

Dr. B. S. Sahay - Paper Publications and Presentations

Published/presented over 200 papers in Referred Journals and Conferences.

Research Papers published in Refereed Journals:

1. Namrata Sharma, **B.S. Sahay**, Ravi Shankar and P.R.S. Sarma, Supply Chain Agility: Review, Classification and Synthesis, *International Journal of Logistics Research and Application*, DOI: 10.1080/13675567.2017.1335296, 2017.
2. Rameshwar Dubey, Angappa Gunasekaran, Petric Helo, Thanos Papadopoulos, Stephen J. Childe and **B.S. Sahay**, Explaining the Impact of Reconfigurable Manufacturing Systems on Environmental Performance: the role of top management and organizational culture, *Journal of Cleaner Production*, <http://dx.doi.org/10.1016/j.jclepro.2016.09.035>, 141 (2017), pp.56-66.
3. Namrata Sharma, **B.S. Sahay**, PRS Sarma, CORE PDS: empowering the poor, *Emerald Emerging Markets Case Studies*, doi: 10.1108/EEMCS-05-2016-0060, 2017.
4. Vivek Roy, **B.S. Sahay**, P. Charan, "Akshaya Patra (Bhilai): purchasing and supply management", *Emerald Emerging Markets Case Studies*, doi: 10.1108/EEMCS-08-2016-0176, 2017.
5. Manojit Chattopadhyay, Sourav Sengupta and **B.S. Sahay**, "Visual Hierarchical Clustering of Supply Chain using Growing Hierarchical Self Organizing Map Algorithm", *International Journal of Production Research*, Vol. 54, No. 9, pp. 2552-57, 2016.
6. Rohan Jha, **B.S. Sahay** and P. Charan, "Healthcare Operations Management: A Structured Literature Review", *Decision*, Vol. 43, Issue 3, pp 259–279, 2016.
5. Mohammed Laeequddin, **B.S. Sahay**, Vinita Sahay, Waheed Kareem Abdul, "Trust Building in Supply Chain Partners Relationship - An Integrated Conceptual Model", *Journal of Management Development*, Vol. 31 Iss: 6, pp. 550-564, 2012.
6. Mrinalini Shah, Michael Vinrald Samuel, **B.S. Sahay**, An Insight into agri-food supply Chain: A Review, *International Journal of Value Chain Management* Vol. 6, No. 2, pp.115-143, 2012.
7. Mohd. Laeequddin, **B.S. Sahay**, and Vinita Sahay, Supply Chain Partner's Perceptions of Trust and Risk- the Perspectives of UAE Printing and Packaging Industry, *International Journal of Information System & Supply Chain Management (IGI-Global)*, Vol. 4, Iss.1, pp. 60-76, 2011.
8. **B.S. Sahay**, Vikram Sharma, and G.D. Sardana, Supply Chain Management Practices of Indian Automobile Industry, *International Journal of Information Systems and Supply Chain Management (IGI-Global)*, Vol. 4, Iss. 3, pp. 60-78, 2011.
9. Rajiv Ranjan and **B.S. Sahay**, Value Creation in Indian Business Schools in the Changing Environment: The Theoretical Perspective, *International Journal of Business and Emerging Markets*, Vol. 2, No. 2, pp. 113-130, 2010.
10. Laeequddin, Mohd, **B.S. Sahay**, Waheed K.A, and Sahay, Vinita "Measuring trust in supply chain partners' Relationships" *Measuring Business Excellence*, Emerald Publishing, Vol. 14 No. 3, pp. 53-69, 2010.
11. Apoorva Bharadwaj and B. S. Sahay, Industry-institute integration: exploring symbiotic engagements for management education, *International Journal of Management in Education*, Vol. 4, No. 1, pp. 46-60, 2010.

12. Mohd. Laeequddin, **B.S. Sahay**, and Vinita Sahay, Capturing the Concept of Trust Right in Supply Chain Partner's Relationship – A Conceptual Framework, *Journal of Knowledge Management Practice*, Vol. 11, No. 1, 2010.
13. Mohd. Laeequddin, **B.S. Sahay**, and Vinita Sahay, Supply Chain Partners Trust Building Process through Risk Evaluation – The Perspectives of UAE Packaged Food Industry”, *Supply Chain Management: An International Journal*, Vol. 14, No. 4, pp. 280-290, 2009.
14. Arif K. Khan, B. Beghavi, B. Metri and **B.S. Sahay**, Impact of Agile Supply Chains' Delivery Practices on Firms' Performance: Cluster Analysis and Validation, *Supply Chain Management: An International Journal*, Vol. 14, No. 1, pp.41-48, 2009.
15. Rajiv Ranjan and **B.S. Sahay**, Quality Management Education, *Quality Assurance in Education*, accepted for publication, 2009.
16. Singh, S.K. and **B.S. Sahay**, “Business Excellence in Global Corporations through Emotionally Intelligent Leadership”, *International Journal of Value Chain Management*, Vol. 3, No. 4, pp. 431-445, 2009.
17. Mohd. Laeequddin, **B.S. Sahay**, Risk Perspectives of Supply Chain Partner's Relationship”, *Material Management Review*, Vol. 5 pp: 25-29, Feb, 2009.
18. Vikram Sharma, **B.S. Sahay** and G.D. Sardana, An Empirical Assessment of Impact of SCM Practices on Quality Performance - A Case of Indian Automobile Industry", *Supply Chain Forum: an International Journal*, Vol. 9, No. 1, pp. 28-41, 2008.
19. **B.S. Sahay** and Jayanthi Ranjan, Real Time Business Intelligence in Supply Chain Analytics, *Information Management and Computer Security*, Vol. 16, No. 1, pp. 28-48, 2008.
20. Rajiv R. Thakur and **B.S. Sahay**, Making Indian Management Education Globally Competitive, *Journal of Business and Behavioral Science*, Vol. 19, NO.1, pp. 157-168, 2008.
21. Vikram Sharma and **B.S. Sahay**, Managing Automobile Supply Chain for Competitiveness: The Indian Scenario, *Paradigm*, Vol. XII, No. 2, pp. 116-129, 2008.
22. V.K. Khanna, **B.S. Sahay**, Prem Vrat, and R. Shanker, TQM Implementation in the Indian Automobile Sector: Insights Using System Dynamics Approach, *Journal of Advances in Management Research*, Vol. 4, No. 1, pp. 49-62, 2007.
23. **B.S. Sahay** and Rajiv R. Thakur, Excellence through Accreditation in Indian Business Schools, *Global Journal of Flexile Systems Management*, Vol. 8, NO. 4, pp. 9-16, 2007.
24. V.K. Khanna, Prem Vrat, and **B.S. Sahay**, Status of TQM Practices in the Indian Automobile Sector: A Survey, *Udyoug Pragati: Journal of NITIE*, Vol. 31, No. 2, pp. 1- 13, 2007.
25. **B.S. Sahay**, J.N.D. Gupta and R. Mohan, Managing Supply Chains for Competitiveness: The Indian Scenario, *Supply Chain Management: An International Journal*, Vol. 11, No. 1, pp. 15-24, 2006.
26. **B.S. Sahay**, Ramneesh Mohan and Amit Sachan, E-Procurement: Systems and Implementation, *International Journal of Services Technology and Management*, Vol. 7, No. 5/6, pp. 490-511, 2006.
27. **B.S. Sahay** and R. Mohan, Third Party Logistics Practices: An Indian Perspective, *International Journal of Physical Distribution and Logistics Management*, Vol. 36, No. 9, pp. 582-601, 2006.
28. Amit Sachan, **B.S. Sahay** and Ramneesh Mohan, Assessing benefits of Supply Chain Integration using System Dynamics Methodology, *International Journal of Services*

29. Dinesh Sharma, **B.S. Sahay** and Amit Sachan, Developing Causal Relationships for an Industrial Distributor Performance Index, *International Journal of Innovation and Learning*, Vol. 4, No. 6, pp. 631-646, 2006.
30. V.K. Khanna, Prem Vrat, R. Shankar and **B.S. Sahay**, Usage of Quality Tools in the Indian Automobile Sector, *Journal of Management Research*, Vol. 6, No.3, pp. 157-169, 2006.
31. S. Sehgal, **B.S. Sahay**, and S. Goyal, Re-engineering the Supply Chain in Paint Industry: A Case of ICI India Limited, *International Journal of Productivity and Performance Measurement*, Vol. 55, No. 8, pp. 655-670, 2006.
32. Amit Sachan, **B.S. Sahay** and Dinesh Sharma, Developing Indian Grain Chain Cost Model: A System Dynamics Approach, *International Journal of Performance & Productivity Management*, Vol. 54, No. 3, pp. 187-205, 2005.
33. Manoj Anand, **B.S. Sahay** and S. Saha, Balanced Scorecard in Indian Companies, *Vikalpa: The Journal for Decision Makers*, Vol. 30, No. 2, pp. 11-25, 2005.
34. **B.S. Sahay** and R. Mohan, Managing 3PL Relationships, *International Journal of Integrated Supply Management*, Vol. 2, No. 1 & 2, pp. 69-90, 2005.
35. Manoj Anand, **B.S. Sahay** and S. Saha, Redefining the Performance Scorecard of the Corporate India: An Empirical Study, *Vikalpa: The Journal for Decision Makers*, Vol. 30, No. 2, pp. 11-25, 2005.
36. **B.S. Sahay**, Multi-Factor Productivity Measurement Model for Service Organisation, *International Journal of Productivity and Performance Management*, Vol. 54, No. 1, pp. 7-22, 2005.
37. Amit Sachan, **B.S. Sahay** and Dinesh Sharma, Developing Indian Grain Supply Chain Cost Model: A System Dynamics Approach, *International Journal of Productivity and Performance Management*, Vol. 54, No. 3, pp. 187-205, 2005.
38. Manoj Anand, **B.S. Sahay** and S. Saha, Activity-Based Cost Management Practices in India: An Empirical Study, *Decision*, Vol 32. No. 1, pp. 123-152, 2005.
39. Dinesh Sharma, **B.S. Sahay** and Amit Sachan, Modelling Distributors Performance Index using System Dynamics Approach, *Asia-Pacific Journal of Marketing and Logistics*, Vol. 16, No.3, pp. 38-68, 2004.
40. Manoj Anand, **B.S. Sahay** and S. Saha, Cost Management Practices in India: An Empirical Study, *ASCI Journal of Management*, Vol. 33, No. 1&2, pp. 1-13, 2004.
41. **B.S. Sahay**, Mohan R. and Maini, Anita, Strategies for Building Sustainable Competitive Edge, *International Journal of Innovation and Learning*, Vol.1, No.3, pp. 209-226, 2004.
42. V.K. Khanna, Prem Vrat, R. Shanker and **B.S. Sahay**, Managing the Transition Phases in the TQM Journey: A System Dynamics Approach, *International Journal of Quality and Reliability Management*, Vol. 21, Issue 6, pp. 518-544, 2004.
43. V.K. Khanna, Prem Vrat, R. Shanker and **B.S. Sahay**, Strategy Mishap in the TQM Journey: A System Dynamics Approach, *Journal of Advances in Management Research*, Vol. 1, No. 2, pp. 46-59, 2004.
44. Amit Sachan and **B.S. Sahay**, Managing Indian Grain Supply Chain, *Productivity*, Vol. 45, No. 2, pp. 208-215, 2004.

45. V.K. Khanna, Prem Vrat, **B.S. Sahay** and R. Shanker, Status of TQM Practices in Indian Automobile Sector After Liberalisation: A Survey, *Industrial Engineering Journal*, Accepted for publication, 2003.
46. **B.S. Sahay**, V. Cavale, R. Mohan and Renu Rajni, The Face of Supply Chains in India, *Industrial Engineering Journal*, Vol. XXXII, No. 3, 2003, pp. 2-28.
47. **B.S. Sahay** and R. Mohan, Supply Chain Management Practices in Indian Industry, *International Journal of Physical Distribution and Logistics Management*, Vol. 33, No. 7, pp. 583-606, 2003.
48. **B.S. Sahay**, Understanding Trust in Supply Chain Relationship, *Journal of Industrial Management and Data Systems*, Vol. 103, No. 8, pp. 553 – 563, 2003.
49. **B.S. Sahay**, V. Cavale and R. Mohan, The Indian Supply Chain Architecture, *Supply Chain Management: An International Journal*, Vol. 8, Issue 2, 2003, pp. 93-106.
50. **B.S. Sahay**, Supply Chain Collaboration: The Key to Value Creation, *Journal of Work Study*, Vol. 52, Issue 2, 2003, pp. 76-83.
51. **B.S. Sahay** and A.K. Gupta, Development of Software Selection Criterion for Supply Chain Solutions, *Journal of Industrial Management and Data Systems*, Vol. 103, No. 2, pp. 97-110, 2003.
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53. **B.S. Sahay** and Niraj Gupta, Role and State of Logistics in South Asian Economy, *South Asian Journal of Management*, Vol. 10, No. 3, pp. 61-73, 2003.
54. V.K. Khanna, Prem Vrat, R. Shanker and **B.S. Sahay**, Transition Phase in Indian Auto Sector: A System Dynamics Approach, *International Journal of System Dynamics and Policy Planning*, Vol. XIV, Nos. 1&2, pp. 23-38, 2002.
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56. **B.S. Sahay**, Supply Chain Partner Relationship: A Study on Implications and Its Importance, *Management & Change Journal*, Vol. 6, N0.2, 2002, pp. 251-265.
57. V.K. Khanna, Prem Vrat and **B.S. Sahay**, TQM Practices in Indian Automobile Sector: A Survey, *Productivity*, 2002, Vol, 43, No.3.
58. V.K. Khanna, Prem Vrat and **B.S. Sahay**, Six Sigma in Indian Automobile Sector, *Productivity*, 2002, Vol. 43, No.2, pp.208-214.
59. **B.S. Sahay** and A. Maini, Supply Chain: A Shift from Transactional to Collaborative Partnerships, *Decisions*, Indian Institute of Management Calcutta, Vol. 29, No. 2, 2002, pp. 67-88.
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61. **B.S. Sahay**, A. Maini, A.K. Gupta and R.K. Gupta, Changing the Mindsets for Success in Supply Chain Management, *Vikalpa: The Journal for Decision Makers*, Indian Institute of Management Ahmedabad, 2002, Vol. 27, No. 3, pp. 39-43.
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- Age Competition, *Industrial Management*, Institute of Industrial Engineers, Gorgia, 2001, Vol. 43, No. 3, pp.23-28.
63. **B.S. Sahay** and Gupta, A.K., Supply Chain Management in Indian FMCG Sector, *Productivity*, 2002, Vol. 42, No.4, pp. 564-573.
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 65. **B.S. Sahay**, V. Cavale, R. Rajani and R. Mohan, Supply Chains in India: Can We Organise Them Better? *Vision: A Journal of Business Leaders*, 2001, Vol. 5, No. 2, pp.15- 22.
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 74. S.S. Sahay and **B.S. Sahay**, Goal Programming Modelling for Compatibility of Operational Plan with Long Rang Plan, *International Journal of Management and Systems*, Vol.15, No.3, Sept-Dec. 1999, pp.287-306.
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84. **B.S. Sahay**, P. Vrat and P.K. Jain, Corporate Planning Practices in Indian Oil, Petrochemical and Fertiliser Industries-A Survey, *Productivity*, Eastern Wiley, Vol. 36, No. 4, pp. 585-593, 1996.
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Book Chapters:

90. **B.S. Sahay**, Satyasiba Das, Namrata Sharma, Comparative Analysis of CSR in BRICS Countries, in *CSR: Social Sustainability & Inclusive Growth*, Bloomsbury Publishing, 2016
91. Satyasiba Das and **B.S. Sahay**, *The New Paradigm of CSR: Aligning CSR with Corporate Goals, Capabilities and Strategy*, Bloomsbury Publishing, 2016.
92. **B.S. Sahay**, NVC Menon and Sumeet Gupta, Humanitarian Logistics: Design, Development and Implementation, in *Managing Humanitarian Logistics*, Sahay, B.S.; S. Gupta and NVC Menon, 2015.
93. Sumeet Gupta, **B.S. Sahay** and Parikshit Charan, Relief Network Model for Efficient Disaster Management and Disaster Recovery, in *Managing Humanitarian Logistics*, Sahay, B.S.; S. Gupta and NVC Menon, 2015.
94. Parikshit Charan, **B. S. Sahay**, Sumeet Gupta, Aligning Humanitarian Logistics Strategies with Supply and Demand Uncertainties, in *Managing Humanitarian Logistics*, Sahay, B.S.; S. Gupta and NVC Menon, 2015.
95. A.T. Raman, BK Punia, B.S. Sahay, Intellectual Capital, Key Criteria for International Accreditation in Transforming Management Education for Sustainable Development, Edited by Raj Agrawal, Anuja Pandey, Excel Books, pp. 28-34, 2013.
96. Jayanthi Ranjan and **B.S. Sahay**, Towards Service oriented enterprise Systems: a business intelligence perspective, in *Handbook on Enterprise Systems*, edited by Elliot Bendoly, Jose Esteves and Sanjay Kumar, Sage Publications, UK, 2012.
97. Vivek Srivastava, Arif Khan and **B.S. Sahay**, Public-Private Partnership for Fostering Development: A Case Study of Hyderabad International Airport Limited, in *Decision Sciences and Technology for Globalisation*, Allied Publishers, pp. 18-40, 2008.
98. Arif K. Khan, B. Bakkappa and **B.S. Sahay**, Impact of Agile Supply Chain Planning on Firms Performance: Cluster Analysis and Validation, in *Decision Sciences and Technology for Globalisation*, Allied Publications, pp. 179-208, 2007.
99. Mohd. Laeeduddin and **B.S. Sahay**, Express Flexi Pack: A Case Study, in *Management Case*

Studies, Allied Publications, pp. 363-372, 2007.

100. S.K. Sinha, **B.S. Sahay** and N. Linthoingambi, National Engineering Industries Limited: A Success Story in Productivity Improvement, in Management Case Studies, organized by Institute of Management Technology and George Mason University, pp. 322-348, 2007.
101. S.K. Sinha, **B.S. Sahay** and Manas Mayur, National Engineering Limited, Cases in Management, Cases in Business Management, Allied Publishers, pp. 632-652, 2006.
102. S.K. Sinha, **B.S. Sahay** and A. Murlidhara, NEI: Towards World Class Manufacturing, Cases in Management, Cases in Management, Allied Publishers, pp. 179-208, 2005.
103. **B.S. Sahay** and R. Jain, Supply Chain Management in the 21st Century, *Supply Chain Management in the Twenty-First Century*, Macmillan, pp. 5-22, 2000.
104. **B.S. Sahay** and R. Mohan, Excellence through Supply Chain Integration, *Operations Management for Global Economy*, pp. 470-478, 1999.
105. **B.S. Sahay**, R. Jain and A. Anand, Increasing Shareholder Value through Supply Chain, *Supply Chain Management in the Twenty-First Century*, Macmillan, pp. 49-58, 2000.
106. G.D. Sardana and **B.S. Sahay**, Strategic Supply Chain Management: A Case for Business Transformation, *Supply Chain Management for Global Competitiveness*, Macmillan, pp. 25-46, 1999.
107. R. Jain, A. Khandelwal and **B.S. Sahay**, Customer Service Through Effective and Responsive Supply Chain, *Supply Chain Management for Global Competitiveness*, pp. 303-319, Macmillan, 1999.
108. K.B.C. Saxena and **B.S. Sahay**, Effective IT-Enabled Supply Chain Management, *Supply Chain Management for Global Competitiveness*, pp. 887-897, Macmillan, 1999.
109. **B.S. Sahay** and K.B.C. Saxena, World Class Manufacturing: The Indian Scenario, *Delphi*, Vol. 3, pp. 97-101, 1997.

Papers Presented in International & National Conference:

110. Rohan Jha, **B.S. Sahay**, Manojit Chattopadhyay and Y. Gajpal (2017), Scheduling patients across diagnostic units using self-organizing map, has been accepted for presentation at the 2017 POMS Annual Conference, May 5 to May 8, 2017, at the Hyatt Regency Bellevue, Seattle, Washington, U.S.A.
111. **B.S. Sahay**, Network and Partnership for Globalized Education, An International B-Schools Meet on Management Education: Coping with the Emerging Trends in the Globalized World, XIME, 28-29, March 2017.
112. **B.S. Sahay**, Globalizing Management Education: An Agenda for Action, An International B-Schools Meet on Management Education: Coping with the Emerging Trends in the Globalized World, XIME, 28-29, March 2017.
113. **B.S. Sahay**, Developing Effective & Passionate Teachers: Key to Create Geat Higher Education Institutions, 8th HEF Annual Convention, organised by Higher Education Forum, 18 March 2017 (Keynote Address).
114. Shubham Singh, **B.S. Sahay**, P. Charan, LS Murthy, Sustainable Manufacturing Strategy: An Evidence Based Study from Indian Metal Industry, accepted for presentation in 27th Annual POMS Conference, Orlando, FL, May 6-9, 2016.
115. Shubham Singh, **B.S. Sahay**, P. Charan, LS Murthy, Sustainable Operations Strategy and

- Organizational Learning, accepted for presentation in 27th Annual POMS Conference, Orlando, FL, May 6-9, 2016.
116. Namrata Sharma, **B.S. Sahay**, PRS Sarma and Ravi Shankar, Supply Chain Challenges in Public Distribution System, accepted for presentation in 27th Annual POMS Conference, Orlando, FL, May 6-9, 2016.
 117. Namrata Sharma, **B.S. Sahay**, PRS Sarma and Ravi Shankar, Information Systems in Indian Food Security Infrastructure, accepted for presentation in 27th Annual POMS Conference, Orlando, FL, May 6-9, 2016.
 118. Namrata Sharma, **B.S. Sahay** and P.R.S. Sarma, Humanitarian Logistics for Continuous Aid Operations, XIX Annual International Conference, Society of Operations Management, organized by Indian Institute of Management Calcutta, Dec. 11-13, 2015.
 119. Shubham Singh, **B.S. Sahay**, P. Charan and L.S. Murthy, Sustainable Manufacturing Strategy: An Evidence Based Study from Indian Industries, XIX Annual International Conference, Society of Operations Management, organized by Indian Institute of Management Calcutta, Dec. 11-13, 2015.
 120. **B.S. Sahay**, Satyasiba Das, Namrata Sharma, Comparative Analysis of CSR in BRICS Countries, in CSR: Social Sustainability & Inclusive Growth, Global Summit on Corporate Social Responsibility, organized by IIM Raipur, Indian Institute of Corporate Affairs and National Law School of India University, May 15-16, 2015, IIC, New Delhi.
 121. Satyasiba Das and **B.S. Sahay**, The New Paradigm of CSR: Aligning CSR with Corporate Goals, Capabilities and Strategy, organized by IIM Raipur, Indian Institute of Corporate Affairs and National Law School of India University, May 15-16, 2015, IIC, New Delhi.
 122. **B.S. Sahay**, International Seminar on ‘The Dean/Director as the Pivot of a Business School’ March 13, 2015, XIME Campus, Bangalore (Key Note Address).
 123. Namrata Sharma, **B.S. Sahay** and P.R.S Sarma, Global Operations and Sustainability, 3rd PanIIM World Management Conference, organised by IIM Indore, December 16-18, 2015.
 124. **B.S. Sahay**, Panel Discussion on ‘Accreditation and Rankings: The Way Forward’, 5th Global University – Industry Congress, organized by Confederation of Indian Industry, Ministry of Human Resource Development, and All India Council of Technical Education, December 2-3, 2015, Scope Complex, New Delhi.
 125. **B.S. Sahay**, Achieving Academic Excellence, HSB 7th Annual National Conference on "Business and Management", organised by Haryana School of Business, Guru Jambheshwar University of Science & Technology, Hissar, Feb. 12-13, 2015, IHC, New Delhi (**Key Note Speaker**).
 126. **B.S. Sahay**, Supply Chain Challenges in Rapidly Changes Global Scenario, NATCOM2014, organised by Indian Institute of Materials Management, Chandigarh, Nov. Nov. 28-29, 2014, (**Key Note Speaker**).
 127. **B.S. Sahay**, Management Cases in Business Schools in India, Global Summit on Management Cases, organised by IIM Raipur, Dec, 12-13, 2014.
 128. **B.S. Sahay**, Competitiveness & Management Education: Road Ahead, International Conference on Competitiveness, Competition Regulation & Corporate Strategy on 3rd Dec, 2014 organised by IIM Kashipur and IIM Raipur, Dec. 3, 2014, IHC, New Delhi.
 129. Sharma, Namrata; Sarma, PRS; and **B.S. Sahay**; Select Enablers of E-tailing Flexibility: A TISM Approach, 7th ICCB2014 & GLOGIFT2014, Curtin, Singapore, 15-17, Oct. 2014.

130. **B.S. Sahay**, International Recognition of Professional Qualifications, 2nd World Summit on Accreditation (WOSA 2014) on 8th-10th March 2014, organized by National Board of Accreditation. (Keynote Address).
131. **B.S. Sahay**, Aligning Human Resource with Business Strategy, 1st HR Summit, organised by IIM Raipur, Sept 19-20, 2014
132. **B.S. Sahay**, Business Rethinking and Innovative Solutions together for reinventing Management, National Conference on Business Rethinking and Innovative Solutions together for reinventing Management during 26 – 27, Feb. 2014 at Vivekananda Institute of Professional Studies Delhi (Keynote Address).
133. **B.S. Sahay**, Macro-policy Environment, Competition and IPR Protection in India: Agenda of Research for Management Schools, National Workshop on Macro Policy Environment, IPRs and Competition Policy, organized by IIM Bangalore on 18th Feb. 2014.
134. **B.S. Sahay**, Supply Chain & Operations Management, PanIIM World Conference, organised by IIM Kozhikode, Nov. 5-8, 2014
135. **B.S. Sahay**, Global Trends in Freight Transportation and Research Avenues, Workshop on Next Generation Sustainable Freight Transportation organized by IIT Delhi on 8th Sept. 2013.
136. Sumeet Gupta, **B.S. Sahay** and Parikshit Charan, Relief Network Model for Efficient Disaster Management and Disaster Recovery, ICHL2013: International Conference on Humanitarian Logistics, 2-3, Dec 2013.
137. **B.S. Sahay** and NVC Menon, Humanitarian Logistics: Design, Development and Implementation, ICHL2013: International Conference on Humanitarian Logistics, 2-3, Dec 2013.
138. P. Charan, **B. S. Sahay**, Sumeet Gupta, Aligning Humanitarian Logistics Strategies with Supply and Demand Uncertainties, ICHL2013: International Conference on Humanitarian Logistics, 2-3, Dec 2013.
139. **B.S. Sahay**, International Accreditation for Management Programmes, WOSA 2012: First World Summit on Accreditation, New Delhi, 25th-28th March 2012 organized by National Board of Accreditation.
140. **B.S. Sahay**, Creating Sustainable Business for Growth & Prosperity, ICCSBM2012: International Conference on Creating Sustainable Business: Managerial Implications & Challenges, on 8th-9th Dec 2012 at Jaipur.
141. **B.S. Sahay**, Raising the Quality Bar through International Accreditation, IVth International Conference on Accreditation 2011, organised by Standards for Educational Advancement & Accreditation at LPS Auditorium, PHD House, New Delhi, 8th–9th Nov. 2011.
142. **B.S. Sahay**, Cutting Edge Quality with Accreditation, International Conference on Accreditation 2010, organised by Standards for Educational Advancement & Accreditation at India Habitat Centre, New Delhi, 8th–9th Nov. 2010.
143. **B.S. Sahay**, Future of MBA Education' in the MBAUniverse.com Indian Management Conclave on Saturday, 14th August 2010 at India International Center, New Delhi.
144. **B.S. Sahay**, Northern Region Round Table for Deans & Directors of Management Institutes on the topic “Internationalization of Management Education: Issues, Challenges & Opportunities – Proactive Role of B-Schools” on October 24, 2009.
145. **B.S. Sahay**, Globalising B-Schools with Accreditation, International Conference on Accreditation 2009, organised by Standards for Educational Advancement & Accreditation

at India Habitat Centre, New Delhi, 9th – 10th Nov. 2009.

146. **B.S. Sahay**, International Quality Benchmarking and Accreditation, Regional India Accreditation Seminars 2009 organised by Association of MBAs (AMBA) of UK and Standards for Educational Advancement & Accreditation at Pune on 22nd July 22, 2009.
147. Mohd. Laeequddin, **B.S. Sahay**, Re-defining Trust in Supply Chain Partners Relationship, presented at International Conference on Innovation in Redefining Business Horizon (IIRB 2008) jointly organized by Association of Indian Management Schools (AIMS), India, University of New Castle Australia, and Euromed Marseille Ecole de Management Domaine France during 18-19 December, 2008.
148. Singh, S.K. and **Sahay, B.S.** “Business Excellence in Global Corporations Through Emotionally Intelligent Leadership”, presented at International Conference on Innovation in Redefining Business Horizon (IIRB 2008) jointly organized in association with Association of Indian Management Schools (AIMS), India, University of New Castle Australia, and Euromed Marseille Ecole de Management Domaine France, at IMT Campus, Ghaziabad during 18-19 Dec. 2008.
149. Mohd. Laeequddin, **B.S. Sahay**, Is it a Matter of Trust?” presented at International Conference on Management Cases (ICMC 2008), jointly organized by George Mason University, USA and Institute of Management Technology Ghaziabad, held at IMT Campus, Ghaziabad during 1-2 Dec. 2008.
150. Mohd. Laeequddin, **B.S. Sahay**, Perspectives of Trust in Technology Adoption, presented at International Conference on Information, Systems Technology Management (ICISTM 2008) organised jointly by University of Florida and Institute of Management Technology Ghaziabad, held at IMT Dubai Campus during 6-8 March, 2008
151. Mohd. Laeequddin, **B.S. Sahay**, Risk: The Limiting Factor of Supply Chain Partner Relationship Trust – A conceptual Frame Work, presented at International Conference on Decision Sciences and Technology for Globalisation (ISDSI 2008), organised jointly with College of Administrative Science, University of Alabama in Huntsville, USA and the Indian Subcontinent Region of the Decision Sciences Institute (ISDSI) held at IMT campus, Ghaziabad during 2-4 January 2008
152. Mohd. Laeequddin and **B.S. Sahay** and G.D. Sardana, Supply Chain Partners Selection Practices in United Arab Emirates: A Study of Packaged Food Products Supply Chain, 19th Annual Conference of the Production and Operations Management Society, California, May 9-12, 2008.
153. Samuel, M.V.; **Sahay, B.S.**; and Shah, M. “A Case on Cost Optimization of Apple Supply Chain: A Growers’ Perspective”, presented at International Conference on Innovation in Redefining Business Horizon (IIRB 2008) jointly organized in association with Association of Indian Management Schools (AIMS), India, University of New Castle Australia, and Euromed Marseille Ecole de Management Domaine France, at IMT Campus, Ghaziabad during 18-19 December, 2008.
154. Samuel Chandar and **B.S. Sahay**, Improving the EVA of a firm through use of Analytical Hierarchy Process in Supplier Selection, 19th Annual Conference of the Production and Operations Management Society, California, May 9-12, 2008.
155. Michael Vinrald Samuel and **B.S. Sahay**, Implications of Growing Supermarkets on Small Vegetable Vendors in India, 19th Annual Conference of the Production and Operations Management Society, California, May 9-12, 2008.
156. Michael Vinrald Samuel and **B.S. Sahay**, Business Process Outsourcing through the concepts of Supply Chain Management in India, ICISTM2008: Second Conference on Information, System and Technology, Institute of Management Technology and University

of Florida, March 6-8, 2008.

157. **B.S. Sahay** and Rajiv K. Thakur, Making Indian Management Education Globally Competitive, 15th Annual Conference of ASBBS, Las Vegas, February 21 to 24, 2008.
158. Vivek Srivastava, Arif Khan and **B.S. Sahay**, Public-Private Partnership for Fostering Development: A Case Study of Hyderabad International Airport Limited, ICIM2007: International Conference on Management Case Studies, organized by Indian Sub-continent of Decision Science Institute, Institute of Management Technology and University of Alabama, pp. 18-40, 2008.
159. **B.S. Sahay**, Intelligent Leadership for Building Competitive India, 20th National Convention of Ghaziabad of Management Association on 14th -15th Nov, 2008; Dr. Reddy Auditorium, ALT Centre, Ghaziabad
160. Arif K. Khan, B. Bakkappa and **B.S. Sahay**, Impact of Agile Supply Chain Planning on Firms Performance: Cluster Analysis and Validation, ISDSI2008: International Conference on Decision Sciences and Technology for Globalisation, organized by Institute of Management Technology and George Mason University, pp. 179-208, 2007.
161. Mohd. Laeeduddin and **B.S. Sahay**, Express Flexi Pack: A Case Study, ICIM2007: International Conference on Management Case Studies, organized by Institute of Management Technology and George Mason University, pp. 363-372, 2007.
162. S.K. Sinha, **B.S. Sahay** and N. Linthoingambi, National Engineering Industries Limited: A Success Story in Productivity Improvement, ICIM2007: International Conference on Management Case Studies, organized by Institute of Management Technology and George Mason University, pp. 322-348, 2007.
163. S.K. Sinha, **B.S. Sahay** and Manas Mayur, National Engineering Industries: A Case Study, ICIM2006: International Conference on Management Case Studies, organized by Institute of Management Technology and George Mason University, pp. 632-652, 2006.
164. **B.S. Sahay**, Martha Cooper and Arif Khan, Logistics in India and China: A Comparative Study, POMS International Conference, June 22-24, organized by POMS and CEIBS, Shanghai 2006.
165. S.K. Sinha, **B.S. Sahay** and Murlidhara, NEI: Towards World Class Manufacturing, ICIM2005: International Conference on Management Case Studies, organized by Institute of Management Technology and George Mason University, pp. 179-208, 2005.
166. **B.S. Sahay**, Achieving Excellence in Business School through Academic Administration, South Asian Management Forum, organised by Association of Management Development Institutions of South Asia, Association of Management Development Institutions In Pakistan and Lahore University of Management Sciences, Lahore, Pakistan, during November 28 – December 1, 2004.
167. G.D. Sardana and **B.S. Sahay**, Measuring Performance of A Service Organisation -A Case Study, South Asian Management Forum, 2004 organised by Association of Management Development Institutions of South Asia, Association of Management Development Institutions In Pakistan and Lahore University of Management Sciences, Lahore, Pakistan, during November 28 – December 1, 2004.
168. Amit Sachan and **B.S. Sahay**, Benefits of Reverse Auction: Two Successful Indian Case Studies, published in conference proceeding of 8th South Asian Management Forum, 2004 organised by Association of Management Development Institutions of South Asia, Association of Management Development Institutions In Pakistan and Lahore University of Management Sciences, Lahore, Pakistan, during November 28 – December 1, 2004.

169. **B.S. Sahay** and Jeet Gupta, Impact of Information Technology in Indian Automobile Supply Chains, 35th Annual Meeting of the Decision Science Institute, Boston, November 20-23, 2004.
170. G.D. Sardana and **B.S. Sahay**, IT Enable Performance Measurement System, 33 JAIIO: ASIS2004 Argentine Symposium on Information Systems, 20-24 September 2004, FAMAF, Universidad Nacional de Cordoba, Argentina.
171. **B.S. Sahay**, Indian Supply Chain Practices, The 2004 Queensland Supply Chain Seminar: An International Conference on Logistics, Brisbane, Australia, 10-12 June 2004.
172. **B.S. Sahay** and Ramneesh Mohan, Third Party Logistics in Indian Industry, 2nd World POM Conference on POM, Cancun, Mexico, April 30 - May 3, 2004.
173. **B.S. Sahay**, Third Party Logistics: Issues and Challenges, 9th International Conference on Transportation and Logistics: 2004 & Beyond, The Chartered Institute of Logistics and Transport, New Delhi, India, January 16-17, 2004.
174. **B.S. Sahay**, The Supply Organisation: Reengineering the Supply Chain, NATCOM2004, XXVII Annual Convention of Indian Institute of Materials Management, Air Force Auditorium, New Delhi, December 3-4, 2004, (**Invited Speaker and Panel Chair**).
175. **B.S. Sahay**, Standardisation and Latest Practices in Supply Chain Management, WISC2004: Winning with Intelligent Supply Chains, FICCI, FICCI House, New Delhi, September 24, 2004 (**Invited Speaker**).
176. **B.S. Sahay**, Improving the Supply Chain, Global Forum 2004, Hotel Hyatt Regency, New Delhi, November 22-23, 2004 (**Invited Speaker**)
177. **B.S. Sahay**, Distribution Strategy and Logistics in India: Choosing the Right Location, Conference on Supply Chain Management, ASSOCHAM House, New Delhi, November 17, 2004 (**Invited Speaker and Panel Chair**).
178. **B.S. Sahay**, Web based Supply Chain Management, Technia Institute of Advanced Studies, Hotel Taj Palace, New Delhi, December 17-18, 2003, (**Invited Speaker and Panel Chair**).
179. V.K. Khanna, Prem Vrat, **B.S. Sahay** and R. Shankar, Comparative Usage of Quality Tools in Indian Automobile Sector: A Survey, 8th International Conference on ISO 9000 & TQM, Montreal, Canada, April 23-25, 2003.
180. **B.S. Sahay** and A.K. Gupta, Managing Supply Chain in FMCG Sector: The Indian Scenario, International Conference on High Tech POM, Production and Operations Management Society USA, San Francisco, California, April 5-8, 2002.
181. V.K. Khanna, Prem Vrat and **B.S. Sahay**, Indian Automobile Sector at Cross Road: A Survey of TQM Practices, 7th International Conference on ISO 9000 & TQM, 7-ICIT, RMIT University, Melbourne, Australia, April 2-4, 2002.
182. **B.S. Sahay**, Aligning Supply Chain Strategy with Business Strategy for Corporate Excellence, National Foundation of Indian Engineers, Maurya Sheraton Hotel, New Delhi, September 17-18, 2002, (**Invited Speaker**).
183. **B.S. Sahay**, Excellence in Business School through Academic Administration, 14th Annual Management Education Convention on Strategies for Sustainable Growth: Challenges for Indian Business & Education, organised by Association of Indian Business Schools, Noida, August 23-25, 2002, (**Invited Speaker**).
184. **B.S. Sahay**, Supply Chain Collaboration, International Conference on Supply Chain and Logistics, Scale Conclave 2002, Indian Institute of Materials Management, Bagalore, August 8-9, 2002, (**Invited Speaker**).

185. **B.S. Sahay**, Logistics and Supply Management for Indian Corporates, Indian Institute of Materials Management, New Delhi, July 24, 2002 (**Key Note Speaker**).
186. **B.S. Sahay**, International Purchasing and Supply Management, Joint Seminar on International Purchasing and Supply Management, ASSOCHAM and Indian Institute of Materials Management, May 14, 2002, (**Invited Speaker**).
187. **B.S. Sahay**, Supply Chain Management: A Profit Centre, Central India National Conference on Material Management: A Profit Centre, Indian Institute of Materials Management, Nagpur, April 20, 2002 (**Invited Speaker**).
188. **B.S. Sahay**, V. Cavale, R. Rajani and R. Mohan, Supply Chain Management Practices in Indian Industry, *International Conference on Operations Management*, POMS-Brazil Conference, August 11-14, 2001.
189. **B.S. Sahay**, R. Mohan and P. Gupta, Supply Chain Management for Global Challenges was presented at XIII *Convention of Institution of Industrial Engineering*, October 6-7, 2000, Coimbatore.
190. **B.S. Sahay**, E-Commerce: An Imperative for Supply Chain, *XXXXI National Convention of Indian Institution of Industrial Engineering*, December 17 and 18, 1999, Visakhapatnam.
191. **B.S. Sahay**, R. Mohan and A. Relan, Excellence through Supply Chain Integration, *POMS99: International Conference on Operations Management for Global Economy*, jointly organised by Production and Operations Management Society (USA) and IIT Delhi, December 21-24, 1999.
192. **B.S. Sahay**, P. Vrat and P.K. Jain, Analysing Fertiliser Policies and their Implications in India under System Dynamics Framework, *APORS 97 Conference* (Asia-Pacific Operational Research Society), November 30- December 4, 1997, Melbourne.
193. **B.S. Sahay**, Productivity Linked Incentive Scheme in a Large Engineering Company, *Tenth World Productivity Congress*, Oct. 12-15, 1997 in Santiago.
194. **B.S. Sahay**, Productivity Measurement in Service Industry, *Tenth World Productivity Congress*, Oct. 12-15, 1997 in Santiago.
195. **B.S. Sahay**, P. Vrat and P.K. Jain, Corporate Strategies for Growth of Indian Fertiliser Company - A Case study, Seventh National Conference of System Dynamics Society of India, Nov. 25-27, 1996 at *National Aeronautics Laboratory, Bangalore*.
196. **B.S. Sahay**, P. Vrat and P.K. Jain, Fertiliser Policy Modelling using system Dynamics Approach, Seventh National Conference of System Dynamics Society of India, Nov. 25- 27, 1996 at *National Aeronautics Laboratory, Bangalore*.
197. **B.S. Sahay**, P. Vrat and P.K. Jain, Policy Modelling for Fertiliser Demand, Production and Imports in India- A System Dynamics Approach, Sixth National Conference on System Dynamics, *National Environmental Engineering Research Institute, Nagpur*, April 6-8, 1995.
198. **B.S. Sahay**, Management Consultancy in India-Observations and Analysis, Management Consultancy for Improving Productivity Programme, Asian Productivity Organisation and *Japan Productivity Center, Tokyo*, Sept.12-Nov.14, 1994.
199. **B.S. Sahay**, P. Vrat and P.K. Jain, A System Dynamics Model for the Subsidy Policies of Indian Fertiliser Industry, in workshop on "Meeting Challenges in Dynamic Business Environment- A System Approach", *System Dynamics Society of India*, New Delhi, April, 29, pp 56-61, 1994.
200. **B.S. Sahay**, P. Vrat and P.K. Jain, Growth Dynamics of Fertiliser Industry in India-A System Dynamics Approach, *Fifth National Conference on System Dynamics*, IIT Delhi, March 18-21, 1993.

201. **B.S. Sahay**, P. Vrat and P.K. Jain, Dynamics of Prices and Subsidies in Fertiliser Industry in India - A System Dynamics Approach, *Fifth National Conference on System Dynamics*, IIT Delhi, March 18-21, 1993.
202. **B.S. Sahay**, P. Vrat and P.K. Jain, System Dynamics Approach for Production: Model of a Petrochemical Company, *The 1990 European Conference of System Dynamics*, Milano, Oct. 1-3, 1990.
203. **B.S. Sahay**, Computer Application in Public Distribution System, *State Level Conference* organised by Deptt. of Food and Civil Supplies, Govt. of Mizoram, Feb. 23, 1990.
204. **B.S. Sahay**, Productivity Improvement of Cement Industry in India, XXXI National Convention of *Indian Institution of Industrial Engineering*, Bombay, Oct. 12-14, 1989.
205. **B.S. Sahay**, Turn Around Strategy for Brass and Bell Metal Industry in Assam, *Seminar on Modernisation of Brass and Bell Metal Industry*, Guwahati, Nov. 22, 1989.
206. **B.S. Sahay** and Sushil, Modelling Growth Dynamics of Cement Industry in India, *Third National Conference on System Dynamics*, ISM, Dhanbad, Dec. 15-16, 1988.
207. **B.S. Sahay** and D.K. Banwet, Computerised MIS for Production Planning and Control - A Case Study, XXIX National Convention of *Indian Institution of Industrial Engineering*, Calcutta, Jan 30 - Feb. 1, 1987.