

Dr. Manish Sharma

Assistant Professor with over **14 years of experience** in teaching, research, and professional training in finance, economics, and banking. Currently associated with Maharaja Agrasen Institute of Management Studies (GGSIPU), with a Ph.D. in Management and publications in Scopus, Web of Science, and ABDC-indexed journals. Actively engaged with national institutions including NIOS and IIBF as a resource person, contributing to curriculum design, MOOCs, and professional certification programs. Experienced in delivering training to banking professionals and conducting FDPs/MDPs, with research interests in BFSI, fintech, and investment decision-making.



Skills

Academic & Teaching Expertise

- Outcome-Based Education (OBE) & Curriculum Delivery
- Course Design & Academic Content Development
- Experiential & Activity-Based Learning Pedagogy

Research & Analytical Skills

- Academic Research & Scholarly Writing (Scopus/WoS)
- PLS SEM

Training & Capacity Building

- FDPs, MDPs and Capacity Building
- Executive Training for Banking Professionals (Axis Bank, Central Bank of India)

Academic Administration & Quality Assurance

- NAAC & IQAC Processes and Documentation
- Academic Audit & Accreditation Compliance

Digital & Technical Skills

- Learning Management Systems (LMS)
- E-content Development Tools & ICT Integration
- Advanced Excel & Data Analysis (for Research & Teaching)

Work Experience

Assistant Professor

Maharaja Agrasen Institute of Management Studies (GGSIPU), Delhi

 Sept 2023 – Present

Assistant Professor

Apeejay Styra University, Gurugram

 Dec 2021 – Aug 2023

Assistant Professor | Programme Leader | IQAC Coordinator (Member Secretary)

Amity University, Noida

 Jun 2015 – Nov 2021

Assistant Professor | Placement Coordinator

Trinity Institute of Professional Studies (GGSIPU), Delhi

 Jul 2012 – Jun 2015

Awards & Recognition

- Awarded **Best Case Study Award with cash prize of ₹20,000** at GL Bajaj Institute of Management & Research, Greater Noida (2026)
- Awarded **Best Case Study Award with cash prize of ₹10,000** at BIMTECH, in collaboration with The Case Centre, U.K. (2026)
- Awarded **Best Paper Presenter** in Various Conferences & Seminars
- Awarded **Best faculty/ Best Resource Person** from the Indian Institute of Banking and Finance

Training & Consulting

Punjab National Bank (PNB)

- Invited as Guest of Honor for Senior Leadership Training Program on Financial Planning & Investments for the Senior Officials (CGM, GM, AGM and Chief Officers) under the "Second Innings Program"

Central Bank of India

- Delivered executive training sessions for Probationary Officers on Financial Planning & Wealth Management
- Delivered executive training sessions for Probationary Officers on CRM & Emotional Intelligence for enhancing relationships

DAV College Managing Committee

- Conducted Faculty Development Workshops on Activity-based teaching and learning, Experiential learning for PAN-India educators
- Conducted Faculty Development Workshops on Incorporating Practical examples related to each topic of Economics for PAN-India educators
- Conducted Capacity Building Programs on Fiscal & Monetary Policy for educators
- Conducted a Capacity Building Programs on Indian Economic Development for the PAN India Teachers

Retirement Fund Institutions, Nepal

- Delivered sessions in an International Management Development Programme (MDP) on Investment Management & Retirement Planning

Axis Bank

- Delivered training to Assistant Managers under the Young Bankers Programme on Financial Planning & Wealth Management

Indian Institute of Banking and Finance

- Delivered training sessions for the applicants of JAIIB, CAIIB and Certified Wealth Management Professionals

Key Academic Engagements

Contributed to the **Government of India digital education initiatives** through **PM e-Vidya** and **SWAYAM Prabha platforms** on the topics:

- Disruptive Technologies and Digitalization in Insurance.
- Basic economic activities
- Government and Budget
- Price Determination under Perfect Competition
- Employment: Growth, Informalisation and Other Issues
- Human Wants

Professional Association

Indian Institute of Banking and Finance (IIBF)

- Resource Person / Trainer for JAIIB and CAIIB Examination

National Institute of Open Schooling

- Member of the National Committee responsible for designing and preparing the curriculum for the Diploma in Insurance Services
- Resource Person for the subjects of Economics and Diploma in Insurance
- Member of the Editorial Board for Business Studies and the Diploma in Insurance

Research & Publications

- Scopus ID:** 57211627297
- ORCID:** 0000-0002-0964-3366
- Citations:** 270+ | **h-index:** 7 | **i10-index:** 5
- Published **14+ papers** in Scopus / Web of Science / ABDC journals
- Published **5 Chapters** in Scopus and other reputed publishers
- Author of **3 books** in Financial Markets & Services
- Author and Editor of **6 books** for the Diploma in Insurance Services, a vocational course offered by NIOS under the Ministry of HRD, Govt. of India
- Published **13 Patents** in the domains of AI, FinTech, CRM, and Behavioural Finance domains
- Participated in **40+ FDPs/ MDPs/ Workshops/ Conferences/ Seminars**

Education

Ph.D. (Management)

Amity University, 2024

Thesis: Role of Women in Investment Decision Making in India

MBA (Finance & Marketing)

Maharaja Agrasen Institute of Technology, GGSIPU, 2012

M.Com

Dept. of Commerce, Delhi School of Economics, University of Delhi, 2010

B.Com (Hons.)

S. G. T. B. Khalsa College, University of Delhi, 2008

Class XII (CBSE)

D.A.V. Public School, Delhi, 2005

Class X (CBSE)

Sarvodaya Vidyalyaya, Delhi, 2003

Professional Qualification

- Qualified **UGC National Eligibility Test (NET) for Junior Research Fellowship (JRF)** and Eligibility for Lectureship in **Commerce**
- Qualified **UGC National Eligibility Test (NET)** for Eligibility for Lectureship in **Management**

References

Dr. Sunil Kadyan- Associate Professor at BIMTECH

drsunkadyan@gmail.com

9999303258

Dr. Narinder Kumar Bhasin - Professor & Head-PDC, Indian Institute of Banking and Finance, New Delhi

dr.narinder.bhasin@gmail.com

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Professional Activities

Reviewer in reputed Research Journals:

- **Business Analyst Journal** (Web of Science Indexed)
- **International Journal of System Assurance Engineering and Management (IJSAEM)** (Scopus & Web of Science Indexed)
- **International Journal of Work Organisation and Emotion** (Inderscience Publishers)

Served as **Speaker and Session Chair in National and International conferences** in the areas of finance, economics, and management

Organized and Coordinated Faculty Development Programs (FDPs), Seminars, and Academic Conferences at Institutional Level

Areas of Teaching Interest

- Financial Modeling
- Financial Markets and Investments
- Financial Planning & Wealth Management
- Security Analysis and Portfolio Management
- Economics
- Risk Financing and Transfer
- Customer Relationship Management

Personal Details

- **Location:** Delhi, India
- **Languages:** English, Hindi
- **Date of Birth:** 6th of May, 1987
- **Permanent Address:** H.No:- 61, 62, Pocket G-22, Sector-7, Rohini, Delhi-110085, India

Undertaking

I hereby declare that the information provided above is true and correct to the best of my knowledge and belief.



(Dr. Manish Sharma)