

JYOTI KUKREJA
9911673783
Jyotikukreja9@gmail.com



Career Summary: Six years of experience and expertise in the most vibrating arena of Learning & Development, Management stream in alignment with the industry expectations. Enriching and escalating competency of potential employees and inculcating excellence through interpersonal, presentation and communication skills.

Professional Qualification–

- **Ph.D (Management): (At The Stage of Writing Thesis)** from USMS, GGSIPU [Expected: 2019]
- **UGC- JRF & NET Qualified** [December, 2009]
- **M.B.A. (Full Time)** [2007-09] with specialization in Human Resources and Finance from University School of Management Studies (USMS), (Main Campus), Guru Gobind Singh Indraprastha University, Secured 72.04%
- **Graduation:** English (Hons.) (Regular) [2002-05] from Daulatram College, Delhi University
- **Senior secondary:** Commerce Stream from Mata Jai Kaur Public School, Ashok Vihar {Secured 85.6 % }

Professional Assignments:

- ***Conducting sessions on Personality Development***
- ***Training Needs Analysis of the learners***
- ***Conducting Mock Sessions of GD/PI***
- ***Psychological testing***
- ***Content development skills***
- ***Guidance on overcoming communication challenges***
- ***Imparting effective verbal and non-verbal communication skills***
- ***Behavioral skills training***
- ***Communication Coach / Audit***
- ***Enthusing customer-centric approach via listening skills***
- ***Eliminating grammatical errors***
- ***Analyzing and equipping leadership traits to mentees***

Work Experience -

COLLEGE/ COMPANY NAME	LOCATION	DESIGNATION	DURATION	JOB PROFILE
Jagannath International Management School	Kalkaji, Delhi	Assistant Professor	July 2014-Till Date	Imparting lectures on: Business Communication; Personality Development for PGDM students
Jagan Institute Of Management Studies	Rohini, Delhi	Assistant Professor	October 2010- January 2014	Imparting lectures on: Business Communication; Personality Development; Organization Behavior; Sales Management
Gitarattan International Business School	Rohini, Delhi	Assistant Professor	August 2010- September 2010	Delivering lectures on management subjects
Softdot hi-tech Education & Training Institute	Pitampura, Delhi	Lecturer- Management	August 2009- June 2010	Imparting lectures on various management subjects
British school Of Language	Rajendra Place, Delhi	Trainer (English faculty)	May 2008- July 2008	Imparting lectures and conducting GDs and Mock Interviews

*** Competencies: Communication, Anchoring, Analytical, Leadership and Presentation skills**

- ***Authored answer key for subjects: Organizational Behavior, Technical Communication, and, Personality Development and Communication Skills-I (streamlined to GGSIPU)***
- ***Published and Presented several research papers in the array of functional disciplines of Management***

Organizational Skills

- Emcee for various annual events at **JIMS: Orientation; Panel Discussion, Seminar, Conferences**
- Event-in-charge for the Quarterly conducted Intra-college event '***Around the World***' 2012-2013
- Compered and **Co-ordinated** for various inter-college activities and Campus Pool Drives

Scholastic Achievements

- Won Second Prize in Paper Presentation Contest for the paper titled ‘Pivotal CRM: The Ultimate Icebreaker’, at ITS Ghaziabad, April 2011
- Won ‘Paper Presentation Contest’ in NIMS, (Netaji Institute of Management Sciences), in 2011
- Awarded prize for III position in Class XII
- Awarded for securing distinction in all the five subjects in Class X and XII

Research Inclination:

- ‘Change Management’ Project at Big Bazaar, Wazirpur
- ‘Training & Development in Travel Agencies’- A study of travel agencies in Delhi & NCR
- Secondary research on ‘What motivates talent in knowledge-driven economy’
- Exploratory research on ‘Learning Practices of Youth’
- Conclusive research on ‘Career-Shifts of the Working Women in Services Industry’
- Applied research on ‘The dimensions of diversity and its significance for business world’
- Analytical research on ‘The Effectiveness of Employer Branding’
- Causal research on ‘Employee Empowerment and Employee Engagement’
- Qualitative Research on ‘Turnover Intentions and Retention Strategies’
- Quasi-experimental research on ‘The pedagogy and learning and cognitive impact of trainees’

Technical Cognizance

- Well Acquainted with Computer Basics.
- Softwares known are MS Applications, Navision and SPSS

Strengths - Research oriented, meticulous, high achievement-orientation, articulation, constructive feedback, perseverance, focus

Hobbies - Reading, listening to music, and surfing business related articles on internet.

Personal Details –

- Date of Birth : July 13, 1984
- Permanent Address : DU-50, Pitampura, Delhi-110034
- Hand-phone No. : **99116-73783**

PAPERS PUBLISHED

[TOTAL=40]

JOURNALS

1. **‘An Analytical Study on Wealth Management Predispositions - With Special Reference to Millennial’** published at NLDIMSR Innovision, Journal of Management Research, 2018 ISSN: 2457-0893
2. **‘Business Process Re-engineering in Green HRM with special reference to Indian Banks’**, at Amity Business Review, Vol. 19, No. 1, Jan-June, 2018, pp.82-90
3. **Abstract published: “The Dawn of the Era of Schoolpreneurs for Building Age-Friendly Economies’** presented at ‘International Conference on Sustainable Management’, IIM Kashipur, May 25-27, 2018
4. **‘Focus: Productive Leadership in Action’**, Book Review, JIMS8M: The Journal of Indian Management & Strategy, Jan-March 2018 Volume 23 Issue 1 ISSN No. 0973-9335, pp. 64
5. **Chapter Publication: ‘Internal marketing and Psychological Ownership’**, submitted to ‘Appreciative Inquiry Approaches to Organizational Transformation’, 2018
6. **Chapter Publication: "Cartoons cast an eternal impact on personalities: Effects of Cartoons on Children,"** submitted to "Handbook of Research on Children's Consumption of Digital Media", 2018
7. **Chapter Publication: ‘Digital Buying Behavior Among Women: From Go and Get to Scroll and Click’** submitted to ‘Transforming India through Digitization: Issues and Challenges’, December, 2017
8. **Abstract Published: ‘Schoolpreneurs: An accelerator to fast-paced economy’**, Conference: “International Conference On Indian Economic Transformation Through Revival of Manufacturing Sector And Start-Up Ecosystem” Ramanujan, September, 2017
9. **‘A Study of Employee Motivation as a Tool for Implementation of Internal Marketing’**, Amity Business Review, Vol. 18, No. 1, January - June, 2017, pp. 92-103
10. **‘Internal Marketing: a prelude or an outcome of Employee Motivation?’**, BVIMSR Journal of Management Research, Vol. 9, No-1, Jan-April, 2017, pp. 54-59
11. **‘Impactful Presentations: Best Practice Skills’**, Book Review, JIMS 8M, Volume 20, Issue 4 (Oct-Dec, 2015)
12. **‘Evolving Trends in Marketing: Moving from Street Shopping to Screen Shopping’**, Anvesha, Journal of Acropolis Management Studies, (May-2015)
13. **‘A Study of intergenerational buying behavior with special reference to millennial’**, Synergy-Journal of ITS, Ghaziabad, (Jan-June 2015)
14. **‘The decree of Confidence= the Degree of Optimism@ Workplace’**, (2015), V3 Journal of Management, (ISSN 2348 – 554X), Vol 3, Issue 1, pp. 1-6
15. **‘Customer Endorsement In Vogue’**, Vindhya Journal of International Management and Research, Jan-June 2014
16. **‘Panic-Stricken Protean Careers’**, BVIMR Management Edge, BVIMR, Paschim Vihar, Delhi Issue: Jan-June 2013
17. **‘Cultivating Dividends of Diversity’**, (2013), V3 Journal of Management, (ISSN 2348 – 554X), Vol 1, issue 1, pp. 74-85

18. 'Emotional Labor for Customer Satisfaction', FBR, FIIB (Fortune Institute of International Business), Delhi, Issue: April-June 2013
19. 'An Empirical Study of Career Assessment Test', published in OJAS, Journal of Jaipuria Institute of Management Studies
20. 'Weed the Greed for Work-Life Balance' Gyanpratha, Accman Institute of Management, Greater Noida, ISSN 0975-0584 (Print), 0976 - 9471 (online).
21. 'Informal Learning @ Workplace' (Jan-June, 2014), Synergy- Journal of ITS, Ghaziabad
22. 'Managing Talent Motivation' (2013) Journal of IME, Ghaziabad.
23. 'Managing Sales Workforce Diversity', (2012), in International Journal of Multi-disciplinary Research Academy
24. 'Administer Happiness Quotient For Organizational Excellence' in Internationally Indexed Indian Journal of Management Science, Volume - II , Issue - 1, May2012 ISSN: 2231279X.
25. 'Winning Work Diversity' in MERI Journal of Management & IT, December, 2011 ISSN: 0974-2093 (Listed in Cabell directory, USA)
26. 'Excellence in Research & Education: Accentuating Knowledge: From Galore to Explore=Search to Research', Gyanpratha, Accman Institute of Management, Greater Noida, ISSN 0975-0584 (Print), 0976 - 9471 (online).
27. 'Progress in Knowledge Prowess-Looking through the Human Lens', IITM Journal of Institute of Information Technology and Management Volume 1 Issue 5, December, 2011. ISSN-0976-8629
28. 'A Conceptual Study on How Psychometric Instruments are Helpful to HRM in Talent Acquisition' in (TJMITM) in Trinity Institute of Professional Studies, affiliated to GGSIPU
29. 'Green HR: Towards Greener Business Belt' at NIMS (Netaji Institute of Management Sciences), Delhi
30. 'Employer Branding: A Route to Acquire & Retain Manpower' in an International Journal of Business & Technology Research, Vol.4, No.1, July 2011, ISSN: 1941-9406

CONFERENCES & SEMINARS

31. 'Towards Inclusiveness at the Workplace for the Differently Aabled: Issues and Challenges', HR Conference on "Creating An Inclusive and Accessible Workplace - HR Initiatives", February 21, 2014
32. 'A Case Study on Knowledge Management System in the execution of Projects'- Conference Proceedings: HR Challenges in Changing Global Scenario, Seminar, ISBN: 978-81-90699-9-8, Apeejay School of Management, Dwarka, 2013
33. 'A part of or Apart from the Organization: Employee Engagement—A Route to Organizational Transformation' National Conference October 19, 2012 on Innovative Strategies for Transforming Organization' at USMS, GGSIPU, Dwarka, Delhi

34. 'Global Investments in Sunrise Sector Dividends', (2012), National Seminar, Bharati Vidyapeeth Deemed University Yashwantrao Mohite College, Pune.
35. 'Employee Empowerment precedes Robust Retail Chain' in National Conference, Retail Excellence-2011, JIMS, Rohini, Delhi.
36. 'Innovative Practices in Management', Innovate-Lead-Succeed: Percepts & Practices, (2011), Desh Bhagat Institute of Management & Computer Sciences. ISBN: 978-81-910125-4-5
37. 'Shades and Shapes of Independence of Ideas: Evolving from Emulate to Innovate', (2011), at Amity University, Gurgaon, Haryana ISBN: 93-81361-02-9
38. 'Pivotal CRM: The Ultimate Icebreaker' (2011), at I.T.S, Ghaziabad ISBN: 023032275-1,
39. 'Common Health=Common Wealth', (2011), at Shivaji College, Delhi University, ISBN 93-80697-67-8
40. Abstract Published: 'Green HR: Transition from Greed to Green' at B.V.I.M.R., Delhi,

PAPERS PRESENTED

[TOTAL=15]

1. 'The Dawn of the Era of Schoolpreneurs for Building Age-Friendly Economies' presented at 'International Conference on Sustainable Management', IIM Kashipur, May 25-27, 2018
2. 'Digital Buying Behavior Among Women: From Go and Get to Scroll and Click' at the National Marketing Conference at FIIB (Fortune Institute of International Business), September 9, 2017
3. 'Evolving Trends in Marketing: Moving from Street Shopping to Screen Shopping', Marketing Conference, USMS, GGSIPU, Dwarka, March-2015
4. 'Towards Inclusiveness at the Workplace for the Differently Abled: Issues and Challenges', HR Conference on "Creating An Inclusive and Accessible Workplace - HR Initiatives", February 21, 2014
5. 'A Case Study on Knowledge Management System in the execution of Projects'- Conference Proceedings: HR Challenges in Changing Global Scenario, Seminar, Apeejay School of Management, Dwarka
6. 'A part of or Apart from the Organization: Employee Engagement—A Route to Organizational Transformation' National Conference October 19, 2012 on Innovative Strategies for Transforming Organization' at USMS, GGSIPU, Dwarka, Delhi.
7. 'Global Investments in Sunrise Sector Dividends', National Seminar, Bharati Vidyapeeth Deemed University Yashwantrao Mohite College, Pune.
8. 'Employee Empowerment precedes Robust Retail Chain' in National Conference, Retail Excellence, JIMS, Rohini.
9. 'Employer Branding: A Route to Acquire & Retain Manpower' at CHIMC, Indore

10. **‘Innovative Practices in Management’ at Desh Bhagat Institute of Management & Computer Sciences**
11. **‘Shades and Shapes of Independence of Ideas: Evolving from Emulate to Innovate’ at Amity University, Gurgaon, Haryana**
12. **Won Second Prize at I.T.S, Ghaziabad on 15th April 2011 for Paper Presentation of ‘Pivotal CRM: The Ultimate Icebreaker’**
13. **‘Green HR: Towards Greener Business Belt’ at International conference in NIMS on 30th March 2011**
14. **‘Common Health=Common Wealth’, at Shivaji College, Delhi University on 25th February 2011**
15. **‘Green HR: Transition from Greed to Green’ at B.V.I.M.R., Delhi on 19th February 2011**
16. **‘Winning Work Diversity’ at International Conference (MSIT) affiliated to GGSIPU**
17. **‘Psychometric Instruments are helpful to HRM’ (I.T.S. Ghaziabad) on 1st November 2011**

Faculty Development Programmes

[TOTAL=7]

1. **Attended FDP on Research Methodology at Jagannath International Management School, Kalkaji, May 14-26, 2018**
2. **Attended FDP on Team Building Skills by Ms. Kavita Singh at Jagannath International Management School, Kalkaji, September-2014**
3. **Attended Workshop on Research Methodology by Professor Dhangri on June 27, 2013**
4. **Won Second Prize at ‘Business Simulation Exercise’ organized by AIMA on 2nd & 3rd May 2011 at Sector-5, JIMS, Rohini**
5. **FDP on ‘Interactive Teaching Practices in Present Scenario’ held on 21st April 2011 at Sector-5, JIMS**
6. **Attended ‘BEC’ Training at BVIMR, Delhi on 29th & 30th November 2010**
7. **‘Recent Advances in Research Methods & Data Analytical Tools held on 18th & 19th October 2010 at Mangalmay Institute of Management Studies.**
8. **‘Effective Communication’ at Gitarattan International Business School held on 2nd September 2010**

Signature: Jyoti Kukreja