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CONTRIBUTIONS TO BOOKS

• Sharma T., Kwatra, G. (2008) Effectiveness of Social Advertising: A Study of Selected Campaigns, Corporate Social Responsibility, Edited by David Crowther & Nicholas Capaldi, Ashgate Research Companion to Corporate Social Responsibility, Chapter 15, pp 287-303.

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• Schemenner, R.W., Huber, J.C. and Cook, R.L. (1987), "Geographic Differences and the Location of New Manufacturing Facilities," Journal of Urban Economics, Vol. 21, No. 1, pp. 83-104.

CONFERENCE PAPERS

• Garg, Sambhav (2011): "Business Ethics" Paper presented at the Annual International Conference for the All India Management Association, New Delhi, India, 19–23

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PREPARATION AND ANALYSIS OF VALUE ADDED STATEMENT OF VISAKHAPATNAM PORT TRUST

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ABSTRACT

In India, over the past there are several changes that had occurred in the presentation of corporate reporting, in terms of presentation of its financial reports. Presentation of 'Value Added Statement' along with the common financial reports has become a common practice. The research indicates that social accounting theories can best be used to motivate the organizations in the publication of the value added statement. 'Value Added Statement' shows the wealth created and its allocation to the key productive resources and it provides a mode of understanding the responsibility of different stakeholders of an organization in creating and maintaining 'Value Addition'. Presentation of Value Added Statement, as well with the regular financial statements will assist the management in making economic decisions, used as a performance indicator. it is also used to increase the accurate and fair examination of their financial position during a specific period. This fact is to include the value added statement in a separate social reporting. The value added statement might provide an informative advantage with limited marginal costs because the performance report can be disclosed with figures already recognized in the income statement.

A STUDY ON CONSUMER PREFERENCE TOWARDS SAKTHI MILK WITH SPECIAL REFERENCE TO COIMBATORE CITY

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ABSTRACT

India was the second largest producer of milk after the per capital availability of milk has improved over the year from 107 gm. /day in 1970 to 190 gm. /day in 1994. The recommendation is how ever 220 gm. /day. However, the estimated output will be around two million tones. The country's milk production in 1994-1995 was 63.5 million tones. The processing and marketing of dairy products because milk is an excellent source of proteins, carbohydrates, calcium phosphates. Vitamins and other important ingredients which are essential for physical and mental have assured market for milk.

EMPOWERING HEALTH SECTOR THROUGH DIGITAL INDIA INITIATIVES

CHINNASAMY. V SCIENTIST D MINISTRY OF ELECTRONICS & INFORMATION TECHNOLOGY (GOVERNMENT OF INDIA) NEW DELHI

ABSTRACT

Digital India is strengthening the Information and Communication technology (ICT) Infrastructures across India. This is more helpful in extending urban health care services into rural, unreachable and remote parts of India. Health MMP has become more digitally innovative by implementing e-Kranti principles. Mother and Child Tracking System (MCTS), Kilkari & Mobile Academy schemes have exploited USSD and IVRS services to check and combat Infant Mortality Rate (IMR) and Maternal Mortality Rate (MMR) etc across nook and corner of India. The common Services Centre (CSCs) platform has been utilised to extend the telemedicine services along with other services. Web based e-Hospital Application has created innovations in Public Hospital Management eco system.

COACHING: TRY FEEDFORWARD INSTEAD FEEDBACK FOR LEADERSHIP PERFORMANCE

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ABSTRACT

We live in a VUCA world where the business is dynamic, fast changing and evolving at a very high pace like never before. Given the growing demands of the organisation, employees are left with an infinitesimal scope for errors. Organisations often adopt coaching as an approach to maximise productivity by unleashing the potential of an employee. The sheer purpose of coaching is to plan and develop new skill and hone the existing ones. This self- awareness can be provided with feedback as a tool. Though feedback aims to enable an employee to learn from past mistakes and consequently take corrective measures, nonetheless, various studies prove that often feedback is inimical to employee's self-confidence and demotivating. Therefore, a considerable alternative to cover up for the lacunas of feedback as a tool would be the feedforward. With feedforward, organisations can foresee achieving their objectives with high levels of predictability and as a result minimise the likelihood of failure. The paper tries to address the perplexity over the two tools and explore if the feedforward has an edge over feedback or whether the two methodologies can go hand in hand to bring out the best results in coaching. Also, the paper suggests on how organisations craft out the best practices and policies of these approaches. The inferences have been drawn based on study of 30 review papers and 10 articles. The research considers only constructive feedback and focuses only on implementation of the feedforward and feedback approach from the coaching perspective.

ROLE OF LOGISTICS IN BUILDING CUSTOMER SATISFACTION

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ABSTRACT

Logistics do play a vital role in today's international business. Logistics is the flow of resources between the point of origin and the point of consumption in order to meet the requirements of customers or corporations. Logistics is commonly seen as branch of engineering that creates "people systems" rather than "machine systems". The importance of an industry will not be felt without its customers. Customers are said to be the brand ambassadors of any company, their presence and word of mouth do play a vital role in any business and logistics industry is not an exceptional to it. This paper provides an insight into the impact of customer satisfaction on financial performance of the company.

INFORMATION TECHNOLOGY ENABLED SERVICES IN PROMOTING SERVICES MARKETING

GUDDATI ARCHANA ASSOCIATE PROFESSOR SIDDHARTHA INSTITUTE OF ENGINEERING & TECHNOLOGY VINOBHA NAGAR

ABSTRACT

The service sector has emerged as the fastest sector of the economy throughout the developed world. His growth has been accompanied by a corresponding decrease in the importance within the balance of trade of primary industries such as agriculture and fishing and secondary industries such as manufacturing. The growth of service Industries and the service economy has stimulated interest in services marketing theory and practice. A further development is the internationalization of services. Changes in lifestyle has led to increased demand for leisure services and foreign travel, for example, while developments in technology have led to increased demand for hi-tech services such as computing. New Technologies have also revolutionized service provision processes through the use of automation and computerized systems. There is every sign that service economy will continue to grow in size and the importance and this will be reflected in future developments in services marketing. In striving to gain and maintain competitive advantage, both productivity and quality are the key importance. However, the nature of services implies that it is difficult to avoid a trade-off situation, when improvements in service productivity can lead to sacrifices in the level of quality. This is the most sensitive in services marketing where people are the service deliverers. If a bank cashier or travel agent needs to process globally, the Indian software services and ITES-SM industries have introduced a novel management system and work culture into the Indian Work place. I.T.E.S. industry should make strategic decisions to proactively fulfill those needs that will become the dominant players in their respective markets.

INTEGRATED MARKETING COMMUNICATION IN HEALTHCARE & BRAND BUILDING

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ABSTRACT

Healthcare is one of the India's largest and fastest-growing sectors comprising of Hospitals, Medical Infrastructure, Medical Devices, Clinical Trials, Outsourcing, Telemedicine, Health Insurance all of which delivers goods and services to treat patients on preventive, curative, rehabilitative and palliative care basis. The Indian healthcare industry is expected to reach US\$ 160 billion by 2017. Emerging trends in healthcare industry includes the rise of medical tourism, emerging health insurance market, the growth of telemedicine, expansion of healthcare infrastructure, rising opportunities in pharmaceutical industry, and the rise of clinical trials. Hospitals which is one of the most crucial and integral setting for preventive care relies primarily upon its employees who are the most vital force and communication medium contributing to successful promotion of hospital healthcare systems. In an era of patient driven healthcare, with patients being more informative, knowledgeable and challenging, hospitals need effective marketing to drive their strategies, convey their expanding range of services, make an emotional connection with patients, and create long lasting relationships thereby generating profits. Unless branding becomes central to the marketing director's agenda, it will not have the desired effect and can potentially create a backlash. Hence this paper is an attempt to revisit the literature that will examine the relevance of marketing in healthcare and how healthcare organizations will be incorporating Integrated Marketing Communications throughout their patient management as healthcare organizations are moving from a paper based business model to a "patient-centric" provider network.

A REVIEW OF LITERATURE ON EMOTIONAL STABILITY AND WORK LIFE BALANCE OF EMPLOYEES OF TEXTILE INDUSTRY IN MADHYA PRADESH

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DR. SANDEEP MALU ASSOCIATE PROFESSOR SHRI VAISHNAV INSTITUTE OF MANAGEMENT INDORE

ABSTRACT

In today's global era most of the population is working. Primarily, every working person has to play personal role as well as professional role. At organization individual has to play all the roles required for job. On the other hand, if personal roles are concerned individual has to play role of father/mother, son/daughter, husband/wife. Each role demands specific performance and increases expectations from others. This demand for specific role creates pressure for performance in the industries and thus leads to emotional disturbances affecting the employees. The purpose of the study is to measure the relationship of emotional stability and work life balance on the part of employees taken into consideration and the influence of work life balance on the part of employees. This study is to determine the influence of emotions on working life of workers of textile industries. An effort has been made to provide an overview of various aspects of Emotional Stability and Work-Life Balance through the review of existing literature

A STUDY ON CUSTOMER SATISFACTION ON INTERNET BANKING SERVICES: AN EVALUATION

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ABSTRACT

Among the numerous applications of computer and telecommunication in the modern era, the advent of internet banking had the biggest impact on the functions of banks. Internet banking is changing the way the banks performing their tasks and helps the banks to interact with their customers. By adoption of internet banking, the traditional way of banking is changed, which is beneficial to both customers as well to banks. So an attempt is made to find out the satisfaction on the various services used by the customers in Vellore district, Tamil Nadu, India. Hence, a study was made on private sector bank customers in Vellore district to find out the various services used frequently and the satisfaction level. The study was done on 200 private sector bank customers from Vellore district and the results showed that all the customers are satisfied and there are also some reasons for dissatisfaction. Also, some services were never done through the internet. This will help the banks to motivate their customers to use all the services offered by the banks which are cost effective to both banks and customers.

THE ROLE OF FOREIGN DIRECT INVESTMENT IN THE IRAQI ECONOMY

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ABSTRACT

The problematic financing for development and rebuilding what was destroyed by wars infrastructure and the duration of the siege and bridge the underdevelopment gap which is problematic real emerged as a result of declining real income and low savings throughout the past period, causing a lack of domestic investment and the reluctance of foreign investors from entering into the country as a result of the lack of security and safety is known Capital is characterized by cowardice and thus to the reluctance of international banks to lend addition, the magnitude of the debt of Foreign Affairs of Iraq and the subsequent debt service and compensation in addition to that most of Iraq's annual budget allocations go 60% operating expense compared to 30% of investment allocations of a proportion that does not meet the huge burdens and building a country like Iraq, and so the study of impediments to foreign investment and analytical study of deep ultraviolet rays diagnosed depth of the problem That foreign investment-oriented important economic sectors lead to the development of those sectors and the foreign direct investment directed towards the oil sector leads to the result to increase the financial resources and the promotion of public revenues of the state, which is reflected positively on the economic development and reconstruction process in Iraq.

FOOD SECURITY IN IGAD COUNTRIES: UNFINISHED AGENDA OR UNATTAINABLE GOAL?

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ABSTRACT

Intergovernmental Authority on Development (IGAD) is a Regional Economic Community comprising eight member countries, namely: Djibouti, Eritrea, Ethiopia, Kenya, Somalia, South Sudan, Sudan and Uganda. The objectives of the IGAD are to expand the areas of regional co-operation, promote policies of peace and stability, sustainable development, alleviate poverty and achieve food security in the region. The IGAD region despite its abundant natural resources, the member countries have suffered from serous food insecurity. The constraints of food security are linked to protracted conflicts, high population growth, shrinking arable land, deforestation and land degradation, frequent extreme weather events and climate change- induced droughts, low utilization of modern farm inputs, inadequate investment in agriculture, poor natural resource management and weak economic cooperation and low trade among the member countries. This paper argues that IGAD member countries have the resources that would enable them to achieve food security. The member countries, however, need to renew their political will to peace and stability and demonstrate their commitment to address their food security challenges. With renewed political will, more resources would be released for people-centered development programs that would contribute to the achievement of food security. To this end , the following interventions are suggested: (i) renewal political will of all member countries and their demonstrated efforts to national and regional peace and stability and resolve all conflicts through legal and peaceful means in order to release more resources that could be used for productive investment; (ii) Transformation of traditional farming system through investment in modern farm inputs to increase agricultural productivity; (iii) Proactive government support for broadening livelihood opportunities of vulnerable groups to ensure their sustainable livelihoods; (iv) Sustained investment in community-based extensive natural resource conservation measures to reverse deforestation and land degradation; (v) Strengthening economic cooperation among IGAD member countries through harmonization of their trade policies and (vi) Increase investment for building manufacturing sector capability in order to boost their export revenue, and subsequently sustain large food imports to fill their domestic food production and food demand gaps.

CASH CONVERSION CYCLE AND FIRM PROFITABILITY IN CEMENT MANUFACTURING SECTOR IN TELANGANA STATE-INDIA

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ABSTRACT

Firm's liquidity position is disclosed by the combination of current assets and current liabilities. Hence every company needs to maintain good amount of net current assets to meet its payments on time. The company liquidity position determines its ability to survive in the short term and of late many businesses have had critical financial problems regardless of posting profits in many cases. Manufacturing companies must have more current assets in the form of inventory which is considered as most valuable liquid asset in the firm. The purpose of this study is to establish the relationship between company's liquidity, measured by the length of the cash conversion cycle, and its profitability, measured by return on investment. Using a correlation and regression test, the study used data from a sample of five cement manufacturing companies at Telangana from 2011 to 2015. The study finds that there is a positive relationship between the cash conversion cycle and the company's return on investment and return on equity, and it provides evidence that the cash conversion cycle, a measure of business liquidity which has an impact on a firm's performance.

THEORIES AND PRACTICES OF CORPORATE GOVERNANCE

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ABSTRACT

Past has proved that there is endless evolution of theories or models of corporate governance. One of the reasons is due to the very essence of social consciences that is minimal and profit making took center stage. All over the world, companies are trying to instill the sense of governance into their corporate structure. With the surge of capitalism, corporation became stronger while governments all over the world had to succumb to its manipulations and dominance. Hence, this article attempts to provide a theoretical framework for the corporate governance debate. The review of various corporate governance theories enhances the major objective of corporate governance which is maximizing the value for shareholders by ensuring good social and environment performances. The theories of corporate governance are rooted in agency theory with the theory of moral hazard's implications, further developing within stewardship theory and stakeholder theory and evolving at resource dependence theory, transaction cost theory and political theory, Hence, it is suggested that a combination of various theories is best to describe an effective and good governance practice rather than theorizing corporate governance based on a single theory. Various theories and philosophies have provided the foundation for the development of alternative forms of corporate governance systems around the world. Furthermore, as economies have evolved through time it appears that corporate executives have deviated from the sole objective of maximizing shareholders' wealth. Owners of the capital have responded to these forces for the purpose of preserving their wealth and earning a reasonable return on their invested capital.

PROBLEMS ASSOCIATED WITH STUDENTS' PERSISTENCE IN BUSINESS APPRENTICESHIP TRAINING CENTRES (BATCs): IMPLICATIONS FOR VOCATIONAL TRADE DEVELOPMENT IN KADUNA STATE, NIGERIA

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ABSTRACT

This study was designed to analyze the problems associated with students' persistence in Business Apprenticeship Training Centres (BATCs) and stressing the implications on Vocational trade development in Kaduna state of Nigeria. Five research questions and four null hypotheses guided the study. A Survey research design was adopted for the study while the area of the study was Kaduna State. The population of the study comprised 2,873 subjects (172 teachers/instructors and 2,701 students). Proportionate stratified sampling technique was used to sample 574 subjects for the study. The instrument for data collection was a four-point structured questionnaire containing 44 items. The researcher also obtained an official record of students' enrolment and retention in BATCs of Kaduna State for five consecutive sessions to ascertain the persistence pattern of students based on school location. The structured questionnaire was validated for face and content by three experts. The instrument was pilot-tested and Cronbach Alpha (α) formula was used to establish reliability of 0.75. Z-test was used to test the four hypotheses at 0.05 level of significance. While Mean, Standard deviation, percentage and Hagedorn's formula for determining Persistence in terms of Graduation rate (PGR) was used to analyze data for the research questions. The findings revealed that problems associated with students' persistence in BATCs is linked to three sets of factors; namely Cognitive, Social, and Institutional factors. Based on the findings, 23 recommendations were proffered, among which include: Coaching students to develop strategies (study skills, critical thinking ability, learning skills, extracurricular activities, time management) for academic success; Providing opportunities for students to share issues or concerns that are preventing them from being successful students; Trades relevant to the craft and cottage industries within the locality of BATCs location should be included in the curriculum and offered in the schools. BATCs should make business partnership with their host communities and revenue accruing from such business should be used to assist at-risk students.

THE CAUSES OF PRIMARY AGRICULTURAL CREDIT SOCIETIES' OVERDUES IN ANDHRA PRADESH: A STUDY OF WEST GODAVARI DISTRICT

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ABSTRACT

In order to sustain and accelerate the production in agriculture, supply of adequate credit and its use in proper direction are prime importance. One of the most disquieting features of the institutional credit in India is the incidence of ever-increasing overdues. The high level of overdues restricts the capacity of lending institutions to recycle funds, besides threatening the prospects of continued flow of external credit for agricultural development. Agricultural loans are overdue because of wilful default and circumstantial or genuine default. In the overdues of co-operative credit institutions majority of the large farmers are considered to be wilful defaulters, while the default of small farmers is mostly due to natural causes. What factors contribute to wilful and non-wilful default? Who are the wilful defaulters and what is their incidence in different regions of the district? What is the nature and dimensions of wilful and non-wilful default? To seek answers to these and other related questions, 120 defaulted and 60 non-defaulted borrowers were interviewed and the results are incorporated in this article.

U-COMMERCE OPPORTUNITIES & CHALLENGES

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ABSTRACT

Ubiquitous commerce also referred to as "u-commerce" or uber commerce, is the combination of electronic, wireless/mobile, television, voice, and silent commerce. The ubiquitous networks which can be accessed at any time from any place and using a range of devices are base of new kind of commerce. Commerce that offers unique and personalized service to every customer individually using Ubiquitous networks is called U-commerce extends traditional commerce to a world of Ubiquitous networks and universal devices. With the rapid development of Ubiquitous computing and mobile computing technologies the traditional business model will change drastically. U-commerce is the logical extension of e-commerce and m-commerce but not their replacement commerce is abbreviation that stands for ubiquitous commerce, also called Ubi comp or ultimate commerce or pervasive computing. The study concentrates the various characteristics of u commerce, components of ubiquitous commerce U-commerce is a conceptual Extension of E-commerce and M-commerce and also the various opportunities and challenges of U-Commerce. The study suggests that in order to overcome the threats of U-commerce it has a better growth.

ORGANIZATION AND MANAGEMENT OF OLD AGE HOMES IN INDIA, WITH SPECIAL REFERENCE TO MYSURU CITY IN KARNATAKA

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ABSTRACT

A major phenomenon in recent decades is the issue of coping with the problem of ageing population. It has brought in its wake, the question of caring them during their sunset years. Modern families are nuclear families, with women entering the labor force in growing numbers; the issue has taken gigantic proportions. Add to this, the growing migration in search of greener pastures to other countries – the issue becomes all the more complicated. India is ranked 4th in terms of absolute size of elderly population. The country is not adequately equipped to look after their special health needs. In the above context, it would be useful to know how far Indian society has equipped itself to cope with this growing problem. This is a micro empirical study with particular emphasis to know the organization and the management structure of old age homes in Mysuru. The sample of the old age home was selected using the convenience sampling technique. The data was collected through interviews by posing certain relevant questions to the managers/ head of the old age homes in Mysuru and their responses have been collated and tabulated and relevant inferences have been drawn.

A STUDY ON CONSUMER'S PERCEPTION ON MOBILE BANKING IN INDIA

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ABSTRACT

Mobile banking is the latest and most innovative retail banking service offered by banking sector all over the world. Lot of innovative banking services are introduced in the banking sector to meet competitive situations. The most important factor behind the introduction of mobile banking is information technology based innovations. Mobile banking helps the banks to retain its existing customers and attract new customers. The study will be conducted to analyse consumer's perception on mobile banking services and to identify which mobile banking service is more popular among customers. The study reveals that most of the mobile banking customers are under the age group between 20 to 40. There are lot of factors affecting the perception of the customers on mobile banking, on the basis of analysing this factors revels that most of the consumers are perceived the mobile banking service in a positive way. This will also enhance the scope of mobile banking in Indian retail banking sector. The study identified that the most popular mobile banking service is Account balance enquiry.

A CASE STUDY REGARDING NOT USING CREDIT CARD BY PEOPLE OF TINSUKIA DISTRICT

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ABSTRACT

Credit card is a common word now a days, most of the public use credit cards, most of the private banks like (HDFC, ICICI) gives their customer credit card free of cost and if their customer has good records in bank then bank issue credit card without any documentation. Having credit card is a status symbol now a day in the metro cities. People can do almost every financial transaction with the help of credit card for example they can book tickets make a payment for their all types of bill, without credit card they are not feeling well. No doubt credit card is the need of today's life but even there are so many people who don't know about the difference in debit card and credit card, they don't know how to get credit card, they don't know how to use credit card. There are so many people also which have credit cards but they are afraid of using credit card they do credit transaction but don't use credit cards, So in this paper research has been done for finding some reasons of not using credit card,

IMPACT OF MGNREGA ON RURAL WOMEN: A STUDY OF MANDI DISTRICT OF HIMACHAL PRADESH

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ABSTRACT

Intended for the effectual implementation of the MGNREGA, awareness among the target group is very important. Until and unless the target group understands the real approach of the scheme, one cannot think in context of their full participation and involvement. Since, the MGNREGA is fundamentally demand-driven the status of awareness among the rural people assumes greater significance in unleashing a wave of transformation in the lives of beneficiaries. Hence, it is significant that proper acquaintance and awareness should be generated among the rural poor with regard to MGNREGA to ensure their full participation and involvement in the programme.

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