**CURRICULUM VITAE**

**DR.LINGAM SAMPATH**

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**Career Objective**: To work with the esteemed organization and serve society with continuous learning, teaching and research.

* Presently working as an Associate Professor for Mother Teresa PG College, Ghatkesar, Affiliated with Osmania University, Ghatkesar, Hyderabad from June 2022 to till date*.*
* Worked as HoD for MBA Dept. Balaji Institute of Management Sciences, Affiliated to JNTU Hyderabad, Narsampet, and Warangal from 1st September 2017 to June 2022.
* Worked as an Associate Professor for The Crescents College of Business Management, Affiliated to Kakatiya University, Janpak, Warangal from June 2015 to August 2017
* Worked as an Associate Professor for Mother Teresa PG College, Ghatkesar, Affiliated with Osmania University, Hyderabad from September 2014 to May 2015*.*
* My career started and worked as an assistant professor for St John PG College, Affiliated to Kakatiya University, Hasanparthy, and Warangal from June 2008 to August 2014*.*
* Total Teaching Experience – ***15 years***.
* Qualified **NET (UGC) in Management**, *December-2010*.
* Awarded Ph.D. degree from Kakatiya University, entitled **“*Rural and Urban Consumer Behavior towards Select Consumer Durable and Nondurable Products –A comparative study in Warangal District”*** *on May 3rd, 2019.*
* Award received as **Best Doctoral Researcher 2019** by Archers & Elevators Publishing House, Bangalore.
* **Teaching Subjects**: Marketing Management and marketing specialization subjects, Statistics for Management, Research Methodology, Operations Research and Operations Management.

**Educational Qualifications:**

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| **Course** | **Board/University** | **Percentage** | **Completed Year** |
| **Ph.D** | Kakatiya University,  Warangal | 70(Pre.Ph.D.) | 2019 |
| **MBA** | JNTUH, Hyderabad | 69 | 2008 |
| **BSC(MPC)** | Kakatiya University,  Warangal | 55 | 2006 |
| **Intermediate(MPC)** | Board of Intermediate Education(BIE), Andhra Pradesh | 67 | 2002 |
| **SSC** | Board of Secondary Education(BSE), Andhra Pradesh | 76 | 2000 |

**Applied/Sanctioned Projects**

1. Shortlisted under AQIS-Research Promotion Scheme (RPS) entitled “Women Empowerment in Rural Area”, Application id: 1-929619763 worth 25 lakhs.

2. Applied e-conference under AQIS, Application id: 1-9267822205 worth 4 lakhs.

**Book(s) Published**

1. Dr. Lingam Sampath (2019). Rural and Urban Consumer Behaviour towards Select Durable and Nondurable Products-A comparative study in Warangal districts, *Archers and Elevators Publishing House*, ISBN 978-93-88805-71-1.

**Papers Published in Book Chapters**

4. Dr. L. Sampath and G. Satheesh Raju (2021). Online Learning Resources in India-An Analysis. *Emerging Trends in the Digital Era,* Volume-*II*, pp.302, ISBN:979-8-576-82665-0

3. Dr. L. Sampath & Dr.K.Prasad (2020). The Psychology of Management Teachers in Covid-19. *New Paradigms in Business Management Practices,* Volume-*II*, pp.302, ISBN:979-8-576-82665-0

2. Dr. Naresh, G. & Sampath, L. (2018). Foreign Direct Investment Governance in Developing Countries a Theoretical Evaluation of Recipient Countries, *Empirical Studies in Social Science Research,* Paramount Publishing House, pp.55-62. ISBN-978-81-939248-5-3

1. Dr. Naresh, G. & Sampath, L. (2018). Essential and Proposal of Foreign Direct Investment in Developing Country- Study on India, *Financial Integration-Indian Scenario, Zenon Publishing House,* pp 157-161. ISBN 978-93-85886-16-4

**Papers Published in Conferences/Seminars**

7. Dr. K. Prasad & Dr. L. Sampath (2021). Fraudulent Activities in Banking Services - Preventive Measures in a National e-conference on Financial Services in India-Issues, Challenges and Opportunities, Organized by Vaagdevi Degree and PG College, Hanmakonda.

6. Karunasree, J and Dr. Sampath, L. (2019). Digital Technology: The Key Role in the Growth of Banks, *Digital India: Initiative towards Social Transformation & Empowerment, Paramount Publishing House, P.115, ISBN 978-93-88808-21-7.*

5. Dr. Rajender., K. & Sampath, L. (2019). Innovative Competencies of SBI. *Commerce in the Digital Era,* Paramount Publishing House*, pp.11-16, ISBN 978-93-88808-24-8*

4. Dr. Rajender., K. & Sampath, L. (2018). Customer Preferences towards Online Shopping, *Emerging Issues and Challenges in Commerce and Management,* Paramount Publishing House, pp.230-233. ISBN-978-93-53513-90-0

3. Dr. Rajender., K. & Sampath, L. (2018). Mobile Applications Role in Digital Era, *Paradigm shifts in Management Practices*, Paramount Publishing House, Pp.210-214. ISBN-978-81-939248-9-1

2. Sampath, L., & Dr. Rajender, K. (2018). Payment Systems in Digital Commerce in India, *Modern Initiatives in Banking sector-Strategic Perspectives, Vrinda Publishing House,* pp 38-43. ISBN 978-93-87418-20-2

1. Sampath. L., & Samatha, P. (2014). Consumer Perception about Organized Retailers concerning Reliance Super and Spencer at Warangal district, *Global Business Operations-Strategies in the Transforming Scenario*, Zenon Publishing House, ISBN 978-81-926819-1-7

**Papers Published in Journals**

17. GS Raju, NS Kumar & Dr. L. Sampath, (2022). Emerging Entrepreneurial Opportunities through the Internet of Things (IoT) concerning smart cities in India. AIP Conference Proceedings.2418(1)

16. Dr. K. Prasad, Dr. L. Sampath, and Dr. A. Gopi Krishna (2022). Renewable Energy Initiatives of Indian Government for Sustainable Development. Peer Reviewed, Bilingual, Biannual, Multi-disciplinary Referred Journal, Madhya Bharti, ISSN 0974-0066 with IF=6.28, Vol. 82, No. 14, UGC Care Approved, Group I.

15. G. Satheesh Raju, Dr. L. Sampath, Dr. Ravindranath (2020). Customer Perception Towards the Marketing Practices of Organized Retail Outlets. *International Journal of Advanced Science and Technology*, *29*(03), pp. 12668–12674, ISSN: 2005-4238

14. Karunasree, J., and Sampath, L. (2020). Role of Customer Information and Information Technology in CRM Practices with Special Reference to TSRTC. *International Journal of Multidisciplinary Educational Research, 9*(6(1)),p.142, ISSN: 2277 – 7881

13. Karunasree, J., and Sampath, L. (2020). New Education Policy 2019-Reforms to universalize the education*, The Management Accountant, 55*(5),p.74, ISSN 2230 9241

12. Sampath, L. & Ramesh, J. (2019). Core Practices of HRM in Organized Retailing- A Study of Select Retailers. *An* *International multidisciplinary quarterly research journal, Ajanta Prakashan, VIII* (1), pp.301-308, ISSN 2277-5730.

11. Sampath, L., & Dr. Rajender, K. (2018). Rural and Urban Consumer Purchase Behavior towards DTH- A Comparative Study. *International Organization of Scientific Research*, *20*(08) (Version v), pp 40-46. eISSN 2278-487X

10. Sampath, L., & Dr. Rajender, K. (2018).Rural and Urban Consumer Purchase Behavior Towards Mobile Phone A Comparative Study. *International Journal for Innovative Engineering and Management Research*, *07*(09), pp.291-302. ISSN 2456 -5083

9. Sampath, L., & Dr. Rajender, K. (2018). CRM Practices at Religare Securities. *International Journal of Customer Relations*, *6*(1), pp.1-5. ISSN 2320-7515

8. Dr. Rajender., K. & Sampath, L. (2017). Key Initiatives and Core Sectors of Telangana State to Attract Investors. *Global Journal of Creative Research & Development, 3(*4*),* pp.29-34, ISSN 2394-529X.

7. Dr. Sadiqua., T& Sampath, L. (2016). Human Resource Management in Micro and Small Enterprises - A Study in Warangal District, *TATVA - the Journal of Management Scholars*, *XII*, pp.67-75. ISSN 0973-0974.

6. Sampath., L. & Narender, S. (2014). Customer Relationship Management Practices in Banking Sector, *Global Journal of Commerce & Management Perspective*, *3* (5), pp.141-145. ISSN 2319-7285

5. Sampath, L. & Narender, S. (2014). Portfolio Management-A Study on Selected Companies, *SAI OM Journal of Commerce & Management-A Peer Reviewed National Journal*, *1*(2), pp.76-82. ISSN 2347-7563

4. Narender., S & Sampath, L. (2014). Impact of Foreign Direct Investment on Indian Banking Sector-An Overview, *International Journal of Research in Finance & Marketing*, *4*(3), pp.23-37. ISSN 2231-5985

3. Narender., S & Sampath, L. (2014). Brand Awareness of Consumers-A Study on Toyota. *International Journal of Marketing, Financial Services & Management Research*, *3* (11), pp.39-35. ISSN-2277-3622

1. Narender., S & Sampath, L. (2014). Consumer Awareness towards Life Insurance Sector in India, *ABHINAV International Monthly Referred Journal of Research in Management & Technology*, *3*(3), pp.45-51. ISSN 2320-0073.
2. Narender, S & Sampath, L. (2014). Investors’ Perception Indian Capital Market with Special Reference to Warangal District, *FMU JOURNAL OF MANAGEMENT*, *II* (I), pp.92-98, ISSN 2320 8899

**Papers Presented**

14**.** Paper presented in ICSSR Sponsored National Seminar on “Digital India: Initiative towards Social Transformation & Empowerment” entitled “Digital Technology: The Key Role in the Growth of Banks”, Organized by Department of Management, KITS, Warangal, 28th & 29th June 2019.

13. Paper presented in ICSSR Sponsored National Seminar on Commerce *and Technology (Com-Tech) – The Changing Patterns* entitled “Innovative Competencies of SBI”, Organized by Dept. of Commerce, Telangana University, Nizamabad, 27th March 2019.

12. Paper presented in ICSSR Sponsored National Seminar on Emerging *Issues and Challenges in Commerce and Management* entitled “Customer Preferences towards Online Shopping”, Organized by University Arts & Science College, Kakatiya University, Warangal, 25th & 26th March 2019.

11. Paper presented at International Conference on *Emerging Trends in Business Management-Opportunities,* entitled “Core Practices of HRM in Organized Retailing- A Study of Select Retailers”, Organized by Vishwa Vishwani Institute of Systems, Hyderabad, and Telangana. February 11, 2019.

10. Paper presented in a Three day 71st All India Commerce Conference on “Role of Mobile Apps in Digital Marketing”, Organized by the Department of Commerce, Osmania University, Hyderabad, Telangana State from 20th to 23rd December 2018.

9. Paper presented in a Two-day National seminar on “Modern Initiatives in Banking sector-Strategic Perspectives”. Title of “Payment Systems in Digital Commerce in India”, Organized by Department of Commerce and Business Management, Kakatiya University, 20th & 21st, April 2018.

8. Paper presented in a One-day National Seminar on “Financial Integration-Indian Scenario”. Title of “Essential and Proposal of Foreign Direct Investment in Developing Country- Study on India” organized by Department of Commerce, Vivekananda Government Degree College, Vidyanagar, Hyderabad, 28th, March 2018.

7. Paper presented in a Two-day National seminar on “Health Insurance in India-Issues and Challenges”. Title of “RSBY-Health Insurance Scheme-The Initiative of Government of India” Organized by Department of Commerce and Business Management, Kakatiya University, 23rd & 24th, March 2018.

6. Paper presented on the title of “*GST-The Key Reform in India*” National seminar on “Innovations in Indian Banking and Finance- Problems and Prospects”, organized by Department of Commerce, Kakatiya Government College, Warangal, 29, November 2017.

5. Paper presented under the title of “*Make in India-Key Initiatives of Government of India*”, a two-day national seminar on “*Make in India-Issues and Challenges*”, Organized by the Department of Commerce and Business Management, University College for Women, Kakatiya University, March 2017.

4. Paper Presented on the title of “*Key Initiatives of HDFC Bank towards CSR*” in ICSSR, New Delhi Sponsored Two-Day National Seminar on “Corporate Social Responsibility in India-Emerging Issues and Challenges”, Conducted by Department of Commerce and Business Management, University Arts and Science College, Kakatiya University, February 2017.

3. Attended a two-day joint seminar on “Companies Act, 2013-New Standards for Corporate Governance”, conducted by ICAI New Delhi and Kakatiya University, Warangal, December 2015.

2. Paper Presented in the National Seminar on “Contemporary Issues in Management”. Title of “*Commodities Contract viz-a-viz Bullion Market-A study*”, Conducted by Kshatriya College of Engineering, Department of Business Management, JNTUH, Nizamabad, April 2014.

1. Paper Presented in “Global Business Operations-Strategies in the Transforming Scenario*”.* Title of “*Consumer Perception about Organized Retailers concerning Reliance Super and Spencer at Warangal district”*, Organized by Sri Chaitanya Educational Institutions, Karimnagar, February 2014.

**Attended Faculty Development Programmes (FDPs):**

## 26. Participated in AICTE Training and Learning Academy (ATAL) One-week Online Faculty Development Program on “The Master Class-Artificial Intelligence, Machine Learning, and Deep Learning”, organized by Bharati Vidyapeeth"s Institute of Management and Entrepreneurship Development, Pune, from 31st May-04th June 2021.

25. Participated in a Five- Day e-Faculty Development Program on “Literature and Humanity” organized by the School of Arts, Humanities and Social Sciences and Indian Society for the Promotion of English Language and Literature (iSPELL), REVA University, Bangalore, from 24th -28th May 2021.

## 24. Participated in a Three-Day e-Faculty Development Program on “Research Methodology for Social Sciences” organized by the Indian Institute of Management Commerce, Hyderabad, from 17th -19th May 2021.

23. Participated in AICTE Training and Learning Academy **(ATAL)** One-week Online Faculty Development Program on “Structural Equation Modeling”, organized by Manipal Institute of Management, Karnataka, from 17th-21st May 2021.

22. Participated in AICTE Training and Learning Academy **(ATAL)** One-week Online Faculty Development Program on “Research Methodology and Scientific Writing for Engineering and Management, ” organized by Atal Bihari Vajpayee-Indian Institute of Information Technology and Management, Gwalior, from 16th-20th February 2021.

21. Participated in AICTE Training and Learning Academy **(ATAL)** One-week Online Faculty Development Program on “Social Enterprise Management” organized by Vivekananda Education Society’s Institute of Management Studies and Research, Mumbai, from 19th -23rd January 2021.

20. Participated in AICTE Training and Learning Academy **(ATAL)** One-week Online Faculty Development Program on “Technology Management” organized by Dr. B.R. Ambedkar National Institute of Technology, Jalandhar, from 4th -8th January 2021.

19. Participated in AICTE Training and Learning Academy **(ATAL)** One-week Online Faculty Development Program on “ROAD-Response Effectiveness, Organizing Self, Attitudinal Shift, Decision Making, ” organized by University College of Engineering, Osmania University, Hyderabad, from 7th -11th September 2020.

18. Participated in AICTE Training and Learning Academy **(ATAL)** One-week Online Faculty Development Program on “Digital Marketing” organized by Chhatrapati Shahu Business Education and Research, Kolhapur, from 2nd -6th September 2020.

17. Participated in a One-week e-Faculty Development Program on “Orienting Applications and Conceptualized Aspects of Sciences and Humanities” organized by Dept. of Humanities and Sciences, BITS, Warangal, from 21st -25th July 2020.

16. Participated in a One-week e-Faculty Development Program on “Competency and Sustainability of Commerce and Management Teachers-Post Covid-19 Scenario” organized by University College of Commerce and Business Management, Kakatiya University, Warangal, from 16th -22nd July 2020.

15. Participated in a Five-days e-Faculty Development Program on “Online ICT Tools for Effective Teaching Learning” organized by Priyadarshini Institute of Science and Technology for Women, Khammam, Warangal, from 30th June-04th July 2020.

14. Participated in a One-week e-Faculty Development Program on “Emerging Trends in Sciences–Usage of Research Tools and Techniques” organized by Vardhaman College of Engineering, Hyderabad, from 15th -20th June 2020.

13. Participated in a One-week Online Faculty Development Program on “Research Among Youth” organized by Vardhaman College of Engineering, Hyderabad, from 28th May-03rd June 2020.

12. Participated in a One-week Online Faculty Development Program on “New Challenges in Business Management Post Covid-19 Pandemic Scenario” organized by the Dept. of MBA, CMR Technical Campus, Hyderabad, from 25th -31st May 2020.

11. Participated in a One-week Online Faculty Development Program on “Outcome Based Education and Accreditation” organized by IILM College of Engineering and Technology, from 25th -29th May 2020.

10. Participated in a One-week Online Faculty Development Program on “Research Methodology: Tools and Techniques” organized by IILM College of Engineering and Technology, from 18th -22nd May 2020.

9. Participated in a One-week Online Faculty Development Program on “Usage of Technology in Covid-19” organized by the Dept. of Information Technology, Terna Engineering College, Nerul, Navi Mumbai, from 28th May -02nd June 2020.

8. Participated in a One-week National Level online FDP for trainers on “Mastering the art of Handling Post Covid Challenges for Sustainable Development” organized by the Faculty of Humanities and Science, Dr. M.G.R Educational and Research Institute, Adalaampattu, Phase II Campus, Maduravoyal, Chennai, from 19th -23rd May 2020.

7. Participated in a four-week “Entrepreneurship Development” Sponsored by EDII-*DST-NIMAT Project 2019-20 held at Sumathi Reddy Institute of Technology, Warangal,* from 2nd December to 28th December 2019.

6. Participated in a one-day Faculty Development Programme on “Academic Excellence-Creating Climate through Communication”, organized by ICFAI Business School, on 03-08-2019.

5. Participated in a one-week Faculty Development Programme on “Rural Community Engagement and Rural Immersion” organized by Mahatma Gandhi National Council of Rural Education, Hyderabad in collaboration with Satavahana University at University College of Commerce and Business Management, From June 28th to July 4th, 2019.

4. Participated in a two-day Faculty Development Programme on “Supply Chain Management” organized by TASK Regional Center, Warangal Urban, during 27-28 February 2019.

3. Participated in a two-week Faculty Development Programme on “Entrepreneurship Development” Sponsored by *DST-NIMAT Project 2018-19 held at SR Engineering College, Warangal,* from 26th November to 8th December 2018.

2. Participated in a one-day Faculty Development Programme on “New Horizons in Financial Services Management-Challenges and Solutions”, organized by the Department of Commerce and Business Management, held on April 25th, 2018.

1. Participated in a one-week Faculty Development Programme on “Developing Teaching Competencies In Teachers of Higher Education” conducted by *Teaching Learning Centre, NIT Warangal*, 13th -19th, May 2017.

**Organized Faculty Development Programmes (FDPs):**

1. Organized a One-Week Faculty Development Program on “Research Methodology” from 13th -17th July 2020.

**Participated Workshops**

3. Participated in a one-day workshop on “*Flipped Teaching & Various Teaching Pedagogies*”, Organized by Kakatiya Institute of Management Studies, Karimnagar, 12th September 2019.

2. Participated in a one-day workshop on “*Research Methodology in Social Sciences*”, Organized by Internal Quality Assurance Cell (IQAC), Kakatiya Government College, Hanmakonda, April 2017.

1. Participated in ICSSR-sponsored five-day workshop on “*Research Methodology*”, Conducted by Hindi Mahavidyalaya Society, Nallakunta, Hyderabad, March 2017.

**Personal Details**

1. Full Name : Lingam Sampath
2. Father Name : Sambaiah
3. Date of Birth : 05/06/1983
4. Gender : Male
5. Marital Status : Married ( Two Daughters)
6. Address : HNo-47-1-212/A,

Near 1st Bus Stop, Hanmakonda Road, Hanuman Colony, Street No.4, Paidipally,Warangal Urban, Telangana state-506006.

**(DR. LINGAM SAMPATH)**