

Dr. Ganesan Kannabiran
Professor (HAG) of Management

Dr. Ganesan Kannabiran is a senior Professor of Management at the National Institute of Technology, Tiruchirappalli with over 25 years of experience. He has served as Head of the Department for several years and Dean of Research & Consultancy at the institute level. He also served as the Director i/c of the institute for a brief period from June- November 2016.



He is a recipient of Commonwealth Professional Fellowship (Edinburgh Napier University, UK-2015), Two Fulbright Fellowships (Education Administrators Programme-2011, Fulbright Visiting Lecturer at Oklahoma State University-2015), and British Council Study Fellowship (Huddersfield University UK-1997). He served as the National Expert for an international research study supported by Asian Productivity Organization on Measuring Productivity in Higher Education.

As the Founder Director of Center for Entrepreneurship Development and Incubation (Section 8 Company promoted by NITT), he obtained a major grant of INR 15.5 M from Ministry of Information Technology, Government of India for creating an incubation facility and to support innovative business venture through seed funding. He has led the institute to win “High Impact Entrepreneurship Campus Award 2015” jointly conferred by Government of India. He led the efforts to secure corporate funding of INR 1.2 Crores from Sonata Software Ltd for the supporting the innovation and entrepreneurship development efforts.

His teaching and research areas include Business Analysis & IT Consulting, ICT for Development, Business Analytics, IS offshoring, Knowledge management and Software project management. He has served as visiting faculty to many leading institutions including, Indian Institutes of Management at Kozhikode, Ranchi and Tiruchirappalli. He has spearheaded launch of two new industry-oriented specializations on ‘IT consulting’ and ‘Business Analytics’. He has published/presented about 50 research papers through international journals and conferences.

Dr. Kannabiran has conducted several training programmes for practicing managers and professionals in the areas of IT Consulting, Knowledge Management, Business Analytics, IT Management etc. He has offered consulting services to leading public sector organizations in the areas of Knowledge Management, BPR, and Training Need Analysis etc. In all, he has carried out research projects with national and international funding including DeitY, AICTE, UKIERI, The Asia Foundation, for about 400 Lakhs in the areas of Industry-Institute Interaction, Computer-based Learning, Entrepreneurship Development, Graduate Employability, SME development, Data Privacy etc.

Dr. Kannabiran heads the ‘Center for SME Research Development’. I also lead the institutional-level ‘Strategic Transformation Group’ assisting a major goal-oriented transformation of NIT-Tiruchirappalli. He serves as President of Chennai Chapter of International Institute of Business Analysis and served as the Secretary of the Indian Society for Training and Development.

He holds PhD in MIS along with three Masters Degrees- Computer Science & Engineering, Business Administration (MBA), and Mathematics. Dr. Kannabiran received Emerald Indian Management Research Fund Award 2016 for a research on University Business Incubators in India. He also received Best Teacher in Information Technology Management, Bloomberg UTV B-School Excellence Awards and Best Teacher Award from National Institute of Technology, Tiruchirappalli.

National Institute of Technology, Tiruchirappalli-Faculty Profile- Dr. G. Kannabiran
On Lien as Director of IIIT Sri City, Chittoor AP (www.iiits.ac.in) Email: kb@iiits.in

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5. Email : kb@nitt.edu / Ganesan.kannabiran@gmail.com
6. Field (s) Specialization : Information Systems/ Entrepreneurship
Development/ KM/Business Analytics
7. Employment Profile:

Post	Organization	Duration		Experience in Years
		From	To	
Professor (HAG)	NIT, Tiruchirappalli	11/2009	01/2017	7 years
Professor	NIT, Tiruchirappalli	11/2003	11/2009	8 years
Assistant Professor	NIT, Tiruchirappalli	11/1995	11/2003	8 Years
Lecturer	NIT, Tiruchirappalli	06/1989	11/1995	7 Years
Research Associate	NIT, Tiruchirappalli	12/1987	06/1989	2 Years

Educational qualifications:

Degree	University/ Year	Class	Specialization
PhD	Bharathidasan University-2001	Highly commended	Management Information Systems
ME	REC, Trichy (Auto) – Bharathidasan University, Trichy (NITT)-1992	First Class	Computer Science & Engineering
MBA	REC, Trichy (Auto) –Bharathidasan University, Trichy (NIT Trichy) -1987	First Class	General Management & Information Systems
MSc	St. Joseph’s College, Trichy (Autonomous)-Bharathidasan University, Trichy-1985	First Class	Mathematics, Operations Research

Administrative & Leadership Roles

- 2016
June-Nov **Director In-charge** of NIT Trichy and performed the duties of Chairman Board of Governors. Also served as Mentor Director of Indian Institute of Information Technology Srirangam, Trichy.
- 2010-2012 **Dean of Research & Consultancy (R&C)**, National Institute of Technology, Tiruchirappalli. Enabled and supported more than 141 research and consultancy projects with a total value of about **INR 3300L**. Led the efforts for establishing the R & C Council as a nodal group to support institute level plans for research & development.
- 2012-
Present Founder and Director, **Center for Entrepreneurship Development and Incubation (CEDI)**, National Institute of Technology, Tiruchirappalli. CEDI, a Section 8 company provides awareness, training, incubation support, seed funding and other enabling support for Innovation & Entrepreneurship. Received a funding of **INR 155 L** from Ministry of Information Technology, Government of India and **INR 105 L** from Sonata Software, Bangalore for ICT business incubation, and **US\$ 55,000** from the Asia Foundation for women entrepreneurship development.
- 2014-
Present **Head of Center of SME Research & Development**, a cross departmental group to spearhead the activities supporting SMEs in the manufacturing and service sectors through training, mentoring and cluster-based interventions. The Center was inaugurated in 2014 by **Hon Dr. Vince Cable, Minister for Business and Innovation, United Kingdom**.
- 2012-
Present Chairman, **Strategic Planning Group**, National Institute of Technology, Tiruchirappalli. The group, consisting of Deans, Registrar and senior Professors, focuses on long-term planning, brand building, knowledge management and change management at the institute. The group is also responsible for activities relating to application for “Institution of eminence international ranking including QS and Times Higher Education.
- 2017-
Present Chairman, **NIRF (National Institutional Ranking Framework) Taskforce** for systematically analyzing and suggesting specific action items to improve ranking of the institute at the national level.
- 2011-
2016 **Coordinator for Indian Institute of Management, Tiruchirappalli**, from National Institute of Technology, Tiruchirappalli. This interfacing role was to enable provision of infrastructural and operational support to IIM, which was located in the NIT-T campus.

- 2000-2004 **Head of the Management Department**, National Institute of Technology, Tiruchirappalli. Developed and introduced new specializations, promoted industry-institute interaction, community development, and faculty development.
- 1993-1997 **Head of the Management Department**, National Institute of Technology, Tiruchirappalli. Major contributions included evolving contemporary MBA curriculum, development of core infrastructure, improving teaching-learning process, etc. The programme was ranked as one of the top 25 among 800 programmes in the country during the above period.

Prestigious Fellowships & Training



Commonwealth Professional Fellowship to stay at the Edinburgh Napier University, UK during April-July 2015 on the theme Building competencies for enabling entrepreneurship development through business incubation support in Higher Educational Institutions. Visited 18 UK universities and attended conferences in the area of entrepreneurship development.



Fulbright-Nehru International Education Administrators programme (October 2011) Part of 12-member team of Education administrators including VCs, Registrars, Deans, etc. to visit top US universities for learning best practices in Financial Management, Accreditation, Alumni interaction, industry linkages, etc. The programme was coordinated by Council of International Education on behalf of Fulbright Foundation, USA.



Fulbright Visiting Faculty (Fall 2005) Spears School of Business, **Oklahoma State University**, and Stillwater, USA. Was involved in teaching, research and other academic activities of the Department of Information Systems. Collaborated with a number of universities and established lasting relationships. Delivered lectures at Gatton College Business and Economics, **University of Kentucky**, and School of Business, **California State University**, Monterey Bay.



Attended a Conference on Accessing, Presenting, and Using Information in Today's Complex World organized by Fulbright foundation at Monterey, California, **International Conference on Information Systems** at Las Vegas, and a Workshop on **Information Security and forensics**, sponsored by National Security Agency, USA



British Council Study Fellow at the University of Huddersfield, UK (Spring 1997). This Fellowship focused Professional Development in design & development of academic programmes, Education Technology, especially trends in delivery of courses through ICT/Multimedia-based tools.

Honours & Prizes

Significant Awards & Recognitions



Member of the **Academic Advisory Committee, Project Management Institute India** to advice on academic and research collaboration among industry and academia (2017–Present).



Won the **Emerald Indian Management Research Fund Award 2015** for a Research proposal on Determinants of Effective Strategic Positioning of University Business Incubators in India with a fund of £2,000. The proposal co-authored by Dr. Sally Smith, Dean, Edinburgh Napier University, UK. 2016



Selected as a National Expert for a Multi-country project on Measuring Productivity in Higher Education. Experts from 9 other Asian countries were working to bring out best practices in this domain. The project started with an initial meeting in Bangkok (2015), mid-term review in a conference in Jakarta (2016).



Runner-Up (III) in CSR Case competition-case on Integrating CSR and Business Strategy, **IIMB-Tata Steel CSR case competition 2013** (Won a cash prize of 1.00 Lakh). This case study captured the best practices of Titan Industries on how the stakeholder was integrated to the business processes to ensure sustainable socio-economic development.

Other Recognitions

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|-----------|---|
| 2013 | Nominated for Workshop on ICT for Total Productivity in Seoul, Korea by Asian Productivity Organization , Tokyo, Japan |
| 2012 | Best Teacher in Information Technology Management , Bloomberg UTV B-School Excellence Awards, India |
| 2009 | Nominated for Study meeting on KM Measurement, Taipei, Taiwan by Asian Productivity Organization , Tokyo, Japan |
| 2007 | Best Teacher Award , National Institute of Technology, Tiruchirappalli |
| 2008-2011 | Four Best Paper Awards in International Conferences |

Focus Areas

Scholarly Research	ICT for Development, e-governance, Knowledge Management, IT Strategy, Innovation & Entrepreneurship, Supply Chain Management, IS offshoring, IT Consulting
Training & Teaching	IT Consulting, Business Analytics, Knowledge Management, Systems Analysis & Design, Change Management, Innovation & Entrepreneurship, Business Intelligence & Analytics
Consultancy & Funded Projects	Knowledge Management, ICT for Development, Employability, ICT Innovation & Entrepreneurship, SME Development, University -Industry Interaction, Women Development

Focus on Innovation and Entrepreneurship



Serving as the Founder and Director of **Center for Entrepreneurship Development and Incubation (CEDI)** promoted by the Institute. The center is set up to promote innovation and entrepreneurship by organizing competitions and selection & funding top innovations.

Received INR **155 L** from Ministry of Information Technology, Government of India and INR 105 Lakhs from Sonata Software for Incubating innovative businesses, and US\$ 55,000 from the **Asia Foundation** for Entrepreneurship Development of Rural Women in India and Sri Lanka.

Collaborated with Entrepreneurship Development Institute of India, Ahmedabad for delivering Awareness Camps, EDPs and FDPs. Also collaborated with EDI, Government of Tamilnadu for delivering programmes under NEEDS and IEDP. www.nitt-cedi.in

E-Cell



Served as the Convener of Entrepreneurship Development Cell at the institute level. This role involved organizing national level innovation competitions. Collaborated with **National Entrepreneurship Network**, and organized innovation competitions. Important initiatives mentored include- Ventura, Startup Weekend, idea challenge, etc. www.ecell-nitt.org

Pragyan



Served as convener of Pragyan, an annual **international level techno-managerial event** which focused innovation among youth for two years. This 5-day event attracted thousands of participants from all over the world. Top innovations are recommended for funding by leading agencies. As a significant contribution, **ISO certification** enabled to improve the process of planning and execution of the events. www.pragyan.org

Award Spearheaded a variety of initiatives and events to win the national level **High Impact Entrepreneurship Campus 2015** award for the institution in March 2015. The award was conferred by National Entrepreneurship Network in collaboration with **Ministry of Skills Development and Entrepreneurship, Government of India**.

Externally Funded & Development Projects

- 2017 Design and development of ICT-enables cloud based mobile application for the self-promotion of products developed by Self-help Groups with a grant of **INR 27.2 L** from **Department of Science Technology**, Government of India (Co-Investigator)
- 2015 Leading a corporate funding of **INR 105 L** for CEDI from **Sonata Software Ltd, India** for promoting Innovation and Incubation support in the areas of **SMAC** (Social, Mobility, Analytics, and Cloud) and **IoT** (Internet of Things).
- 2014 **The Asia Foundation** funded project **Business and Management Capacity Development of Rural Women Entrepreneurs of India and Sri Lanka** (in collaboration with University of Jaffna & Eastern University of Sri Lanka), with a grant of **US\$ 55000**.
- 2013 Research on Data Privacy in Indian Business Process Outsourcing companies, funded by **Dr. A.P.J. Abdul Kalam India Studies Endowment Fund, University of Kentucky, USA** with a grant of **INR 7 L** (Dr. Krish Muralidhar is the Lead Researcher).
- 2012 **UK India Education Research Initiative** funded project on Developing **Management Training Materials for SMEs** in collaboration with Brunel University UK with a grant of **INR 23 L** to train SME owners and managers.
- 2012 Technology Incubation and Development of Entrepreneurship project sponsored **Ministry of Communication and Information Technology, Government of India** with a grant of **INR 155 L** to set up an **ICT Incubation Facility** for providing seed funding, mentoring and infrastructure support.
- 2011 **UK India Education Research Initiative** funded project on **Preparing Graduates for Business Life** in collaboration with Brunel University UK with a grant of **INR 14.6 L** to develop a model curriculum for integrating employability skills in UG programmes in IT industry.
- 2007 AICTE sponsored project on **Industry-Institute Promotion Cell** with a grant of **INR 6.7 L** for supporting faculty training in the industry-

sponsored programmes, supporting student seminars and industry – institute interaction workshops.

- 2005 UNDP-CII (Confederation of Indian Industry) sponsored case study on **Corporate Social Responsibility** with a grant of INR 50,000.
- 2004 AICTE sponsored faculty development programmes on **E-Business & Supply Chain Management** for Management faculty with grant of INR 3.6 L.
- 2001 Ministry of Human Resource Development, Government of India funded effort on development of **Software Engineering Laboratory** with an outlay of INR 10 L to provide CASE support for IT courses.
- 2000 Ministry of Human Resource Development, Government of India sponsored project on **Computer Based Teaching Development Center** (Didactic Laboratory) during 2000-01 with a grant about INR 6.7 L.
- 1995 Ministry of Human Resource Development, Government of India funded effort on development of **Software Laboratory** with INR 10 L Lakhs for Investment Decision Support System laboratory

Curriculum Innovations

IT Consulting Spearheaded a new specialization to address the felt need of the **IT Services industry** for MBA graduates with Business Analysis & IT consulting capabilities. The curriculum was evolved with the help of leading organizations like TCS, Wipro, Infosys, MindTree, Accenture, Cognizant etc. The Curriculum is also recognized as a curriculum innovation in this field by International Institute of Business Analysis.

Business Analytics Spearheaded another specialization focusing on growing **Analytics industry**. A systematic approach was adopted to collaborate with leading organizations like Infosys, MindTree, Accenture, AOL, Genpact, Fidelity, Cognizant, Global Analytics, HP Analytics, etc through extensive workshops and discussions for evolving and validating the curriculum. DoMS-NITT was the first ever B-School specialization in Business Analytics.

Industry Internships Engaged with **Accenture, Cognizant, and Tata Consultancy Services** through month-long internships during 2006-2008 for understanding industry requirements for the above two specializations.

Ph.D. and Doctoral Supervision

2001 Received a Highly Commended Ph.D. from the Bharathidasan University, Tiruchirappalli, India. The research work was in the field of Strategic Information Systems Planning involving empirical case studies from leading organizations in the fields of Automotive, Print & Media and Corporate Healthcare industries to capture the process and content dimensions of IT strategy planning & implementation.

PhD K. Sankaran, Determinants of **Software Quality** in Offshored IS Projects.

Supervision: A.V. Sarata, **Employee retention** in Indian IT industry.

Completed S. Sundar, Impact of **IT in manufacturing supply chains** in India

T. Banumathi, **ICT for Development**- study of rural development projects

T.S. Muralidharan, **Determinants of Knowledge Sharing** among Dietitians

P. Dharmalingam, Impact of **IT on organizational performance** in SMEs

PhD S. Hemalatha, Impact of **Social Media on KM** in Indian IT companies

Supervision: M. Prasanna, **Strategic alignment of University business incubators**

On-going B. Mahendran, **Moving up the value chain** by Indian IT services companies

A. Vallinayagam, **Business Process Innovation** in manufacturing companies

R. Balakrishnan Unny, **Risk Management** in Offshored Software Projects

Abhishek Tigga, **IT-enabled Innovation** in manufacturing supply chains

Scholarly Publications

Journal Publications (Under Review) Kannabiran, G., Sarata, A.V. and Sudha, G, M. Employee's Intention to Stay or to Leave: Study of Career anchors among Indian Information Technology Professionals, **International Journal of Human Capital and Information Technology Professionals**.

Kannabiran, G., Sankaran, K., Evaluation of Determinants of Software Quality in offshored software Projects-empirical evidences from India, **International Journal of Information Technology Project Management**.

Kannabiran, G, Sundar, S. and Abhishek, G. IT-leveraged downstream supply chain capabilities and marketing performance -a study of Indian manufacturing firms, **International Journal of Business Performance and Supply Chain Modelling**.

Journal Publications Kannabiran, G. and Sarata, A.V., Impact of Organizational Incentives on Employee Retention: Findings from Indian Information Technology Industry, **Journal of Contemporary Research in Management** (Accepted).

Kannabiran, G., Sarata, A.V. and Nagarani, M. Career anchors and employee retention - an empirical study of Information Technology Industry in India, **International Journal of Knowledge-based Organizations**, 6 (3), 58-75, 2016.

Kannabiran, G. & Dharmalingam, P. Enablers and inhibitors of advanced Information Technologies adoption by SMEs: An empirical study of auto ancillaries in India, **Journal of Enterprise Information Management** 25 (2), 186-209, 2012.

Kannabiran, G., Sankaran, K. Determinants of software quality in offshore development – An empirical study of an Indian vendor, **Information and Software Technology**, 53, 1199–1208, 2011.

Sankaran, K. Kannabiran, G. and Dominic, P.D. Determinants of software quality in COTS products: An exploratory study, **International Journal of Business Information Systems**, Vol. 8, No.1, 04-22, 2011.

Kannabiran, G. & Sundar, S., Relevance of Information Systems Strategic Planning Practices in E-Business Contexts, **Journal of Electronic Commerce in Organizations**, 9(1), 17-37, 2011.

Kannabiran, G. & Dharmalingam, P., Determinants of Basic IT adoption by Auto Ancillary SMEs in India, **Information Technology**, Vol. VII No. 1, 2011.

Kannabiran, G. and Sundar, S., A study on impact of it leveraged supply chain operational benefits on competitive marketing performance, **The Great Lakes Herald**, Vol. 5 No. 2, 2011.

Kannabiran, G., Dominic, P.D., Abdel, A. & Mean F. O., A new hybrid model for supplier selection, **International Journal of Business Information systems**, Vol.5, No. 3-4, 2010.

Kannabiran, G. & Pandyan, C., Enabling role of governance in strategizing and implementing KM, **Journal of Knowledge Management**, Vol. 14, No. 3, 2010.

Kannabiran, G., Dominic, P.D., Jati, H., Performance evaluation on quality of Asian E-Government websites: An AHP approach, **International Journal of Business Information Systems**, Vol. 4-5, No.6, 2010.

Kannabiran, G., Muralidharan, T. S. & Bhuvaneshwari, S., Knowledge sharing in specialized fields-study of innovative approaches among dietetics professionals in corporate healthcare system, **Journal of Management Research and Applications**, 2009.

Kannabiran, G., Sharda, R., Gupta, A. & Wilson, R. Predictors of effective IS strategy implementation: A longitudinal study of Indian organizations, **Asia-Pacific Business Review** Vol. V, No. 2, 55-65,2009.

Kannabiran, G. Sustainable stakeholder engagement through innovative supply chain strategy: An exploratory study of an Indian organization, **Asian Business & Management**, Vol. 8, 2, 205–223, 2009.

Kannabiran, G., Process and content dimensions of evolving knowledge management strategy- An exploratory study, **International Journal of Knowledge Management Studies**, Vol. 3, Nos. 1-2, 2009.

Kannabiran, G., Xavier, M.J. & Banumathi, T., E- governance and ICT-enabled rural development in developing countries: Critical lessons from RASI Project in India, **International Journal of Electronic Government Research**, Vol. 4-3, 1-19, 2008.

Kannabiran, G. & Saumen, B., Corporate turnaround through effective supply chain management - The case of a leading jewellery manufacturer in India, **Supply Chain Management: An International Journal**, Vol. 10-5, 340–348, 2005.

Kannabiran, G. & Narayan, P.C., Deploying internet banking and e-commerce: Case study of a private sector bank in India, **Journal of Information Technology for Development**, Vol. 11-4,363-379, 2005.

Kannabiran, G. & Ranganathan, C., Effective management of information systems function: An exploratory study of Indian organizations, **International Journal of Information Management**, Vol. 24, 247–266, 2004.

Kannabiran, G., & Xavier, M.J., Enabling e-governance through Citizen Relationship Management - Concept, model and applications, **Journal of Services Research**, Vol. 4-2, 223-240, 2004.

Kannabiran, G. & Vijayaraghavan, P., A framework for strategic information system planning in the Indian context, **IIMB Management Review** (Journal of Indian Institute of Management, Bangalore, India), Vol. 15-2, 45-51, 2003.

Kannabiran, G. & Ammu, A., Competitive advantage through Information technology- A study on changing profile of IS leadership in Indian organizations, **Journal of Management and Information Technology**, Vol. 1-2, 67-7, 2003.

Books

- 2017 **Measuring Productivity in Higher Education: Landmark insights from Nine Asian Countries**, Asian Productivity organization (Chapter- India: Exploratory Study of Centrally Funded Technical Institutions), 2017
- 2011 **Technology Systems and Management**, Communications in Computer and Information Science, Springer-Verlag (Chapter- Impact of Information Technology on Supply Chain Capabilities – a Study of Indian Organizations)
- 2006 **Delivering E-government**, GIFT Publishing, New Delhi (Chapter- Rural Development through Internet Kiosks - A Longitudinal Evaluation of RASI Project in India)
- 2005 **Corporate Social Responsibility, Concepts and Cases**-The Indian Experience, Exel Books, New Delhi (Chapter- Strategizing corporate social responsibility in Titan Industries Ltd: The Dilemma of the CEO)
- 1995 **Managing Transition**, Wiley Eastern limited, New Delhi, (Chapter- Information Technology for Transition-The Strategic Relevance)

Conference Publications Kannabiran, G. Productivity of Higher Education Institutions- Case of Indian institutions, **International Conference on Contemporary Management**, University of Jaffna, Sri Lanka, 25-25 July, 2017.

Kannabiran, G., Smith, S. and Liang, S. Strategic Positioning of IT Business Incubators within Universities – A Comparative Study of the United Kingdom and India, **ISBE 2015 conference**, Glasgow, 2015

Kannabiran, G., Dominic, P.D., Sarata, A.V. Career Anchors and Employee Retention-An Empirical Study of Indian IT Industry, 2nd **International Conference on Computer and Information Sciences**, 3-5 June 2014.

Kannabiran, G., Prabhu, A., Latha, R., and Sankaran, K. Impact of Knowledge Management on Offshore Software Development: An Exploratory Study, **International Conference on Advanced Computing**, Chennai, 2011.

Sankaran, K., Nikunj Dalal and Kannabiran G. “Quality determinants in offshored IS projects: A comparison between projects completed within-budget and over-budget”, **International Conference on Information Processing (ICIP)**, August, 2011.

Sundar, S. and Kannabiran G. Information Technology on Supply Chain Capabilities – a Study of Indian Organizations, **International Conference on Technology Systems and Management**, February, 2011, NMIMS University, Mumbai. (Best paper award)

Sundar, S. and Kannabiran G. “Modeling the Impact of IT Leveraged Supply Chain Capabilities on Competitive Marketing Performance,” at the **General Business Conference at Sam Houston State University in Huntsville, Texas**, April 2011.

Sankaran, K. and Kannabiran G., An instrument for the measurement of Vendor perceptions of software quality in offshoring”, **International Conference on Business Research (ICBR)**, Chennai, January, 2011. (Best Paper Award)

Kannabiran G. and Sundar, S. “A study on impact of it leveraged supply chain operational benefits on competitive marketing performance” at **5th International Research Conference**, 2010, Great Lakes Institute of Management, Chennai.

Kannabiran, G. & Sankaran, K. Impact of key organizational factors on software Quality: An exploratory study of an Indian IT service Company, **4th International Conference on Quality, Reliability and Infocom Technology –Trends and Future Directions**, Delhi, December, 2009

Kannabiran, G. & Pandyan, C., Governance Driven KM Strategy Implementation -Case of a Captive Offshoring Unit in India, **Conference on Information Science, Technology & management**, New Delhi, July, 2009

Kannabiran, G., Derick Jose & Shriharsha Imrapur, Application of analytical process framework for optimization of new product development in CPG/Retail industry, **International Conference on Advanced Data Analysis, Business Analytics and Intelligence**, IIM-Ahmedabad, June, 2009

Kannabiran, G., Vijayaraghavan, P. & Kamel, S., Information systems planning in the competitive era: Relationship between planning parameters and IS performance in Indian organizations, **Pacific Asia Conference on Information Systems**, China, July, 2008.

Kannabiran, G., Dominic P. D. & Muralidharan, T. S., Knowledge management strategy in the competitive environment-Case study of a leading Indian organization, **Knowledge Management International Conference**, Malaysia, June, 2008.

Kannabiran, G. & Sankaran, K. Stages and Determinants of evolving successful vendor-client relationship in offshoring, **International Conference on Outsourcing/Offshoring: Trends and Managerial Issues**, India, 2008.

Sambamurthy, V. & Kannabiran, G. & Mahesh, R., Path dependent processes for the evolution of vendor-client relationships in IT services, **Academy of Management Annual Meeting**, USA, August, 2007.

Kannabiran, G. & Dominic P. D., Determinants of successful E-business strategy: A longitudinal case study, **International Conference on Internet-Business**, Port Dickson, Malaysia, February 2007. (Best Paper Award)

Kannabiran, G. & Kailasanathan, N., Beyond transactional benefits-organizational and managerial dimensions of realizing decision support benefits from ERP systems, 9th **International conference on Decision Support Systems**, Kolkata, India, January 2007.

Kannabiran, G. & Sundar, S., Structuring components of models for the emerging economies, **10th Nirma International Conference on Management-** "Enhancing Enterprise Competitiveness, Ahmadabad, October, India, 2006.

Sambamurthy, V. & Kannabiran, G., From Alignment to Convergence: Evolving Models of Information Systems Planning, **1st International Symposium of Information Systems**, India, December 2006.

Kannabiran, G., Xavier, M.J. & Banumathi, T., Rural development through Internet kiosks -A longitudinal evaluation of RASI project in India, **4th International Conference on Electronic Governance**, India, December 2006. (Best Paper Award)

Kannabiran, G., Narayan, P.C. & Vijayaraghavan, P., Linkage between effective implementation of IS strategy and IS Performance: Lessons from Indian organizations, **Americas Conference on Information systems**, Omaha, USA, August 2005.

Kannabiran, G. & Saumen, B., Achieving competitiveness through effective supply chain integration - A case study, **Fourth Global Conference on Flexible Systems Management**, India, December 2004.

Kannabiran, G., & Kailasanathan, N., Achieving competitiveness through supply chain integration - Case study of Titan Industries Limited, **International conference on Responsive Supply chain for competitiveness**, CIT, Coimbatore, India, January 2004.

Kannabiran, G. & Ammu, A Managing IS function in high technology organizations: An empirical investigation, **Academy of HRD International conference**, Bangalore, India, November 2002.

Kannabiran, G., & Vijayaraghavan, P., Information Technology and Competitive Advantage: A study of cultural dimensions in the Indian context, **International Conference on Business Information Technology Management -Enabling Cultural Awareness**, American University in Cairo, Egypt, June 2001.

MDPs & Industry Engagements

- MDPs** **Emerging Management Concepts and Practices** for 33 Junior Executives of Tamilnadu Newsprints and Papers Limited, conducted during 20-24 November 2017.
- Strategic Management** for 25 senior managers of NLC India Limited during October 11-12, 2017.
- Knowledge Management & Innovation** for 36 Senior Professional of NLC India Limited during February 09-11, 2017.
- Knowledge Management & Innovation** for 34 Senior Professional of NLC India Limited during January 23-25, 2017.
- Knowledge Management & Innovation** for 31 Senior Professional of NLC India Limited during Sep 29-Oct 01, 2016.
- Emerging Management Concepts and Practices** for 75 Junior Executives of Tamilnadu Newsprints and Papers Limited (in-house), three 5days programme conducted in March, August and November 2015.
- Knowledge Management & Innovation** for a team of seventeen senior managers of leading organizations, February 5-7, 2015, Trichy.
- Management Capacity Development of SMEs** conducted for 100 manufacturing SMEs owners and managers at Coimbatore, Chennai and Trichy, 2013- 2014.
- Knowledge Management & Innovation** for 25 Technical Directors of National Informatics Centre, April 22-26, 2013.
- Knowledge Management** for 26 middle level managers of leading organizations during January 2013.

Emerging Management concepts and practices for the junior executives of Tamilnadu Newsprints and Papers Limited, during August 2009.

General Management for the junior managers of Tamilnadu Newsprints and Papers Limited, during June 2009.

Emerging Management concepts and practices for the Graduate Engineer Trainees of Tamilnadu Newsprints and Papers Limited, during February 2009.

Coordinated and conducted five training programmes on **General Management & IT** for Junior Executives/ Engineer Trainees of BHEL (Bharat Heavy Electricals Limited), Tiruchirappalli during 1995-2003.

Industry Engagements Knowledge Audit and KM Strategy formulation **NLC India Ltd Neyveli**, October 2016- present.

Knowledge Audit and KM Strategy formulation for Valves business of **BHEL, Tiruchirappalli**, October- December, 2015.

Retainer Consultant for providing assistance for recruitment in **Tamilnadu Newsprints and Papers Limited**, Kagithapuram during 2013.

Programmes on **Knowledge Management** for 75 senior executives of Neyveli Lignite Corporation (NLC), March-September 2015.

Consultant for Training Need Analysis for Junior Executives of **Tamilnadu Newsprints and Papers Limited**, during November 2009

Preparing graduates for Business Life-a month long employability training programme organized for the benefits of IT graduates in 2013

Two-day workshop on Knowledge Management for Scientists and Managers of **MS Swaminathan Research Foundation**, Chennai during November 2009.

Two-day programme on Strategizing, implementing and evaluating KM efforts for the middle-level managers of **Union Bank of India** during September 2009.

Programme on Knowledge Management-concepts & implementation for the associates of **ABN AMRO Information Services**, Chennai during January 2009 through LIBA.

Two one-day programmes on Knowledge Management to the middle-level managers of **Tamilnadu Newsprints and Papers Limited**, March, 2008.

One-day programme on Knowledge Management to the senior executives of **Tamilnadu Newsprints and Papers Limited**, February, 2008.

Programme on **Competitiveness of SMEs** through Enterprise systems and e-business for the benefit of promoters and managers of SMEs September 9-12, 2006.

Consultancy to the Spares business of **BHEL, Tiruchirappalli** in the area of Business Process Reengineering, 2004.

Series of eight programmes on Information Systems Control and Audit for **Institute of Chartered Accountants of India** at various locations during 2001-2004.

Training programmes on “Cyber Law and Intellectual Propriety Rights” for Police personnel of **Government of Tamilnadu** in five locations during 2003 sponsored through Technology Gateway, Anna University. Chennai, India

Three-month training programme on Small Industries Management Assistants' Programme (SIMAP) for Managers of Small Scale Industrial units at Tiruchirappalli, funded by **Small Industries Development Bank of India**, July 1996- January 1997.

One-week training programme for scientists of **Defense Research Development Organization** on Managing Information Technology at Institute of Technology Management, Missouri in September 1998.

Conferences, Programmes & Workshops

Conferences Conference on **Women Entrepreneurship Ecosystem- Present and Future**, with participation of delegates from Sri Lanka, 27 October 2015, Trichy, India

Conference on **SME Development: Managing Challenges** with participation of SMEs from all over Tamilnadu, 20 September 2014, Trichy, India

Awareness Conferences on **Women Entrepreneurship Development** with participation of women from rural areas, 20 November 2014 at Jaffna and 18 November 2014 at Oluvil, Sri Lanka.

Awareness Conference on **Women Entrepreneurship Development** with participation of women from rural areas, 12 September 2014, Trichy, India.

Programmes A month-long- programme on **NEEDS (New Entrepreneur cum Enterprise Development Scheme)** of Ministry of SME Development in partnership with EDI, Government of Tamilnadu, 30 October -20 November 2017.

Faculty Development programme on **Entrepreneurships development** for about 50 faculty members from various colleges of Tamil Nadu under IEDP of EDI, Government of Tamilnadu. 15 -17 November 2017.

A month-long- programme on **NEEDS (New Entrepreneur cum Enterprise Development Scheme)** of Ministry of SME Development in partnership with EDI, Government of Tamilnadu, 09 January-17 February 2017.

Four week **Women Entrepreneurship Development Programme** (Sponsored by DST-NIMAT), August 1-26, 2016 for the benefit of potential women entrepreneurs.

Four-week FDP on **Use of ICT in Education for Online and Blended Learning** (Conducted centrally by IIT Bombay), May-June 2016.

Entrepreneurship Development Programme sponsored by DST, June 30 – July 26, 2014.

Faculty Development Programme **Entrepreneurship Development & Management**, Sponsored by DST, May, 5-17, 2014

Train the Trainers- **Finishing school for engineering graduates**, programme for the select faculty members of 7 NITs and IIT-Roorkee during March 12-16, 2007.

Conducted a two-day training programme on **Business Process Reengineering** (BPR) for middle-level executives of BHEL, Tiruchirappalli during July 2003.

Faculty Development Programme on **Entrepreneurship Development** for faculty of University of Jaffna, Easter University, South Eastern University, February 26-28, 2015, Oluvil, Sri Lanka.

Women Entrepreneurship Development Programme for select women Entrepreneurs from Trichy and surrounding areas, December 8-13, 2014.

5-day Management Development Programme on **Knowledge Management** for the Deans and senior faculty members of NITs and leading Engineering colleges in India in February 2007.

Seminar on **Research directions in Information Technology and Applications** on December 22, 2006 involving leading faculty from the US and UK Universities for the benefit of faculty members and research scholars.

Workshops Workshop on **Faculty Start-ups and Entrepreneurship** for the benefit of NITT faculty on 24th March 2018.

Workshop on **Inclusive Higher Education** in collaboration with PSGIM Coimbatore, 29th January 2018

National Workshop on **Technical Education in the National Context: Challenges and Strategies**, for academic administrators and faculty of NITs, 5-7 October 2017.

Workshop on **Measuring Productivity in Higher Education** with support for two international experts from the *Asian Productivity Organization* for senior academic administrators, September 19-22, 2016,

Workshop on **Knowledge Management & Innovation in Higher Education Institutions** with partial support through **Fulbright Alumni Fund**, July 25-26, 2014

Workshop on **Management Capacity Development of Indian & UK SMEs** conducted at Brunel University-London, 15 May 2014.

Workshop on **Business Analysis & IT Consulting** during 9 September 2012 for the benefit of MBA Students, Faculty and others.

Workshop on **Business Analytics & Intelligence** during December 2009 for the benefit of MBA Students, Faculty and Practicing Managers.

One-day workshop on **Business Analysis & IT Consulting** during September 2009 for the benefit of faculty and students.

Cognizant-sponsored two-day workshop on in **Contemporary practices in Software Project Management** during October 2007 for the benefit of faculty and students.

Two-day workshop on **e-Business: Managerial opportunities and challenges** for the benefit of faculty and students of Management schools during February 2001.

Two-day workshop on **Information Technology and Managerial Challenges** in the 21st Century for faculty and students at Bangalore during 21-23 February 1998.

Two-day workshop on **Opportunities and challenges for HR in the SW industry** in November 2001 (Co-coordinator).

Two-day workshop on **Business Analytics & Intelligence** during December 2009 for the benefit of MBA Students, Faculty and Practicing Managers.

One-day workshop on **Business Analysis & IT Consulting** during September 2009 for the benefit of faculty and students.

Wipro-sponsored two-day workshop on **Opportunities and Challenges in Software Project Management** during September 2008 for the benefit of faculty and students.

Launched Ductus Exemplo- **leadership lectures by CXOs** of leading organizations for sharing their experiences with faculty and students.

TCS-sponsored two-day workshop on **Trends in offshoring and challenges in Project Management** during September 2006 for the benefit of faculty and students.

Workshop on **Information Technology and Managerial Challenges in the 21st Century** for faculty and students at Bangalore during 21-23 February 1998.

Workshop on **e-Business: Managerial opportunities and challenges** for the benefit of faculty and students of Management schools during February 2001.

Workshops on **Entrepreneurship: Awareness and skill development-** a series of five one-week workshops conducted for the final year undergraduate students of NIT, Trichy during 2003-04.

**Select
Invited
Lectures**

Role of Technical Education Institutions in Socio-economic Development Rural areas, Workshop on Innovation, Sustainability and Entrepreneurship, organized by **Think India Form**, Coimbatore, 13-14 October 2017

KM Strategy Planning and Implementation, Programmes on Creativity and Innovation through Knowledge Management, **National Productivity Council**, Kanyakumari, 09-14 October 2017

Master Class on **Managing University Business Incubators**, TiECon 2014, Annual event of TiE Chennai, 30 October, 2015

Enabling KM through Governance, **Enterprise Knowledge Management** Power Grid Corporation of India Ltd., 28-30 October 2015, at IIMK.

Achievements in Women Entrepreneurship Development, Advancing **Women's Entrepreneurship in South Asia**, 20-21 September, 2015, Kathmandu, Nepal.

Emerging Higher Education Context and 360⁰ Teacher, FDP on **Teaching Strategies for Excellence**, Sairam Institute of Management, 29-30 December 2014, Chennai.

Moving up the Value Chain through Incubation, **UK-India University Dialogue on Social Enterprise**, 25-26 September 2014, New Delhi.

Business Analysis Eco-system-How do we enable it? **Business Analysis Convention**, IIBA certified convention held in Bangalore, July 2013.

Business Analytics as an emerging discipline, **Conclave on Business Analytics**, Indian Institute of Management- Ranchi, August 2012.

Knowledge Management in Technical Education, AICTE sponsored SDP on **Innovations in Teaching Learning Process**, organized by Periyar Centenary Polytechnic College- Thanjavur, January, 2012.

Panel on "**Business analysis - Expectation from industry and challenges for the academia**" December 16, 2011, organized IIBA (Chennai) and TCS.

Corporate IT Strategy & Management, **MDP for senior executives of TAFE**, Chennai, November 2011, organized by Bharathidasan Institute of Management, Trichy.

IT Management in Manufacturing industries, **MDP for junior executives of TAFE**, 15 December 2011, Chennai, organized by Bharathidasan Institute of Management, Trichy.

Web 2.0 and KM Strategy, MDP on **Unlocking the Power of Knowledge Management** in the Smart Enterprise, 16-18 August 2010, Indian Institute of Management, Kozhikode.

Plenary Speaker and member of Programme committee of First **International Conference on Analytics: The way forward**, 30-31, June 2010, Great Lakes Institute of Management, Chennai.

IS strategy planning and implementation, AICTE sponsored **Faculty Development Programme**, organized by Indian Institute of Management, Kozhikode, April, 2009.

Knowledge Management in higher education& Collaborative research, **K-Community** (Community KM professionals), Bangalore, April, 2009

Contemporary practices in Knowledge Management, Workshop on **Knowledge & Document Management system**, organized by Computer society of India, Chennai, February, 2009

KM implementation and evaluation, AICTE staff development programme on **“Knowledge Management Practices**, NIT Allahabad, July, 2008

Organization culture and knowledge Management, AICTE sponsored Faculty Development Programme **“Knowledge management”** organized by Indian Institute of Management, Kozhikode, April 2008.

Knowledge Management in emerging industries, Seminar on **Knowledge management and Intellectual property in the Indian context** University Institute of Management, University of Kerala, November, 18, 2007,

Aligning ERP implementation with business strategy, National level **workshop on Recent Trends in Enterprise Information Systems**, TCE, Madurai, India, April 2006.

IT in developed countries-Critical lessons for developing countries, Fulbright Conference on **Synergizing Fulbright Activities in South Asia and the U.S.**, Visakhapatnam, India, March 2006

IT management in emerging economies: experiences from Indian organizations, **Gatton College Business and Economics, University of Kentucky**, Lexington, USA, December 2005.

Global supply chain management –opportunities and challenges, special lecture delivered at **School of Business, California State University**, Monterey Bay, USA, November 2005.

Role of DSS in implementation of rural development projects, National **Consultative Workshop on IT in rural development**, National Institute of Rural Development, February 2002.

Linkages with Academic Institutions

Institutional Coordination **IIM Trichy** (temporarily located in NIT Campus) - Identification and provision of infrastructure and enabling linkages between NITT and IIMT

PGP Teaching **IIM Kozhikode, IIM Ranchi, IIM Trichy** as Visiting Faculty for courses on MIS, IT Strategy, IT Consulting, Systems Analysis & Design etc,

MDP, FDP & Conclaves IIM Kozhikode, IIM Ranchi for topics on IT Management, Knowledge Management, Business Analytics

Committees IIM Trichy & IIM Kolkata- Participated as a member of faculty recruitment and promotion committee.

Research Project IIM Trichy- Leading a UKIERI funded project on SME Development involving 3 faculty members of IIM Trichy (23.4 Lakhs)

MEP (IDL) IIM Kozhikode for topics on IT Management, IT Strategy

Academic Committees Bishop Heber College-Trichy, Anna University-Trichy & Coimbatore, St. Joseph's College-Trichy, Bharathidasan University –Trichy, etc

Visiting Faculty Indian Institute of Technology Madras-Chennai, Bharathidasan Institute of Management-Trichy, Loyola Institute of Business Administration-Chennai.

Expert Member Convener and member of AICTE committees, Course approval committees of Bharathidasan University –Trichy, Anna University-Trichy

Current Membership Member of Academic Council-National College Trichy and Member of Board of Studies- Bharathidasan University Trichy, Anna University Chennai, Holy Cross College Trichy, Sri Ramakrishna Institute of Technology Coimbatore and Central University, Tamilnadu

Administration and Service

Lead Roles Advisor of Startup Cell, Treasurer of RECAL (Alumni Association of NIT-T), Convener- Purchase Review Committee for High-value items, Chairman-Quarters Committee, Secretary- NBA Committee, Treasurer-Faculty Association of NITT, Center in-charge for AIEEE Admissions, Secretary-Convocation Programme Committee, Secretary-Accreditation Committee, Secretary-Officers Club, Faculty adviser-UNESCO club, Member Secretary-Deans Committee, etc. Member: Transport Committee, MIS Committee, CAS Core Committee, Human Resource Facilitation Committee, Committee on PhD Regulations

Professional Affiliations

Memberships Association of Information Systems
Computer Society of India
Indian Society for Training & Development (Served as Chapter Secretary)
International Institute of Business Analysis (Served as President of Chennai Chapter)