

# Newsletter

of the Research & Publications Committee, IIMA



June 2016

## Abstracts of Articles

published in refereed journals



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### Carbon Footprint Analysis of Pallet Remanufacturing

In *Journal of Cleaner Production*, March 16, 2016 (Online Reference: DOI: 10.1016/j.jclepro.2016.03.009).

**Fabiana Tornese, Andres L. Carrano, Brian K. Thorn, Jennifer A. Pazour and Debjit Roy**

This research is the first attempt to characterize the carbon equivalent emissions associated with pallet remanufacturing operations for two repositioning scenarios (cross-docking and take-back), and under multiple levels of pallet loading and service conditions. Industry data was acquired through observation and time studies at 12 facilities in North America. Models of pallet component breakdown patterns were used to characterize the carbon equivalent emissions of pallet remanufacturing over the predicted service life. Results show that materials account for the vast majority of remanufacturing operation emissions with three board components responsible for 50-90% of total remanufacturing emissions. The loading and handling environment significantly impacts remanufacturing emissions thus breakeven points where remanufacturing emissions exceed those from newly manufactured pallets are provided for each condition. Also, a pallet-cross-docking policy was shown to reduce emissions when compared to a take-back policy. Finally, a linear optimization model is provided to understand the benefits of preemptive component repair. Results show that preemptive remanufacturing schedules can reduce carbon equivalent emissions by up to 40%. These insights can help guide the pallet industry towards more sustainable pallet management strategies.

### Globalisation of Commodification: Legal Process Outsourcing and Indian Lawyers

In *Journal of Contemporary Asia*, March 9, 2016 (Online Reference: 10.1080/00472336.2016.1157885).

**Ernesto Noronha, Premilla D'Cruz and Sarosh Kuruvilla**

Legal process outsourcing (LPO) refers to the contracting of legal work from regions where it is costly to perform, such as the US to areas where it can be performed at a significantly decreased cost. LPO has been made possible by the disaggregation of the legal processes into discrete units, each of which can then be outsourced to cheaper service providers. Anecdotal evidence suggests a variety of benefits such as financial gains, opportunities to

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perform “global” work in a corporate atmosphere and acquisition of important skills and training that enhances the prestige of the host country lawyers. In India, which has played a significant role, LPO firms are viewed as important catalysts in the transformation of the country’s highly stratified legal profession based on social identities. This qualitative study, based on 38 interviews, concludes that the corporate culture was an attractive proposition for lawyers from non-elite backgrounds; however, the commodification of offshored work led to a deprofessionalisation of lawyers, reducing them to “glorified clerks.” As a result, LPO firms only provided parallel avenues for career mobility but did not destabilise the local legal market which at its core remains socially networked.

## Relationship between Perceptions of Corporate Social Responsibility and Organizational Cynicism: The Role of Employee Volunteering

In *The International Journal of Human Resource Management*, 27 (13), August 21, 2016, 1373-1392 (Online Reference 10.1080/09585192.2015.1072102).

**Rahul Chandra Sheel and Neharika Vohra**

This study explores the role of positive corporate social responsibility (CSR) perceptions of employees in reducing cynicism toward the organization. As employee involvement in CSR activities through volunteering could influence the perceptions of CSR among employees, the moderating impact of employee volunteering on the relationship between CSR perceptions and cynicism is also tested. Considering that managers and non-managers can have different perceptions of CSR and organizational realities, the relationship between CSR and organizational cynicism is compared among managerial and non-managerial staff working in large organizations. The analysis of 348 questionnaires collected from 191 managers and 157 non-managers showed that positive perceptions of CSR were negatively correlated with organizational cynicism for both managers and non-managers, with significantly stronger negative correlations among managers. Employee volunteering did not significantly moderate the relationship between CSR and organizational cynicism in both groups. The implications of these results on human resource management theory and practice are discussed.

## Pricing to Market Behaviour of India’s High Value Agri-Food Exporters: An Empirical Analysis of Major Destination Markets

In *Agricultural Economics*, 47 (1), December 24, 2015, 129-137 (Online Reference: DOI: 10.1111/agec.12215).

**Poornima Varma and Akash Issar**

The pricing behaviour of India’s high value agricultural and food exporters in their major destination markets is examined using a pricing-to-market (PTM) model for noncompetitive and exchange rate related pricing behaviour. The analysis was undertaken in a context where India is showing high commodity concentration in agricultural trade. The econometric analysis employed is panel corrected standard errors (PCSE) estimation technique. The results indicated evidence of a greater degree of imperfect competition either through price discrimination across destinations or through imperfect exchange rate pass-through. The analysis of exchange rate effects showed that the local currency price stabilization by the Indian exporters were more prominent than the amplification of exchange rates. The analysis of the asymmetric effects of exchange rates on export prices showed that in most cases the depreciation of Indian rupee had a greater impact than the appreciation. Moreover the results showed that the exchange rate pass-through is sensitive to the kind of exchange rate index utilised. In our analysis we found that the commodity specific exchange rate better predicts the pricing to market behaviour in most cases.



## Quantitative Easing and the Post-Crisis Surge in Financial Flows to Developing Countries

In *Journal of International Money and Finance*, February 19, 2016 (Online Reference: DOI:10.1016/j.jimonfin.2016.02.009).

Jamus Jerome Lim and Sanket Mohapatra

This paper examines gross financial inflows to developing countries between 2000 and 2013, with a focus on the potential effects of quantitative easing (QE) policies in the United States and other high-income countries. We find evidence for potential transmission of QE along observable liquidity, portfolio balancing, and confidence channels. Moreover, we find that QE had an additional latent effect *over and above these* observable channels, one that survives an array of robustness tests, retains its significance across different types of financial flows, and which cannot be attributed to changes in expectations or elasticity. Our baseline estimates place the lower bound of a QE effect at around 5 percent of gross inflows above trend, for the average developing economy, which is a magnitude comparable to a one standard deviation change along the traditional channels. We also find evidence of heterogeneity among different types of flows; portfolio (especially bond) flows tend to be more sensitive than FDI to our measured QE effects.

## Doctor-patient Interaction in Telemedicine: Logic of Choice and Logic of Care Perspectives

In *Information Systems Frontiers*, March 23, 2016, 1-14.

Rajesh Chandwani and Rahul De

This paper focuses on telemedicine implementation, which can be used to extend modern medical knowledge to remote areas in developing countries. By examining doctor-patient interactions in the context of a telemedicine program in India, we posit how the behaviour of the actors interacting over virtual media is determined by interplay between two dominant institutional logics, namely logic of care and logic of choice. The paper draws on the tenets of institutional logics to extend the theoretical understanding about processes of engagement of actors with a new technology and explicates how the engagement evolves with the use of technology. The research emphasizes the essential role of considering the dynamics of logic of care and logic of choice in the design and implementation process.

## Strategic Investment in Merchant Transmission: The Impact of Capacity Utilization Rules

In *Energy Policy*, 85, October 2015, 455-463 (Online Reference: DOI: 10.1016/j.enpol.2015.03.027).

Federico Boffa, Viswanath Pingali and Francesca Sala

In this paper we look at the relative merits of two capacity utilization regimes in the merchant electricity transmission network: Must offer (*Mo*) where the entire capacity installed has to be made available for transmission and Non Must Offer (*NMo*) where some capacity could be withheld. We look at two specific cases: (i) demand for transmission varies across time, and (ii) vertical integration is allowed between investors in transmission network and electricity generators. In the case of time-varying demand under *Mo*, we find that a monopolist may underinvest in transmission when compared to *NMo*, although *NMo* may lead to more capacity withholding. In the case of vertical integration, we find that when the market power is with the generators of the exporting node, without vertical integration no welfare-enhancing merchant investment would occur, neither under *Mo* nor *NMo*. Further, if the generators in the importing node have market power, in case vertical integration is allowed, *Mo* is better than *NMo*. Finally, we also argue that the incentive to collude among various transmission network investors is mitigated with *Mo* in place.

## The Risk of Impoverishment in Urban Development-induced Displacement and Resettlement in Ahmedabad

In *Environment and Urbanization*, 27(1), April 2015, 231-256, (Online Reference: DOI: 10.1177/0956247815569128)

Sejal Patel, Richard Sliuzas and Navdeep Mathur

Processes of globalization and neoliberal reforms of local governance in Indian cities have created distinct patterns by reshaping the physical and social landscapes of India's cities,



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triggering contestations between the privileged and the dispossessed. This paper addresses the consequences for poor households of mega-urban renewal and infrastructure projects and the processes of displacement and resettlement in Ahmedabad, India. The findings indicate that the displaced poor households have been further impoverished in the course of current practices as a result of limited attention to the risk of impoverishment both in policy and in local government practices. Contrary to the state's rhetoric of inclusive governance, the urban poor are completely excluded from planning for infrastructure development and resettlement processes, leading to a lack of understanding of their needs by the state and their subsequent impoverishment after resettlement.

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## Conspicuous Consumption and Income Inequality in an Emerging Economy: Evidence from India

In *Marketing Letters*, 26(3), February 4, 2015, 279-292

**Saravana Jaikumar and Ankur Sarin**

The impact of income inequality on conspicuous consumption has been a topic of much discussion, but little empirical examination in the emerging market context. In this paper, using data from the India Human Development Survey (2004–2005) and employing simple regression framework, we examine the effect of income inequality on conspicuous consumption in Indian households. We also empirically examine whether the relationship between inequality and conspicuous consumption changes with a household's relative wealth status. Drawing on existing literature, we hypothesize that low-income and rural groups are likely to engage in higher conspicuous consumption due to the reduced attractiveness of alternate mechanisms to signal status (like professional titles and educational qualifications) as well as the absence of well-functioning financial institutions that might inhibit "status seeking" savings. Consistent with this hypothesis, our results suggest that increased income inequality is associated with an increased spending on conspicuous consumption as a share of total spending, with the associated response being higher for relatively low-income households and those living in rural settings. Our findings have significant policy and marketing implications in emerging markets like India.

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## Bandwidth Packing Problem with Queuing Delays: Modeling and Exact Solution Approach

In *Journal of Global Optimization*, January 16, 2016, 1-32

**Navneet Vidyarthi, Sachin Jayaswal, and Vikranth Babu Tirumala Chetty**

We present a more generalized model for the bandwidth packing problem with queuing delays under congestion than available in the extant literature. The problem, under Poisson call arrivals and general service times, is set up as a network of spatially distributed independent  $M/G/1$  queues. We further present two exact solution approaches to solve the resulting nonlinear integer programming model. The first method, called finite linearization method, is a conventional Big-M based linearization, resulting in a finite number of constraints, and hence can be solved using an off-the-shelf MIP solver. The second method, called constraint generation method, is based on approximating the non-linear delay terms using supporting hyperplanes, which are generated as needed. Based on our computational study, the constraint generation method outperforms the finite linearization method. Further comparisons of results of our proposed constraint generation method with the Lagrangean relaxation based solution method reported in the literature for the special case of exponential service times clearly demonstrate that our approach outperforms the latter, both in terms of the quality of solution and computation times.

## Expansion and Welfare in Microfinance: A Screening Model

In *Economic Modelling*, 53, December 4, 2015, 1-7 (Online Reference: DOI:10.1016/j.econmod.2015.11.012)

**Ratul Lahkar and Viswanath Pingali**

The expansion of microfinance has triggered concerns of rising indebtedness, and higher default and interest rates. Using a screening model, we show that even if interest and default rates increase due to expansion, borrower welfare may improve. This is because: (i) all borrowers previously denied credit can obtain loans, and (ii) screening costs for pre-existing borrowers go down. Hence, policies that seek to regulate interest and screening levels can be counterproductive.



## Business Model Adaptation for Emerging Markets: A Case Study of a German Automobile Manufacturer in India

In *R&D Management*, 46(3), January 21, 2016, 480–503 (Online Reference: DOI: 10.1111/radm.12201)

**Christian Landau, Amit Karna and Miriam Sailer**

Emerging markets offer a wide range of opportunities for firms from developed markets, especially in terms of high growth potential. However, business models that enable firms to achieve competitive advantage in their home markets are often challenged by the different nature of emerging markets. Firms, therefore, have to innovate and adapt their business models to better fit the specific context of these international markets. Based on a longitudinal case study of a German luxury automobile manufacturer's internationalization to India, we develop a phase model of the business model adaptation process to emerging markets. We find that firms adapt their business models in four phases: international extension, local emergence, local expansion, and local consolidation. Firms step-wise adjust business model components along this process to develop a local emerging market business model. In each phase of the business model adaptation process, firms emphasize different components of the business model, before they enter into continuous adjustments of all business model components. Furthermore, we find that firms overall adjust some components of their business model more significantly than others. Our findings are of particular relevance to the literature on business model internationalization and the literature that points out the evolutionary, step-wise nature of business model innovation.

## Probabilistic Variable Precision Fuzzy Rough Sets

In *IEEE Transactions on Fuzzy Systems*, 24(1), February 2016, 29 – 39, (Online Reference: DOI: 10.1109/TFUZZ.2015.2426204)

**Manish Aggarwal**

In the real world, we often encounter varying membership grades due to varying information source values. The fuzzy rough set model is refurbished to develop probabilistic variable precision fuzzy rough set (P-VP-FRS) to deal with this imprecision. The main inspiration behind the proposed P-VP-FRS is our inability to precisely represent the imprecision, which necessitates generalization in the approximations. The adjustable parameters in P-VP-FRS control the tradeoff between the generalization and accuracy. A few measures for quality of approximation and generalization are proposed. The usefulness of P-VP-FRS is shown through a case study.

## Representing Uncertainty with Information Sets

In *IEEE Transactions on Fuzzy Systems*, 24(1), February 2016, 1-15(Online Reference: 10.1109/TFUZZ.2015.2417593)

**Manish Aggarwal and Madasu Hanmandlu**

We develop new methods for the representation of uncertainty in the granularized information source values by making use of the entropy framework in the possibilistic domain. An information-theoretic entropy function is used to map the information source values to information (entropy) values. We term a collection of such information values as an information set. The information values are then used in an adaptive form of this entropy function to formulate Shannon transforms. A few uncertainty measures are derived from these transforms for the quantification of uncertainty. Information set is also extended to other domains, such as probabilistic, intuitionistic, and probabilistic-intuitionistic domains. A biometric application is included to demonstrate the usefulness of the study.



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# Brief Notes on Books

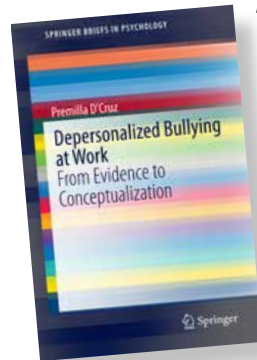
Authored/Edited by IIMA Faculty



## Depersonalized Bullying at Work

New York: Springer, 2015

Premilla D'Cruz



The book advances the nascent concept of depersonalized workplace bullying, highlighting its distinctive features, proposing a theoretical framework and making recommendations for intervention. Furthering insights into depersonalized bullying at work is critical due to the anticipated increased incidence of the phenomenon in the light of the competitive contemporary business economy, which complicates organizational survival.

Drawing on two hermeneutic phenomenological inquiries set in India focusing on targets and bullies, the book evidences that depersonalized bullying is a sociostructural entity that resides in an organization's structural, processual and contextual design. Enacted by supervisors and managers through the engagement of abusive and aggressive behaviours, depersonalized bullying is resorted to in the pursuit of competitive advantage as organizations seek to ensure their continuity and success. Given the instrumentalism associated with the world of work, targets and bullies encountering depersonalized bullying display largely ambivalent responses to their predicament. Ironically, then, organizations' gains in terms of effectiveness are offset by the strains experienced by these protagonists.

The theoretical generalizability of the findings reported in the book facilitates the development of an integrated framework of depersonalized workplace bullying, laying the foundations for forthcoming empirical and measurement endeavours that progress the concept. The book recognizes that whereas primary level interventions mandate repositioning the extra-organizational environment and/or recasting organizational goals to balance business and employee interests, secondary level and tertiary level interventions encompass various types of formal and informal social support to address targets' and bullies' interface with depersonalized bullying at work.

## Contradictions of Employee Involvement in Organizational Change: The Transformation Efforts in NCJM, an Indian Industrial Cooperative

New York: Lexington Books, 2015

George M. Kandathil



This monograph narrates the decade-long struggle of workers, unions, and management in transforming one of the largest ailing family-owned jute businesses in India, into a sustainable worker-owned and governed cooperative. It focuses on the variation in the three groups' involvement in the transformation. It begins with the employees' struggles in taking over the business, deserted by its owners, to save their jobs.

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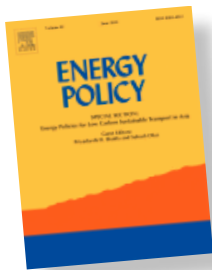
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## Energy Policies for Low Carbon Sustainable Transport in Asia

Energy Policy, 2015

Priyadarshi R. Shukla and Subash Dhar



Transformation of Asia's transport sector has vital implications for climate change, sustainable development and energy indicators. Papers in this special issue show how transport transitions in Asia may play out in different socio-economic and policy scenarios, including a low carbon scenario equivalent to 2 °C stabilization. Accounting for heterogeneity of national transport systems, these papers use diverse methods, frameworks and models to assess the response of the transport system to environmental policy, such as a carbon tax, as well as to a cluster of policies aimed at diverse development indicators. The analysis shows that CO<sub>2</sub> mitigation in a transport system is achieved more effectively by aligning mitigation policies with sustainable development policies and measures such as mandates for mode share and choices such as urban design, information and communication systems, and behavioral measures. Authors therefore advocate policies that target multiple dividends vis-à-vis carbon mitigation, energy security and local air quality. Whereas four papers focus on emissions mitigation policies, one paper examines challenges to adapt fast growing transport infrastructures to future climate change induced risks. Collectively, the papers exemplify a set of policies and measures that can deliver co-benefits, and, also, demonstrate the use of methods, frameworks and models to delineate the optimal mix of such policies and measures.

## Global Public Health Policies: Case Studies from India on Planning and Implementation

New York: Business Expert Press, 2015.

K. V. Ramani



Health issues (physical, mental, and social well-being) affecting any community, instead of health issues of individuals, are addressed under the broad category "Public Health". As per WHO, public health refers to all organized measures (whether public or private) to prevent disease, promote health, and prolong life among the population as a whole. Public health issues are political, widely discussed and debated since they address health needs of a population. Public health issues could be global (global warming), country specific (Euthanasia), state specific (gay marriages in USA), or at lower levels such as districts, villages, religious groups, women, children. Some of the major public health issues in developing countries, and India in particular, are family planning to achieve population stabilization, maternal health, child health, adolescent health, malnourishment among children, and early marriages.

## Effective People

Gurgaon: Random House India, 2015

T. V. Rao



In this book, bestselling author T.V. Rao studies and analyses effective doctors, actors, civil servants, social workers, educationists, nation builders and entrepreneurs. Some of them seem to go beyond the tenets of effectiveness and shine out as what the author calls Very Effective People and Super Effective People.



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## Contracts and Arbitration for Managers

Los Angeles: Sage Publications, 2016

Anurag K. Agarwal

This book presents contracts and arbitration from a business perspective. The book targets managers and engineers – who do not have a formal law education– but grapple with issues related with contracts and arbitration very often. It will help them in dealing with these issues while making strategic business decisions.

# Abstracts of Book Chapters

authored by IIMA Faculty



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## Governance, Efficiency and Effectiveness in Gujarat

In *The Making of Miracles in Indian States*, edited by Panagariya, Arvind and Rao, Govinda M., New York: Oxford University Press, 2015, 311-319.

**Dholakia, Archana and Dholakia, Ravindra H.**

The chapter shows that the use of modern technology and management principles in delivery of public services and several reforms including judicial reforms have improved transparency, accountability and interdepartmental coordination in administration. Various illustrations suggest how the state's efficiency is hampered by the center's unilateral policies, particularly when a different political party rules the latter. The state has performed well in terms of quality of governance, efficiency, and effectiveness to win the confidence of the domestic and global private sector. The revealed comparative advantage enjoyed by the state in several diverse economic activities indicates that such an advantage is more on account of the economic environment created by the good governance rather than any specific resource base. Progress and achievements of the state on different fronts especially after 2003 establishes the role of effective leadership provided by the Chief Minister Narendra Modi.

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## Using ICT to Improve Governance and Service Delivery to the Poor

In *Governance in Developing Asia*, edited by Deolalikar, A.B, Jha, S. and Quising, P., Northampton: Edward Elgar, 2015, 296–322.

**Bhatnagar, Subhash**

Information and communication technology (ICT) can improve governance and the delivery of public services to the poor. A large body of literature by multilateral organizations already suggests that ICT can be used in diverse applications to accelerate the dissemination of information on public services, improve their efficiency, increase the transparency and accountability of government in their administration and so reduce corruption and facilitate citizen participation in local governance. However, few analytical studies or impact assessments confirm that such benefits have been delivered in large-scale projects. Bhatnagar and Singh's 2010 study is among those that have, and Bhatnagar (2013) recognizes the important role of ICT in reducing corruption, but points out that it has not been easy to harness its potential. The United Nations (2012) recommends that the scope of e-government—ICT used in delivering government services—be widened to transform the role of government toward cohesive, coordinated and integrated processes and institutions. Since e-government in developing countries in Asia is nascent, there is clearly scope to expand its deployment to include improvement in governance.



## Customer Cyberbullying: The Experiences of India's International-Facing Call Centre Agents

In *Boundary Spanning Elements and the Marketing Function in Organization*, edited by Sadadev, Sunil, Malhotra, Neeru and Purani, Keyoor, London: Springer International Publishing, 2015, 9-32.

**Noronha, Ernesto and D'Cruz, Premilla**

As boundary-spanners performing emotional labour via virtual mode in India's international-facing call centres, agents often face abuse from their overseas customers. Such misbehaviour goes beyond aversive racism to include economic, dispositional, situational and sexual dimensions. Not only do employer organizations and clients, in pursuit of competitive advantage, adopt service level agreements that constrain employee agency in responding to customer aggression but socioideological controls, performance measures and customer feedback also pose significant limits. Agents are defenceless against these three powerful stakeholders, particularly because of the North-South dynamics within which global production networks operate. Adopting emotion-focused coping strategies to deal with their experiences, agents make pragmatic choices that further their long-term interests while maintaining their value systems. In addition to extending the workplace bullying literature through a focus on extra-organizational/external bullying, employer-driven interventions promoting ethical workplaces are suggested as means to address the issue.

## Issues in PPPs in Ports in India

In *Public Private Partnership: The Need of the Hour*, edited by R.K. Mishra et al. Bloomsbury India, 2014, 1-16.

**Raghuram, G. and Shukla, Niraja**

PPP mode of investment in Indian ports has made a significant headway and is preferred for investments today. The 12 major ports and about 200 minor ports along the 7,500 km coastline of the country have together traded about 935 mt of cargo in 2012-13. The traffic is growing each year. The share of non major ports is rising and has reached 42% in year 2012- 13. The PPP mode was more popular at non major ports controlled by the State Government, than major ports controlled by Central Government. During the XI Plan, the overall investment in the port sector was significantly lower than planned. It has had an impact on the efficacy of PPP investment in this sector. This paper analyses the issues behind this, to evolve the way forward. The issues which the port authorities or private parties have faced so far should be of interest to stakeholders wanting to leverage the PPP mode of investment. While there are arguments for and against this mode, the overall outlook for PPPs has been positive in terms of bringing about competition, fairness in operations, efficiency and quality of service.

## What Emission Levels will Comply with Temperature Limits?

In *Emission Gap Report*, edited by Daniel Puig, Bert Metz, Volodymyr Demkine, Nairobi: A UNEP Synthesis Report, 2014.

**Calvin, Katherine; Clarke, Leon; Crippa, Monica; Garg, Amit; Jiang, Kejun, Volker, Lowe, Jason; Maenhour, Greet; Riahi, Keywan; Schaeffer, Michael; Vuuren, Deltef van and Wenying, Chen**

The world is moving towards a crucial new climate agreement in 2015, which could provide the longneeded global plan to slow down climate change and enable humanity to adapt to the unavoidable part of a changing climate. While recognizing that some climate change is unavoidable, global leaders at the 2010 Cancun Climate Conference agreed to limit global warming to 2 °C in this century, relative to the pre-industrial period. They also decided to review this limit to see if it should be further lowered to 1.5 °C. Given the aim to limit global temperature, the critical question has now become what level of global emissions would make this possible? The United Nations Environment Programme (UNEP) has tackled this question since 2010 by convening a large group of knowledgeable scientists to prepare the Emissions Gap reports. These reports have examined the gap in 2020 between emission levels consistent with the 2 °C limit, and levels expected if country pledges/commitments are met. In earlier reports the scientists conveyed the message that indeed a large gap exists, but also that there were many promising opportunities for bridging the gap.



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Assessment, Carbon Finance, Green Infrastructure, Energy Policy and Energy Modelling, Uncertainty assessment and risk management for long-life assets due to climate change, Development, Energy and Climate Change, Climate Change Mitigation Policy, Demand Side Management and New and Renewable Energy Technology Policy.

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## Lessons from the Gujarat Experience and Appendices

In *The making of miracles in Indian states* edited by P. Arvind and M. G. Rao, New York: Oxford University Press, 2015, 320-326

**Dholakia, Archana and Dholakia, Ravindra H.**

This concluding chapter draws common lessons from the three case studies, discusses the latest developments in the states and their likely implications, and speculates on how the promise of a changed approach to federalism that assigns an enhanced role to the states under the newly elected Prime Minister Narendra Modi might impact the future outcomes. The chapter argues that scholars need to give greater attention to the study of states to understand the process of development. This is particularly important in a large country like India in which many states house more people than most countries and where state governments wield considerable legislative and executive powers. The new Prime Minister has promised to give states considerable flexibility to amend the laws on the subjects under the Concurrent List of the Constitution based on the local circumstances. This flexibility will considerably enhance the legislative and policy space of the states.





## ONGOING RESEARCH PROJECTS

Sl. No.	Title	Researcher(s)
1.	Legal and Ethical Issues in Advertising: A review of Indian Advertisements	Abhishek
2.	Finland India Economic Relations	Ajeet Mathur
3.	Interaction effects between consumers' cognitive load and promotion framing for strong and weak brands	Arvind Sahay
4.	Modeling Landside Operations in a container Terminal with non-sationary Arrivals	Debjit Roy
5.	Liberating yet stressful: the paradoxical implications of the use of Mobile Communication Devices by professionals	Dheeraj Sharma Rajesh Chandwani
6.	External bullying at work	Ernesto Noronha Premilla D'Cruz
7.	Family Ownership, Informed Trading and Liquidity	Joshy Jacob Sobhesh K Agarwalla
8.	Peer-to-peer file sharing in device-to-device adhoc networks	Kavitha Ranganathan
9.	Strengthening of the Grievance Redressal System for better implementation of the Right of Children to Free and Compulsory Education Act, 2009	Pavan Mamidi
10.	Managing Emotions: Emotional Labor or Emotional Enrichment	Rajesh Chandwani Dheeraj Sharma
11.	Career path for PWD (People with Disability) in organisations: An exploratory study	Rajesh Chandwani Biju Varkkey
12.	Impact of Reservations in Higher Education – The Case of other backward classes	Rakesh Basant
13.	Service parts logistics network design for low demand parts with stochastic demand	Sachin Jayaswal
14.	Towards Saffron Surge in Jammu and Kashmir	Satish Deodhar
15.	Decision support system for metro operational planning	Sundaravalli Narayanaswami
16.	Use of social media for promotion related messages by Indian Brands	Abhishek Sara! Mukherjee
17.	Implications of Sovereign Credit Ratings for Capital Flows to Developing Countries	Sanket Mohapatra
18.	Antecedents of Teacher-Driven Innovation at the Workplace	Vijaya Sherry Chand
19.	Teacher Innovative Behaviour and Noncognitive Skill Development among Children in the Public System	Vijaya Sherry Chand
20.	Estimating stack crane interference delays	Debjit Roy
21.	Workplace cyberbullying: targets' interface with various online and digital media	Ernesto Noronha Premilla D'Cruz
22.	Impact of bundle forms on change in consumers' Reference Price (IRP) of bundle components	Arvind Sahay Sanjeev Tripathi Kirti Sharda Prantosh Bannerjee
23.	The effect of counting direction of time on hedonic / utilitarian preferences	Sanjeev Tripathi

## ONGOING RESEARCH PROJECTS

Sl. No.	Title	Researcher(s)
24.	Impact of interaction of primes on consumer behaviour	Arvind Sahay
25.	Cross-dock door assignment problem with congestion	Sachin Jayaswal
26.	Comparison of blind and sighted individuals on parameters of memory, preference prediction on detection	Arvind Sahay
27.	Algorithm development for solving multi-objective hierarchical optimization problems	Ankur Sinha
28.	Electronic Medical Records in Indian Hospitals: An organizational goals perspective	Rajesh Chandwani Vaibhav Kulkarni
29.	Whistleblowing at Work in India	Premilla D'Cruz
30.	Online Labour Market: An exploratory study	Ernesto Noronha Premilla D'Cruz
31.	Asia's 2 Biggest Air Traffic Systems (ATS): A comparison of network structure, dynamics and growth	Hans Huber
32.	Cross-dock door assignment problem: Column generation based formulation and solution approach	Sachin Jayaswal
33.	Identifying the Enablers of Reverse Innovation in Emerging Markets	Anand Kumar Jaiswal
34	Understanding risk perceptions and willingness to engage in risk averting behaviors in the context of Wine Flu	Rama Mohana Turaga Rajesh Chandwani
35	Exploring the role of social media in HRM	Promila Agarwal Biju Varkkey
36	Automated semantic analysis of economic text	Ankur Sinha
37	An exploratory analysis of the relative importance of fraud risk factors related to pressures and opportunities: Evidence from Big-4 and Non-big 4 Auditors' Across Different Countries	Naman Desai
38	Preventing banking crises: where do we stand now	T.T. Ram Mohan
39	In depth study of Analytics process development in Indian Organizations - a few cases	Arindam Banerjee
40	Asymptotic theory for maximum pseudo likelihood estimates in binary logistic regression	Tathagata Bandyopadhyay
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42	Evidence on the trade-off between cash flow manipulation through real activities manipulation and misclassification or timing	Neerav Nagar
43	High-performance work systems (HPWS) and Creativity	Promila Agarwal
44	Wavelength Routed Survivable Network Design	Prahalad Venkateshan
45	Visual mediums for law teaching	Akhileshwar Pathak
46	Regulatory Warnings and Firm Retaliation	Viswanath Pingali
47	Impact Evaluation of Delhi's Odd-Even Policy	Anish Sugathan



**RESEARCH PROJECTS COMPLETED DURING 2005-06 TO 2015-16**

<b>Sl. No.</b>	<b>Project Title</b>	<b>Researcher(s)</b>
1.	Accounting Based Valuation	Ramesh Bhat
2.	Corporate Governance	J P Singh
3.	Risk Aversion over other Agents' Monetary Consequences	Sujoy Chakravarty
4.	Other Regarding Preferences in Indirect Trust Games	Sujoy Chakravarty
5.	Media Plan for Xplora Design Skool Launch Campaign	Preeta Vyas
6.	Chilli in Soup	G. Raghuram Tathagata Banerjee
7.	Crossword: Case on Customer Relationship Management / Managing Loyalty	P. K. Sinha
8.	Tata Steel Case Series	A. Tripathy
9.	Study and Demonstration of a Small Modern Supply Chain for Fresh Fruits and Vegetables in the Ahmedabad Area	Girja Sharan
10.	A Database of Library and Information Services Marketing Literature	A. K. Jain T. P. Rama Rao Ashok Jambhekar
11.	Sales and Distribution Management in Financial Services Industry	Arvind Sahay
12.	Case Study on HDFC Bank	T.T. Ram Mohan
13.	The Equity Risk Premium in India	Jayanth R Varma Samir K. Barua
14.	Intellectual Property and Technology Transfer	Anurag K. Agarwal
15.	Is India Ready for Online Dispute Resolution	Anurag K. Agarwal
16.	Statistical Process Control	A.K. Laha
17.	Optimization Based Decision Support System for Strategic Planning: Application in an Aluminium Co in India	Goutam Dutta
18.	Arbitration: Principal Civil Court of Original Jurisdiction	Anurag K. Agarwal
19.	Assessing the Changing Employment Profiles with Telecom Sector: Implications for Education and Training	Rekha Jain
20.	Evolution of Forest Management Systems and Processes in West Bengal - An Exploratory Study to Conceptualize the Stylized Facts and Data Sources	Samar K. Datta
21.	An Exploratory study of the role of educational incentives in primary education in Gujarat	Vijaya Sherry Chand Tathagata Banerjee
22.	A Futures Perspectives for agri-business cooperatives: The case of Gandevi Taluka Union	Samar K. Datta
23.	Radio Mirchi Pvt. Ltd.	Anand Kumar Jaiswal
24.	Contemporary economics lessons drawn from two recent Indian films	Tejas Desai
25.	Scheduling of Preemptive Jobs with Partial Ordering and Resource Constraints	Sanjay Verma
26.	Godrej Aadhaar Stores	Piyush Kumar Sinha
27.	Case of CESE Limited: Loss Control Cell	A.K. Laha
28.	Cash Tech Solutions (I) Pvt. Ltd.	Prathap Oburai
29.	Exploring Interpersonal bullying in the Indian workplace	Premilla D'Cruz
30.	Corporate Communication as a Strategic Tool to enhance reputation	MM Monippally
31.	A predictive index length of stay in the intensive care unit following cardiac surgery: Case of an Indian Hospital	Goutam Dutta
32.	Infrastructure dispute and role of arbitrators	Anurag K. Agarwal
33.	E-governance and its impact on service delivery to citizens (development of the jan seva kendra)	Abhishek Mishra
34.	Business, Government and Law	Anurag K. Agarwal

## RESEARCH PROJECTS COMPLETED DURING 2005-06 TO 2015-16

Sl. No.	Project Title	Researcher(s)
35.	Air Deccan	G. Raghuram Ajay Pandey Biju Varkkey
36.	Trapping Economies of scale and scope in consumer cooperation - a case study of cooperation among cooperatives	Samar K. Datta
37.	Cochin International Airport	G. Raghuram Biju Varkkey
38.	The Gravity Model of International Trade: The Indian Case	
39.	Identifying the facilitating and inhibitory factors influencing the use of various software tools in schools	Rajeev Sharma
40.	Studying display behaviors when experiencing emotions across cultures	Neharika Vohra
41.	Gender, Emails and Politeness	Asha Kaul
42.	An empirical study of hedging against labor adjustment risk via contractual Mix	Samar K. Datta
43.	Naukri.com	Arvind Sahay
44.	Rejuvenation of BOC India Ltd	Sunil Maheshwari
45.	IT and Entrepreneurship	T.P. Rama Rao K. Ramachandran
46.	Arbitration and Public Policy	Anurag K. Agarwal
47.	Banascraft - SEWA	Piyush Kumar Sinha
48.	Employee Voice and Collective Formation in the Indian Call Centre and BPO Industry	Ernesto Noronha Premilla D'Cruz
49.	Scope of Real-time applications of data mining techniques on time series and streaming databases for enhancing managerial decision making	Rajanish Dass
50.	Scope of Real-Time frequent pattern based classification techniques	Rajanish Dass
51.	Victimization and bullying at the workplace	Premilla D'Cruz
52.	Solving Hard combinatorial Optimization Problem through sampling	Diptesh Ghosh
53.	Coping with Workplace bullying	Premilla D'Cruz
54.	Revenue Management with optimization based modeling in railways	Goutam Dutta
55.	Strategic Imperatives of Mining POS data at Nike showrooms in India	Rajanish Dass
56.	Radio Mirchi Private Limited: Redesigning Product for the Bangalore Market	A.K. Jaiswal
57.	Organizational Decline and Turnaround	Sunil Maheshwari
58.	A Logarithmic goal programming model to develop the Utility of an airline travel	Goutam Dutta
59.	From Compliance to value internationalization: the critical role of the match between employee's pre-socialization habitual behaviour and organization's expected employee behaviour-part-I	George Kandathil
60.	Dastkar Andhra	Ankur Sarin
61.	BabaJob.com - digitizing the information job sector	Kavitha Ranganathan Ankur Sarin
62.	Supporting Field Sales Force with Organizational Knowledge: A case study of Eureka Forbes	Sanjay Verma
63.	Interventions for empowerment of craftsmen in India	Ankur Sarin
64.	An Investigation into Comparative Performance of Three Methods of Price Forecasting in Commodity Markets Exhibiting Highly Leptokurtic returns distributions	A.K. Laha
65.	Cases in Corporate Social Irresponsibility	Navdeep Mathur Ankur Sarin
66.	Realistic simulation of village level mobile ad-hoc network	Kavitha Ranganathan Anu Vaidyanathan
67.	Hub-and-Spoke Network Design with Stochastic Demand and Service Level Constraints	Sachin Jayaswal



## RESEARCH PROJECTS COMPLETED DURING 2005-06 TO 2015-16

Sl. No.	Project Title	Researcher(s)
68.	Co-mingling contradictory institutional logics: Investigation of the institutional change during an ERP implementation in a multinational organization in India	George Kandathil
69.	Medical Negligence: Law and Interpretation (Small Research Project)	Anurag K. Agarwal
70.	Production of an Indian Edition of the Best Selling Text Book- The Management of Strategy: Concepts and Cases by Hitt, Hoskisson and Ireland (2009, 9th Edition)	S. Manikutty
71.	Whither Patent Litigation in India	Anurag K. Agarwal
72.	Thermax	Ajeet N. Mathur
73.	Developing Low Cost Healthcare System for the Bottom of the Pyramid	A.K. Jaiswal
74.	Deprofessionalisation or Professionalism Reinvented: The Case of Lawyers Working Legal Process Outsourcing (LPO) Firms in India	Ernesto Noronha
75.	High Commitment Management Practices in Indian Call Centres	Premilla D'Cruz
76.	Understanding the Dynamics of Depersonalized Bullying	Premilla D'Cruz
77.	A logarithmic goal programming model to develop the utility function of a railway travel	Goutam Dutta
78.	Project Based Method of Teaching and Learning	Rajeev Sharma M.R. Dixit
79.	Instep Global Internship Programme of Infosys Technologies Ltd.: Bangalore	Manjari Singh
80.	Energy Labeling of Home Appliances and Consumer Behaviour	Rama Mohana Turaga
81.	Procedural Dimensions of Layoffs: Studies of the IT Sector	Premilla D'Cruz
82.	Is there 'a' term structure of interest rates for India?	Vineet Virmani
83.	A Study on the behaviour of the systematic risk factors in the Indian Stock Market	Joshy Jacob Sobhesh Agarwalla Jayanth Varma
84.	An Exploratory Study of Employee's Attitude towards Telecommuting: Scale Development and Validation	Dheeraj Sharma
85.	Workplace bullying in India's IT sector	Premilla D'Cruz
86.	Evaluating the Prospects of Utilizing NSHIE (2010-11) Data Collected by NCAER for Behaviour Segmentation of the Indian Consumer on Savings and Outlook Variable	Arindam Banerjee
87.	Finland-India Economic Relations	Ajeet Mathur
88.	Innovassynth Technologies (I) Ltd.	Ajeet Mathur
89.	Case Series on Reliance Infrastructure	M. R. Dixit
90.	Emergency Medical Services Facilities Location with Service Level Constraints on Priority Patient Classes	Sachin Jayaswal
91.	From Compliance to Value Internalization: The critical role of the match between employee's pre-socialization habitual behavior and organization's expected employee behavior-Part-II	George Kandathil
92.	Role of Culture in Celebrity Endorsement: A Review of Brand Endorsement by Celebrities in Indian Context	Arvind Sahay Abhishek
93.	Endowment Effects in Barter Trade: Experimental Evidence	Viswanath Pingali
94.	Energy Labeling of Home Appliances and Consumer Behavior-II	Rama Mohana Turaga George Kandathil
95.	Cross Cultural Perceptions of Workplace Bullying	Premilla D'Cruz
96.	Measuring Auditors Perceptions of Ethicality of Accounting Transactions	Naman Desai Sobhesh Agarwalla
97.	The effects of Pressures, Opportunities and Client Size on Auditors, Fraud Risk Assessments and Audit Efforts	Naman Desai
98.	Non-for-Profit Funding for Sports in India	Sanjeev Tripathi
99.	Standing for a Friend: Signaling best Interest for following – A study in Ultimatum Games	Sanjeev Tripathi

## RESEARCH PROJECTS COMPLETED DURING 2005-06 TO 2015-16

Sl. No.	Project Title	Researcher(s)
100.	Joint-liability, Multiple Borrowing and Over Leverage	Viswanath Pingali
101.	Conclave on Competition Law in India	Viswanath Pingali
102.	Impact of coherence on employee productivity: A longitudinal study of Indian IT firms	D. Karthik Rakesh Basant
103.	Rashtriya Swasthya Bima Yojana: Expanding health insurance access for BPL families	D. Karthik
104.	Socio-cultural antecedents of workplace bullying in India	Premilla D'Cruz
105.	Work and Employment in Indian BPO after the Financial Crisis	Ernesto Noronha Premilla D'Cruz
106.	Gender and Downward Influence: Study of Downward Influence Tactics Across Genders and Sectors	Asha Kaul
107.	Business, Media Law and Internet	Anurag Agarwal
108.	Social Mobility in India	Ankur Sarin
109.	Europa Group, Chennai	S. Manikutty
110.	Kwench Library Solutions	M.M. Monippally
111.	Akshaya Patra – Food Supply Chain	Atanu Ghosh G. Raghuram
112.	Nilobray Vidyalaya, Ahmednagar	Rajeev Sharma
113.	Stochastic Modeling and Design Insights for Container Terminal Operations	Debjit Roy
114.	Improving Throughout Capacity in Distribution Warehouses Using Variants of Vehicle-Based	Debjit Roy
115.	An Empirical Study of Price Movements of Airlins Industry in Indian Market	Goutam Dutta
116.	Fault Tolerant Survivable Network Design	Prahalad Venkateshan
117.	An Exploration of Contemporary Alternatives to Neo-Modernist Planning Practice: The Case of Urban Riverfront Development Projects	Navdeep Mathur
118.	Game Theoretic Models in Supply Chain	Sachin Jayaswal
119.	Meenachil Concretes	M.M. Monippally
120.	Brand Development for Tihar Jail Factory Product	Dheeraj Sharma
121.	Innovating for Excellence Programme for Leaders in Management Education	Rajeev Sharma Vijaya Sherry Chand
122.	Gurukul: A Retail Service Training Initiative	Subhashini Kaul
123.	Exploring the closure of call centres and its impact on employees	Ernesto Noronha
124.	Impact on Well-Being of Providing Income Generating Grants to the Poorest of the Poor	Ankur Sarin
125.	Closed-Loop Inventory Models for the Pallet Supply Chains	Debjit Roy
126.	Estimating Vessel Sojourn Times in Unloading Operations at Sea Container Terminals	Debjit Roy
127.	Studying the Impact of Just Noticeable Differences in Stake Sizes in Ultimatum Games	Sanjeev Tripathi
128.	Leadership, Teaching and Training	S. Manikutty S.P. Singh
129.	Transition of Small Local Firms into National Players, in the fact of stiff Competition from MNCs	Abhishek Mishra
130.	Explaining Academic Performance of MBA Students Using both the MBTI and an improved MBTI instrument	Tejas Desai
131.	Identifying Common Psychological Traits of Successful Managers	Tejas Desai
132.	Study of the Indian IPO Market Underpricing	Sobhesh Kumar Agarwalla Joshy Jacob
133.	Capacitated Multiple Allocation Hub-and-Spoke Network Design with Service Level Constraints for Multiple Customer Classes	Sachin Jayaswal



## RESEARCH PROJECTS COMPLETED DURING 2005-06 TO 2015-16

Sl. No.	Project Title	Researcher(s)
134.	Exact Solution for Service System Design Problem with Capacity Selection, Backup Service in Presence of Congestion	Sachin Jayaswal
135.	Developing a Test for Equality of Two Treatment Effects in a Double Blind Clinical Trial with Blinded Data	Tathagata Bandyopadhyay
136.	Oilon	Ajeet N. Mathur
137.	Indore Bus Transport Service	G. Raghuram
138.	Emotional Labour in Indian Call Centres	Ernesto Noronha
139.	Posterior Consistency in Mis-specified models	Karthik Sriram
140.	Contemporary Economics Lessons Drawn from Two Recent Indian Films	Tejas Desai
141.	Scheduling of Preemptive Jobs with Partial Ordering and Resource Constraints	Sanjay Verma
142.	Godrej Aadhaar Stores	P.K. Sinha
143.	Case of CESE Limited: Loss Control Cell	A.K. Laha
144.	Cash Tech Solutions (I) Pvt. Ltd.	Prathap Oburai
145.	Epidemiology of TB and related drug sales	Viswanath Pingali K.V. Ramani
146.	Application of Sensor based Communication in Mobile Marketing	Abhishek
147.	Examining the influence of service quality on customer satisfaction and patronage intentions in convenience store industry	Dheeraj Sharma
148.	An analysis of expected value method in project risk management in two different construction projects	Goutam Dutta
149.	How MNCs compete with the local companies in the low income markets	Anand Kumar Jaiswal
150.	The Trajectory of collectivization in India's ITES-BPO Sector	Premilla D'Cruz Ernesto Noronha
151.	ROC Curve Estimation in a population based model	Tathagata Bandyopadhyay
152.	Antecedents and consequences of internationalization	Chitra Singla
153.	Location-allocation problems with stochastic demand and congestion: Lagrangian relaxations with benders decomposition	Sachin Jayaswal
154.	An outer-approximation algorithm for multi-commodity network design problem with congestion	Sachin Jayaswal
155.	Predictability of asset returns and long-term portfolio choice	Vineet Virmani
156.	Stochastic modeling of restaurant operations	Debjit Roy
157.	Social mobility via management education: Paths taken by women	Ankur Sarin
158.	Hybrid vehicle routing problem modeling	Prahalad Venkateshan
159.	Evaluating the purchase process of household appliances accounting for consumers' attitudes towards eco-friendly and sustainable consumption behaviour	Arindam Banerjee
160.	Meta-analyzing the diversification performance analysis	Amit Karna
161.	Antecedents of sustainability based equity	Abhishek
162.	Knowledge work in the context of offshoring	Ernesto Noronha Premilla D'Cruz
163.	An investigation into the impact of round-non-round stake sizes in distribution experiments	Sanjeev Tripathi
164.	Talent management: Challenges and best practices in pharmaceutical firms	Kirti Sharda
165.	The effects of volunteerism of self-deception and locus of control and their potential to limit corruption	Naman Desai
166.	Sensemaking and institutionalization in Armed Conflict: Applying Concepts to Practice	Kirti Sharda
167.	Studying the impact of event based discounts on consumer perceptions	Sanjeev Tripathi
168.	Instruments of social welfare	Ankur Sarin

**WORKING PAPER REGISTERED DURING JANUARY – MAY, 2016**

<b>WP Number</b>	<b>Title</b>	<b>Author(s) Name</b>
2016-01-01	The Surrogacy Law Conundrum	Pathak, Akhileshwar
2016-02-01	Does Pharmaceutical Price Regulation Result in Greater Access to Essential Medicines? Study of the impact of drug price control order on sales volume of drugs in India	Sahay, Arvind; Jaikumar, Saravana
2016-02-02	Effect of Overlapping Price Ranges on Price Perception: Revisiting the Range Theory of Price Perception	Jaikumar, Saravana; Sahay, Arvind
2016-02-03	Earnings Management Strategies during Financial Distress	Nagar, Neerav; Sen, Kaustav
2016-02-04	Fitting Talent Management Strategy into National Culture	Agarwal, Promila
2016-02-05	Contrasting model of incubation for enterprise creation: Exploring lessons for efficacy and sustainability from higher education institutions in India and the United Kingdom	Basant, Rakesh; Cooper, Sarah
2016-02-06	Allocating tools to index positions in tool magazines using tabu search	Ghosh, Diptesh
2016-02-07	Uncertainty modeling with information and probabilistic information granules	Aggarwal, Manish
2016-02-08	Attitudinal choquet integrals for strategic decision making	Aggarwal, Manish
2016-02-09	Discriminative aggregation operators for multi criteria decision making	Aggarwal, Manish
2016-02-10	Rough Information Sets	Aggarwal, Manish
2016-02-11	Review of Marketing/Business Analytics Infrastructure in SELECT India-based Organizations	Banerjee, Arindam
2016-02-12	Learning of Utilitarian Decision Model through Preferences	Aggarwal, Manish
2016-02-13	Exploring Lin Kernigtan Neighborhoods for the Indexing Problem	Ghosh, Diptesh
2016-03-01	Web Content Analysis of Online Grocery Shopping Website in India	Banerjee, Arindam; Banerjee, Tanushri
2016-03-02	A game Theoretic Approach to Community based Data Sharing in Mobile Adhoc Networks	Premm Raj H.; Ranganathan, Kavitha
2016-03-03	Soft Information Set and Its Application in Multi Criteria Decision Making	Aggarwal, Manish
2016-03-04	Information Utility based Decision Support Framnework	Aggarwal, Manish
2016-03-05	Learning Decision Models with MNL through Pair-wise Preferences	Aggarwal, Manish
2016-03-06	Classification Shifting: Imp;act of Firm Life Cycle	Nagar, Neerav; Sen, Kaustav
2016-03-07	On the Class of Attitudinal Discrete Choice Models	Aggarwal, Manish
2016-03-08	Interactive Discrete Choice Models	Aggarwal, Manish
2016-03-09	Learning Attitudinal Decision Model through Pair-wise Preferences	Aggarwal, Manish
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2016-03-15	Does odd or even make a difference	Tripathi, Sanjeev
2016-03-16	Why should I care - its Others Money	Tripathi, Sanjeev
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2016-03-19	Auditors' Consideration of Material Income-increasing versus Material Income-decreasing Items: Are Conservatism and Risk affected by Company Level Information?	Desai, Naman



**WORKING PAPER REGISTERED DURING JANUARY – MAY, 2016**

<b>WP Number</b>	<b>Title</b>	<b>Author(s) Name</b>
2016-03-20	Does Working for a Not-For-Profit Organization Affect the Psychology of Corruption? Evidence from India	Desai, Naman
2016-03-21	Impact of Continuous Auditing on Earnings Quality and Audit Fees	Desai, Naman; Jacob, Joshy; Tripathy, Arindam
2016-03-22	Are auditors unable to detect classification shifting or merely not willing to report it? Evidence from India	Desai, Naman; Nagar, Neerav
2016-03-23	Does good corporate governance constrain cash flow manipulation? Evidence from India	Nagar, Neerav; Raithatha, Mehul
2016-03-24	Earnings Management in the Construction Industry	Nagar, Neerav; Tatiparti, Venu Madhav
2016-03-25	Cash Flow Manipulation in State-owned Enterprises	Nagar, Neerav; Arora, Jaskiran
2016-03-26	Do managers manipulate gross profits? Role of product market competition	Nagar, Neerav
2016-03-27	Stewardship Value of Income Statement Classifications: An Empirical Examination	Nagar, Neerav; Arya, Avinash
2016-03-28	Classification Shifting: Do Managers' Real Actions Matter?	Nagar, Neerav; Sen, Kaustav
2016-03-29	Comparing Genetic Algorithm Crossover and Mutation Operators for the Indexing Problem	Ghosh, Diptesh
2016-03-30	Is Marketing a Science: Debate Revisited	Sharma, Dheeraj
2016-03-31	Trends in Strategies and Performance of the Indian Corporate: What has changed in two decades of Economic Reforms?	Basant, Rakesh; Mishra, Pulak
2016-03-32	Incorporating gender and age in genetic algorithms to solve the indexing problem	Ghosh, Diptesh
2016-03-33	Examination of Affordable Housing Policies in India	Sarkar, Anindo; Dhavilkar, Udayan; Agrawal, Vikram; Morris, Sebastian
2016-03-34	Ownership Structure and Internationalization of Indian Firms	Singla, Chitra; George P, Regie; Veliyath, Rajaram
2016-03-35	Impact of Board and CEO Characteristics on Firms' Performance	Singla Chitra
2016-03-36	Impact of Independent Directors' Resignations on Firm's Governance	Singh, Preet Deep; Singla, Chitra
2016-03-37	A Theory of Tax Evasion in Developing Countries	D'Souza, Errol
2016-03-38	Understanding Coefficient Alpha: Assumptions and Interpretations	Sharma, Dheeraj
2016-03-39	An Exploratory Investigation of Impact of Perceived Channibalization on Salesperson's Trust, Commitment, Job Satisfaction, Job Performance and Relational Capital	Sharma, Dheeraj
2016-03-40	Consumers' Expectations of Sales Events: How satisfied are Consumer with Shopping during sales events?	Borna, Shaheen; Sharma, Dheeraj
2016-03-41	Is Conspicuous Consumption of Business Leaders Justified and Morally Defensible?	Borna, Shaheen; Sharma, Dheeraj
2016-03-42	Pricing for E-Commerce in Emerging Economies	Mandal, Sudipta; Sharma, Dheeraj
2016-03-43	Marketing Channels for E-Commerce in Emerging Markets	Kapoor, Ankur; Sharma, Dheeraj
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