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OBJECTIVE: Seeking to utilize my technical and managerial knowledge and experience to strive towards excellence in the field of Management and thereby create successful future managers.

AREAS OF INTEREST FOR RESEARCH AND ACADEMICS:

Consumer Behaviour, Service Marketing, Tourism and Hospitality Management, Sustainable Management Practices, and Production and Operations Management.

EDUCATION: **Doctor of Philosophy (PhD)** in Business Administration from Tezpur University, Tezpur (Assam (India)) in 2014.

Topic: “Customer Delight: A Study of the Hospitality Industry in North East India”.

Master of Business Administration (MBA) from Tezpur University, Tezpur in 2006.

Major specialization: Marketing

Result: First Class (CGPA (Grade) - 7.45 (69.5%) (On a scale of 10)).

Bachelor of Engineering (BE) from Assam Engineering College, Guwahati (Assam (India)) under Gauhati University in 2003.

Specialization: Mechanical Engineering (*Elective Subjects:* Hydraulic Machines, Internal Combustion Engines, and Environmental Pollution Control Engineering).

Result: First Class (Honours) (77.16%).

Higher Secondary (HS) (10+2) from Cotton College, Guwahati under Assam Higher Secondary Education Council (A.H.S.E.C.) in 1998.

Stream: Science

Result: First Division (70.6%).

High School Leaving Certificate (HSLC) (10) from Don Bosco High School, Guwahati under Board of Secondary Education, Assam (S.E.B.A.) in 1996.

Result: First Division (77.11%).

WORK EXPERIENCE:

- 18th February, 2014 - present: **Assistant Professor** in Assam Institute of Management (AIM), Guwahati (Assam (India)).
- 22nd January, 2010 - 17th February, 2014 (*4 years and 26 days*): **Assistant Professor** in GCC Centre of Management Studies (GCMS), Gauhati Commerce College, Guwahati.
- 20th August, 2007 - 16th January, 2010 (*2 years, 4 months and 27 days*): **Lecturer** in the Department of Business Administration, North Eastern Regional Institute of Management (NERIM), Guwahati.
- 1st July, 2006 - 14th July, 2007 (*1 year and 14 days*): **Senior Executive-Sales (Interio (Institution))** in Godrej & Boyce Manufacturing Company Limited, Ranchi Branch, Ranchi (Jharkhand (India)).

SOFTWARE EXPOSURE:

Operating System	: Windows
CAD Tools	: Advance AutoCAD (AutoCAD 2000)
Statistical Software	: SPSS, AMOS (<i>For Structural Equation Modeling</i>)
Other Skills	: MS Office

PUBLICATIONS:

Peer Reviewed Journal Articles- Published/Accepted for Publication:

1. **Sinmoy Goswami**, and Mriganka Prasad Sarma. "Prospects of Green Supply Chain Management in the Tea Industry: A Study in Assam in North East India." *Journal of Trade and Management (Acceptance Communicated in 2017)*.
2. **Sinmoy Goswami**, and Mrinmoy K. Sarma (To be published in March-April 2019 issue). "Modelling Customer Delight in Hotel Industry." *Global Business Review* (ISSN- 0972-1509, eISSN- 0973-0664), Vol.20 No.2 (Acceptance and Other Details Communicated in 2017).
3. **Sinmoy Goswami**, Panchanan Barman and Suman Sarmah (2017). "Profiling Customers in the Hospitality Sector: An Approach towards Market Segmentation in Hotels and Restaurants in Assam." *IUP Journal of Marketing Management* (ISSN-0972-6845), Vol.16 No.2, pp.27-53.
4. **Sinmoy Goswami**, Suman Sarmah and Swapna Boruah (2014). "Segmentation of Users of Cellular Phone Services in Guwahati City: An Exploratory Study." *IUP Journal of Marketing Management* (ISSN-0972-6845), Vol.13 No.3, pp.71-85.
5. **Sinmoy Goswami**, and Mrinmoy K. Sarma (2014). "Relationship Management: Dimensions for Tourism." *SCMS Journal of Indian Management* (ISSN- 0973-3167), Vol.11 No.2, pp.15-34.
6. **Sinmoy Goswami**, and Mrinmoy K. Sarma (2014). "Management of Guest Delight in Hotels: An Exploratory Study." *VISION-The Journal of Business Perspective* (ISSN-0972-2629, eISSN-2249-5304), Vol.18 No.1, pp.29-45.
7. **Sinmoy Goswami**, and Mrinmoy K. Sarma (2011). "Guest Delight: It's Significance in the Hotel industry." *IUP Journal of Marketing Management* (ISSN-0972-6845), Vol.10 No.2, pp.64-81.
8. **Sinmoy Goswami**, and Mrinmoy K. Sarma (2011). "The Road to Guest Delight: An Empirical Exploration in the Hotel Industry." *ASEAN Journal on Hospitality and Tourism* (ISSN-1412-2073), Vol.10 No.2, pp.122-145.
9. **Sinmoy Goswami** (2011). "Important parameters of refrigerators considered during their purchase: An exploratory study in Guwahati city in India." *Asian Journal of Management Research* (ISSN-2229-3795), Vol.2 No.1.
10. Chandana Goswami and **Sinmoy Goswami** (2010). "Role of Organisation Structure in facilitating Marketing." *Global Business and Management Research: An International Journal* (ISBN-978-1-59942-581-8, ISSN-1947-5667), Vol.2 No.2 and 3, pp.162-183.

Citations of the above mentioned Publications (in Refereed Journals) in Google Scholar Citation Index:

Total number of citations till date: 16

Total number of citations in Google Scholar *h-index* till date: 3

Chapters in Edited Books- Published/Accepted for Publication:

1. **Sinmoy Goswami**, and Panchanan Barman (2018). "Sustainable Tourism and Solar Electrification of Select Indian Airports: A Case Study." *Management Strategies of New India with special reference to North East India*. Ed. Jonali Sarma. Guwahati (Assam (India)): Lfin Media House, March, pp.84-95.
2. Panchanan Barman, Suman Sarmah, and **Sinmoy Goswami** (2015). "Segmentation of Customers in Tourism Enterprises: A Study in Restaurants in Assam." *Entrepreneurship Development in Conflict Regions: Issues and Challenges* (ISBN-978-93-81563-67-0). Ed. A. Ibemcha Chanu. Visakhapatnam (Andhra Pradesh (India)): Global Publishing House India, November, pp.117-126.
3. **Sinmoy Goswami**, Suman Sarmah, and Swapna Boruah (2015). "Research Journals in Libraries and Behavioural Changes among Students: An Exploratory Study." *Behavioural Changes of Students in the Higher Educational Institutions- Issues and Trends* (ISBN-978-81-925322-0-2). Ed. Homeswar Kalita and Gour Gopal Banik. Guwahati (Assam (India)): Bhabani Offset Pvt. Ltd., Vol.1 June, pp.79-88.
4. **Sinmoy Goswami**, and Mrinmoy K. Sarma (2013). "Customer Delight in the Hotel Industry: An Exploratory Study." *Tourism and Hospitality Industry: Applications and Role of Science and Technology* (ISBN-978-81-211-0848-5). Ed. S.C. Bagri, Sanjay S. Mahar and Servesh Uniyal. Dehra Dun (Uttakhand (India)): BSMPS, pp.1-16.
5. Mrinmoy K. Sarma, Ajit Sarma, and **Sinmoy Goswami** (2012). "Sustainability, Destination Life Cycle and Community Based Tourism." *Sustainable Natural Resource Management in Northeast India: Policies and Practices* (ISBN-978-93-80261-54-6). Ed. Kulen Chandra Das, Partha J. Das and Smarajit Ojah. Guwahati: EBH Publishers, pp.98-110.

6. **Sinmoy Goswami**, Manmit Mahanta, Suman Sarmah and Swarnali Das (2012). "Study of activities relating to Corporate Social Responsibility employed by the hotels in Kaziranga National Park in relation to economic development of the area." *Role of Corporate Social Responsibility in Economic Development of North East India* (ISBN-978-81-923580-2-4). Ed. Dhanjit Pathak and Utshab Talukdar. Tezpur (Assam (India)): Yantra, pp.1-16.

Chapters in Proceedings of National Conferences/Seminars- Published/Accepted for Publication:

1. **Sinmoy Goswami** and Manabendra Deka (2017). "Comparative Study of the Perception of Vendors and Consumers regarding the Present Means of Road Transportation for Vegetable Supply: A Study in Kamrup (Rural) District of Assam in North East India." *Proceedings of the Second (2nd) North East India Commerce and Management Association (NEICMA) National Conference-2017 on Sustainable Rural Livelihood: Emerging Dimensions* (ISBN-978-93-86724-15-1). Ed. Sanjeeb Kumar Jena, Otem Padung and Phillip Modi. New Delhi (India): Excel India Publishers, pp.306-319.
2. **Sinmoy Goswami** (2016). "Research Note on Green Supply Chain Management." *Proceedings of National Seminar on Green Energy: Prospect and Challenges* (ISBN-978-93-83588-11-4). Ed. Kalyan Kumar Das and Nripen Das. Guwahati (Assam (India)): Brahmaputra Offset, pp.77-87.
3. Panchanan Barman, **Sinmoy Goswami**, and Suman Sarmah (2015). "Insights from Servuction Model based Customer Perspectives: A Study in Tourism Enterprises in Kamrup (Metropolitan) and Kamrup (Rural) Districts of Assam (India)." *Proceedings of Eleventh Biennial Conference on Entrepreneurship* (ISBN-978-93-80574-77-6). Ed. Sasi Misra, Dinesh Awasthi and Ganapathi Batthini. Delhi (India): Bookwell, pp.1295-1306.
4. **Sinmoy Goswami**, and Gautam Goswami (2014). "Socially beneficial activities undertaken by *Dhabas* (roadside restaurants) for development of rural areas: A study in Kamrup (Rural) District of Assam." *Proceedings of UGC-SAP DRS-I National Seminar on Managing Rural Development in North East India: Perspectives, Policies and Experiences* (ISBN-978-93-81563-57-1). Ed. Debabrata Das and Anjan Bhuyan. Tezpur (Assam (India)): Global Publishing House India, pp.314-324.

PRESENTATIONS IN CONFERENCES/ SEMINARS:

International Conference/Seminar Presentation:

1. Panchanan Barman, Suman Sarmah, and **Sinmoy Goswami** (2015). "Segmentation of Customers in Tourism Enterprises: A Study in Restaurants in Assam." International Conference on Regional Conflict and Entrepreneurship Development with special reference to South-East Asia. Department of Commerce, Assam University, Diphu Campus, Diphu (Assam (India)), November 27-28, 2015. **(Topic (article) published in edited book mentioned earlier).**

National Conference/Seminar Presentations:

1. **Sinmoy Goswami**, and Panchanan Barman (2017). "Sustainable Tourism and Solar Electrification of Select Indian Airports: A Case Study." National Seminar on *Management Strategies in New India with special reference to North East India*. Gauhati Commerce College Centre of Management Studies (GCMS), Gauhati Commerce College, Guwahati (Assam (India)), and Guwahati Management Association (GMA), November 17, 2017.
2. **Sinmoy Goswami**, and Manabendra Deka (2017). "Comparative Study of the Perception of Vendors and Consumers regarding the Present Means of Road Transportation for Vegetable Supply: A Study in Kamrup (Rural) District of Assam in North East India." National Bank of Agriculture and Rural Development (NABARD) supported *Second (2nd) North East India Commerce and Management Association (NEICMA) National Conference-2017 on Sustainable Rural Livelihood: Emerging Dimensions*. Department of Commerce, Rajiv Gandhi University, Rono Hills, Doimukh, Arunachal Pradesh (India), November 10-11, 2017. **(Topic (article) published in conference proceeding mentioned earlier).**
3. **Sinmoy Goswami**, and Manabendra Deka (2017). "Vendors' Perception regarding Various Parameters of the Present Means of Road Transportation in Supply of Vegetables: A Study in Guwahati City in North East India." Indian Council of Social Science Research- North Eastern Regional Centre (ICSSR-NER) supported National Seminar on *Emerging Trends in Business & Economic Development in India with reference to North-Eastern Region*. Department of Business Administration, University of Science & Technology, Meghalaya (USTM), 9th Mile (Meghalaya (India)), and Department of Business Administration, Tezpur University, Tezpur (Assam (India)), May 19-20, 2017.
4. **Sinmoy Goswami**, and Mriganka Prasad Sarma (2016). "Prospects of Green Supply Chain Management in the Tea Industry: A Study in Assam in North East India." First National Conference of North East India Commerce and Management Association (NEICMA) on *Trade and Industries in North-East India: Challenges and Strategies*. NEICMA and Gauhati Commerce College, Guwahati, September 23-24, 2016.

5. **Sinmoy Goswami** (2016). "Research Note on Green Supply Chain Management." National Seminar on *Green Energy: Prospect and Challenges*. Assam Science and Technology University, Guwahati, April 26-27, 2016. **(Topic (article) published in seminar proceeding mentioned earlier).**
6. **Sinmoy Goswami**, Panchanan Barman, and Suman Sarmah (2015). "Customer Satisfaction in Hotels and Restaurants in Assam." University Grants Commission (UGC) sponsored National Seminar on *Tourism Development in North East India: Prospect and Challenges*. Department of Commerce, B.H. College, Howly and Manas Tiger Project, Barpeta Road (Assam (India)), June 25-26, 2015.
7. Panchanan Barman, **Sinmoy Goswami**, and Suman Sarmah (2015). "Insights from Servuction Model based Customer Perspectives: A Study in Tourism Enterprises in Kamrup (Metropolitan) and Kamrup (Rural) Districts of Assam (India)." Eleventh Biennial Conference on *Entrepreneurship*. Centre for Research in Entrepreneurship Education and Development (CREED). Entrepreneurship Development Institute of India (EDI), Ahmedabad (Gujarat (India)), February 18-20, 2015. **(Topic (article) published in conference proceeding mentioned earlier).**
8. **Sinmoy Goswami**, and Gautam Goswami (2014). "Socially beneficial activities undertaken by *Dhabas* (roadside restaurants) for development of rural areas: A study in Kamrup (Rural) District of Assam." UGC Special Assistance Programme for Departmental Research Support Phase-I (UGC SAP DRS-I) sponsored National Seminar on *Managing Rural Development in North East India: Perspectives, Policies and Experiences* sponsored by National Bank for Agriculture and Rural Development (NABARD). Department of Business Administration, Tezpur University, Tezpur, November 07-08, 2014. **(Topic (article) published in seminar proceeding mentioned earlier).**
9. **Sinmoy Goswami**, and Suman Sarmah (2014). "Reasons for Entrepreneurship: An Exploratory Study among Prospective Entrepreneurs in Kamrup (Metropolitan) and Kamrup (Rural) Districts of Assam (India)." National Conference on *Emerging Trends in Entrepreneurship Development in North East India* sponsored by Indian Council of Social Science Research (ICSSR) and North Eastern Council (NEC). Assam Don Bosco University, Azara (Assam (India)), August 22-23, 2014.
10. **Sinmoy Goswami**, and Swarnali Das (2013). "Importance of Destination Image for promoting Tourism in North East India." UGC sponsored National seminar on *Strategic Planning for the development of Tourism in North East India*. Department of Tourism and Travel Management, Girls' College, Kokrajhar, and Department of History, Bodoland University, Kokrajhar, BTC (Assam (India)), November 9-10, 2013.
11. **Sinmoy Goswami**, and Swapna Boruah (2013). "Impact of microfinance schemes on rural women." UGC sponsored National Seminar on *Role of Nationalised Banks in Rural Development in NE region*. Goreswar College, Goreswar (Assam (India)), April 24-25, 2013.
12. **Sinmoy Goswami**, and Swapna Boruah (2013). "Factors influencing the choice of an entrepreneurial career among women in Guwahati city." National Seminar on *Entrepreneurship and Inclusive Growth*. Department of Commerce, North-Eastern Hill University (NEHU), Shillong (Meghalaya (India)), March 21-22, 2013.
13. **Sinmoy Goswami**, and Swarnali Das (2013). "Trend analysis of women participation in NEDFi's Women Enterprise Development Scheme in Kamrup (Metro) and Kamrup (Rural) districts." National Seminar on *Entrepreneurship and Inclusive Growth*. Department of Commerce, North-Eastern Hill University (NEHU), Shillong, March 21-22, 2013.
14. **Sinmoy Goswami**, Suman Sarmah, and Swapna Boruah (2012). "Research journals in libraries and behavioural changes among students: An exploratory study." UGC sponsored National Seminar on *Behavioural Changes of Students in the Higher Educational Institutions- Issues and Trends*. Gauhati Commerce College and Karmashree Hiteswar Saikia College, Guwahati, May 28-29, 2012. **(Topic (article) published in edited book mentioned earlier).**
15. **Sinmoy Goswami**, Suman Sarmah, and Swapna Boruah (2012). "Importance of reading research journals among the people in Guwahati city." UGC sponsored National Seminar on *Creation of Reading Habit in the Society*. Gauhati Commerce College and Assam College Librarians' Association (ACLA), Guwahati, May 18-19, 2012.
16. **Sinmoy Goswami**, Manmit Mahanta, Suman Sarmah and Swarnali Das (2012). "Study of activities related to Corporate Social Responsibility employed by the hotels in Kaziranga National Park in relation to economic development of the area". National Seminar on *Role of Corporate Social Responsibility in Economic Development of North East India*. Faculty of Commerce and Department of Business Administration, Tezpur College, Tezpur, February 15-16, 2012. **(Topic (article) published in edited book mentioned earlier).**
17. **Sinmoy Goswami**, and Swapna Boruah (2010). "Role of Management Fests in providing Value Based Education to the students of management." UGC sponsored National Seminar on *Quality Management in Higher Education of the North East and Sustainable Development with special reference to Assam*. Assam College Teachers' Association (ACTA) and Gauhati Commerce College, Guwahati, April 23-24, 2010.

18. **Sinmoy Goswami**, and Upakul Sarmah (2010). "Managing the use of Solar Energy: An important tool for combating Climate Change and ushering Sustainable Development." National Seminar on *Climate Change and Sustainable Development*. Department of Environmental Science, Tezpur University, Tezpur, April 1-3, 2010.
19. **Sinmoy Goswami**, and Mrinmoy K. Sarma (2010). "Customer Delight in the Hotel Industry: An Exploratory Study". National Conference on *Science and Technology Applications in Tourism Sector* focusing on Uttarakhand Opportunities. Centre of Mountain Tourism and Hospitality Studies (CMTHS), HNB Garhwal University and Uttarakhand Science Education and Research Centre (U-SERC), Government of Uttarakhand (India), September 27-28, 2010. (**Topic (article) published in edited book mentioned earlier**).
20. Mrinmoy K. Sarma, Ajit Sarma, and **Sinmoy Goswami** (2010). "Sustainability, Destination Life Cycle and Community Based Tourism." National Consultation Workshop on *Sustainable Natural Resource Management in Northeast India Analyzing Policies and Practices* sponsored by North Eastern Council (NEC) and Indian Council for Social Science Research (ICSSR). Department of Post Graduate Diploma in Natural Resource Management (PGDNRM), Nowgong Girls' College, Nagaon (Assam (India)), January 31- February 2, 2010. (**Topic (article) published in edited book mentioned earlier**).

PUBLICATIONS IN GENERAL ARTICLES:

1. **Sinmoy Goswami** (2016). "Green Supply Chain Management: An Environmentally Friendly Concept in the Field of Management", *AIMPulse 2016 Magazine*, Assam Institute of Management, Guwahati (Assam (India)), pp. 22-25.
2. **Sinmoy Goswami** (2013). "Women Empowerment, Indian Society and Economic Development." *Quasofiesta (Management Fest) 2013 Souvenir*, GCC Centre of Management Studies (GCMS), Gauhati Commerce College, Guwahati, pp.4-5.
3. **Sinmoy Goswami** (2012). "Rural Marketing in Assam: Need for Increased Emphasis among Companies and Firms." *Quasofiesta (Management Fest) 2013 Souvenir*, GCC Centre of Management Studies (GCMS), Gauhati Commerce College, Guwahati, pp.18-21.
4. **Sinmoy Goswami** (2011). "Proper Marketing Management: An Essential Tool for Improving an Organization's Performance." *Quasofiesta (Management Fest) 2013 Souvenir*, GCC Centre of Management Studies (GCMS), Gauhati Commerce College, Guwahati, pp.10-11.

EDITORIAL WORK IN CASE OF PUBLISHED PROCEEDINGS OF NATIONAL CONFERENCE:

1. "Management in the Current Scenario: Trends, Issues and Challenges." *Proceedings of National Conference on Management in the Current Scenario: Trends, Issues and Challenges* (ISBN-978-93-81563-94-6). Ed. Mukulesh Barua, **Sinmoy Goswami** and Shazeed Ahmed. Visakhapatnam (Andhra Pradesh (India)): Global Publishing House India (2017).

MEMBERSHIPS AND EDITORIAL RESPONSIBILITIES:

1. **Certified Reviewer**, IIMB Management Review Journal, Indian Institute of Management Bangalore (IIMB), Bengaluru (Bangalore) (India) published by Elsevier, Amsterdam, The Netherlands, since 2017.
2. **Member of Editorial Team**, Journal of Trade and Management of North East India Commerce and Management Association (NEICMA), Guwahati, Assam (India), since September, 2017.
3. **Member of Editorial Board (as Reviewer)**, International Journal of Marketing and Financial Management under Academic Research in Science, Engineering, Art and Management (ARSEAM) Foundation, Uttar Pradesh (India), since 29th December, 2016.
4. **Member**, North East India Commerce and Management Association (NEICMA), Guwahati, Assam (India), since June, 2016.

ACADEMIC/ RESEARCH HONOURS, AWARDS AND SCHOLARSHIPS:

1. Awarded **Certificate of Outstanding Contribution in Reviewing** from the Editors of IIMB Management Review Journal, Indian Institute of Management Bangalore (IIMB), Elsevier, Amsterdam, The Netherlands, in October, 2017.
2. Awarded as **best paper presenter** along with Suman Sarmah for the research paper titled "Reasons for Entrepreneurship: An Exploratory Study among Prospective Entrepreneurs in Kamrup (Metropolitan) and Kamrup (Rural) Districts of Assam (India)" in the National Conference on *Emerging Trends in Entrepreneurship Development in North East India* sponsored by Indian Council of Social Science Research (ICSSR) and North Eastern Council (NEC). Assam Don Bosco University, Azara (Assam (India)), August 22-23, 2014.

3. Obtained **IndianOil Scholarship** (Indian Oil Corporation Limited (IOCL) Scholarship) while pursuing Master of Business Administration (MBA) course at Tezpur University, Tezpur (Assam (India)), from 2005 to 2006.

PARTICIPATION IN NATIONAL CONFERENCE/ SEMINAR:

1. Participated in National Seminar on *Reforming and Revamping the Tourism Sector in the North-Eastern Region of India* sponsored by University Grants Commission (UGC) organized by Jagiroad College, Jagiroad, in collaboration with Jagiroad Sahitya Sabha and coordinated by the Department of Tourism and Travel Management (TTM), Jagiroad College, Jagiroad (Assam (India)), held on 28th and 29th August, 2009.

CONTRIBUTION TOWARDS ORGANISATION OF CONFERENCES/ SEMINARS:

1. **Convener** of the Second National Conference on “**Management in the Current Scenario: Trends, Issues and Challenges**” organized by Assam Institute of Management (AIM) under the aegis of ONGC (Oil and Natural Gas Corporation Limited) CHAIR on 16th and 17th March, 2018.
2. **Convener** of the National Conference on “**Management in the Current Scenario: Trends, Issues and Challenges**” organized by Assam Institute of Management (AIM) under the aegis of ONGC (Oil and Natural Gas Corporation Limited) CHAIR and in conjunction with DIAMOND JUBILEE CELEBRATION of ONGC on 3rd and 4th March, 2017.
3. **Chairman** of the Technical Session on **Operations Management** in the above National Conference on “**Management in the Current Scenario: Trends, Issues and Challenges**” organized by AIM on 3rd March, 2017.

CONSULTANCY ACTIVITIES CONDUCTED/ COORDINATED:

1. **Coordinated (as Trainer and Member of the Committee for Assam Institute of Management (AIM) Computer Lab)** the Competency-based training programme for Grade-II and Grade-III staff of Assam Secretariat, Government of Assam (India) in AIM from March, 2017, to June, 2017.

INVITED LECTURES IN CONFERENCES/ STAFF DEVELOPMENT/ TRAINING/ MANAGEMENT DEVELOPMENT PROGRAMMES:

1. Imparted lectures on “MS Office Fundamentals and MS Word”, “Ms Excel” and “Terms of Reference for contractual of firms and personnel” in the Competency-based training programme for Grade-II and Grade-III staff of Assam Secretariat, Government of Assam (India) in Assam Institute of Management (AIM), Guwahati (Assam), from March, 2017, to June, 2017.
2. Imparted lectures on “Personality Development” and “Motivation and Team Building” for the technical trainees of National Power Training Institute- North Eastern Region (NPTI-NER), Government of India, in the campus of NPTI-NER, Guwahati on 16th and 17th January, 2017.
3. Imparted lectures as a part of crash course on SPSS arranged by Assam Rural Infrastructure and Agricultural Services Society (ARIASS) in collaboration with Assam Institute of Management (AIM) on 9th, 10th and 12th April, 2016, at ARIASS Conference Hall, Khanapara, Guwahati (Assam (India)). *ARIASS is a part of World Bank financed “Assam Agricultural Competitiveness Project (AACP)”*.
4. Imparted lectures on “Communication Skill” and “Motivation and Team Building” for the employees of Department of Posts, Government of India, in Postal Training Centre, Uzan Bazar, Guwahati in March, 2016.
5. Imparted lecture on “Supply Chain Management” at the Two (2) day SLOs’ (Senior Logistics Officers’ (Supply Chain Professionals)) Conference organised by the Headquarters (HQ), Eastern Air Command (EAC) of the Indian Air Force (IAF) at the Air Force Station (AFS) Digaru (Assam (India)) on 10th December, 2015.
6. Imparted lectures on “Problem solving and Decision Making” and “Visionary Leadership and Action Oriented Leadership” in the training programme on “Leadership and Managerial Skills” organized by Gauhati High Court, Aizawl Bench, Aizawl (Mizoram (India)) in co-ordination with Assam Institute of Management (AIM) for the judicial officers of Mizoram Judicial Service on 19th and 20th June, 2015.
7. Imparted lectures on “Effective Salesmanship: Skills, Qualities and Importance” in the Management Development Programme (MDP) on Marketing for Marketing Executives of Department of Posts, Government of India, in Postal Training Centre (PTC), Uzan Bazar, Guwahati in the year 2014.
8. Imparted lectures on “Personality Development” in the Training Session for the Mid Career Postal Assistants of Department of Posts, Government of India, in Postal Training Centre (PTC), Uzan Bazar, Guwahati in the year 2014.

INVITED LECTURE AS GUEST SPEAKER:

1. Imparted lecture for an interactive session on “Summer training” for MBA 3rd Semester students of Darwin School of Business, Guwahati (Assam (India)) on 21st January, 2013.

PARTICIPATION IN STAFF (FACULTY) DEVELOPMENT PROGRAMMES:

1. Participated in Two Days Workshop on “Sustainable Solid Waste Management Practices” under Faculty Development Programme conducted by Assam Engineering College, Guwahati (Assam (India)), and sponsored by All India Council of Technical Education (AICTE) under North East Quality Improvement Program (NEQIP) Scheme from 31st August to 1st September, 2017.
2. Participated in Faculty Development Programme on “SPSS” organized by the Department of Business Administration, School of Management Sciences, Tezpur University, Tezpur (Assam (India)) in collaboration with SPSS South Asia Pvt. Ltd. from 15th December to 16th December, 2009.
3. Participated in Staff Development Programme on “Emerging Changes in Indian Financial System” sponsored by All India Council of Technical Education, Government of India, organized by the Department of Business Administration, North Eastern Regional Institute of Management (NERIM), Guwahati (Assam (India)) for a duration of two weeks from 1st December to 13th December, 2008 (***TWO WEEKS DURATION***).

PARTICIPATION IN WORKSHOP-CUM-TRAINING PROGRAMMES:

1. Participated in the ICRC-NISTADS Northeast India Energy Conclave 2018 organised by Interdisciplinary Climate Research Centre (ICRC), Cotton University, Guwahati (Assam (India)), along with Council of Scientific and Industrial Research- National Institute of Science, Technology and Development Studies (CSIR-NISTADS), New Delhi (India), from 6th June to 7th June, 2018 at Cotton University, Guwahati.
2. Participated in the 3rd Project Development Workshop and Expert Meeting on “Technology Empowerment of North-East: Water, Energy and Communication Solutions (TENE-WECS)” organised by All India Council for Technical Education (AICTE) along with Council of Scientific and Industrial Research- National Institute of Science, Technology and Development Studies (CSIR-NISTADS) from 5th June to 6th June, 2018 at Cotton University, Guwahati (Assam (India)).
3. Participated in the Teacher Training Workshop on “E-Learning: Challenges and Opportunities” organised by All India Council for Technical Education (AICTE) along with British Council India on 3rd May, 2017 at Regional Government Film and TV Institute, Guwahati.
4. Participated in the Workshop on Intellectual Property Rights (IPR) organised by the IPR Cell, Research and Development Section, Indian Institute of Technology Guwahati (IITG), from 30th November to 1st December, 2016 at IITG.
5. Participated in the North Eastern Regional National Knowledge Network (NKN) Workshop on the topic titled “Awareness and Knowledge Sharing :: NKN” from 20th October to 21st October, 2016 at North-Eastern Hill University (NEHU), Shillong (Meghalaya (India)).
6. Participated in the 6th CHAIN-REDS Workshop on the topic titled “Co-ordination and Harmonisation of Advanced e-Infrastructures for Research and Education Data Sharing” on 17th December, 2014 organised under the aegis of the European Commission (DG CONNECT) and in co-location with the 3rd Annual National Knowledge Network (NKN) Workshop in Indian Institute of Technology Guwahati (IITG).
7. Participated in the 3rd Annual National Knowledge Network (NKN) Workshop from 15th December to 17th December, 2014 in Indian Institute of Technology Guwahati (IITG).
8. Participated in the Workshop on Structural Equation Modeling: Basics and Advances from 2nd June to 4th June, 2011 organised by Centre for Management development, IBS Hyderabad (Telangana (India)).
9. Participated in the Workshop on Applied Computer in Developmental Studies from 30th March to 3rd April, 2009 organised by Affirmative Action and Equal Opportunity Project Cell, Tezpur University in collaboration with Indian Statistical Institute, Kolkata, at Tezpur University, Tezpur (Assam (India)).
10. Participated in the Workshop-cum-Training Programme on Equity Investment on 9th October, 2005, conducted by the Department of Business Administration, Tezpur University at North Assam Chamber of Commerce and Industries (NACCI) Auditorium, Tezpur.
11. Participated in training course in Advance AUTOCAD at Tool Room and Training Centre (T.R.T.C.), Guwahati under Ministry of S.S.I., Government of India from 16th March, 2004, to 20th April, 2004.

INDUSTRIAL TRAINING WHILE PURSUING BE IN MECHANICAL ENGINEERING:

Organisation : Oil India Limited (OIL), Duliajan (Assam (India))
Department : Mechanical Engineering Department
Period : 20th August, 2002 to 13th September, 2002.

DETAILS OF MBA (MARKETING) MAJOR CURRICULUM PROJECT UNDERTAKEN:

Project Title: "Estimation of the market size of digital and analog still cameras and camcorders in Guwahati city". Organization: Samsung India Electronics Limited, Guwahati (Assam (India)).

DETAILS OF BE (MECHANICAL ENGINEERING) CURRICULUM PROJECT UNDERTAKEN:

Project Title: "Solar Distillation: Design and Experimental Study".

SUBJECTS TAUGHT:

As per course curriculum of Assam Institute of Management (AIM), Guwahati (Assam (India)) (In present job appointment)

COURSE TITLE	SUBJECTS CURRENTLY TEACHING	LEVEL	NUMBER OF TIMES TAUGHT
Post Graduate Diploma in Management (PGDM) (Full Time)	Operations Research (OR) <i>(presently teaching OR in 2nd trimester)</i>	Post Graduate	Three Times
	Production and Operations Management (POM) <i>(presently teaching POM-II in 3rd trimester; earlier taught POM-I and POM-II in 2nd and 3rd trimester respectively)</i>	Post Graduate	Four Times
	Research Methodology (RM) <i>(presently teaching RM in 3rd Trimester; earlier taught RM-I and RM-II in 2nd and 3rd trimester respectively; earlier taught RM in 2nd trimester)</i>	Post Graduate	Four Times
	Sales, Distribution and Retail Management (SDRM) (Marketing Specialization) <i>(presently teaching SDRM in 4th trimester)</i>	Post Graduate	Twice
	Service Operations Management (SOM) (Operations Specialization) <i>(presently teaching SOM in 4th trimester)</i>	Post Graduate	Four Times
	Operations Strategy Planning and Control (OSPC) (Operations Specialization) <i>(presently teaching OSPC in 4th trimester)</i>	Post Graduate	Twice
	Marketing of Services (MS) (Marketing Specialization) <i>(presently teaching MS in 5th trimester)</i>	Post Graduate	Once
	Logistics and Supply Chain Management (LSCM) (Operations Specialization) <i>(presently teaching LSCM in 5th trimester)</i>	Post Graduate	Twice
	Integrated Marketing Communication (IMC) (Marketing Specialization) <i>(presently teaching IMC in 6th trimester)</i>	Post Graduate	Once
	SUBJECTS TAUGHT EARLIER		LEVEL
	Supply Chain Management (SCM) <i>(earlier taught SCM in 6th trimester)</i>	Post Graduate	Once

As Guest Faculty (During present job appointment in Assam Institute of Management (AIM))

COURSE TITLE	SUBJECT	COLLEGE/ INSTITUTE	SUBJECT CODE	LEVEL	NUMBER OF TIMES TAUGHT
Bachelor of Business Administration (BBA)	Production and Operations Management	Gauhati Commerce College	3.4	Under Graduate	Three Times <i>(once each in the year 2017, 2016 and 2014)</i>
Master of Business Administration (MBA) (Full Time)	Production Management	Gauhati Commerce College (GCC Centre of Management Studies (GCMS))	202	Post Graduate	Once <i>(in the year 2015)</i>

As per course curriculum of Gauhati University, Guwahati (During earlier job appointment in GCC Centre of Management Studies (GCMS), Gauhati Commerce College, Guwahati)

COURSE TITLE	SUBJECT	SUBJECT CODE	LEVEL	NUMBER OF TIMES TAUGHT
Master of Business Administration (MBA) (Full Time)	Managing Organisation	101	Post Graduate	Four times
	Marketing Management	201	Post Graduate	Once
	Production Management	202	Post Graduate	Five times
	Research Tools and Techniques in Business	205	Post Graduate	Thrice
	Business Environment and Strategic Management	301	Post Graduate	Four times
	Consumer Analysis and Retailing (<i>Marketing Specialization</i>)	321	Post Graduate	Four times
	Sales and Customer Relationship Management (<i>Marketing Specialization</i>)	352	Post Graduate	Thrice
	International Marketing and Foreign Trade (<i>Marketing Specialization</i>)	422	Post Graduate	Once
Bachelor of Business Administration (BBA)	Marketing of Services (<i>Marketing Specialization</i>)	451	Post Graduate	Thrice
	Production and Operations Management	3.4	Under Graduate	Five times
	Marketing Research	4.2	Under Graduate	Thrice
	Rural Marketing	6.3	Under Graduate	Thrice

As per course curriculum of Dibrugarh University, Dibrugarh, Assam (India) (During earlier job appointment in North Eastern Regional Institute of Management (NERIM), Guwahati)

COURSE TITLE	SUBJECT	SUBJECT CODE	LEVEL	NUMBER OF TIMES TAUGHT
Master of Business Administration (MBA) (Full Time)	Principles of Management	BM-102	Post Graduate	Twice
	Research Methodology	BM-207	Post Graduate	Twice
	Production and Operations Management	BM-302	Post Graduate	Twice
	Strategic Marketing (<i>Marketing Specialization</i>)	BM-4051	Post Graduate	Twice
Master of Business Administration (MBA) (Part Time)	Principles of Management	BM-PT-102	Post Graduate	Twice
	Business Policy and Strategic Analysis	BM-PT-203	Post Graduate	Twice
	Research Methodology	BM-PT-204	Post Graduate	Twice
	Production and Operations Management	BM-PT-208	Post Graduate	Twice
Bachelor of Business Administration (BBA)	Production Management	BBA-3.01	Under Graduate	Twice

TEACHING/STUDY MATERIAL DEVELOPMENT:

1. Edited study materials on **thirteen (13) units of Business Research Methodology** for Krishna Kanta Handique State Open University (KKHSOU), Guwahati (Assam (India)) in the year 2017.
2. Prepared study materials on “**Interpersonal Skills and Personal Development**” and “**Positive Attitude**” as a part of the *Manual on Human Role in Office Administration* for the Competency-based training programme for Grade-II and Grade-III staff (covering 500 employees) of Assam Secretariat, Government of Assam (India) held in Assam Institute of Management (AIM), Guwahati, from March, 2017, to June, 2017.
3. Prepared study materials on **ten (10) units of Production and Operations Management** for Krishna Kanta Handique State Open University (KKHSOU), Guwahati in the year 2016-2017.
4. Edited study (self-learning) materials of **PG (Post Graduate) Diploma in Retail Management** for Centre of Open and Distance Learning (CODL), Tezpur University, Tezpur (Assam (India)) in the year 2013.

CONTRIBUTION TOWARDS CORPORATE LIFE AND MANAGEMENT OF ASSAM INSTITUTE OF MANAGEMENT (AIM), GUWAHATI (ASSAM (INDIA)) (IN PRESENT JOB APPOINTMENT):

Additional charges/ duties allotted in Assam Institute of Management (AIM):

1. **Nodal Officer for National Knowledge Network (NKN) in AIM** (from 10th December, 2014, till date).
2. **Web Administrator of the website of AIM: www.aimguwahati.edu.in.**
3. **Overall in-charge and Coordinator:** Overall in-charge and Coordinator of the following:
 - a) JGATE and EBSCOHOST Research Databases (vide official letter dated 1st June, 2016).
 - b) Annual Quiz (vide official letter dated 1st June, 2016).
 - c) *National Education Day* celebrations held on 11th November, 2014 commemorating the birth anniversary of Maulana Abul Kalam Azad.

- d) Seven (7) days *Yoga session* for Post Graduate Diploma in Management (PGDM) students held from 11th September, 2014, to 17th September, 2014.
4. **Faculty-in-charge of AIM Computer Laboratory** (from 28th June, 2016, till date).
 5. **Faculty-in-charge of AIM Library** (from 28th June, 2016, till date).

Member of the following activities/ committees in Assam Institute of Management (AIM):

1. **Internal Guide: Internal Guide** for Summer Internship Project and Grand Project of the students of Post Graduate Diploma in Management (PGDM) (from the year 2014 onwards).
2. **Member- Core Committee for Maintenance of Premises: Member**, Core Committee for Maintenance of the premises of AIM relating to cleanliness, transportation, office timing, layout arrangements etc. (from 6th January, 2015, till date).
3. **Convener- Committee for upgradation process of AIM computer lab and installation of language lab software** (in the year 2016 vide official letter dated 2nd February, 2016).
4. **Member- Grievance Redressal Committee** (from 7th March, 2016, till date).
5. **Member- Committee to uplift AIM as a National Level Institute** (from 20th April, 2016, till date).
6. **Member- Committee for AIM Computer Lab** for the Competency-based training programme for Grade-II and Grade-III staff (covering 500 employees) of Assam Secretariat, Government of Assam (India) in AIM starting from October, 2016, upto January, 2017 (vide official letter dated 14th September, 2016).
7. **Member- Purchase and Procurement Committee** (from 8th November, 2016, till date).
8. **Member- Media/Publicity Committee of the following activities:**
 - a) 21st, 20th and 19th *Annual Convocation* for the Post Graduate Diploma in Management (PGDM) students held on 3rd May, 2016, 5th May, 2015, and 28th April, 2014, respectively.
 - b) Annual Foundation Lecture held on 24th November, 2015.
 - c) Inauguration of the Post Graduate Diploma in Management (PGDM) course on 30th June, 2014.
9. **Member- Committee for Rate Fixation with respect to Recruitment Projects** (from 21st October, 2017, till date).

PARTICIPATION IN STUDENT RELATED CO-CURRICULAR ACTIVITIES IN ASSAM INSTITUTE OF MANAGEMENT (AIM), GUWAHATI (ASSAM (INDIA)) (IN PRESENT JOB APPOINTMENT):

Participated in the following activities for Post Graduate Diploma in Management (PGDM) course in Assam Institute of Management (AIM):

1. Undertook responsibility of taking students of *Post Graduate Diploma in Management (PGDM) students* on an institutional visit to Indian Institute of Technology Guwahati (IITG) (Assam (India)) on 25th August, 2014.
2. **Overall in-charge and Coordination**, Organizing Committee of the *Freshers' Social function of the 22nd batch and 21st batch of students of Post Graduate Diploma in Management (PGDM) students* held on 2nd July 2015, and 21st July, 2014, respectively.
3. **Member**, Organizing Committee of the *21st, 20th and 19th Annual Convocation* for the Post Graduate Diploma in Management (PGDM) students held on 3rd May, 2016, 5th May, 2015, and 28th April, 2014, respectively.

CONTRIBUTION TOWARDS CORPORATE LIFE AND MANAGEMENT OF GCC CENTRE OF MANAGEMENT STUDIES (GCMS), GAUHATI COMMERCE COLLEGE, GUWAHATI (ASSAM (INDIA)) (IN EARLIER JOB APPOINTMENT):

Member of the following committees for **Master of Business Administration (MBA) and Bachelor of Business Administration (BBA)** courses in Gauhati Commerce College under Gauhati University:

1. **Administrative (Cultural) Committee: Member**, Organizing Committee of Management Fest *Quasofiesta* held on 21st April, 2012.
2. **Cultural Procession Committee: Member**, Organizing Committee of Cultural Procession for the *Golden Jubilee Celebration of Gauhati Commerce College* held on 10th and 11th September, 2011.
3. **Academic Committee: Internal Guide** for Summer Project of the students of MBA and BBA courses under Gauhati University.

PARTICIPATION IN STUDENT RELATED CO-CURRICULAR ACTIVITIES IN GCC CENTRE OF MANAGEMENT STUDIES (GCMS), GAUHATI COMMERCE COLLEGE, GUWAHATI (ASSAM (INDIA)) (IN EARLIER JOB APPOINTMENT):

Participated in the following activities for **Master of Business Administration (MBA) and Bachelor of Business Administration (BBA)** courses in Gauhati Commerce College under Gauhati University:

1. **Member**, Organizing Committee of Management Fest *Quasofiesta* held on 21st April, 2012 as well as on 13th and 14th March, 2010, and 12th and 13th February, 2011.
2. **Member**, Organizing Committee of Cultural Procession for the *Golden Jubilee Celebration of Gauhati Commerce College* held on 10th and 11th September, 2011.
3. Undertook responsibility of taking MBA students on Industrial Tour to Hindustan Paper Corporation Limited (HPCL), Nagaon Paper Mill, Jagiroad in the year 2009 and 2011.
4. Undertook responsibility of taking MBA students on Industrial Tour to Indian Oil Corporation Limited (IOCL) Refinery, Noonmati, Guwahati in the year 2010.
5. Providing guidance to students of MBA and BBA courses in their Project work as per course curriculum of Gauhati University.

CONTRIBUTION WITH RESPECT TO ADMINISTRATION IN THE REPUBLIC OF INDIA:

1. Served as **Presiding Officer** in the Indian Parliamentary Elections for the Gauhati (Guwahati) Parliamentary Constituency located in the state (province) of Assam in North East India in April, 2014.

CO-CURRICULAR ACHIEVEMENTS:

1. Secured **Second Position** in *Extempore Speech Event* at Annual Meet' 2006, Tezpur University, Tezpur (Assam (India)).
2. Secured **First Position** in *Debate Competition ("Words War" Event)* at AIM Quest' 2005 B-School meet at Guwahati (Assam (India)).
3. Secured **First Position** in *Case Study Event* at AIM Quest' 2005 B-School meet at Guwahati.

POSITIONS OF RESPONSIBILITY WHILE PURSUING MBA COURSE AT TEZPUR UNIVERSITY, TEZPUR (ASSAM (INDIA)):

1. **Member**, Organizing Committee for Seminars, Workshops etc. at the Department of Business Administration, Tezpur University including **SAMPARK...the interface' 2005 & '2006**.
2. **Member**, Organizing Committee, **Annual Fest**, Cultural festival of Tezpur University, 2004-05.
3. **Member**, Systems and Instrumentation committee in most of the events at Tezpur University.

PERSONAL DETAILS:

Date of Birth : 29th April, 1979
Gender : Male
Marital Status : Married

Languages Known	: English, Hindi, Bengali and Assamese.
Nationality	: Indian
Hobbies	: Reading books and topics on aircrafts.

DECLARATION:

I hereby declare that the information furnished above is true to the best of my knowledge.

Sincerely yours,

Dr. Sinmoy Goswami