


## FACULTY PROFILE

<b>Name</b>	: Dr. Sanjay Hanji	
<b>Designation</b>	: Associate Professor	
<b>Department</b>	: MBA	
<b>Employee ID</b>	: TMBA003	
<b>E mail ID</b> (College official ID), (Personal mail ID)	: svhmb@becbgk.edu, sanjayhanji_94@rediffmail.com	
<b>Contact details</b>	: C/o. Mukkuppi Building, Near Old Veerapur Road, Roolpand Phase-II, Bagalkot	
<b>Orcid ID</b>	: 0000-0003-0358-9802	
<b>Vidwan Id</b>	: 148641	
<b>Google Scholar ID</b>	: kQaAFrgAAAAJ	
<b>Qualification</b>	: MBA, PHD	
<b>Professional Experience</b>		
Teaching experience	: 11.9 Years	
Industry experience	: 4 Years	
<b>Administrative Responsibilities</b>	: <ol style="list-style-type: none"> <li>1. Presently working as Assistant Placement Officer for Basaveshwar Engineering College, Bagalkot since February 2021 till date.</li> <li>2. Presently working as Industry-Institute Interaction Coordinator for entire Basaveshwar Engineering College, Bagalkot since 2016 till date.</li> <li>3. Presently working as Internship Coordinator for BEC-Innovation Council since November 2019 till date.</li> <li>4. Worked as HOD of MBA Department for two years (from 10<sup>th</sup> December 2018 till 9<sup>th</sup> December 2020).</li> <li>5. Worked as Placement Coordinator for MBA Department for nine</li> </ol>	

		<p>years (from September 2009 till Dec 2018).</p> <ol style="list-style-type: none"> <li>6. Worked as Admissions Coordinator for MBA Department for nine years (from September 2009 till Dec 2018).</li> <li>7. Coordinated Human Resource Development Training Programme “Pragati” for the Non-Teaching Staff, BEC, Bagalkot, on 16<sup>th</sup>&amp; 17<sup>th</sup> Feb 2010.</li> <li>8. Involved in building relationships with industries/corporate to assist students for In-plant trainings, projects, and placements.</li> <li>9. Involved in preparing innovative lab syllabus relating- Excel, SPSS, and DBMS for the MBA programme.</li> <li>10. Coordinated the graduate level competitive fest “Indradhanush”-organized by Department of Management Studies, BEC, Bagalkot.</li> <li>11. Coordinated three industrial tours for MBA students.</li> <li>12. Accompanied MBA students to management event “Kurukeshtra”, held at IEMS Hubli, on 17<sup>th</sup>&amp; 18<sup>th</sup> November 2009, where we secured 1<sup>st</sup> place.</li> <li>13. Also involved as trainer/facilitator in HRD training programme conducted for 3<sup>rd</sup> semester students, BEC on 18<sup>th</sup>&amp; 19<sup>th</sup> September 2010.</li> <li>14. Coordinated the an event called “Antharprerana” an Entrepreneurship programme on the occasion of “NOVUS’09”- State Level IEEE BRV Varadan Student Paper Contest and Technical fest on 28<sup>th</sup>&amp; 29<sup>th</sup> November 2009.</li> </ol>
<b>Teaching</b>	:	
<b>No. of Projects Guided PG</b>	:	50
<b>Research Interest Area</b>	:	<ol style="list-style-type: none"> <li>1. Emotional Intelligence</li> <li>2. Consumer Behaviour</li> <li>3. Open Innovation</li> <li>4. Brand Management</li> <li>5. Digital Marketing</li> </ol>
<b>Publications Books/Chapters</b>	:	<ol style="list-style-type: none"> <li>1. Hanji, S.V., &amp; Hamid, N. (2020). e-Health Care System in India. The Impact of Digitalization on Indian Economy 2020, Edited by: Naveed Hamid &amp; SanganagoudaPatil, Satish Serial PublishingHouse (India), 13-22.</li> </ol>
<b>Journals (with citations)</b>	:	<ol style="list-style-type: none"> <li>1. <b>Hanji, S.V.</b>,&amp;Sulibhavi, B. (2011). Brand Element Choice: A Vital Decision in Brand Management. <i>Spurthi-IMSR Journal of Management Thoughts</i>, ISSN: 2249-9962, 1(1), July-Dec, 46-52.</li> <li>2. Ramesh, H.N., Sambrani, V.N., &amp;<b>Hanji, S.V.</b> (2012). Hybrid Segmentation of Two-Wheeler Market in India. <i>IEMS Journal of</i></li> </ol>

*Management Research, ISSN: 2249-569X, 1(1), January, 20-34.*

3. Munshi, M.M., &**Hanji, S.V.** (2013). Linking Emotional Intelligence, Sales Performance, and Sales Success of Retail Salespeople: A Review Approach. *International Journal of Research in Commerce and Management*” ISSN: 0976-2183, 4(12), December, 19-23.
4. Munshi, M.M., &**Hanji, S.V.** (2014). A Multidimensional Subjective Scale Development for Measuring Sales Performance of Retail Sales Personnel. *IOSR Journal of Business and Management (IOSR-JBM), e-ISSN: 2278-487X, p-ISSN: 2319-7668, 16(4), Ver-IV, April, 39-47.*
5. Mulla, R., Vyas, B.A., &**Hanji S.V.** (2014). A Study on Factors Influencing Employee Job Satisfaction in Cement Industries at Bagalkot District. *International Journal of Research in Commerce & Management, ISSN: 0976-2183, 5(10), October, 30-38.*
6. Makandar, A.J., **Hanji, S.V.**, Vyas, B.A., & Munshi, M.M. (2014). A Study on Customer Mobile Application Usage Pattern and their Satisfaction. *International Journal of Research in Commerce, Economics & Management, ISSN: 2231-4245, 4(10), October, 19-24.*
7. Patil, P., **Hanji, S.V.**, & Munshi, M.M. (2014). Consumer Demographics and its Influence on their Car Preferences in Indian Four Wheeler Market. *International Journal of Research in Commerce, IT & Management, ISSN: 2231-5756, 4(10), October, 68-75.*
8. **Hanji, S.V.**, Vyas, B.A., Munshi, M.M., & Reddy, K.G. (2014). A Study on Link Between Farmers’ Choices of Crops with their Income & Types of Land Holding. *Asia Pacific Journal of Research, ISSN:2320-5504, E-ISSN-2347-4793, (1)20, December, 55-62.*
9. Vyas, B.A., Sajjan, V., &**Hanji, S.V.** (2015). A Study on Work Life Balance among KSRTC Employees. *International Journal of Advance Research in Computer Science and Management Studies (IJARCSMS), ISSN: 2321-7782, 3(4), April, 366-373.*
10. Vyas, B.A., Kasat, S.G., **Hanji, S.V.** (2015). A Study on Change Management in Handloom Sector. *International Journal of Research in Management & Technology (IJMRT). ISSN: 2249-9563, 5(2), April, 260-266.*
11. Vyas, B.A., Mirji, R., &**Hanji, S.V.** (2015). Study on Recruitment through Social Media Networking Sites. *International Journal of Commerce, Business and Management (IJCBM), ISSN: 2319-2828, 4(2), April, 1140-1144.*
12. Munshi, M.M., &**Hanji, S.V.** (2015). Emotional Intelligence and

	<p>Work Performance Relationship: A Study on Sales Personnel Working in the Organized Retail Stores. <i>IOSR Journal of Business and Management (IOSR-JBM)</i>, e-ISSN: 2278-487X, p-ISSN: 2319-7668, 17(12), December, 108-115.</p> <p>13. Munshi, M.M., &amp;<b>Hanji, S.V.</b> (2015). Moderating Effect of Sales Personnel's Age, Qualification and Work Experience on the Emotional Intelligence and Work Performance Relationship in the Organized Retail Stores. <i>International Journal of Business and Administration Research Review (IJBARR)</i>, e-ISSN: 2347-856X, ISSN: 2348-0653, 2(12), December, 36-44.</p> <p>14. Munshi, M.M., &amp;<b>Hanji, S.V.</b> (2015). Exploring the Effect of Sales Personnel's Demographics on their Work Performance in the Organized Retail Stores. <i>Asia Pacific Journal of Research (APJOR)</i>, e-ISSN: 2347-4793, ISSN: 2320-5504, 1(XXXIV), December, 113-121.</p> <p>15. <b>Hanji, S.V.</b> (2016). Emotional Intelligence: A Prerequisite Trait for the Sales Jobs. <i>Indian Journal of Research in Commerce, Management, Engineering and Applied Science</i>, ISSN: 2454-6593, 3, September, 187-191.</p> <p>16. <b>Hanji, S.V.</b> (2016). Emotional Branding: The New Approach for Connecting Brands to its Customers. <i>Indian Journal of Research in Commerce, Management, Engineering and Applied Science</i>, ISSN: 2454-6593, 8, September, 106-119.</p> <p>17. <b>Hanji, S.V.</b>, &amp;Hunnur, R.R. (2016). Guerrilla Marketing: An Impressive Marketing Alternative for Small Enterprises. <i>Indian Journal of Research in Commerce, Management, Engineering and Applied Science</i>, ISSN: 2454-6593, 3, September, 192-194.</p> <p>18. Hunnur, R.R., &amp;<b>Hanji, S.V.</b>, (2016). An Empirical Investigation on the Comparative Study of Government and Private Hospitals on the basis of Service Quality Dimensions. <i>Indian Journal of Research in Commerce, Management, Engineering and Applied Science</i>, ISSN: 2454-6593, 2, September, 106-119.</p> <p>19. Deshpande, V., <b>Hanji, S.V.</b>, Tapashetti, R.B., &amp;Hadakar, D.S. (2020). A Study on the Technical Analysis of Future Prices of selected Agricultural Spices Commodities. <i>GBS Impact Journal of Multi-Disciplinary Research</i>, ISSN: 2454-8545, July-December, 6 (2), 41-46.</p>
<p><b>Conferences</b></p>	<p>:</p> <p>1. <b>Hanji, S.V.</b>, &amp;Huilgol, P. (2009). <i>Global Recession Opportunities and Challenges</i>, 62<sup>nd</sup> ALL India Commerce Conference of Indian Commerce Association, Organized by MaharshiDayanandSaraswati University, Ajmer from 10<sup>th</sup> – 12<sup>th</sup> October, 2009.</p> <p>2. <b>Hanji, S.V.</b> &amp;Sulibhavi, B. (2011). <i>Brand Element Choice: A Vital Decision in Brand Management</i>, Two Day National Level</p>

	<p>Conference (Spurthi) on “Emerging Paradigms in Management”, Organized by KLE Society’s Institute of Management Studies &amp; Research, Hubli on 25<sup>th</sup> and 26<sup>th</sup> March 2011.</p> <ol style="list-style-type: none"> <li>3. <b>Hanji, S.V. (2011).</b> <i>CRM Trends in Health Care Sector</i>, Two Day National Conference on “Challenges &amp; Opportunities in Services Sector” Organized by Department of Management Studies, MS Ramaiah Institute of Technology, Bangalore on 20<sup>th</sup>&amp; 21<sup>st</sup> April 2011.</li> <li>4. <b>Hanji, S.V.,&amp;Ulligaddi, V. (2011).</b> <i>Impact of Product Attributes and Promotions on Brand Switching Behavior</i>, One Day National Conference on “Emerging Management Innovation: Architecture for 2020”, Organized by Global Business School, Hubli on 29<sup>th</sup> April, 2011.</li> <li>5. <b>Hanji, S.V.,&amp;Hegder, C. (2011).</b> <i>A Study on Customer Ethnocentricity in Indian Market</i>, One Day National Conference on “Emerging Management Innovation: Architecture for 2020”, Organized by Global Business School, Hubli on 29<sup>th</sup> April, 2011.</li> <li>6. <b>Hanji, S.V.,&amp;Diwatgi, V. (2011).</b> <i>Evaluating E-Banking Effectiveness: A GAP Analysis</i>, One Day National Conference on “Emerging Management Innovation: Architecture for 2020”, Organized by Global Business School, Hubli on 29<sup>th</sup> April, 2011.</li> <li>7. <b>Munshi, M.M., &amp;Hanji, S.V. (2013).</b> <i>The Role of Emotional Intelligence in Sales Performance of Retail Sales Personnel</i>, Two Days Second International Conference on “Innovation-The Key to Global Competitiveness”, Organized by Department of Management Studies &amp; Research Center, BMS College of Engineering, Bangalore, on 24<sup>th</sup> and 25<sup>th</sup> October 2013.</li> <li>8. <b>Hanji, S.V., &amp;Munshi, M.M. (2013).</b> <i>A Review on Relationship between Emotional Intelligence and Sales Performance</i>, Two Days National Conference on “Developing a Holistic Management System”, Organized by Institute of Management Studies and Research, Kuvempu University, Shankaraghatta, on 22<sup>nd</sup>&amp; 23<sup>rd</sup> November 2013.</li> <li>9. <b>Kodabagi, M.M., Hanji, S.S., &amp; Hanji, S.V. (2014).</b> <i>Application of Enhanced Clustering Technique using Similarity Measure for Market Segmentation</i>, Second International Conference of Advanced Computer Science &amp; Information Technology (ACSIT-2014), Organized by Academy &amp; Industry Research Collaboration Center (AIRCC), in Zurich, Switzerland, on 14<sup>th</sup>&amp; 15<sup>th</sup> June 2014.</li> <li>10. <b>Hanji, S.V., Hanji, S.S., &amp; Munshi, M.M. (2015).</b> <i>Succession Planning a Key Took in Improving Acadmic Quality and Leadership</i>, UGC Sponsored A Two-Day National Level Seminar on “Succession Planning in Higer Education”, Organized by Shri S.R. Kanthi Arts, Commerce &amp; Science College, Mudhol, on</li> </ol>
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	<p>20<sup>th</sup> &amp; 21<sup>st</sup> February 2015.</p> <ol style="list-style-type: none"> <li>11. <b>Hanji, S.V.</b> (2016). <i>Emotional Intelligence: A Prerequisite Trait for the Sales Jobs</i>, International Conference on “Financial Inclusion in India”, organized by P.G. Department of Commerce, Basaveshwar Commerce College, Bagalkot, Karnataka, India, on 10th September 2016.</li> <li>12. <b>Hanji, S.V.</b> (2016). <i>Emotional Branding: The New Approach for Connecting Brands to its Customers</i>, International Conference on “Financial Inclusion in India”, organized by P.G. Department of Commerce, Basaveshwar Commerce College, Bagalkot, Karnataka, India, on 10th September 2016.</li> <li>13. <b>Hanji, S.V., &amp; Hunnur, R.R.</b> (2016). <i>Guerrilla Marketing: An Impressive Marketing Alternative for Small Enterprises</i>, International Conference on “Financial Inclusion in India”, organized by P.G. Department of Commerce, Basaveshwar Commerce College, Bagalkot, Karnataka, India, on 10th September 2016.</li> <li>14. <b>Hunnur, R.R., &amp; Hanji, S.V.,</b> (2016). <i>An Empirical Investigation on the Comparative Study of Government and Private Hospitals on the basis of Service Quality Dimensions</i>, International Conference on “Financial Inclusion in India”, organized by P.G. Department of Commerce, Basaveshwar Commerce College, Bagalkot, Karnataka, India, on 10th September 2016.</li> <li>15. <b>Hanji, S.V., &amp; Hanji, S.S.,</b> (2017). <i>A Study on Perception and Attitude of Students and Staff Members towards Green Campus Transportation in Higher Educational Institutes</i>, First International Conference on Ideation and Innovations in Sustainable Science &amp; Technologies (IISST-17), in Kuala Lumpur, Malaysia, from 30<sup>th</sup> June to 2<sup>nd</sup> July 2017.</li> <li>16. <b>Hanji, S.V., &amp; Hungund, S.</b> (2021). <i>Open Innovation: A Vital Strategy for Survival and Resilience during Pandemic Times</i>, International Management Conference 2021 Post COVID Management Strategies: Recovery, Resilience &amp; Adaptation, Organized by Indian Institute of Management (IIM) Bodh Gaya, 23<sup>rd</sup> &amp; 24<sup>th</sup> April 2021.</li> </ol>
<p><b>Invited Talks</b></p>	<p>:</p> <ol style="list-style-type: none"> <li>1. Resource person for the Faculty Development Programme on “<i>Effective Teaching Practices</i>” in Basaveshwar Engineering College, Bagalkot during 03<sup>rd</sup> to 05<sup>th</sup> March 2012.</li> <li>2. Resource person for <i>HRD Training Programme</i> for II year Engineering/MBA/MCA students of Basaveshwar Engineering College, Bagalkot on 15<sup>th</sup> &amp; 16<sup>th</sup> September 2012.</li> <li>3. Resource person for <i>HRD Training Programme</i> for I year Engineering/MBA/MCA students of Basaveshwar Engineering</li> </ol>

	<p>College, Bagalkot on 13<sup>th</sup>&amp; 14<sup>th</sup> October 2012.</p> <ol style="list-style-type: none"> <li>4. Resource person for the workshop on “<b>Group Discussion and Human Resource Development</b>” for final year MCA students of Basaveshwar Engineering College, Bagalkot on 18<sup>th</sup> October 2014.</li> <li>5. Resource person for workshop on “<b>Application of SPSS &amp; Microsoft Excel for MBA Project Research Analysis</b>” at Amruta Institute of Engineering and Management Sciences, Bidadi, Bangalore on 23<sup>rd</sup> March 2015.</li> <li>6. Resource person for <b>HRD Training Programme</b> for I year Engineering/MBA/MCA students of Basaveshwar Engineering College, Bagalkot on 10<sup>th</sup>&amp; 11<sup>th</sup> October 2015.</li> <li>7. Actively contributed as resource person for the topic “<b>Public Speaking</b>” at Novus a National Level Technical Fest conducted by BEC-IEEE Student Branch and Gymkhana on 13<sup>th</sup>&amp; 14<sup>th</sup> February 2016.</li> <li>8. Resource person for workshop on “<b>Emotional Intelligence</b>” for Bosch-Rexroth students at Basaveshwar Engineering College, Bagalkot on 9th August 2016.</li> <li>9. Main resource person for the Faculty Development Programme on “<b>Advanced Data Analytics &amp; Statistical Software</b>” at Department of Management Studies, Basaveshwar Engineering College (Autonomous), Bagalkot on 27th &amp; 28th August 2016.</li> <li>10. Resource Person for the Faculty Development Programme on “<b>Emotional Intelligence</b>” at Jain College of MCA &amp; MBA, Belagavi on 8th September 2016.</li> <li>11. Resource Person for the Faculty Development Programme on “<b>Emotional Intelligence for Success</b>” at University of Horticultural Sciences, Bagalkot on 26th September 2016.</li> <li>12. Corporate Training &amp; Consultancy for the employees of TATA MARCOLO MOTORS, Dharwad on “<b>Lean Manufacturing and TQM</b>” at Tata Marcopolo, Dharwad on 27th September 2016.</li> <li>13. Corporate Training &amp; Consultancy for the Middle Level Management of JINDAL STEEL WORKS (JSW), Torangal, Ballari on “<b>Stress Management</b>” at JSW Plant, Torangal, Ballari on 8th October 2016.</li> <li>14. Resource Person for the FDP on <b>Emotional Intelligence for Teaching and Academic Leadership</b> at AllumKaribasappa Institute of Management, Bellary on 27<sup>th</sup> January 2017.</li> <li>15. Resource Person for the FDP on <b>Smart Teaching Skills for Aspiring Teacher (STAT)</b>, at Basaveshwar Engineering College (Autonomous), Bagalkot on 9<sup>th</sup> to 11<sup>th</sup> February 2017.</li> </ol>
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	<ol style="list-style-type: none"> <li>16. Delivered an Invited Guest Talk on “<b><i>Emotional Intelligence in Software Engineering Projects</i></b>” for ICT and Business Information System students at PETRONASTECHNOLOGICAL UNIVERSITY, MALAYSIA on 3<sup>rd</sup> July 2017.</li> <li>17. Invited as Resource Person for the Five Day Faculty Development Programme on “Research Methodology” to deliver sessions on <b><i>SPSS for Data Analytics</i></b> at Basavakalyan Engineering College, Basavakalyan on 3<sup>rd</sup> August 2017.</li> <li>18. Resource Person for the One Day Workshop on <b><i>SPSS</i></b> for the MBA students of Institute of Business &amp; Management Research (IBMR), Hubli on 9<sup>th</sup> August 2017.</li> <li>19. Invited as Resource Person for the One week STTP on “Research Methodology” to deliver a session on <b><i>Research Design, Hypothesis Formation and Testing</i></b> at Govt. Polytechnic Bagalkot on 4<sup>th</sup> December 2019.</li> <li>20. Invited as Resource Person for the Two week FDP on “Current Trends in Outcome Based Education” to deliver a session on <b><i>Emotional Intelligence for Teaching &amp; Academic Leadership</i></b> in the FDP “<b><i>Current Trends in Outcome Based Education</i></b>” at Basaveshwar Engineering College, Bagalkot on 7<sup>th</sup> February 2020.</li> <li>21. Invited as Resource Person for a webinar on <b><i>Professional Ethics for Teachers, Students &amp; Administrators</i></b> at Basaveshwar Commerce College, Bagalkot on 31<sup>st</sup> August 2020.</li> </ol>
<b>Events Organized</b>	<p style="text-align: center;">:</p> <ol style="list-style-type: none"> <li>1. Coordinated a MDP “Academic Leadership through Emotional Intelligence” organized by Department of Management Studies, BEC, Bagalkot on 15<sup>th</sup> June 2018.</li> <li>2. Coordinated Human Resource Development Training Programme “Pragati” for the Non-Teaching Staff, BEC, Bagalkot, on 16<sup>th</sup> &amp; 17<sup>th</sup> Feb 2010.</li> <li>3. Coordinated the graduate level competitive fest “Indradhanush”-organized by Department of Management Studies, BEC, Bagalkot in the academic year 2010-11.</li> <li>4. Coordinated three industrial tours for MBA students during 2010-11, 2011-12 and 2018-19 academic years.</li> <li>5. Coordinated and accompanied MBA students to management event “Kurukeshtra”, held at IEMS Hubli, on 17<sup>th</sup> &amp; 18<sup>th</sup> November 2009, where we secured 1<sup>st</sup> place.</li> <li>6. Also involved as trainer/facilitator in HRD training programme conducted for 3<sup>rd</sup> semester students, BEC on 18<sup>th</sup> &amp; 19<sup>th</sup> September 2010.</li> <li>7. Coordinated the an event called “Antharprerana” an</li> </ol>



	<p>Entrepreneurship programme on the occasion of “NOVUS’09”- State Level IEEE BRV Varadan Student Paper Contest and Technical fest on 28<sup>th</sup>&amp; 29<sup>th</sup> November 2009.</p>
<p><b>Conferences/ Symposiums/ Workshops/ Training Programs Attended</b></p>	<p>:</p> <ol style="list-style-type: none"> <li>1. MDP on Analytics for Academicians Researchers &amp; Practitioners, at PESIT, Bangalore, from 27<sup>th</sup> July 2011 to 30<sup>th</sup> July 2011.</li> <li>2. New Trends in Management, Gogte Institute of Technology, at Belgaum on 9<sup>th</sup>&amp; 10<sup>th</sup> April 2012.</li> <li>3. Workshop on Data Analysis &amp; Statistical Software, at Basaveshwar Engineering College, Bagalkot, on 22<sup>nd</sup>&amp; 23<sup>rd</sup> November 2013.</li> <li>4. Research Methodology &amp; Latex, Organized by VTU e-Learning Centre, Mysore, Conducted at VTU, Belgaum from 8<sup>th</sup> to 10<sup>th</sup> July 2014.</li> <li>5. Intellectual Property Rights Awareness Programme, at Basaveshwar Engineering College, Bagalkot on 5<sup>th</sup> December 2014.</li> <li>6. Orientation Programme on Entrepreneurship Development and Implementation of DEBM Programme, at Basaveshwar Engineering College, Bagalkot, on 26<sup>th</sup> and 27<sup>th</sup> August 2015.</li> <li>7. Outcome Based Education, at Basaveshwar Engineering College, Bagalkot organized under TEQIP-II of World Bank on 18<sup>th</sup> December 2015.</li> <li>8. MDP on Social Etiquette, at KLE Dr. M.S. Sheshgiri College of Engineering &amp; Technology, Belagavi on 14<sup>th</sup> May 2016.</li> <li>9. FDP on Empowering Teachers to Enrich Students, at Mechanical Department, Basaveshwar Engineering College, Bagalkot on 2<sup>nd</sup> to 4<sup>th</sup> December 2016.</li> <li>10. MDP on Winning Edge: Strategic Thinking and Creative Leadership, at Department of Management Studies, Basaveshwar Engineering College, Bagalkot on 4<sup>th</sup> February 2017.</li> <li>11. MDP on Contemporary Corporate Leadership, at School of Management (MBA &amp; PGDM), KristuJayanti College (Autonomous), Bengaluru on 7<sup>th</sup> April 2017.</li> <li>12. Systems Thinking and Applications, conducted by Prof. L.S. Ganesh, IIT Madras, Chennai, at Basaveshwar Engineering College, Bagalkot from 12-10-2018 to 30-11-2018.</li> <li>13. NPTEL Workshop by IIT Madras, at Basaveshwar Engineering College, Bagalkot on 29<sup>th</sup> November 2019.</li> <li>14. FDP on Publishing Research in High Quality Journals, at</li> </ol>

	<p>Department of Management Studies, Basaveshwar Engineering College, Bagalkot on 19<sup>th</sup> December 2019.</p> <ol style="list-style-type: none"> <li>15. Online FDP on “AICTE-Examination Reforms Policy” organized by AICTE from 22<sup>nd</sup> to 25<sup>th</sup> April 2020.</li> <li>16. E-Workshop on AICTE-Examination Reform Policy organized by Basaveshwar Engineering College, Bagalkot on 29<sup>th</sup> &amp; 30<sup>th</sup> April 2020.</li> <li>17. National Level Live Webinar on “Business Etiquettes-Hilarious but Serious”, organized by B.V.V.Sangha’s Institute of Management Studies, Bagalkot on 21<sup>st</sup> May 2020.</li> <li>18. National Webinar (workshop) on Fine Tuning your Research Papers: Publication in Scopus, Web of Science indexed journals and ABDC rated journals, organized by Bharata Mata College, Kochi, Kerla on 27<sup>th</sup> May 2020.</li> <li>19. Five Days FDP on Universal Human Values for Deeksharambh (Student Induction Program) organized by Department of Mechanical Engineering, National Institute of Technology (NIT) Patna (Certificate no: P3.227) during 23<sup>rd</sup> to 27<sup>th</sup> November 2020.</li> <li>20. Two Days Virtual Workshop on Research Methodology organized by Indian Institute of Management Bodh Gaya (Certificate no: IIMBG/WS/110) on 21<sup>st</sup> &amp; 22<sup>nd</sup> April 2021.</li> </ol>
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