

**RESEARCH PAPERS RELATED TO STRATEGIC MANAGEMENT**  
(Presented in Conferences/ Seminars)

<a href="#"><u>Vol. I</u></a>	<a href="#"><u>Vol. II</u></a>	<a href="#"><u>Vol. III</u></a>	<a href="#"><u>Vol. IV</u></a>	<a href="#"><u>Vol. V</u></a>
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Available in this Book	Available in Case Book	Manuscripts Not Available
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**VOL I**

1. **Sectoral Moulds in Management**, WP N0.1, IIML, 1993
2. **Parc Tauli Hospital (A), (B) and (C) (Case Study)**  
(Case presented in the 2nd *Case Colloquium of World Association for Case Method Research and Application*, Sweden, June 15-16, 2001)
3. **A Study of Indian Foreign Collaborations**, WP No.10, IIML, 1994  
(Presented in the *First International Conference of Euro-India Co-operation and Exchange Programme*, June 25-26, 1994)
4. **Perception of European Executives about India as a Business Partner**, WP 11, IIML, 1994  
(Presented in the *First International Conference of Euro-India Co-operation and Exchange Programme*, June 25-26, 1994)
5. **Determinants of the Ex- post Performance of Mergers & Acquisitions: A Case Study**, WP. No. 7, IIML, 1994  
(Presented in the *6th National Convention of Association of Indian Management Schools* August 25-27, 1994)
6. **Learning by Doing: An Experiment on Case Writing as a Pedagogical Tool"**, WP No.8, IIML, 1994  
(Accepted for presentation in *11th International Conference of World Association for Case Method Research and Application*, Montreal June 18-22, 1994)  
(Presented in the *6th National Convention of Association of Indian Management Schools*, Delhi, August 25-27, 1994)
7. **A Survey on the Usage and Development of Case Material for Management Education and Training in SAARC Countries, with special reference to India"**, WP No. 9, IIML, 1994  
(Accepted for presentation in *11th International Conference of World Association for Case Method Research and Application*, Montreal June 18-22, 1994)  
(Presented in the *7th National Convention of Association of Indian Management Schools, Chennai*, August, 1995)
8. **Grooming the Strategists: The HRD Challenge**, WP 12, IIML, 1994  
(Presentation in the *23rd International Conference of the International Federation of the Training and Development Organisations*, November 8-10, 1995)

**VOL II**

9. **Imperative, Challenges and Task Requirements of Becoming a Global Player**, WP No. 4, IIML, 1997  
(Presented in the *Conference on Economic Foundations for Strategic Management*, Indira Gandhi Institute for Development Research, Bombay, Aug. 21-22, 1997)

10. **Kaiserganj Railway Workshop** (Case Study)  
(Case presented in the *6th Case Colloquium of World Association for Case Method Research and Application*, Sweden, July 5-7, 1998)
11. **Scooters India Ltd.** (Case Study) W.P. No. 2000/08, IIML, 2000  
(Case presented in the *2nd Conference of Strategic Management Forum*, Indian Institute of Management, Bangalore, May 27-29, 1999)
12. **Imperative, Challenge and Task requirements of New Product Development**  
(Presented in the *2nd Conference of Strategic Management Forum*, Indian Institute of Management, Bangalore, May 27-29, 1999)
13. **Making the Crippled Dance**, WP No. 2000/ 05, IIML, 2000  
(Presented in the *National Seminar on Managing and Sustaining High Performing Organisations*, Indian Institute of Management, Lucknow, April 2000)
14. **Exit or Renaissance**, WP No. 2000/ 07, IIML, 2000  
(Presented in *3rd Conference of Strategic Management Forum*, Indian Institute of Management, Calcutta, May 2000)
15. **New Product Development: Imperative, Inhibitors and Coping Strategies**  
(Presented in the *Round Table on "India's Design and Management Programmes"*, *National Institute of Fashion Design*, New Delhi, Sept. 21, 2000)
16. **New Product Development: Key challenge to Indian Firms in the Liberalised Era**  
(Presented in the *National Seminar on Prospects of Industrial R & D in India under Globalisation*, Indian Institute of Technology, Kanpur, Feb.6-7, 2001)
17. **Meeting the Challenge of a Borderless Economy: Needed a Policy Shift?** WP No. 2000/ 14 IIML, 2000  
(Presented in the *Opening National Seminar on WTO and Allied Issue*: Indian Institute of Management, Lucknow, February 24-25, 2001)
18. **Indian Business Ventures Abroad**, WP 2001/ 21, IIML 2001  
(Presented in the *4th Conference of Strategic Management Forum*, Indian Institute of Management, Ahmedabad, May 24-26, 2001)
19. **An Experiment on Using Live Case Method in India**  
(Presented in the *18th Conference of World Association for Case Method Research and Application*, Sweden, June 17-20, 2001)
20. **To Wind up or to Run** (Case Study)  
Case presented in the *8th Case Colloquium of World Association for Case Method Research and Application*, Sweden, June 15-16, 2001)

### VOL III

21. **Fallout of Liberalisation: Performance of Indian Industry in Post-liberalisation Era**,  
W.P. No. 2002/ 05, IIML, 2002  
(Presented in the *Second National Seminar on Meeting the WTO and Allied Issues*, Indian Institute Foreign Trade. New Delhi. February 2-3, 2002)
22. **Bharat Latex Ltd.**  
(Case presented in the *V Annual Conference of Strategic Management Forum*, Management, Development Institute, Gurgaon, April 25-27, 2002)
23. **From Business of Education to Education of Business: Emerging Challenges to Management Education**  
W.P. No. 2002/ 15, IIML, 2002  
(Presented in the *16th Annual Convention of Association of Indian Management Schools*. Amity Business School, NOIDA, August 23-25, 2002)

24. **From Tool Down to Retooling: Emerging Challenges to Labour and Unions In the LPG Era**  
W.P. No. 2002/ 16, IIML, 2002  
(Presented in the *Tripartite National Seminar on Emerging Challenges to Labour* Mahatma Gandhi Labour Institute, Ahmedabad, October 26-27, 2002)
25. **Foreign Collaborations in India: A Study of Patterns In the Pre and the Post-liberalisation Era**  
W.P. No. 2002/ 14, IIML, 2002  
(Paper accepted for presentation in *Conference of American Society for Competitiveness* October 10-12, 2002, Virginia, U.S.A.)  
(Presented in the *International Seminar on Management of R & D*, IIT, Delhi, January, 10-11, 2003)

#### VOL IV

26. **International Tourism in India: Strategic Significance, Gaps and Vulnerabilities**  
W.P. No. 2003/ 02, IIML, 2002  
(Presented in the *3<sup>rd</sup> National Seminar on WTO and Allied Issue*, organised by Strategic Management Forum, University of Goa, TERI Goa and International Centre Goa, Feb. 21-22, 2003)
27. **Corporate Leaders of India: A Study of Their Contribution and Performance in the Post Liberalisation Era**  
W.P. No. 2003/ 01, IIML, 2002  
(Presented in the *VI Annual Conference of Strategic Management Forum*, by Strategic Management Forum, XLRI, Jamshedpur, (April 24-26, 2003)
28. **How Leveled is the Playing Field: Strategic Disadvantages of Developing Countries-** the Case of India  
(Presented in the *VII Annual Conference of Strategic Management Forum*, by Strategic Management Forum, IIM, Indore (May 13-15, 2004)
29. **Fragility of Indian Corporate Sector**  
(Presented in the *VIII Annual Conference of Strategic Management Forum*, by Strategic Management Forum, IIFM Bhopal, (May 10-12, 2005)
30. **Adequacy and Effectiveness of Indian Tourism Websites for International Tourism in India**  
Presented in the *2<sup>nd</sup> Conference on Global Competition and Competitiveness of Indian Corporates* IIM Kozhikode (2007)
31. **Patterns of Corporate Tax Payments**  
Presented in the *2<sup>nd</sup> Conference on Global Competition and Competitiveness of Indian Corporates* IIM Kozhikode (2007)

#### VOL V

32. **Competition, Competitiveness and Dependence**  
Presented in the *3<sup>rd</sup> Conference on Global Competition and Competitiveness of Indian Corporates* IIM Lucknow (May 29-31, 2008)
33. **Frightening Developments in Foreign Trade and Balance of Payments: Do we have necessary and effective Policy Safe Guards?**  
(Presented in the *XV Annual Conference of Strategic Management Forum*, by Strategic Management Forum, IIM Indore, (May, 2012)
34. **Kingfisher Airlines**

- (Case presented in the *XVI Annual Conference of Strategic Management Forum*, by Strategic Management Forum, IIM Kozhikode (May, 2013)
35. **Economic Emergency: Is it a Hoax Call?**
36. **Lessons from Coal Block Allocations**  
(Presented in the *XVII Annual Conference of Strategic Management Forum*, by Strategic Management Forum, IIM Calcutta, (June 10-12, 2014)
37. **Strategic Gaps in Make in India Call**  
(Presented in the *XVIII Annual Conference of Strategic Management Forum*, by Strategic Management Forum, IIFT New Delhi, (Dec. 17-19, 2015)
38. **Strategic Significance of Integrative Thinking**  
(Presented in the *XVIII Annual Conference of Strategic Management Forum*, by Strategic Management Forum, IIFT New Delhi, (Dec. 17-19, 2015)
39. **Adani Enterprises Ltd.**  
(Case presented in the *XVIII Annual Conference of Strategic Management Forum*, by Strategic Management Forum, IIFT New Delhi, (Dec. 17-19, 2015)