

Research and Publications - Refereed Journals

1. Paliwal, Pramod “Legal tangle in institutional selling: Case of gas distribution company” (Accepted by *Oil, Gas & Energy Law Intelligence*, publication issue to be assigned)
2. Paliwal, Pramod (2008) ‘Sustainable Urban Development of the Heritage City’, *Context-in association with UNESCO*, Volume 5- Issue1
3. Paliwal, Pramod & Harigunani, Pratima (2007) ‘Oil & Gas Supply Security through Interdependence: A case of Policy Reforms in India’, *Oil, Gas & Energy Law Intelligence*, Volume 5-Issue 2
4. Pramod, Paliwal (2005) ‘Sustainable Development & Systems Thinking: Case Study of a Heritage City’, *The International Journal of Sustainable Development & World Ecology*, Volume 12-Number 2
5. Paliwal, Pramod (2005) ‘Supply Chain Management Practices in the Traditional Jewellery Industry’, *Business Journal*, Volume 20-Number 12
6. Paliwal, Pramod & Harigunani, Pratima (2004) ‘Tackling Panic Withdrawals: Some Lessons’, *Journal of Services Research*, Volume 4-Issue 2
7. Paliwal, Pramod & Cyrric, Renny Terresa (2004) ‘Branding Issues for MNCs in India’, *Strategic Marketing*, Volume 3-Issue 3
8. Paliwal, Pramod (2003) ‘Strategic Pricing in the Cement Industry: An Empirical Study’, *VISION: The Journal of Business Perspective*, Volume 7-Issue 2
9. Paliwal, Pramod (2003) ‘Get (Hand) Set Go: The issues in Cellular Handset Marketing’, *Prabandh- The Journal of Management Education and Research*

Select Conference/Seminar Proceedings/Invited Talks

1. Paliwal, Pramod, “Challenges in Natural Gas Distribution Business”, *presentation at IQPC, Abu Dhabi, 2010*
2. Paliwal, Pramod, “Market Development in Emerging Markets”, *presentation at Fleming Gulf ,Egypt, 2010*
3. Paliwal, Pramod, “Natural Gas Supply Security: The CGD Context”, *presentation at IQPC Dubai, 2008*
4. Paliwal, Pramod, “CGD: Retail Competition v/s Exclusivity”, *presentation at IBC Gulf Conferences, Dubai, 2007*
5. Paliwal, Pramod & Harigunani, P., “Interdependence in One World Economy: The Case of Indian Oil & Gas Sector”, *paper presented at Southern Connecticut State University, New Haven U.S., 2007*
6. Paliwal, Pramod, “Marketing Services as Products: Precept & Issues”, *presentation at IIMT Oxford Brookes University, 2006*

7. Paliwal, Pramod (2003) 'Strategic Pricing Issues in the Cement Industry: A Case Study', published in *Strategic Marketing in the Global Economy*, Excel Books, 2003, New Delhi and presented at *Nirma International Conference on Management (NICOM) - 2003, Ahmedabad India*.

Select Articles in Periodicals/ Newspaper/Magazines

1. Paliwal, Pramod, "Tightening the MBA Belt", *The Economic Time*, May 1998.
2. Sodani, Kailash & Paliwal, Pramod, "Transparency in Corporate Governance", *Indian Management*, October 1999.
3. Paliwal, Pramod, "A Commentary on Two Central Ministries from Core Sector", *DNA Money*, March 2009.

Cases:

Sakariya, Sanjay & Paliwal, Pramod "Barclays Bank in India: Innovative Retail Banking Growth Strategy", *European Case Clearing House (ECCH)*, 2010 [Ref. No. – 510-080-1]

Sakariya, Sanjay & Paliwal, Pramod "Radio Taxis in India: Revolutionizing Transportation System?" *European Case Clearing House (ECCH)*, 2010 [Ref. No. – 310-143-1]

Publication work in progress:

1. Yadav, Sudhir & Paliwal, Pramod "Re-engineering service delivery process: Case of a Natural Gas utility" (in-review)
2. Paliwal, Pramod & Singh, Ramendra "Interaction of customers' value appraisals and suppliers' value propositions in developing new services and relationships; a case study from the natural gas industry" (in-review)
3. Singh, Ramendra , Paliwal, Pramod & Sakariya, Sanjay "Prabhar Oil Company and Distribution Challenges in the Indian Lubricants Industry" (in-review)
4. Paliwal, Pramod & Sakariya, Sanjay "Sustainable Energy for the Underprivileged: Reflections from India" (in-review)

Professional Engagements:

1. Invited member on the Services Management Course Curriculum Revision Committee, State Technical Education Council; Government of the state of West Bengal, India. (2004-2006).
2. Vice Chancellor's nominee, in the Committee of Courses in Management Studies at the Jai Narain Vyas University, Jodhpur, India. (2003-2006).
3. Approved PhD supervisor at ML Sukhadia University Udaipur, India.

4. Examiner for Post Graduate courses in Management departments of ML Sukhadia University, Udaipur, Jai Narain Vyas University, Jodhpur ,Rajasthan Vidyapeeth University, Udaipur and Sardar Patel University, Anand, Gujarat, India.
5. Vice Chancellor's nominee for the Examiners' Committee of ML Sukhadia University Udaipur India. (2003).
6. Seminar Secretary for the All India Council for Technical Education, Government of India (AICTE) sponsored National Seminar on Foreign Direct Investment ;(2004)
7. Head-School of Management and Entrepreneurship at Indian affiliate of Oxford Brookes University; (2004-2006).
8. Co-Chair for International Summit on Services Excellence, New Delhi, India; (2006).
9. Editor for the forthcoming international journal, *International Journal of Petroleum Management* (IJPM)
10. Awarded financial grant by All India Council for Technical Education, Government of India (AICTE) for participation in World Energy Congress, Rome-2007.
11. Nominated Dean and Member-Academic Council, PD Petroleum University, Gujarat, India; (2008 -2010)
12. Chairperson, City Gas India, organized by IQPC Dubai, at New Delhi; (2008).
13. Deputy Director-School of Petroleum Management, PD Petroleum University, India; (June 2008-July 2009)
14. Chairperson Petroleum Management Executive Programme, School of Petroleum Management, PD Petroleum University; (2009 onwards)
15. Conference advisor & Invited Speaker, MENA Natural Gas Distribution Conference, Cairo-Egypt. (2010).
16. Invited as Distinguished Speaker & Workshop Coordinator at City Gas MENA 2010; Abu Dhabi, UAE.
17. Invited as Distinguished Speaker & Workshop Coordinator at Natural Gas Distribution Conference 2010; Ankara, Turkey. (November 2010)
18. Chairperson, City Gas India Roundtable 2010.