

## **Curriculum Vitae**

### **Hasmukh Gajjar**

Associate Professor,  
Operations Management & Quantitative Methods Area,  
Indian Institute of Management Indore,  
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### **Work Experience**

Nov. 2009 – Nov. 2014: Assistant Professor, Indian Institute of Management Indore, Madhya Pradesh  
Jul. 2004 – Jul. 2006: Lecturer, Bholabhai Patel College of Business Administration Gandhinagar, Gujarat  
Jan. 2001 – Jun. 2004: Academic Associate, Indian Institute of Management Ahmedabad, Gujarat

### **Education**

Oct. 2009, Ph.D. (Management), Shailesh J. Mehta School of Management, IIT Bombay  
Dec. 2005, M.B.A., Indira Gandhi National Open University, New Delhi  
June.1999, B.E. (Mechanical), L.D. College of Engineering, Gujarat University

### **Teaching Interests**

- Operations Management, Operations Strategy
- Supply Chain Management, Retail Operations
- Decision Science, Business Statistics
- Large Scale Optimization, Combinatorial Optimization and Meta-Heuristics

### **Research Interests**

- Retail operations, Supply Chain Modeling
- Large Scale Optimization, Combinatorial Optimization and Meta-Heuristics

### **Refereed Journal Publications**

1. Pandey, P., Shah B.J., **Gajjar H.** (2016). A fuzzy goal programming approach for selecting sustainable suppliers. Benchmarking: An International Journal. (Forthcoming)
2. Jain, N. K., **Gajjar, H.**, Shah, B. J., & Sadh, A. (2015). A Conceptual Framework for Measuring E-fulfillment Dimensions: A Consumer Perspective. Journal of Internet Commerce, 14(3), 363-383.
3. **Gajjar, H. K.**, & Adil, G. K. (2015). Retail shelf space allocation considering inventory replenishment. International Journal of Services and Operations Management, 22(2), 221-234.
4. **Gajjar, H.** (2012). Main Building Refurbishing Project at NIM. Indore Management Journal, 4(2).
5. **Gajjar, H.**, & Adil, G. (2011). Heuristics for Retail Shelf Space Allocation Problem with Linear Profit Function. International Journal of Retail & Distribution Management, 39(2), 144-155.
6. **Gajjar, H.**, & Adil, G. (2011). A Dynamic Programming Heuristic for Retail Shelf Space Allocation Problem. Asia-Pacific Journal of Operational Research, 28(2), 183-199.
7. Choudhary, S., & **Gajjar, H.** (2010). Electrical Maintenance of IIT Bombay Hostels. Asian Journal of Management Cases, 7(1), 73-87.

8. **Gajjar, H., & Adil, G.** (2010). A piecewise linearization for retail shelf space allocation problem and a local search heuristic. *Annals of Operations Research*, 179(1), 149-167.

## Conferences

1. Pandey P., **Gajjar H.**, Shah B. (May 2015). Achieving Operational Efficiency through Workforce Scheduling: A Working Time Account in Retail Stores, POMS 27<sup>th</sup> Annual Conference, Orlando FL., USA
2. Pandey P., **Gajjar H.**, Shah B. and Sadh A. (May 2015). Efficient Workforce Scheduling in the Retail Store, POMS 26<sup>th</sup> Annual Conference, Washington D.C., USA
3. **Gajjar H.**, & Shah B. (May 2015). Operations Strategy Framework to Enhance Retail Store Performance, POMS 26<sup>th</sup> Annual Conference, Washington D.C., USA
4. Shah B., & **Gajjar H.** (May 2015). Linking E-fulfillment Dimensions to Shopping Satisfaction and Repurchase Intention in E-tailing, POMS 26<sup>th</sup> Annual Conference, Washington D.C., USA
5. Jain, N., **Gajjar H.** (Dec. 2014). Dimensions of e-tailer's Operations and their linkages with Customer Shopping Satisfaction and Repurchase Intention. IMR Doctoral Conference, IMRDC 2014, Indian Institute of Management Bangalore
6. Jain, N., **Gajjar H.**, Shah B. (Dec. 2014). Impact of Operational Drivers on Repurchase Intention in e-fulfillment. Fourth Biennial Supply Chain Management Conference-2014, Indian institute of Management, Bangalore
7. Jain, N., **Gajjar H.** (June 2014). Determinants of Shopping Satisfaction and Repurchase Intention in E-fulfillment. 36th Marketing Science Conference. Atlanta, INFORMS
8. Jain, N., Gajjar, H. ; Shah, B.J. and Sadh, A., (June 2014). Integrating forward and reverse logistics in e-fulfillment , INFORMS Manufacturing and Service Operations Management Conference (MSOM 2014),INFORMS – MSOM,Seattle, USA
9. Singh, A.K., Kapoor, R., **Gajjar, H.**, Nidugala, GK. (Fall 2012). Optimization of Assortment and Estimation of Demand parameters in retail chains. Academy of Business Research conference, Atlantic city.
10. **Gajjar, H.**, & Adil, G. (December 2008). Optimal retail shelf space allocation with dynamic programming using bounds. IEEE International Conference on Industrial Engineering and Engineering Management (pp. 1068-1072). Singapore: IEEE.

## Case Development

1. **Gajjar H.**, & Shah B. (2014). Execution Dilemma at MICC. Ivey Publishing, Ivey Business School {Case Reference no. 9B14D010 (2014), TN Reference no. 8B14D010 (2014)}
2. **Gajjar, H.**(2012). Main Building Refurbishing Project at NIM. Indore Management Journal, 4(2).
3. **Gajjar, H.**(2012). Case Commentary on Managing the Outpatient Department Waiting Time at Rajas Eyes Hospital. Indore Management Journal, 4(1).
4. **Gajjar, H.**(2012). Wheat distribution under PDS in Gujarat. Registered with IIM Indore (Reg. No: CASE/01/12/OMQT)
5. **Gajjar, H.**(2012). Shelf space allocation at ABC's Retail. Registered with IIM Indore (Reg. No: CASE/02/12/OMQT)
6. Choudhary, S., & **Gajjar, H.** (2010). Electrical Maintenance of IIT Bombay Hostels. *Asian Journal of Management Cases*, 7(1), 73-87.

## Workshop/Seminar Attended

1. Workshop on Academic Writing organized by CERE-2016 at IIM Indore during May 7, 2016.
2. Global Colloquium on Participant-Centered Learning (GLOCOLL) organized by Harvard Business School, USA held at its Boston campus during July 21-27, 2013
3. Case Writing Workshop organized by Harvard Business School, USA held at its Mumbai Center during February 26-27, 2014
4. Participant-centered Learning Seminar jointly organized by Harvard Business Publishing and Case Research Society of India, held at Mumbai, November 12-14, 2010.

## Manuscript Review Assignments

1. International Conference on Excellence in Research and Education (CERE 2014)
2. Computer and Operations Research Journal, Elsevier
3. International Journal of Production Economics, Elsevier
4. International Journal of Service Operations and Informatics, Inderscience publishers
5. International Journal of Advanced Operations Management, Inderscience publishers
6. International Journal of Globalisation and Small Business, Inderscience publishers
7. Asian Journal of Management Cases, Sage.

## Research Supervision

### Chair - Thesis Advisory Committee (TAC)

1. Workforce scheduling in retail store: Peeyush Pandey, FPM, IIM Indore, (pursuing)
2. Dimensions of E-tailer's operations and their linkages with customer shopping satisfaction and repurchase Intention, Nikunj Kumar Jain, FPM, IIM Indore, Completed in 2015

### Member - Thesis Advisory Committee (TAC)

1. Efficiency Benchmarking of Container Terminals In Indian Port, Pradeep Kumar Sinha, FPM (Ind.), IIM Indore, completed in 2016
2. Investigating the Mediating Role of Organizational Slack to Adaptive Capability – Firm Performance Linkages: Evidence from India, Moovendhan V., FPM Industry, IIM Indore, pursuing
3. Explicating Performance of Young High-Technology Firms using Orientation-Configuration Approach, Krishna Badoli, FPM, IIM Indore, completed in 2013.
4. A Study of Demand Models For Retail Assortment Planning: A Retailers Perspective, Alok Kumar Singh, FPM, IIM Indore, completed in 2013

### Member - Thesis Examination Committee (TEC)

1. An Analysis of Return Policy Contracts With Warranty in a Two Stage Supply Chain, Shirshendu Nandi, FPM, IIM Indore, completed in 2013

## Teaching Experience

### Teaching at IIM Indore

Nov.2009 – till date

1. Post Graduate Programme at Indore campus: Operations Management, Supply Chain Management
2. Post Graduate Programme at UAE Campus: Operations Management, Operations Strategy
3. Post Graduate Programme at Mumbai Campus: Operations Management
4. Executive Post Graduate Programme: Supply Chain Management, Operations Strategy

5. Fellow Programme in Management: Advanced Optimization Methods, Combinatorial Optimization and Meta-Heuristics, Retail Management
6. Fellow Programme in Management (Industry): Decision Analysis, Operations Management
7. PGPMX at UAE Campus: Operations Management
8. Faculty Development Programme: Decision Analysis
9. Certificate course in Business Management for Defence Officers: Quantitative Techniques, Supply Chain Management, Operations Strategy
10. Various Broad-band Programmes: Quantitative Techniques, Operations Management

#### **Teaching at BPCBA, Gandhinagar**

**Jul. 2004 – Jul. 2006**

- Manufacturing and Materials Management; Business Mathematics and Statistics.

#### **Executive Training**

- Conducted training sessions on various topics in operations domain in the following Open Management Development Programmes: Supply Chain Management, Project Management, and Manufacturing Excellence.
- Conducted training sessions in the In-Company Management Development Programmes at IIM Indore for the following companies: L&T, NTPC, NHPC, CWC, IOFS, MPPKV, DRDO, Sterlite etc.

#### **Administrative Experience**

##### **Administration activities carried out at IIM Indore**

1. Chairperson, Admissions Sept. 2014 – June 2015
2. Programme Co-ordinator, Six Month Certificate Course in Business Management for Defence Officers (CCBMDO): Co-ordinated four batches of this certificate programme 2009-2012, and 2014-15.
3. Faculty-in-charge, Projects: I headed Project department of IIM Indore and looked after Group-1, Group-2 and Group-3 construction projects and several allied/small projects of the institute from July-2010 to March-2012
4. MDP Co-ordinator for the following programmes: Supply Chain Management, Agri-business and Supply Chain Management for CWC, Quality Management for DRDO.
5. Member of Construction Committee, PGP Executive Council, Purchase Committee, Inspection Committee, EPGP Committee, BBBEP Committee
6. Member, Selection Committee for selecting Senior and Junior Engineers, Project Management Consultant, Audio-Video Vendor, Academic Associates
7. Member, Advisory Board, Book titled “Emerging Indian Economy in 21<sup>st</sup> Century: Challenges and Opportunities”, 1<sup>st</sup> Edition, 2012, ISBN 978-81-89972-51-6

#### **Consulting Assignments**

1. Recruitment of HR Managers, Deputy AO/AO, Programmers for MPPKVCL (2011-12)
2. Recruitment of Company Secretary, Deputy AO/AO, Programmers for MPPKVCL Jabalpur (2012-13)
3. Recruitment of Assistant Engineers (E.D.), Junior Engineers (E.D.), Senior Account Officers for MPPKVCL Indore (2012-13)
4. Logistics Post Services in Madhya Pradesh Circle (2010-11)

## Awards and Honors

- National Doctoral Fellowship, AICTE, New Delhi.

## Affiliations

- Life time Member, Operational Research Society of India

## Personal Details

- 39 years, Male, married to *Falguni*, blessed with two wonderful kids namely *Jaival* and *Kushal*.
- My hobbies include tracking latest trends in Retailing, IT & Electronics.