans, Directors, and Professors of Atmiya University
4	Online Training Programs - Branding, Marketing, and Business Development	Centre for Economics and Finance, Administrative Staff College of India, Hyderabad	Professors & Administrative Staff of Centre for Economics and Finance
5	Branding, Marketing, and Business Development –	Centre for Economics and	Professors & Administrative Staff of Centre



	Innovative Approaches	Finance, Administrative Staff College of India, Hyderabad	for Economics and Finance
6	Professional Opportunities and Career Growth Prospects	Institute of Cost Accountants of India, Hyderabad Chapter	Chairperson, Past Chairpersons, Faculty Members, and Students
7	GST: One Nation-One Tax-One Market	Sahodaya Group, Indore	Principals of all CBSE Schools of Indore, who are members of Sahodaya Group.
8	GST: One Nation-One Tax-One Market	Kadi Sarva Vishwavidyalaya (University), Gandhinagar.	Full time faculty members of MBA, BBA, M.Com, B.Com, and Accounts & Administrative staff of the university.
9	GST: One Nation-One Tax-One Market	Symbiosis University of Applied Sciences, Indore.	VC, Registrar, CFO, all Deans & Directors, all faculty members, all accounts & administrative staff of the university.
10	Future of Tax: Global Transformation of a Core Business Function	Symbiosis University of Applied Sciences, Indore.	VC, Registrar, CFO, all Deans & Directors, all faculty members, all accounts & administrative staff of the university.
11	Branding, Educational Marketing, and Admission through Outreach Activities	Symbiosis University of Applied Sciences, Indore.	All Deans, Directors, faculty members, Marketing & Admission team, and administrative staff of the university.
12	Decoding the Union Budget 2018	Symbiosis University of Applied Sciences, Indore.	VC, Registrar, CFO, all Deans & Directors, all faculty members, all accounts & administrative staff of the university.
13	GST: One Nation-One Tax-One Market	UGC - HRDC, S.P. University, Vallabh Vidyanagar, Gujarat.	Faculty members from different states across India who came for Refresher Course of UGC.
14	GST: One Nation-One Tax-One Market	Knowledge Consortium of Gujarat, Dept. of Education, Govt. of Gujarat, Ahmedabad	Faculty members of different colleges from across India.
15	Branding, Educational Marketing, and Admission through Outreach Activities	Sandip University, Nashik	All principals, faculty members, Marketing & Admission team, and administrative staff of the university.
16	Industry Interface: Objectives and Process to attain the objectives	Amity University, Ahmedabad	All faculty members and Training & Placement team.
17	Decoding the Union Budget 2015	Amity University, Ahmedabad	All faculty members and accounts & administrative staff.
18	Branding, Educational Marketing, and Admission through Outreach Activities	Amity University, Ahmedabad	All faculty members, Marketing & Admission team, and administrative staff of the university.
19	Branding, Educational Marketing, and Admission through Outreach Activities	Gujarat University-iNurture (PPP mode Programs), Ahmedabad	All faculty members, Marketing & Admission team, and administrative staff of the university.
20	Decoding the Union Budget 2012	Gujarat University-iNurture (PPP mode Programs), Ahmedabad	All faculty members and students of MBA
21	Industry Interface: Objectives and Process to attain the objectives	Nirma University, Ahmedabad	All faculty members of the Institute of Law, Nirma University
22	Need for problem & application based questions and how to enhance the quality of question paper	Nirma University, Ahmedabad	All faculty members of the Institute of Law, Nirma University
23	Branding, Educational Marketing, and Admission through Outreach Activities	Unitedworld School of Business, Ahmedabad	All faculty members, Marketing & Admission team, and administrative staff.
24	Branding, Educational Marketing, and Admission through Outreach Activities	Globsyn Business School, Ahmedabad	All faculty members, Marketing & Admission team, and administrative staff.
25	Career Counseling and Career Guidance to Inspiring Students – Options After 10+2	JG College of Commerce, Gujarat University, Ahmedabad.	All faculty members and administrative staff.
26	Corporate Outreach and Job Placement of Students	JG College of Commerce, Gujarat University, Ahmedabad.	All faculty members and administrative staff.
27	Career Counseling and Career Guidance to Inspiring Students – Options After 10+2	Ashwinbhai A. Patel College of Commerce, Gujarat University, Gandhinagar.	All faculty members and administrative staff.

### Resource Person for delivering Seminars / Workshops for students of Universities / HEIs

SN	Date	University / College / School	City	Nature and Level of Participants	Hrs	Topic / Title of the Session
01	18/09/21	Different colleges & schools of Durg & Bhilai	Durg, Bhilai, CG	38 students of different colleges & schools of Durg & Bhilai who are pursuing CA / CS / CMA with their graduation	1 hr	Unconventional Career Opportunities for students of CA, CS, CMA
02	07/09/21	KK Modi University	Durg, CG	Students of MBA, BBA, B.Com, BCA, and B.Tech (CS) degree programs of KK Modi University	1 hr	GST: One Nation – One Tax – One Market
03	11/08/21	Different colleges & schools of	Durg,	18 students of different colleges & schools of Durg &	1 hr	Career in Training, Consulting, and Industrial Research

		Durg & Bhilai	Bhilai,	Bhilai, who are pursuing their BBA, B.Com, and 12th		
04	03/08/21	Different colleges & schools of Durg & Bhilai	Durg, Bhilai,	35 students of different colleges & schools of Durg & Bhilai, who are pursuing their BBA, B.Com, and 12th	1 h	Unconventional Career Opportunities for Management & Commerce Graduates
05	29/01/17	Saurashtra University Campus	Rajkot	Total approximately 150 deans, directors, principals, professors, participant professors and students at National Level Seminar on GST. Addressed them as Keynote Speaker.	1.5 hrs	"GST: One Nation - One Tax - One Market" involving analysis from conceptual, operational, technical and academic perspective; with case study and small sums through power point presentation.
06	29/01/17	Businessmen & fresh Chartered Accountants	Rajkot	Addressed them on GST and its implications on their business	1.5 hrs	"GST: One Nation - One Tax - One Market" involving analysis from conceptual, operational, technical and academic perspective; with case study and small sums through power point presentation.
07	30/01/17	Marwadi University Campus	Rajkot	Total approximately 700 students and 10 professors of the university - addressed them as Expert Resource Person on GST and conducted workshop	1.5 hrs	"GST: One Nation - One Tax - One Market" involving analysis from conceptual, operational, technical and academic perspective; with case study and small sums through power point presentation.
08	30/01/17	R. K. University Campus	Rajkot	Total approximately 175 students of MBA, BBA & B.Tech and 2 professors & directors of the university - addressed them as Expert Resource Person on GST and conducted workshop	1.5 hrs	"GST: One Nation - One Tax - One Market" involving analysis from conceptual, operational, technical and academic perspective; with case study and small sums through power point presentation.
09	30/01/17	Atmiya Education Group Campus	Rajkot	Total approximately 150 students of MBA and 2 professors & directors of the institute - addressed them as Expert Resource Person on GST and conducted workshop	1.5 hrs	"GST: One Nation - One Tax - One Market" involving analysis from conceptual, operational, technical and academic perspective; with case study and small sums through power point presentation.
10	03/02/17	School of Law, Gujarat University	Ahmedabad	Total approximately 50 students of LL.M and 5 professors - Addressed them as Resource Person on Budget 2017 Analysis	1.5 hrs	"Budget: Finance Bill 2017 Analysis" with focus on measures for corruption, black money, de-monetization, re-monetization, reforms etc. with examples and PPT presentation
11	19/02/17	State Level Seminar organized by Hemchandracharya North Gujarat University Economics Professors' Association and V.R. Patel Commerce College	Mehsana	Total approximately 100 principals, professors, invited guests and students of Ph.D. & M.Phil. attended	1.5 hrs	"GST: One Nation - One Tax - One Market" involving analysis from conceptual, operational, technical and academic perspective; with case study and small sums through power point presentation.
12	28/03/17	Hemchandracharya North Gujarat University Campus	Patan	Total approximately 350 students and faculty members of MBA, BBA, M.Com and B.Com of HNGU	2 hrs	"GST: One Nation - One Tax - One Market" involving analysis from conceptual, operational, technical and academic perspective; with case study and small sums through power point presentation.
13	06/03/17	The Maharaja Sayajirao University Campus	Baroda	Total approximately 150 students of MBA & M.Com and their directors and professors attended	2 hrs	"GST: One Nation - One Tax - One Market" involving analysis from conceptual, operational, technical and academic perspective; with case study and small sums through power point presentation.
14	06/03/17	C.K. Shah Vijapurwala Institute of Management Campus	Baroda	Total approximately 100 students of MBA and faculty members attended	1.5 hrs	"GST: One Nation - One Tax - One Market" involving analysis from conceptual, operational, technical and academic perspective; with case study and small sums through power point presentation.
15	08/03/17	Krantiguru Shyamji Krishna Verma Kachchh University Campus	Bhuj	Total approximately 400, students of MBA, M.Com, MA (Economics), professors and invited businessmen & traders of Kachchh region attended	2 hrs	"GST: One Nation - One Tax - One Market" involving analysis from conceptual, operational, technical and academic perspective; with case study, small sums and FAQs through power point presentation.
16	03/04/17	Knowledge Consortium of Gujarat (KCG), Department of Education, Government of Gujarat.	Abad	Professors of Government, Grant-in-aid and Self-Financed Colleges of Gujarat.	3 hrs	"GST: One Nation - One Tax - One Market" involving analysis from conceptual, operational, technical and academic perspectives; with case study, small sums and FAQs through power point presentation.
17	05/04/17	Uka Tarsadia University	Bardoli	Total approximately 400 students & professors of MBA, BBA, M.Com and B.Com attended	2 hrs	"GST: One Nation - One Tax - One Market" involving analysis from conceptual, operational, technical and academic perspectives; with case study, small sums and FAQs through power point presentation.
18	13/04/17	Western India Regional Council of The Institute of Company Secretaries of India organized 3 day workshop on GST at Ahmedabad Mgmt Association	Ahmedabad	Total 60 Company Secretaries (Practicing and from Industry) from across Gujarat & Western India attended my session	3 hrs	<b>Workshop:</b> 3 day workshop namely "Talk, Walk & Eat with GST" <b>My Topic:</b> "Accounts & Records, Audit, and Payment of Tax – under GST Law"
19	22nd & 23rd April 2017	MSME - Technology Development Centre (Ministry of MSME, Govt of India)	Hotel Vice President, Ahmedabad	Total 25 persons including working executives from Industry, Advocates, Practitioners and Professionals participated for 15 hours in two days. The complete program was organized by me on behalf of MSME and I have delivered a session on GST in that program.	15 hrs / 2 days	A two day Training Program on GST namely "GST: Impact, Planning and Implementation" was organized by me on behalf of MSME. Certificate of completion of training on GST is awarded by The Ministry of MSME, Govt. of India
20	25/04/17	Pandit Dindayal Petroleum University	Gandhinagar	Students and faculty members of Pandit Dindayal Petroleum University attended the session	2 hrs	"GST: One Nation - One Tax - One Market" involving analysis from conceptual, operational, technical and academic perspectives; with case study, small sums and FAQs through power point presentation.
21	1st to 3rd May 2017	Kadi Sarva Vishwavidyalaya University	Gandhinagar	It is a 3 day FDP of total 15 effective class room hours. Thirty (30) full time faculty members & principals of their MBA, M.Com, BBA and B.Com programs attended the session. Certificate will be awarded to all participants and their exams will be conducted after the FDP	15 hrs in 3 days	A three day Faculty Development Program on "Goods and Services Tax". All the participants were trained for complete GST Law through reading materials, Power Point Presentation using Case Studies, Sums, FAQs, MCQs etc. They were trained by using all the Acts, Rules, Returns, Challans, formats etc. under the GST Law.
22	22/05/17	Academic Staff College (UGD - HRDC), S.P. University	Vallabh Vidyanagar	It was a FDP / Workshop on GST for 3 hours at Academic Staff College (UGC - HRDC), Sardar Patel University. It was attended by 33 full time faculty members of Management & Commerce from across various universities & colleges of Gujarat and India.	3 hrs	"GST: One Nation - One Tax - One Market" involving analysis from conceptual, operational, technical and academic perspectives; with case study, small sums, MCQs and FAQs through power point presentation.
23	07/07/17	Confederation of Indian Industry - M.P. State Council	Indore	Attended interactive session on GST with Mr. Sudip Gupta, Joint Commissioner of Commercial Tax, MP and members of CII – MP State Council.	1.5 hrs	Actively participated in the GST sessions and gave my inputs and suggestions relating to GST matters and issues being faced by the industry people and others.
24	20/07/17	Symbiosis University of Applied Sciences	Indore, MP	It was a GST Seminar delivered by me and attended by Vice-Chancellor, Directors, Registrar, CFO, Campus Director, all full time faculty members of MBA, BBA, B.Tech and non-teaching staff members	2 hrs	"GST: One Nation - One Tax - One Market" involving analysis from conceptual, operational, technical and academic perspectives; with case study, small sums, MCQs and FAQs through power point presentation.
25	On different dates of July 2017	Symbiosis University of Applied Sciences	Indore, MP	It was a GST workshop conducted by me and attended by students of <b>MBA – Banking, Financial Services and Insurance Management</b>	5 hrs	"GST Workshop" involving analysis of GST from conceptual, operational, technical and academic perspectives; with case study, small numerical, MCQs and FAQs through power point presentation. Thereafter students were asked to analyze the case studies of GST, Solve sums of GST and calculate GST payable in intra-state, Inter-state and cross-border supply of goods and/or services. They were also asked to solve various MCQs relating to GST law.
26	On different dates of July 2017	Symbiosis University of Applied Sciences	Indore, MP	It was a GST workshop conducted by me and attended by students of <b>BBA – Banking, Financial Services and Insurance Management</b>	5 hrs	"GST Workshop" involving analysis of GST from conceptual, operational, technical and academic perspectives; with case studies, small sums, MCQs and FAQs through power point presentation. Thereafter students were asked to analyze the case studies of GST, Solve sums of GST and calculate GST payable in intra-state, Inter-state and cross-border supply of goods and/or services. They were also asked to solve various MCQs relating to GST law.
27	02/11/17	Symbiosis University of Applied Sciences	Indore, MP	It was a GST Seminar cum workshop conducted by me and attended by students of <b>BBA – Retail</b>	2 hrs	"GST Seminar cum Workshop" involving analysis of GST from conceptual, operational, technical and academic perspectives; with case studies,

				<b>Management</b>		small sums, MCQs and FAQs through power point presentation. Thereafter students were asked to analyze the case studies of GST, Solve sums of GST and calculate GST payable in intra-state, Inter-state and cross-border supply of goods and/or services. They were also asked to solve various MCQs relating to GST law.
28	1/12/17	Golden International School (CBSE)	Indore, MP	It was a GST Seminar cum Workshop conducted by me and attended by principal, teachers and 250 students of 11 <sup>th</sup> and 12 <sup>th</sup> std.	2.5 hrs	"GST Seminar cum Workshop" involving analysis of GST from conceptual, operational, technical and academic perspectives; with case studies, small sums, MCQs and FAQs through power point presentation. Thereafter students were asked to analyze the case studies of GST, Solve sums of GST and calculate GST payable in intra-state, Inter-state and cross-border supply of goods and/or services. They were also asked to solve various MCQs relating to GST law.
29	13/12/17	The Millennium School (CBSE)	Indore, MP	It was a GST Seminar cum Workshop conducted by me and attended by teachers and 250 students of 12 <sup>th</sup> , 11 <sup>th</sup> and 10 <sup>th</sup> std.	2 hrs	"GST Seminar cum Workshop" involving analysis of GST from conceptual, operational, technical and academic perspectives; with case studies, small sums, MCQs and FAQs through power point presentation. Thereafter students were asked to analyze the case studies of GST, Solve sums of GST and calculate GST payable in intra-state, Inter-state and cross-border supply of goods and/or services. They were also asked to solve various MCQs relating to GST law.
30	19/12/17	St. Raphael's School (CBSE)	Indore, MP	It was a GST Seminar cum Workshop conducted by me and attended by teachers and 240 students of 12 <sup>th</sup> & 11 <sup>th</sup> std.	2 hrs	"GST Seminar cum Workshop" involving analysis of GST from conceptual, operational, technical and academic perspectives; with case studies, small sums, MCQs and FAQs through power point presentation. Thereafter students were asked to analyze the case studies of GST, Solve sums of GST and calculate GST payable in intra-state, Inter-state and cross-border supply of goods and/or services. They were also asked to solve various MCQs relating to GST law.
31	19/12/17	Sahodaya Group (Association of Principals of 140 CBSE Schools of Indore)	Indore, MP	It was a GST Seminar cum Workshop conducted by me and attended by principals and teachers of Sahodaya Group Schools.	2 hrs	"GST Seminar cum Workshop" involving analysis of GST from conceptual, operational, technical and academic perspectives; with case studies, small sums, MCQs and FAQs through power point presentation. Thereafter students were asked to analyze the case studies of GST, Solve sums of GST and calculate GST payable in intra-state, Inter-state and cross-border supply of goods and/or services. They were also asked to solve various MCQs relating to GST law.
32	21/12/17	Laddha Academy	Jalgaon, Mahara shtra	It was a GST Seminar cum Workshop conducted by me and attended by professors and 140 students of B.Com and 12 <sup>th</sup> & 11 <sup>th</sup> std.	1.5 hrs	"GST Seminar cum Workshop" involving analysis of GST from conceptual, operational, technical and academic perspectives; with case studies, small sums, MCQs and FAQs through power point presentation. Thereafter students were asked to analyze the case studies of GST, solve numerical of GST and calculate GST payable in intra-state, Inter-state and cross-border supply of goods and/or services. They were also asked to solve various MCQs relating to GST law.
33	24/01/18	M. J. College	Jalgaon, Mahara shtra	It was a GST Seminar cum Workshop conducted by me and attended by approximately 200 students of B.Com BBA and BCA and 5 professors.	2 hrs	"GST Seminar cum Workshop" involving analysis of GST from conceptual, operational, technical and academic perspectives; with case studies, small sums, MCQs and FAQs through power point presentation. Thereafter students were asked to analyze the case studies of GST, solve numerical of GST and calculate GST payable in intra-state, Inter-state and cross-border supply of goods and/or services. They were also asked to solve various MCQs relating to GST law.
34	26/01/18	Pratima Education	Ahmeda bad Gujarat	It was a GST Seminar cum Workshop conducted by me and attended by approximately 100 students of B.Com & BBA and 3 professors.	2 hrs	"GST Seminar cum Workshop" involving analysis of GST from conceptual, operational, technical and academic perspectives; with case studies, small sums, MCQs and FAQs through power point presentation. Thereafter students were asked to analyze the case studies of GST, solve numerical of GST and calculate GST payable in intra-state, Inter-state and cross-border supply of goods and/or services. They were also asked to solve various MCQs relating to GST law.
35	27/01/18	Disha Institute of Management and Communication	Ahmeda bad Gujarat	It was a GST Seminar cum Workshop conducted by me and attended by approximately 70 students of B.Com & BBA and 1 professor.	1.5 hrs	"GST Seminar cum Workshop" involving analysis of GST from conceptual, operational, technical and academic perspectives; with case studies, small sums, MCQs and FAQs through power point presentation. Thereafter students were asked to analyze the case studies of GST, solve numerical of GST and calculate GST payable in intra-state, Inter-state and cross-border supply of goods and/or services. They were also asked to solve various MCQs relating to GST law.
36	30/01/18	St. Vincent Pallotti School	Indore, M. P.	It was a GST Seminar cum Workshop conducted by me and attended by approximately 50 students of 12 <sup>th</sup> , 60 students of 11 <sup>th</sup> and 180 students of 10 <sup>th</sup> & 9 <sup>th</sup> standards and 5 school teachers.	1.5 hrs	"GST Seminar cum Workshop" involving analysis of GST from conceptual, operational, technical and academic perspectives; with case studies, small sums, MCQs and FAQs through power point presentation. Thereafter students were asked to analyze the case studies of GST, solve numerical of GST and calculate GST payable in intra-state, Inter-state and cross-border supply of goods and/or services. They were also asked to solve various MCQs relating to GST law.
37	24/2/18	Symbiosis University of Applied Sciences	Indore, M.P.	It was a seminar on " <b>Future of Tax – The tax function will be different globally</b> " for the faculty members and non-teaching staff members of Symbiosis University of Applied Sciences.	1.5 hrs	It was a seminar on " <b>Future of Tax – The tax function will be different globally</b> ". It focused on the impact of technological and digital changes on the tax function globally. It was an attempt to analyze the impact of Digital tax administration, Disruption in value chain, Block-chain Technology, Data Analytics and Robotic Process Automation on the Direct and Indirect tax functions globally. It involved analysis from conceptual, technical, operational and academic perspective with the help of case studies, FAQs, MCQs and numerical through power point presentation and videos.
38	21/12/18	Parul University	Baroda	As Keynote Speaker addressed at National Conference organized by Parul University, Baroda. Approximately 500 persons attended my delivery.	1 hr	Addressed on the topic "Future of tax – The global transformation of a core business function". The session was conducted through PPT & Video presentation, case studies, relevant examples from global perspectives. It focused on transformation of tax function due to many global factors specially due to rapid regulatory & legislative changes, business environment, global transparency, tax controversy, Gig economy, technological disruption, block-chain, data analytics, robotic process automation and artificial intelligence.
39	30/09/19	PGDM (AICTE Approved) – Administrative Staff College of India, Hyderabad	Hydera bad	It was a GST Seminar cum Workshop conducted by me and attended by students of PGDM (AICTE Approved) of Administrative Staff College of India.	3 hrs	"GST: Implementation, Operational & Regulatory Aspects" involving analysis of GST from conceptual, operational, technical, regulatory, and academic perspectives; with case studies, small sums, MCQs and FAQs through power point presentation. Thereafter students were asked to analyze the case studies of GST, solve numerical of GST and calculate GST payable in intra-state, Inter-state and cross-border supply of goods and/or services. They were also asked to solve various MCQs relating to GST law.
40	On dates to be decided mutually.	Various universities, colleges, UGC-HRDCs, schools and other forums across India.	Across India	I have received invitation for delivering sessions at various conferences / seminars / workshops across India on topics like GST, Future of tax, New Direct Tax Code, Integration of tax & technology in India, Budget Analysis etc.		

## INVOLVEMENT WITH FORMULATION OF ACADEMIC PROGRAMMES:

Sr. No.	Name of University / HEIs	Names of Innovative Academic Programs Formulated	Date of Approval by Academic Council	Year of Introduction
1.	KK Modi University, Durg, Chhattisgarh	MBA – Finance, Marketing, HR BBA – Entrepreneurship BBA – Digital Marketing BBA – Mass Media B.Com (H) – Financial & Stock Market Analytics B.Com (H) – Accounts & Finance	2021 2021 2021 2021 2021 2021	2021 2021 2021 2021 2021 2021
2.	Administrative Staff College of India, Hyderabad	PGDM – International Taxation & Finance	Not required	Not introduced
3.	Symbiosis University of Applied Sciences, Indore	BBA – BFSI MBA – BFSI GST Certificate Courses namely GST Yuva, GST Guru, GST Professional	2017 2017 Not required Not required	2017 2017 2017 2017
4.	Amity University, Ahmedabad	Executive MBA		Not introduced
5.	Gujarat University (PPP Mode Programs), Ahmedabad	MBA – Financial Services MBA – Creative Sciences	2013 2013	2013 2013
6.	Nirma University – Institute of Law, Ahmedabad	Integrated BBA-LLB (5 year)	2012	2012
7.	JG College of Commerce, Ahmedabad	CA Foundation Program (Accredited CA. Coaching Center of ICAI New Delhi) Master of Commerce (M.Com)	Not required Not required	2006 2006
8.	Ashwinbhai A. Patel Commerce College, Gandhinagar	CA Foundation Program (Accredited CA. Coaching Center of ICAI New Delhi)	Not required	2003

## IMPORTANT MOUs FORMULATED FOR ACADEMIC COLLABORATIONS:

SN	MOUs Formulated	Names of Universities / Organizations / Departments / Agencies Involved	Year of MOUs
1.	MOU for becoming Advisory Member of Corporate Advisory Board (CAB) of KK Modi University  MOU for delivering FDPs on the topic “Career in Training & Consulting for University / College Professors”  MOU for delivering SDPs on “Student Profiling and Career Guidance for Higher Education” for school students of 12 <sup>th</sup> standard	Formulated MOUs for KK Modi University, with various national & multinational companies, and practicing professionals  Formulated MOU for KK Modi University, with Govt. PG Autonomous College, Durg  Formulated MOUs for KK Modi University, with various higher secondary schools of Chhattisgarh State	2021  2021  2021
2.	MOU for providing hand-holding support for 5 years to PDU-CTRFA, for Training, Consulting, and Research in Financial Administration	Formulated the MOU between Administrative Staff College of India, Hyderabad, and PDU-CTRFA, Department of Finance, Government of Uttarakhand.	2020
3.	MOU for delivering FDPs and SDPs for professors, teachers, and students of colleges and higher secondary schools	Formulated MOUs for Symbiosis University of Applied Sciences, with various colleges and higher secondary schools	2017 to 2018
4.	MOU for delivering FDPs and SDPs for professors, teachers, and students of colleges & higher secondary schools  MOUs for Placement & Summer Internships of MBA & BBA students	Formulated MOUs for Amity University (AGBS) Ahmedabad, with various colleges and higher secondary schools  Formulated MOUs for Amity University (AGBS) Ahmedabad, with various companies	2013 to 2016  2013 to 2016
5.	MOU of Five Innovative Degree Programs under PPP mode, namely MBA – Financial Services MBA – Creative Sciences M.Sc. – Animation M.Sc. – Mobile Application & Technology M.Sc. – IT IMS	Formulated the MOU and got it signed between Gujarat University and iNurture Education Solutions Pvt. Ltd., for introducing five innovative PG programs on Public Private Partnership (PPP) Mode.	2013
6.	MOU for delivering FDPs and SDPs for professors and students of colleges	Formulated MOUs for Unitedworld School of Business, Ahmedabad, with various colleges	2009
7.	MOU for delivering FDPs and SDPs for professors and students of colleges	Formulated MOUs for Globsyn Business School, Ahmedabad, with various colleges	2008

8.	MOU for CA. Foundation Course of ICAI  MOUs for Job Placement of B.Com students	Formulated MOU and got it signed between JG Commerce College and The Institute of Chartered Accountants of India, New Delhi, for starting and operating Accredited CA Coaching Center of ICAI in the college premises  Formulated MOUs for JG Commerce College, with various companies	2006  2005 to 2008
9.	MOU for CA. Foundation Course of ICAI	Formulated MOU and got it signed between Ashwinbhai A. Patel Commerce College and The Institute of Chartered Accountants of India, New Delhi, for starting and operating Accredited CA Coaching Center of ICAI in the college premises	2003

## INTERNATIONAL ACADEMIC ENGAGEMENT AND CONSULTING & RESEARCH PROJECTS:

SN	Post / Assignment	Organization / University	Area of Assignment	Duration		
				From	To	In years & months
1.	International Academic Engagements	Few Foreign Universities / Colleges	Academic Delivery, Academic Collaborations, Curriculum Designing, Knowledge Partner, Technology Partner			
2.	Project Leader for one big Consulting & Research Project	Pancheswar Development Authority (PDA), a bi-national & multi-purpose government authority, jointly promoted by Government of India & Government of Nepal	<b>Prepared for PDA</b> 1. Financial Manual & Financial Bylaws 2. Accounting Policies & Procedures 3. Tax (Direct & Indirect) and Remittance Policies	July 2019	Jan 2021	1 year & 6 months
3.	Appointed as Consultant Director to handle one consulting assignment	One college in London, UK	Consulting for Branding, Education Marketing, and admission from Gujarat for their campus in London, UK			

## CONTRIBUTIONS TO JOURNALS AND BOOKS:

	Details
Books authored	One (1)
Editor in Chief	None
Editorships	None
Peer reviewer for	None
Member of the International Advisory Board	None
Others (Specify)	

## SCHOLARLY PUBLICATIONS IN RECOGNIZED PROFESSIONAL / ACADEMIC JOURNALS:

**Total Research Publications: 09**

SN	Title of the Research Paper Published	Name of UGC Approved / Peer Reviewed Indexed Journals with Impact Factor
1	The Impact of Liquidity and Leverage on Profitability: Evidence from Selected Pharmaceutical Companies of India	GAP GYAN: An International Peer-Reviewed Open Access Journal of Social Sciences (UGC approved, Indexed Journal)
2	A Study on Liquidity and Profitability of Cement Corporation of India (CCI) Ltd.	GAP GYAN: An International Peer-Reviewed Open Access Journal of Social Sciences (UGC approved, Indexed Journal)
3	Impact of Financial Leverage on Profitability in Case of ONGC Ltd.	GAP GYAN: An International Peer-Reviewed Open Access Journal of Social Sciences (UGC approved, Indexed Journal)
4	GST in India: Post Implementation Analysis and Findings	GAP GYAN: An International Peer-Reviewed Open Access Journal of Social Sciences (UGC approved, Indexed Journal)
5	The Effect of Financial Leverage on Profitability of Selected Cement Companies of India	Sent for publication
6	Impact of Financial Leverage on Financial Performance of Selected Cement Companies of India	Sent for publication
7	Impact of Financial Leverage on Financial Performance of	Sent for publication

	Selected Steel Companies of India	
8	Future of Tax: The Global Transformation of a Core Business Function	On the verge of completion, and will be sent for publication shortly
9	Integration of Tax & Technology in India	On the verge of completion, and will be sent for publication shortly

## PARTICIPATION AND SCHOLARLY PRESENTATIONS IN CONFERENCES:

### NATIONAL:

SN	Date	Title of Conference or Institution	Title/Subject of presentation (if made)
1.	2017	National Conference on GST, Organized by Saurashtra University, Rajkot.	GST and India: Conceptual and Operational Perspectives
2.	2019	National Conference on Innovative Business Management Practices, Organized by Parul University, Baroda	Innovative Business Management Practices: Technology Enabled Learning Trends in 21st Century
3.	2017	State level Conference on GST and Indian Economy, Organized by North Gujarat University Economics Teachers' Association, Patan	GST & Indian Economy, and Impact of Demonetization on Indian Economy

### INTERNATIONAL:

SN	Date	Title of Conference or Institution	Title/Subject of presentation (if made)
1.	2019	International Conference on Advances in Theory, Research & Practices in Management (GLSU-ATPRM 2019). The International Conference was organized by GLS University, Ahmedabad, Gujarat	Impact of Financial Leverage on Profitability in Case of ONGC Ltd.
2.	2019	International Conference on Advances in Theory, Research & Practices in Management (GLSU-ATPRM 2019). The International Conference was organized by GLS University, Ahmedabad, Gujarat	GST in India: Post Implementation Analysis and Findings

## PARTICIPATION AND CONTRIBUTION IN NATIONAL / INTERNATIONAL FORA IN THE AREAS OF ACADEMIC AND PROFESSIONAL EXPERTISE:

		Number(s)
Plenary Lectures / Invited Talks	International	None
	National	05
Congresses attended	International	None
	National	None
Examinership etc.	International	None
	National	In more than 10 Universities / HEIs served full time In more than 10 Colleges / HEIs served as Visiting Faculty
Question Paper Setter	International	None
	National	In more than 10 Universities / HEIs served full time In more than 10 Colleges / HEIs served as Visiting Faculty
	Academic Outreach	More than 100
	Extension Activities	More than 50

## RESEARCH PROJECTS:

SN	Client / Organization's Name	Nature of Project	Duration of Project	Amount (Rupees) of Grant
1.	Pancheswar Development Authority (PDA), a bi-national & multi-purpose government entity, jointly promoted by Government of India & Government of Nepal	Preparation of document / reports on: Financial Manual & Financial Bylaws, and Tax (Direct & Indirect) and Remittance Policies for the client PDA	1.5 years	Fess of Rs. 59,00,000/- (Fifty Nine Lakhs)



## CONSULTING EXPERIENCE (CONSULTING ASSIGNMENTS COMPLETED):

SN	Client Organization's Name	Name / Nature of Consulting Assignment	Duration
1	Jain (Deemed-to-be) University, Bangalore	Consulted and provided hand-holding support for establishing & operating Management Development Centre (MDC) at Jain University for delivering training programs, and undertaking consulting & research projects.	3 days
2	Atmiya University, Rajkot, Gujarat	Consulted and provided hand-holding support for establishing & operating Management Development Centre (MDC) at Atmiya University for delivering training programs, and undertaking consulting & research projects.	2 days
3	Pandit Deen Dayal Upadhyaya Centre for Training & Research in Financial Administration (PDU - CTRFA), Dept. of Finance, Govt. of Uttarakhand	Signed MOU with them. Provided consultancy and hand-holding support to them for launching innovative training programs, curriculum development, and development of reading materials for their centre.	MOU for 3 years
4	Pancheswar Development Authority (PDA) – An autonomous, bi-national, legal entity jointly formed by Govt. of India and Govt. of Nepal	Served them as Project Leader and Consultant for preparation of (a) Financial Manuals and Financial Bye-laws, and (b) Tax and Remittance Policy, for a bi-national multi-purpose project between Govt. of India and Govt. of Nepal.	1.5 year
5	Administrative Staff College of India, Hyderabad (Promoted by GOI & Industry, since 1956)	Consulted and convinced them to start 2 yr full time AICTE Approved Post Graduate Diploma in Indian & International Tax and Financial Management.	2 days
6	Swarnim Startup & Innovation University, Abad	Management Consultant for GST Center, recruitment of staff and admissions	2 days
7	Mandsaur University, Mandsaur	Consultant for recruitment of all levels of academic & non-academic staff	Task based
8	Marwadi University, Rajkot	Consultant for recruitment of all levels of academic & non-academic staff	Task based
9	TeamLease Skill University, Baroda	Consultant for GST Certificate Course and GST Curriculum Designing	1 day
10	Symbiosis Foundation, Pune	Consulted for applicability of GST, Registration of GST, and other matters of GST	1 day
11	Symbiosis University of Applied Sciences, Indore	Consulted for establishing & Operating Centre of Excellence for GST Training, GST Certificate Courses, GST Curriculum designing, and GST Certification from Govt. Agencies	3 days
12	Gujarat University, School of Commerce	Consulted and supported them informally for GST Certificate Course, GST curriculum designing, and GST Program Classes Scheduling, Branding, Marketing and Admission	2 hrs
13	Global Banking School, London	Consultant Director for Branding, Marketing and Admissions from Gujarat	1 year
14	Motif India Info-tech Pvt. Ltd., Ahmedabad	Consultant for recruitment of employees for their group companies	Task based
15	Amity Global Business School, Ahmedabad	Consultant for enrollment of students for their full time MBA and BBA programs	Task based
16	JK Lakshmipat University, Jaipur	Consultant for enrollment of students for their all full time degree programs	Task based
17	International Institute of Planning & Mgmt.	Consultant for enrollment of students for their full time MBA and BBA programs	Task based
18	Manubhai & Co., Chartered Accountant, Abad	Consultant for recruitment of employees for their group companies	Task based
19	Globsyn Business School, Ahmedabad	Consultant for enrollment of students for their full time MBA	Task based
20	Globsyn Business School, Ahmedabad	Consultant for recruitment of all levels of academic & non-academic staff	Task based
21	Times Business School, Ahmedabad	Consultant Director for overall management of school and enrollment of students	3 months
22	Proton Business School, Indore & Ahmedabad	Consultant for enrollment of students for their full time MBA	Task based
23	Wigan & Leigh College, Ahmedabad	Education Adviser for enrollment of students for their full time degree programs	Task based
24	Xcellon Institute, Ahmedabad	Consultant for enrollment of students for their full time MBA	Task based
25	Institute of Business Studies & Research, Mumbai	Consultant for enrollment of students for their full time degree programs	Task based
26	Satvam Consulting Private Ltd., Mumbai	Adviser & Trainer for GST and other subjects of contemporary interest	Task based
27	Centum Learning, New Delhi	Consultant for enrollment of students for their full time degree programs	Task based
28	Xiphias Immigration Pvt. Ltd., Bangalore	Management Consultant for marketing & enrollment for immigration & student visa	Task based
29	Indian Institute of Financial Management, Abad	Consultant for enrollment of students for their full time degree programs	Task based

30	Arihant Institute Pvt. Ltd., Ahmedabad	Management Consultant for branding, marketing & admission in CA coaching center	Task based
31	Knowledge Academy, Ahmedabad	Consultant for branding, marketing and admission in all programs	Task based
32	Idea Institute of Management & Technology, Abad	Consultant for branding, marketing and admission in all programs	Task based
33	Indian Institute of e-Business Management, Abad	Consultant for enrollment of students	Task based
34	Education World, Ahmedabad	Management Consultant for student enrollment in overseas universities	Task based
35	Om Shanti Expo Trade Pvt. Ltd., Ahmedabad	Consultant Director for overall management	3 months
36	Money Maker Consultancy Pvt. Ltd., Ahmedabad	Management Consultant for Income generation, cost control and cost reduction	3 months
37	Dilip Jodhani & Associates, Chartered Accountants, Ahmedabad	Consultant for GST and Income Tax, and GST Trainer for their client companies/firms.	Task based

### **CONSULTING PROJECTS / ASSIGNMENTS - PROPOSALS PREPARED / SUBMITTED:**

- GST Diagnostic Review cum SOP and Implementation Support
- Global Transfer Pricing Documentation and Compliances
- Indirect Tax - Compliances, Advisory and Diagnostic Review Support
- Setting-up of Policies for Accounting, Taxation, and Finance
- CSR – New Regulatory Compliances, Reporting, and Setting-up of Policies
- Internal Audit including Internal Control and Risk Management
- Functional Support in Implementing Technology
- Techno-Economic Viability (TEV) Study for Banks
- Preparation of Detailed Project Report (DPR) for Industry

### **TRAINING PROGRAMS DELIVERED (FOR GOVT, PSUs, BANKS & FIs, AND PRIVATE SECTOR):**

SN	Name / Title of Training Program	Client Organization's Name and Type of Training Program	Nature and Level of Participants	Duration
1	Online "MDP on International Trade Issues"	Reserve Bank of India, Mumbai (Customized Training Program)	Attended by 25 managers and officers of RBI	5 days, 20 sessions of 1.5 hr each
2	Online "Finance for Non-Finance Executives"	Open Program for all Govt. Depts., PSUs and Private Sector Companies	Sr. Managers / Managers / Dy. Managers / Asst. Managers of functional departments	3 days, 12 sessions of 1.5 hr each
3	Online "Advanced Accounting & Finance for officers of Assam Electricity Grid Corporation Ltd"	Assam Electricity Grid Corporation Ltd (Customized Training Program)	Attended by Finance and Accounts officers	3 days, 12 sessions of 1.5 hr each
4	Online "Advanced Accounting & Finance for officers of Tripura State Electricity Corporation Ltd"	Tripura State Electricity Corporation Ltd (Customized Training Program)	Attended by Finance and Accounts Managers	3 days, 12 sessions of 1.5 hr each
5	Online "Advanced Accounting & Finance for officers of Meghalaya Energy Corporation Ltd"	Meghalaya Energy Corporation Ltd (Customized Training Program)	Attended by Finance and Accounts Managers	3 days, 12 sessions of 1.5 hr each
6	Online "Financial Management for Finance Officers of Government of Uttarakhand"	Pandit Deen Dayal Upadhyaya Centre For Training and Research in Financial Administration (PDU-CTRFA) (Customized Training Program)	Attended by Finance Officers of Finance Department, Government of Uttarakhand	3 days, 12 sessions of 1.5 hr each
7	Online "Cost & Management Accounting for Finance Officers of Government of Uttarakhand"	Pandit Deen Dayal Upadhyaya Centre For Training and Research in Financial Administration (PDU-CTRFA) (Customized Training Program)	Attended by Finance Officers of Finance Departments, Government of Uttarakhand	3 days, 12 sessions of 1.5 hr each
8	Online "Basics of Accounting & Finance for Officers of Assam Electricity Grid Corporation Ltd"	Assam Electricity Grid Corporation Ltd (Customized Training Program)	Attended by Finance and Accounts Officers	3 days, 12 sessions of 1.5 hr each
9	Online "Basics of Accounting & Finance for Officers of Tripura State Electricity Corporation Ltd"	Tripura State Electricity Corporation Ltd (Customized Training Program)	Attended by Finance and Accounts Managers	3 days, 12 sessions of 1.5 hr each
10	Online "Basics of Accounting & Finance for Officers Meghalaya"	Meghalaya Energy Corporation Ltd (Customized Training Program)	Attended by Finance and Accounts Managers	3 days, 12 sessions of 1.5 hr each

	Energy Corporation Ltd"			
11	Online "International Trade and Logistics Management"	Open Program for all Govt. Depts., PSUs and Private Sector Companies	Sr. Managers / Managers / Dy. Managers / Asst. Managers of functional departments	3 days, 12 sessions of 1.5 hr each
12	Online "GST @ 3.0 - Advanced Key Concepts, Challenges, and The Road Ahead"	Open Program for all Govt. Depts., PSUs and Private Sector Companies	Sr. Managers / Managers / Dy. Managers / Asst. Managers of functional departments	3 days, 12 sessions of 1.5 hr each
13	New India – New Tax Regimes	Open Program for all PSUs and Private Sector Companies	Sr. Managers / Managers / Dy. Managers / Asst. Managers of Accounting / Finance / Tax Dept	3 days, 12 sessions of 1.5 hr each
14	GST, Public Procurement, and Contracts Management	MDP for Officers of Finance Department of Government of Jammu & Kashmir (2 batches) (Customized Training Program)	Directors / Dy. Directors / Asst. Directors / Joint Directors / CAOs of Govt. of J&K	3 days, 12 sessions of 1.5 hr each
15	MDP for Scientists & Engineers of ISRO	ISRO (Customized Training Program)	Scientists and Engineers of ISRO from across India	5 days, 20 sessions of 1.5 hr each
16	MDP on Advanced Financial Management for Finance Managers of NHPC Ltd"	NHPC Ltd. (Customized Training Program)	DGMs, Sr. Managers, Managers, Dy. Managers, Asst. Managers of Finance Depts. of NHPC Ltd	3 days, 12 sessions of 1.5 hr each
17	Training Program on "Financial Systems, Management, and Accountability in Government"	Open Program for all PSUs and Government Departments	Directors, General Managers, DGMs, and Managers of PSUs and Govt. Departments	3 days, 12 sessions of 1.5 hr each
18	Training Program for Executives of PFC	Power Finance Corporation Ltd. (Customized Training Program)	Managers of PFC	3 days, 12 sessions of 1.5 hr each
19	Training Program for Young Managers	Open Program for all companies and PSUs	Young Managers of Companies	3 days, 12 sessions of 1.5 hr each
20	Training on "Goods and Services Tax"	Dilip Jodhani & Associates, Chartered Accountants, Ahmedabad (Customized Training Program)	Employees of client companies & firms of CA. Dilip Jodhani & Associates.	1 day, 4 sessions of 1.5 hr each
21	EDP on "Goods and Services Tax"	Visionnxt Secit Pvt. Ltd., Ahmedabad (Customized Training Program)	Employees of Accounting, Finance, and Taxation departments.	1 day, 4 sessions of 1.5 hr each
22	EDP on "Income Tax and Budget Provisions"	Visionnxt Secit Pvt. Ltd., Ahmedabad (Customized Training Program)	Employees of Accounting, Finance, and Taxation departments.	1 day, 4 sessions of 1.5 hr each
23	MDP on "Finance For Non-Finance People"	Visionnxt Secit Pvt. Ltd., Ahmedabad (Customized Training Program)	Functional heads of different departments.	1 day, 4 sessions of 1.5 hr each
24	Training Program on "Goods and Services Tax"	Satvam Consulting Pvt. Ltd., Mumbai (Customized Training Program)	Clients of Satvam Consulting Pvt. Ltd.	1 day, 4 sessions of 1.5 hr each
25	EDP on "Branding, Education Marketing, and Admission through Outreach Activities"	Arihant Institute Pvt. Ltd (India's best CA Coaching Institute), Ahmedabad (Customized Training Program)	Faculty members, executives of administration, and Marketing & Admission team.	1 day, 4 sessions of 1.5 hr each
26	MDP on "Finance For Non-Finance People"	R C Laser Tech India Ltd, Gandhinagar (Customized Training Program)	Functional heads of different departments.	1 full day
27	MDP on "Finance For Non-Finance People"	Jaybharat Fabrics Mills Ltd., Ahmedabad (Customized Training Program)	Functional heads of different departments.	1 full day
28	Training on "Accounting for Cost Effectiveness and Managerial Decision Making"	Jaybharat Fabrics Mills Ltd., Ahmedabad (Customized Training Program)	Functional heads and Executives of different departments.	1 full day
29	Training on "Stock Research", and "Financial Reporting & Analysis"	Ganipitak Yakshraj Caplease Ltd., Ahmedabad (Customized Training Program)	Employees of Stock Research Department.	1 full day
30	Training on "Hire-Purchase and Leasing Transactions" in NBFCs	Madhur Capital & Finance Ltd., Ahmedabad (Customized Training Program)	All employees of the company.	1 full day
31	MDP on "Finance For Non-Finance People"	Anagram Finance Ltd., Ahmedabad (Customized Training Program)	All branch managers of Anagram Finance Ltd. from across India.	1 full day
32	EDP on "Financial Accounting, Reporting, and Analysis for NBFCs"	Anagram Finance Ltd., Ahmedabad (Customized Training Program)	All executives of Accounts and Finance departments.	1 full day

## TRAINING PROGRAMS - DESIGNED AND PROPOSALS SUBMITTED:

- GST on Exports, Deemed Exports, Imports, and SEZ (Announced - Open for all)
- GST, Customs, FTP, and SEZ for Power Sector Companies (Announced - Open for all)
- Applied Import-Exports and Logistics Management for PSUs (Announced - Open for all)
- Contract Management and Alternative Dispute Resolution (ADR) for IAS officers of Govt. of Uttarakhand
- World Bank's New Procurement Policy & Framework for IAS officers of Government of Uttarakhand
- International Trade Issues and Free Trade Agreements for Managers & Officers of RBI
- Training Program for Credit Officers of Indian Overseas Bank / Nationalized & Private Sector Banks
- Training Program on Project Finance for Officers of Nationalized and Private Sector Banks
- Strategic Practical NPA Recovery Training Program for Banks, NBFCs, HFCs, and others
- General Management Program for officers of Banks, PSUs, and Governments.
- International Taxation and Transfer Pricing for big PSUs and Private Sector Companies
- Finance For Non-Finance Professionals for big PSUs and Private Sector Companies
- Infrastructure Financing and Contract Management for Govt., PSUs, and Private Sector Companies
- Global Accounting Standards – IFRS and Ind. AS for PSUs and Private Sector Companies
- Insolvency and Bankruptcy Code (Announced - Open for all)
- Advanced Financial Management for big PUSs and Private Sector Companies
- Training Program on "Cost Leadership and Cost Effectiveness" (Announced - open for all)
- Training Program on "Finance for Non-Finance Professionals of HPCL"
- Training Program on "GST" and "Income Tax" for professors of universities / colleges / schools in India

## WEBINARS DELIVERED / CONDUCTED:

He has delivered few webinars for students, faculty members / staff, and industry people / participants.

## HONOURS / AWARDS AND FELLOWSHIPS FOR OUTSTANDING WORK:

SN	Name of Award/Fellowship etc	Elected / Honorary Fellow	Awarded by	Year of Award
1	Best Faculty Award for Academic Contribution	Elected as per norms	Indian Institute of Planning & Management	2006
2	Fellow Member Award	Elected as per norms	The Institute of Chartered Accountants of India, New Delhi	2004
3	Award for securing 1 <sup>st</sup> rank in Ahmedabad and 2 <sup>nd</sup> rank in Gujarat in CA Entrance Examination	Elected as per norms	The Institute of Chartered Accountants of India, Ahmedabad Branch	1989

## RESEARCH EXPERIENCE:

For last many years, I have been actively involved in research in the areas of Finance, Accounting, and Taxation. For last many years, I have been guiding to students of MBA, PGDM, and BBA in their Academic Research Projects and Research Paper writing.

- Completed my Ph.D. in Commerce discipline, in areas of Finance & Accounting.
- Completed one Industrial Research & Consulting Project.
- Doing research in areas of Accounting, Finance, and Taxation.
- Research Papers presented in International / National / State level Conferences.
- Research Papers published in UGC approved and indexed Global Journals of repute having ISSN No.
- Guidance to PG & UG students in their Academic Research Projects.
- Guidance to PG & UG students for writing Research Papers.

## EDUCATIONAL QUALIFICATIONS / SCHOLASTICS:

Edu. Board/ University	Educational Qualification, and %	Main Subjects studied	Month & Yr of Passing
Orissa Board	10 <sup>th</sup> , 69.71% (488/700)	Science, Mathematics, Higher Mathematics, English, Hindi, Sanskrit, Oriya, Geography, History	June 1984
Orissa Board	12 <sup>th</sup> , 58.4 % (584/1000)	Banking & Bank Management, Banking Law & Practice, Accounting, Business Mathematics, Office Mgmt & Adm, Business Organization, Economics, Eng, World Resources	June 1987
Gujarat University	B.Com - 68.77 % (619/900)	Accounting, Audit, Direct Tax, Indirect Tax, Eco, BOM Business Law, Financial Mgmt, Statistics, English, CC	June 1990
ICAI, New Delhi	Chartered Accountant CA Final Group – 60 % (239/400)	Direct Tax; Indirect Tax; Management A/c & Financial Analysis; Financial Mgmt; Accounting; Audit; Business, Company & Industrial Laws; Business Mathematics, SA & DP, Statistics, Organization & Mgmt; Economics, QT	May 1997
Gujarat University	LL.B. – 55.4 % (609 / 1100)	Law of Taxation I & II, Company Law, Law of Property & Indian Succession Act, Law of Contract I & II, Law of Crime Const. Law, Law of Tort, Hindu & Moh. Law, Legal Theory	June 1998
Gujarat University	M.Com. - 56 % (448/800)	Business Finance, Cost Accounting, Economics, Strategic Marketing & Practice, Business Management	June 2000
GLS University (Gujarat Law Society)	Ph.D. (in Commerce Discipline, but Finance & Accounting Areas) – 63.67 % (191/300)	Areas of research - Finance & Accounting, Subjects – Research Methodology, Commerce, Finance, Research Paper Assignment, Research Paper Presentation (Conference / Seminar)	4 <sup>th</sup> October, 2019
Note:	MBA (Pursuing)	Marketing Mgmt., Organizational Behavior, HRM, IT for Mgmt. & Business, Business Environment, Principles of Management	Pursuing

## UGC AND OTHER CERTIFICATIONS / QUALIFICATIONS:

- Completed **Orientation Course** of UGC for 28 days, at Academic Staff College, Gujarat University.
- Completed **Refresher Course** of UGC for 22 days, passed with “**A**” **Grade**, at Academic Staff College, Gujarat Uni.

## COMPUTER APPLICATION, INFORMATION TECHNOLOGY SKILLS AND OTHER CREDENTIALS:

- Internet surfing; MS office - Word, Excel, Power Point, Tally, GST software, SPSS, FAS, and Typewriting
- LMS, Flipped Classroom, Blended / Hybrid Teaching-Learning
- Experience & exposure to delivery of online training, and online teaching in degree / professional programs

## QUALITIES & ATTRIBUTES:

- Strategic thinker and a visionary to be able to build & grow into world-class university in terms of quality, scale and international recognition. Passionate leader who understands & handles university as temple of wisdom.
- Demonstrated experience in networking & collaboration with private sector, PSUs, banks & FIs, government agencies, research funding institutions, universities, and institutions within and outside the country.
- Ability to represent and uphold the image of the University at national and international level and work in a multicultural and multi-ethnic environment with sensitivity to and respect for diversity.
- Ability to develop a global vision and a global orientation to bring about global visibility for the university.
- Love to embrace and manifest vision, mission, and values of the university. Being the spokes person of the university's distinctive vision, and serve as its ambassador.
- International outlook, strong capabilities, approachable transparent leadership, an innovative and effective strategic approach that provides the university with dynamic, proactive, and visionary leadership to enhance its stature, both nationally and globally.

- Understands integral and transformational education, providing value based learning that develops not only the mental but also the physical, emotional and spiritual aspects of students' lives, and transform them from learners to leaders.
- Person with high academic credibility, possess a strong understanding and passion for driving outstanding teaching-learning environment and research.
- Capacity to work under pressure and have firm, fair and transparent management ethics.
- Ability to attract and inspire high-quality academics, faculty and staff necessary to develop the University.
- Highest level of competence, integrity, ethics, morals, and institutional commitment.
- Well-versed in modern practices of academics internationally.
- Respects human resources, teachers, and stakeholders. Inspires talented people to join teaching profession.
- Understands branding, marketing & sales, admission/enrollment, revenue generation, cost management & cost reduction, financial management, and P&L Management.
- Commitment to and sympathy with community values and aspirations.
- Constant alertness to women issues, issues relating to castes, religions, politics, etc. which can disturb the peaceful atmosphere and functioning of the university. Love for the university community as for a family.
- Absolute impartiality and fairness in dealings with persons and issues, which would help to improve the university's health by minimizing litigation and thereby saving time and money.
- Attitude for attributes of accountability linked autonomy.
- A governing system which has synergy of technology-based systems, team building and a hybrid model of collegial cum corporate practices.

### **KNOWLEDGE & AWARENESS ABOUT LATEST HIGHER EDUCATION ENVIRONMENT:**

- Knowledge about NEP 2020 and its implementation in university / HEIs.
- Knowledge about UGC's Quality Mandate for Higher Education and its implementation in university / HEIs.
- Knowledge about Examination & Evaluation reforms in higher educational institutions
- Knowledge about "Governance in Higher Education - Hand Book for Vice Chancellors" published by UGC, and have read and understood it completely.
- Knowledge about NAAC Manual for Self Study Report (SSR) and Assessment & Accreditation Process. I have read and understood it completely and in past I was a member of team for preparation of SSR, and member of IQAC.
- Knowledge about best practice in higher education system, and Best Management Practices issued by NAAC. In past, I have actually implemented many best practices in the universities / HEIs served by me.
- Knowledge about Statutory, Regulatory, Accreditation and Ranking bodies / councils, and their Acts / Statutes / Ordinances / Regulations – UGC, AICTE, NAAC, NBA, NIRF, QS, THE, ARWU, MOE / MHRD, AIU, International Association of Universities (IAU) etc
- Knowledge about NIRF ranking
- Faculty Induction Program (FIP), and Student Induction Program (SIP)
- Curriculum for Like Skills, and Learning Outcome-based Curriculum Framework
- UGC Guidelines for Higher Education Institutions to offer Internship / Apprenticeship embedded degree programs
- Fostering social responsibility and community engagement in Higher Education Institutions in India
- Scheme for Trans-disciplinary research for India's developing economy
- Consortium for Academic Research and Ethics (CARE), and CARE Journals
- Inculcation of human values and professional ethics in Higher Educational Institutions
- UGC Scheme for mentoring NAAC Accreditation Aspirant Institutions to promote quality assurance in higher education
- Framework for Eco-Friendly and Sustainable campus development in Higher Educational Institutions
- SWAYAM, MOOCs, INFLIBNET
- Global Initiative for Academic Networks (GIAN)
- Academic Staff Colleges / UGC HRDCs – I have delivered sessions as resource person / expert guest faculty
- National Academic Depository (NAD)
- National Skill Development Agency (NSDA), and The National Skills Qualifications Framework (NSQF)
- Choice Based Credit System (CBCS)
- Trends in Internationalization of higher education in India



- Unnat Bharat Abhiyaan
- Vocation & Career, Vocational Education, and Vocational Courses
- National Employability Enhancement Mission (NEEM)
- Open & Distance Learning Programs and Online Programs – Distance Education Bureau of UGC
- Virtual Labs - National Mission on Education through Information and Communication Technology (ICT)
- SAKSHAT, a One Stop Education Portal
- Globalization & Internationalization of Higher Education in India
- Building a global network of peers
- Understanding the global landscape in higher education
- Knowledge about branding, marketing, and generating admissions / student enrollment for the university
- Knowledge about getting business / work order for delivering training programs and consulting projects from clients like Governments, PSUs, Private Sector Companies, Banks & Financial Institutions, and Govt. bodies.

### **MEMBER OF NAAC ACCREDITATION TEAM OF THE UNIVERSITY / HEIs:**

I have worked as member of NAAC accreditation team and have contributed in preparation of SSR and have faced the NAAC team visit.

### **MEMBER OF IQAC OF THE UNIVERSITY / HEIs:**

I have worked as member of IQAC in Nirma University, Symbiosis University, JG College of Commerce, and have contributed in preparing SSR and other activities of the IQAC cell.

### **ACADEMIA (UNIVERSITY/HEI) – DETAILED HANDS ON WORK EXPERIENCE:**

- Experience of responsibility as Vice Chancellor and Dean – Faculty of Management & Entrepreneurship
- Experienced to assure and promote academic quality, integrity and effectiveness of teaching, research, extension activities consistent with the mission of the University as in institution of higher learning
- Promoting vision, mission and strategic goals of the University
- Strategic, academic planning / expansion of programs
- Assessment / Accreditation of the University
- Maintaining an environment of collaborative / shared learning at Intra / Extra University level (National / International), and to promote Interdisciplinary learning
- Leading academic, outreach efforts to community, industry and Government
- Coordinating the development of academic programs proposed by Constituent institution
- Preparing and revising, as necessary, academic programs / proposed by Constituent institutions
- Prepare / coordinate academic calendar
- Render advise to Authorities / Institutions
- Disseminate Academic Matters, as necessary
- Maintenance of record of Academic Department
- Admission and Registration Process
- Quality Assurance of Examination Papers through internal / external peers
- Monitoring adherence to Ordinances
- Monitor progress on processing /implementing of decisions of Academic Council / Faculties / Board of Studies
- Function as a bridge between administration and academicians
- Render advice, when sought on following matters:
  - ✓ Complaints from Students on Academic Matters
  - ✓ Examination related irregularities and arrangements
  - ✓ Fees, grants and scholarships
  - ✓ Results, Merit list and award of medals
  - ✓ Equivalence of qualifications

- Ex-Officio Member of Admission committee, Academic Council, Board of Studies, Scholarship Award Committee, Research Advisory Committee etc.
- Research paper publication in referred journals
- Research paper presentation in International / National Conferences
- Undertaking Consulting Projects / Assignments and preparing consulting proposals
- Undertaking Research Projects and preparing research proposals
- Preparing training program proposals, execution & complete follow-up of the training program, and delivering sessions in training programs - EDPs, MDPs, FDPs, SDPs, Conferences, Seminars, and Workshops
- Quality & effective delivery of academic programs
- Content / syllabus designing & development
- Advisory & supervisory role in finance, accounting, taxation, and legal matters of the university
- Guidance to administrative and management staff in budget development, preparation, monitoring and management
- Develop, implement & oversee procedures for budget preparation, expense authorization, and internal & statutory audit processes
- Ensuring appropriate selection & recruitment, support, direction, performance management, and learning & development of all employees
- Experienced in recruitment & retention of academic & non-academic staff of all levels like Deans, Director, Professors, COE, CFAO, and Marketing & Admission team. He has strong & wide personal network in academia / HEIs in India for recruitment of such staff, at no cost.
- Monitoring faculty performance and using evaluative data to drive improvement & results relative to faculty engagement
- Presenting periodical reports highlighting the areas of priority and taking appropriate action
- Fund raising from corporate, alumni, foundations and individuals
- Experienced in online & offline teaching and Training
- Ability & experience in sector/industry specific teaching for BFSI industry, CRIP industries, Chartered Accountancy, and Legal Profession etc.
- Branding, marketing, and business development / revenue generation from generating students' admissions, delivering training / capacity building programs, and undertaking consulting & industrial research projects.

### **INDUSTRY (PRIVATE SECTOR COMPANIES) – DETAILED HANDS ON WORK EXPERIENCE:**

While serving in industry at **Managerial Positions**, he has handled assignments of Accounting, Finance, Taxation, Corporate Laws, Equity Research, Export-Import, Vehicle loan & Housing loan appraisal matters of various employer companies namely Anagram Finance Ltd, Madhur Capital & Finance Ltd, Ganipitak Yakshraj Cap-lease Ltd, Jaybharat Fabrics Mills Ltd, R.C. Laser-Tech India Ltd, VHF Corporation Ltd. and Arihant Institute Pvt. Ltd. He has also done marketing and business development of financial products of employer companies. While serving at managerial positions, he was looking after administration and delivery of in house training of the departments headed by him, in addition to routine technical duties. These full time work experiences have developed in him administrative leadership and practical/applied technical knowledge and skills, which helps him in making his teaching & training sessions very interesting, interactive, learning, encouraging and satisfying to the students / participants. He is experienced in delivering Online and Offline trainings and teaching.

### **CONSULTING CHARTERED ACCOUNTANT – DETAILED HANDS ON WORK EXPERIENCE:**

As a Consulting Chartered Accountant, he has been tendering consultancy to industry, academia, and other organizations in the capacity of Consultant Director, Management Consultant, Recruitment Consultant, and Adviser for last many years. He has strong linkages, network and relationship with industry, academia and professional consultants. These experiences have skilled him in consulting and in industry-academia collaborations. As Management Consultant, Adviser, and Consultant Director, I have served many companies, universities, other organizations, and individuals by consulting them in different areas as under (From 2002 onwards):

- **Goods and Services Tax:** Consulting for GST related issues of companies and universities.
- **Income Tax:** Consulting for Income Tax related issues of companies and universities.

- **Recruitment Consultancy:** Recruitment of all levels and all types of employees on behalf of industry, universities, colleges, and other higher education institutions.
- **Placement Consultancy:** Job placement at all levels of individuals & students in industry; individuals in academic & non-academic positions in universities, colleges & other higher education institutions; preparation of their professional resume; and training the aspirant for facing job interview.
- **University / Campus Development:** Consulting for overall development & growth, specially for newly established universities & colleges, in almost all the areas.
- **Centre of Excellence for GST Training:** Consulting and helping other universities to establish and successfully operate such centers at their campuses.
- **Branding, Marketing, and Business Development:** Consulting for branding, education marketing, and admissions/business development for universities, colleges, and other organizations.
- **Income Generation:** Consulting for different & innovative avenues of income generation for universities & colleges.
- **Cost reduction:** Consulting for avoiding leakages & wastages, and cost control & cost reduction.

### **GST TRAINER / GST RESOURCE PERSON:**

He is also a GST Trainer on the panels of Ministry of MSME - Govt. of India; KCG - Department of Education - Govt. of Gujarat; UGC – HRDCs; and Universities, Colleges, Schools across India. He had established and successfully operated “**Center of Excellence in GST**” at Symbiosis University of Applied Sciences, Indore.

### **KEYNOTE / EMINENT SPEAKER IN NATIONAL / STATE CONFERENCES:**

He has delivered keynote sessions at National / State level Conferences, Seminars, and Workshops at various reputed universities, colleges, and schools across India.

### **MANAGEMENT DEVELOPMENT CENTER (EXPERIENCE IN ESTABLISHMENT & OPERATION):**

I would love to provide hand-holding support to Governments and Universities / HEIs for establishing & operating “**Management Development Centre (MDC)**” in their campuses, which will deliver Training Programs, and undertaking Consulting & Research Projects, Policy Research, and Policy Making for their prospective target clients like Central Govt., State Govt., U.T. Govt., Central & State PSUs, Private Sector Companies, Banks & Financial Institutions, Municipal Corporations, International Organizations, Ministries & Govt. Depts. of Foreign Countries, and Universities & Higher Education Institutions in India & abroad. I have already helped Jain University (Bangalore) and Atmiya University (Rajkot) for orienting their management & faculty members for establishing MDC in their campuses. For orienting them, I have already delivered 2 days’ FDP on the topic “Career in Training, Consulting, and Industry Research for Professors of Universities” at both the university campuses. At present, I am also delivering the same FDPs in other Universities / HEIs.

### **CENTER OF EXCELLENCE IN GST / GST TRAINING CENTER:**

I have consulted / helped following universities to establish Center of Excellence in GST / GST Training Center in their campuses:

**Symbiosis University of Applied Sciences, Indore:** Successfully established and operated Centre of Excellence for GST Training, wherein accomplished tasks of – GST session delivery; GST Curriculum Designing; GST Certificate Courses Designing for different types of target participants like students, professors, teachers, industry people, and practicing professionals like CA, CS, ICWA, MBA, and Advocate.

**TeamLease Skills University, Baroda:** Consulted and supported them honorary for establishment of GST Training Centre, GST Certificate Courses, and GST Curriculum Designing.

**Swarnim Startup & Innovation University, Ahmedabad:** Consulted and supported them honorary for establishment of GST Training Centre, GST Certificate Courses, and GST Curriculum Designing.

**Gujarat University, Ahmedabad:** Consulted and supported them informally and honorary for establishment of GST Training Centre; MOUs with Statutory Institutes / Government Agencies; GST Certificate Courses; GST Curriculum Designing; GST Course Classes Scheduling; Branding, Marketing, and Admissions.

### **STRATEGIC COLLABORATION WITH GOVERNMENT DEPARTMENTS / AGENCIES, PSUs, PRIVATE SECTOR, AND UNIVERSITIES & HEIs:**

- Entering into strategic partnership / collaboration with Governments, Government Agencies, PSUs, Private Sector, and Universities/HEIs.
- Higher education initiatives under PPP mode with State / Private Universities, Private Sector, and Government.
- Delivering Training Programs, and undertaking Consulting & Industrial Research Projects, as per the MOU with the clients.

### **CONFERENCES, SEMINARS, TRAINING PROGRAMS, WORKSHOPS, SYMPOSIA ATTENDED:**

I have attended / participated in many International / National / State level Conferences, Seminars, Training Programs, Workshops, Symposia, and seminars of Professional Bodies & Trade Associations, on various subjects of academic interest and contemporary issues as under:

NAME OF ORGANISING INSTITUTION	NAMES OF THE PROGRAMMES ATTENDED	MONTH & YEAR	Hours / Days
Administrative Staff College of India	Financial Management for Finance Officers of Government of Uttarakhand	Sept 2020	12 hrs
Administrative Staff College of India	Accounting & Finance for Officers of Assam Electricity Grid Corporation Ltd	Sept 2020	7.5 hrs
Administrative Staff College of India	Anti-Money Laundering & Combating of Financing of Terrorism (AML & CFT)	Sept 2020	15 hrs
Administrative Staff College of India	Cost & Management Accounting for Finance Officers of Government of Uttarakhand	Sept 2020	12 hrs
Administrative Staff College of India	Accounting & Finance for Officers of Tripura State Electricity Corporation Ltd	August 2020	7.5 hrs
Administrative Staff College of India	Accounting & Finance for Officers Meghalaya Energy Corporation Ltd	July 2020	7.5 hrs
Administrative Staff College of India	GST, Public Procurement, and Contracts Management	March 2020	03 days
Administrative Staff College of India	New India – New Tax Regimes	Feb 2020	05 days
Administrative Staff College of India	GST, Public Procurement, and Contracts Management	Feb 2020	03 days
Administrative Staff College of India	Advanced Financial Management	2019	03 days
UGC-HRDC, Gujarat University	Orientation Course / Program	2006	28 days
UGC-HRDC, Gujarat University	Refresher Course / Program	2007	22 days
Symbiosis University of Applied Sciences	Faculty Development Program	2018	02 days
FICCI, Pune Chapter	Seminar Organized on Education and Employability of Students	2017	01 day
School of Commerce, Gujarat University	FDP on GST	2017	01 day
Kadi Sarva Vishwavidyalaya	FDP on GST	2017	3 days
JG College of Commerce, Ahmedabad	State Level Seminar on GST	2016	01 day
Nirma University	Orientation Course / Program	2011	3 days
Gujarat University Commerce & Management Teachers' Association	Communication Gap in Management: Managing Leadership Change in Org.	2010	01 day

ICFAI Business School, Ahmedabad	Workshop on Case Method of Teaching	2009	2 days
Indian Institute of Management, Ahmedabad.	Intercultural Communication Competence: Learning, Teaching, and Research in Borderless World	2006	2 days
Gujarat University Area Accountancy Teachers' Association	Use of TALLY Software	2005	01 day
ICFAI Business School, Ahmedabad	Faculty Development Program	2004	01 day
Dr. Babasaheb Ambedkar Open University, Ahmedabad	Use of Information Technology in Open Distance Learning	2004	01 day
Organized by various Corporate, Universities, Colleges, Professional bodies, and Trade Associations.	Many other training programs, orientation programs, workshops, seminars, and symposia are attended in past, which are not mentioned here.	In different years	Different durations

### **RECRUITMENT & RETENTION OF FACULTY AND STAFF:**

He is experienced in recruitment & retention of academic & non-academic staff of all levels like Deans, Director, Professors, COE, CFAO, and Marketing & Admission team. He has strong & wide personal network in academia / HEIs in India for recruitment of such staff.

### **TRAINING DELIVERED TO PROFESSORS, STAFF, AND STUDENTS OF EMPLOYER UNIVERSITIES / HEIs:**

I have delivered training programs on different topics to faculty members, non-academic staff, and students of my own employer universities on various topics as under (From year 2002 onwards):

**Faculty Development Programs (FDPs):** FDPs on topics of - "Career in Corporate Training & Consulting and Industry Research for University Professors"; "Establishment and Operation of Management Development Centre at University"; "GST, Budget Analysis, Income Tax"; "Industry Interface: Objectives and Process to attain the objectives"; "Need for problem & application based questions and how to enhance the quality of question paper"; "Branding, Education Marketing, and Business Development / Admission for University"; and "Career Counseling and Career Guidance to inspiring students".

**Training programs for non-academic staff:** Training programs / Seminars on topics of "GST, Budget Analysis, Income Tax, and Finance for Non-Finance People"; "Branding, Education Marketing, and Admission"; and "Counseling & Admission Guidance to inspiring students".

**Training programs for students:** Training programs / Seminars on topics of "GST, Budget Analysis, and Taxation"; "Orientation Program for newly joining students"; "Orientation of students for Summer Internship", and "Orientation of students for final Job Placement & Expectation Management".

### **STATUTORY & REGULATORY COMPLIANCES:**

I was involved in correspondence, compliances, preparation, facing team visits and coordination for following:

- Organizing and conducting NAAC accreditation
- AICTE approval process
- Organizing and conducting BAR Council of India's approval
- Facing Fee Regulatory Committee's (FRC) visit and coordination
- ISO 9000:2001 Certification

## **EXPERIENCE OF BRANDING, EDUCATION MARKETING, AND ADMISSION (YEAR 2002 ONWARDS):**

- Results-oriented marketing professional bringing more than 28 years of wide-ranging experience executing measurable marketing campaigns for products of higher education institutions including private & government universities of India.
- A perennial goal achieving professional with deep experience in branding, marketing, sales & admissions of higher education products of Indian universities and higher education institutions
- Creative thinker with a passion for social media marketing, event planning, and brand advocacy.
- Creator of innovative community and social marketing programs to generate & drive revenue and improve customer retention & loyalty.
- Devise and execute content marketing strategies with high-yield ROI.
- Passionate about brand development through the use of academic programs and outreach activities in schools, colleges, coaching classes, tuition classes, social clubs, professional forums etc.
- Expert at developing sales strategy and sales representative collateral.
- Proven ability to leverage relationships with stakeholders to execute successful events and product launches.
- Market-savvy “Head - Marketing & Admissions” dedicated to driving customer satisfaction and product visibility through highly-targeted online and offline marketing strategies.
- Experienced in public relations, relationship building and management.
- Preparing the annual marketing budget and calendar.
- Working with the creative agency on campaigns and developing communication for tactical promotions.
- Analysis of sales and retail data to understand ROI for various marketing activities.
- Plan ATL & BTL activities and promotions.
- Designing promotional and marketing related materials.
- Maximizing sales and footfall targets.
- Organizing promotional events/activities within budgetary allocations.
- Organizing target Colleges & Schools Principals’ Meet

## **DIGITAL AND SOCIAL MEDIA MARKETING:**

He has knowledge about various platforms & tools of digital & social media marketing, for generating admissions in universities / HEIs, and for generating business of training programs and consulting assignments from Governments, PSUs, Private Sector, Banks & Financial Institutions.

## **WEBSITE DESIGNING & DEVELOPMENT FOR EMPLOYER UNIVERSITY:**

He is experienced and has taken proactive part in official website designing & development of universities served namely KK Modi University, Symbiosis University of Applied Sciences, and Administrative Staff College of India (ASCI).

## **MEDIA - ELECTRONIC AND PRINT:**

He has represented employer universities as Vice Chancellor/Director in interviews, press briefings etc

## **INVITED TALK AND EXPERT LECTURE:**

He has participated in few invited talks and has delivered expert lecture on topics of academic interest.

## **ACADEMIC OUTREACH ACTIVITIES (YEAR 2002 ONWARDS):**

- I have been doing networking with directors / principals / professors of universities & colleges; principals / teachers of schools; owner of tuition classes / coaching classes; channel partners; and connectors across India.



- I have been using this network for delivering seminars / workshops on different topics to target inspiring students for the purpose of branding, marketing and generating admissions for my own employer university.
- I have also been actively participating in Education Fairs, Professional Forums, Trade Associations, International / National Conferences & Seminars across India for the purpose of branding, marketing and admission for my employer university.

### **EXTENSION ACTIVITIES:**

He has done extensive extension activities to schools, colleges, universities, NGOs, associations, and social & professional forums across India.

### **CAREER GUIDANCE, COUNSELLING, MENTORING, INTERNATIONALIZATION OF STUDENTS:**

- Career Guidance & counseling, and mentoring to the students for their professional & personal growth.
- Actively involved in delivering Career Guidance Seminars at various schools, colleges, and other forums.
- Counseling to inspiring students visiting university for enquiry and converting them in to admission.
- Efforts made and admitted students from other countries in my employer universities / HEIs

### **CORPORATE OUTREACH AND FORMATION OF CORPORATE ADVISORY BOARD (YEAR 2002 ONWARDS):**

I have actively visited various companies for networking with HR heads and other top level management persons for serving following purposes of my employer Universities / HEIs:

- Formation of Corporate Advisory Board (CAB)
- Negotiation & collaboration for Summer Internship of my students.
- Negotiation & collaboration for Final Placement and for arranging on-campus/off-campus interviews of students
- Promoting our Executive MBA program and for getting admission of working executives of corporate.
- Inviting Top Management like Chairman, President, Vice President, HR Heads of companies for delivering Guest Session at our university campus for benefits of our students.
- Seeking suggestions, guidance, opinions of industry people for curriculum designing and curriculum enrichment.
- Getting opportunity for conducting / delivering EDPs and Training Programs at companies for their working executives.
- Opportunity of getting Research Projects, Funding for CSR activities, and Signing MOUs for mutual benefit.

### **SIGNIFICANT ACHIEVEMENTS:**

- Passed Final group of CA examination with 60% Marks. Passed C.A. Entrance Examination with 65% marks and secured First rank in Ahmedabad and Second rank in Gujarat State. Secured First Rank in the College in FY, SY & TY B.Com of Gujarat University.
- Exposure to part time practice of CA in addition to full time work experience in academics.
- Awarded best faculty award for academic excellence by Indian Institute of Planning & Management.
- Recognized as "Post Graduate Teacher" by Gujarat University to teach at P.G. level.
- Taught students of multiple disciplines like CA, CS, ICWA, MBA, PGDM, PGPM, M.Sc.(IT), M.com., B.com & BBA. Got excellent ratings in almost all colleges in students' faculty feed-back report.
- Worked on and completed on big "Consulting & Research Project" of Pancheswar Development Authority (PDA), which is a bi-national & multi-purpose autonomous government authority jointly established by Govt. of India and Govt. of Nepal. The project fees was INR 59,00,000/- (Fifty nine lakhs).

### **ADDITIONAL KEY POSITIONS HELD:**

- Worked as Dean – Faculty of Management & Entrepreneurship (Additional Charge) at KK Modi University
- Member of Management Development Program Committee (MDP Committee) at ASCI, Hyderabad
- Worked as Chairperson – Finance Area at Administrative Staff College of India (ASCI), Hyderabad
- GST Advisor of few educational institutions and private universities.
- Management Consultant / Recruitment Consultant of few educational institutions and private universities.
- Consultant Director/Coordinator of few Management Institutes/University/Colleges based at U.K. and India.
- Worked as “Program Coordinator” of C.A. Coaching Centre, accredited by The Institute of Chartered Accountants of India, New Delhi, for 5 years.
- Worked as Head – Marketing & Admissions (Additional Charge) at Amity University, Sandip University, and Symbiosis University of Applied Sciences
- Worked as “Placement Coordinator” for 6 years for placement of M.Com. and B.Com students
- Worked as “Chief Invigilator” of ICAI examination centre for C.A. exams
- Worked as Chairman of proposed BBA-LLB program committee at Institute of Law, Nirma University
- Worked as Question paper setter of Accounting, Finance and Taxation courses at Nirma University
- Worked as Admission Officer of admission committee at Nirma University.
- Worked as Panel member of interview committee for appointment of faculty positions at Nirma University
- Worked as member of IQAC (Internal Quality Assessment Cell) as per NAAC requirements

### **MEMBERSHIPS AND RECOGNITIONS:**

- Recognized as GST Trainer by MSME-Govt. of India, KCG-Govt. of Gujarat, UGC-HRDCs, and Private Universities
- Member of The Institute of Chartered Accountants of India, New Delhi.
- Member of Gujarat University Area Accountancy Teachers’ Association.
- Member of Gujarat University Area Management Teachers’ Association.
- Recognized as Post Graduate Teacher by the Gujarat Uni. for teaching at P.G. Level.
- Life member of Grand Academic Portal (GAP), and Member of IIM Ahmedabad library.
- Member of The Indus Entrepreneurs (TiE), Ahmedabad.
- Member of Starz Club at Ahmedabad.

### **OTHER EXPERIENCES:**

- Have experience in issues and management of Boys’ Hostel as “*Hostel Warden (Additional Charge)*” at Amity Ahmedabad campus. I have also stayed in hostel for 5 years for my higher education during my student life.
- Experienced in inspiring & motivating students to become a “*Self Made Person*” and to start earning, saving, and investment at their early age. I am a self made person and started earning at the age of 18 years to meet my own higher education and hostel expenses.
- Experience of giving “*Professional Interview*” to media persons (Newspapers, TV Channels) for different Conferences / Seminars / Training programs organized.
- Experienced of giving “*Live Talk Show*” on TV channels
- Experience of imparting online teaching / training through Webex, Zoom etc.

### **MY IMPORTANT CONTRIBUTIONS MADE TO PREVIOUS EMPLOYER UNIVERSITIES / HEIs:**

- Did branding, marketing, and admission for previous employer Universities / HEIs
- Created excellent network with principals of target colleges & schools across India for generating admission for previous employer Universities / HEIs
- Industry interface and collaboration for job placement and summer internships of students
- Formed Corporate Advisory Board (CAB) for employer University / HEIs
- Formed Center of Excellence in GST for past employer Symbiosis University of Applied Sciences

- Helped other universities to establish & operate GST Training Center in their campuses
- Established & successfully operated ICAI Accredited CA Coaching Center in past employer HEIs
- Helped universities to establish Management Development Center (MDC) in their campuses
- Did revenue generation from admission, training, and consulting; and did cost reduction, cost control, and P&L Management for previous employer Universities / HEIs
- Created excellent network with Vice Chancellors, Registrars, Deans, Directors, Professors, and other senior academicians of different universities across India, for benefit of previous employer Universities / HEIs
- Created excellent network with government departments, PSUs, private sector, banks & financial institutions for getting business of training program and consulting assignments for my previous employer Universities / HEIs
- Use of excellent network with alumni students of all past employer Universities / HEIs, for the benefit of present employer
- Recruited best teaching and non-teaching staff for my previous employers from my personal network, and thus saved huge amounts of recruitment advertisement cost
- Designed and launched many innovated degree / diploma programs and certificate courses for my previous employer Universities / HEIs

### **MY STRENGTHS (IN 270 WORDS):**

**My strengths, which I intend to utilize for further overall development of your University / HEIs:**

- Visionary, Creative Innovator, Inspiring All-round Leader, Effective Administrator, Experienced Academician, Young, Energetic, Dynamic, Multi-tasking, Positive Attitude, Diplomat, Passionate
- Diversified work experience with - Private Sector; Universities/HEIs; Institutes (ASCI) engaged in industrial research, training, consulting, policy research, and policy making; and as Consulting Chartered Accountant
- Experienced with university functioning like Academic bodies; academics, administration, institution building; marketing & admission; research; curriculum development; teaching; examination & evaluation; recruitment & retention; placement; innovative programs; finance & budgeting; industry interface; collaboration; internationalization; and technology enabled teaching-learning
- Excellent network with Vice Chancellors, Registrars, Deans, Directors, Professors, Academic Fraternity & all the stakeholders, Governments, PSUs, Private Sector, Banks & Financial Institutions, Trainers, Consultants for Consulting & Industrial Research Projects, Researchers, and specialists in policy research & policy making.
- Knowledge about NEP & implementation, NAAC / NBA, NIRF, Quality Mandate, Evaluation Reforms, Statutory & Regulatory bodies, and current fast changing higher education environment in India & abroad.
- Ability to generate business of training programs, consulting projects, industrial research projects, policy research, and policy making from the target clients namely Central / States / UTs Governments, Central / States PSUs, Banks & Financial Institutions, Private Sector, Municipal Corporations, Universities / HEIs / Schools, Foreign Governments / Countries, and bi-national & multinational organizations, through my personal network.
- Ability to do admissions of students for degree/diploma/certificate programs through my personal network with target colleges, schools, entrance classes, tuition classes, education consultants across India and abroad.
- Ability to generate revenue from admission, training, consulting, research, funding, donations etc.
- Ability to lead and engage teachers, staff, students, stakeholders; and doing effective resource management

### **MY VISION FOR YOUR UNIVERSITY / HEI (IN 740 WORDS):**

**My Long Term Vision for your University / HEI (5 years and beyond):**

- To make your university/HEI an Institute of Eminence and a Global Institute of Excellence
- To extend national & global reach by creating impact, reputation, and collaborations
- Phased implementation of NEP-2020 recommendations and compliance with regulatory framework
- Excellence in academics and research linking it to innovation and entrepreneurship involving students
- Engaging with industry and community to effectively impact the society and aim for global recognition
- Significantly improve graduate outcomes particularly through entrepreneurship development and start-ups
- To prepare entrepreneurs, employable & responsible citizens, and to get 100 % placement for job seekers

- Adopt an integrated approach to quality and sustainability
- Develop enabling structure & systems and culture of excellence
- Secure best grade in NAAC and other accreditations, and best NIRF ranking
- Internationalization, generating admissions from across the globe, students & faculty exchange programs, and collaboration with foreign universities
- Collaboration / Partnership / MOUs with private sector, governments, government departments/agencies, PSUs, and eminent HEIs in India & across the world, for training, consulting, industrial research, policy research, and policy making
- Generating revenue from fee, training programs, consulting assignments, grants, CSR funding, alumni funding, and other funding agencies
- To start Open Distance Learning (ODL) and Online Degree Programs in due course

### **My Short-Medium Term Vision for your University / HEI (Up to next 5 years):**

- To run the current degree programs successfully with full intake capacity, 100 % placement for job seekers, creating entrepreneurial opportunities
- Value based holistic education with sanskars to prepare responsible human beings & citizens for growth & development of the society and nation
- To get recognition of the university u/s 2 (f) of UGC Act and u/s 12 (b) in due course, if not done so far
- To optimize performance on all parameters; implement NEP 2020, Quality Mandate, Evaluation Reforms, and NHEQF & NSQF
- To use technology to harness human ingenuity of faculty and students and institutionalize character building
- To implement innovative, inter-disciplinary, multi-disciplinary, trans-disciplinary and choice-based flexible curriculum, Learning outcome based curriculum framework (LOCF), technology mediated teaching-learning, teaching methodology promoting research, attaining higher order learning outcomes making graduates industry-ready
- Launching innovative and industry focused degree / diploma / certificate programs, as per local, national and global needs. To start innovative Executive Programs for working executives.
- In blended-learning, design and offer programmes with externalities and differentiate
- Training & development of faculty members, non-teaching staff, and academic leaders of university – extremely critical
- Collaboration & partnership with best universities/HEIs nationally & internationally for faculty & student exchange programs, and other academic purposes
- Continually being in sync with the environment and locally relevant
- Increasing no of admissions & revenue, and enhancing quality of students' intake
- Creating best network with principals of target schools & colleges and target tuition & entrance classes, for generating admissions from across India, Nepal, Bhutan and other Asian & African countries
- Getting business of Training programs, Consulting Projects/Assignments, and Research Projects for the university, from the target clients like Central Government, State Governments, UT Governments, Central & State PSUs, private sector, banks & financial institutions, International Agencies / Organizations, and foreign governments
- Establishing Management Development Center (MDC) in the university, which will deliver training programs, and undertake consulting projects, research projects, policy research, and policy making
- To preparing panel of more than 100 top trainers of India for delivering training programs
- To prepare panel of more than 100 top project consultants of India for undertaking industrial consultancy & research projects
- I will train and encourage the faculty members of the university to take part in training, consulting, and research assignments, along with their routing academic responsibilities.
- Collaboration with Professional Institutes/Bodies like ICAI / ICSI / ICMA / CMA / ACCA etc. for joint certificate/ diploma/degree programs
- To prepare & implement Strategic Development Plan in consultation with team of the university for next 5 years
- Formation of Corporate Advisory Board (CAB) for multiple benefits like:
  - ✓ Industry relevant curriculum designing & development
  - ✓ Bridging the gap between academia & industry
  - ✓ Securing summer internships and final placements for the students

- ✓ Industry expert lecture series
- ✓ Getting admissions from the industry for Executive Programs of the university
- ✓ Getting sponsored research projects
- ✓ CSR funding for the university
- ✓ Joint certification programs

## PERSONAL DETAILS:

**Date of birth:** 18<sup>th</sup> June 1969

**Marital Status:** Married and blessed with one cute daughter

**Languages Known:** English, Hindi, Gujarati, Oriya, Chhattisgarhi and Marathi (partially)

**Hobbies Include:** Meditation, Yoga, Walking / Jogging, Swimming, Badminton, Carom

**Love:** To be with nature, travelling, reading, watching movies, and listening to Hindi filmy songs

**Expertise In:** Swimming, Badminton, Carom, Gujarati Garba & Dandiya Raas

**Family Background:** Belong to a highly educated and reputed **Shwetamber Jain** Gujarati family from Ahmedabad.

**Social & Philanthropic Activities:** I have been doing many social & philanthropic activities for last 20 years.

## DETAILS OF REFEREES:

SN	Name of the Referee	Post Held by Referee	Email	Mobile
1	Dr. Shobhan K. Pattanayak (IAS Retd.)	Administrative Member - Karnataka State Administrative Tribunal, Bangalore Former Director General - Administrative Staff College of India, Hyderabad	<a href="mailto:shobhanpattanayak@gmail.com">shobhanpattanayak@gmail.com</a>	9480813891
2	Dr. Devendra Pathak	Vice Chancellor - Uttaranchal University, Dehradun	<a href="mailto:prof.dpathak@gmail.com">prof.dpathak@gmail.com</a>	7534922228 9891008910
3	Shri B.S. Bhatia (IIM Abad Alumni)	Former Director, ISRO, Ahmedabad, and Unitedworld School of Business, Abad	<a href="mailto:bsbhatia44@yahoo.com">bsbhatia44@yahoo.com</a>	7622009944 9824312143

I, hereby, declare that all the statements/particulars made/furnished in this application are true, complete and correct to the best of my knowledge and belief. I also declare and fully understand that in the event of any information furnished being found false or incorrect at any stage, my application/candidature is liable to be summarily rejected at any stage and if I am already appointed, my services are liable to be terminated without any notice from the post of Provost as per Act/Statutes etc. and other applicable rules.

**Date:**

**Place:** Ahmedabad



**Prof. (Dr.) CA. Haresh Kothari**

**Vice Chancellor**