

Journal Papers (ABDC 'A')

1. Sharma, D., **Pandey, S. K.**, and Gupta, A. (Forthcoming) Prioritization of SERVQUAL dimensions for Trade Shows, *Event Management Journal*.
2. Sharma, D., Patel, S. S., and **Pandey, S. K.** (Forthcoming) Exploring the influence of Channel Leadership style on Channel commitment in a Franchising context, *Journal of Business and Industrial Marketing*.
3. Singh, S., Khare, A., **Pandey, S.K.**, and Sharma, D. (2021) Industry and Community Peers as Drivers of Corporate Social Responsibility in India: The Contingent Role of Institutional Investors, *Journal of Cleaner Production*. <https://doi.org/10.1016/j.jclepro.2021.126316>
4. Sharma, D., Mishra, M., **Pandey, S.K.**, Ghosh, K. (2020) Can Leader-member exchange social comparison elicit uncivil employee behavior? – The buffering role of aggression-preventive supervisor behavior, *International Journal of Conflict Management*. <https://doi.org/10.1108/IJCMA-07-2020-0122>
5. Sharma, D. and **Pandey, S.K.** (2020) The role payment depreciation in short temporal separations: Should online retailer make customers wait? *Journal of Retailing and Consumer Services*, 53. <https://doi.org/10.1016/j.jretconser.2019.101965> or <https://authors.elsevier.com/a/1Zxgo3SU~VdyqP>
6. **Pandey, S. K.** and Sharma, D. (2019) Sunk Time Fallacy with recoverable monetary costs, *Marketing Intelligence and Planning*, 37(2), pp. 154-167. <https://doi.org/10.1108/MIP-02-2018-0052>.
7. Sharma, D., and **Pandey, S.K.**, Chandwani, R., Pandey, P and Joseph, R. (2018) Internet channel and its influence on salesperson performance outcomes in an emerging economy context: A Structuration perspective, *Journal of Retailing and Consumer Services*, 45, pp. 179-189. <https://doi.org/10.1016/j.jretconser.2018.09.005>.

Journal Papers (ABDC 'B')

8. Sharma, D., **Pandey, S. K.**, Kumar, P., and Mishra, M. (2021) Antecedents of Public confidence in Police in a conflict zone: A multi-stakeholder view, *Journal of Public Affairs*. <https://doi.org/10.1002/pa.2609>
9. **Pandey, S. K.**, Gupta, A., and Sharma D. (2020) Perceived risk reduction strategies for organic food customers, *Journal of Food Products Marketing*. <https://doi.org/10.1080/10454446.2020.1774953>.

10. Patel, S. S., **Pandey, S. K.**, and Sharma D. (2019) Revisiting the Relevance Debate Empirically: Historical Roots and Modern Shoots, *Australasian Marketing Journal*. <https://doi.org/10.1016/j.ausmj.2019.07.006>
11. Khare, A and **Pandey, S. K.** (2017). Role of Green Self-Identity and Peer Influence in fostering trust towards Organic food retailers, *International Journal of Retail and Distribution Management*, 45(9), pp. 969-990. <https://doi.org/10.1108/IJRDM-07-2016-0109>
12. **Pandey, S. K.**, Khare, A. and Bhardwaj, P. (2015) Antecedents to Local Store Loyalty: Influence of Culture, Cosmopolitanism and Price. *International Journal of Retail and Distribution Management*, Vol. 43(1), pp. 5-25. <https://doi.org/10.1108/IJRDM-08-2013-0156>

Journal Papers (ABDC 'C')

13. Patky, J., and **Pandey, S.K.** (2020) Does flexibility in human resource practices increase innovation? A moderated mediation model, *South Asian Journal of Human Resources Management*, 7(2), pp. 257-275. DOI: 10.1177/2322093720934243.
14. Kaur, B., Kaur, J., **Pandey, S.K.**, and Joshi, S. (2020) E-service Quality: Development and Validation of the Scale, *Global Business Review*. <https://doi.org/10.1177/0972150920920452>
15. Bhaduri, K., and **Pandey, S. K.** (2019) Sustainable Smart Specialisation of Small-Island Tourism Countries, *Journal of Tourism Futures*. <https://doi.org/10.1108/JTF-01-2019-0010>
16. **Pandey, S. K.**, Wali, O. P. & Chandra, Rajan. (2017). Utilization and factors of Non-utilization of export incentives: A cross-sectional empirical study of Indian Exporters, *Journal of Asia Business Studies*, 11(4), pp. 434-450. <https://doi.org/10.1108/JABS-09-2015-0155>
17. **Pandey, S. K.**, & Khare, A. (2017). A. The role of Retailer Trust and Word of Mouth in buying Organic Foods in an Emerging Market, *Journal of Food Products Marketing*, pp. 1-13. <http://dx.doi.org/10.1080/10454446.2017.1266543>
18. Varshneya, G., **Pandey, S. K.** and Das, G. (2017). Impact of Social Influence and Green Consumption Values on the purchase intention of organic clothing: A study on Collectivist developing economy, *Global Business Review*, Vol. 18(2), pp. 478-492 <https://doi.org/10.1177/0972150916668620>.
19. **Pandey, S. K.** (2016). Who Matters most in Services? Detractors, Passively Satisfied or Promoters, *International Journal of Indian Culture and Business Management*, 13(2), 170-181. <https://doi.org/10.1504/IJICBM.2016.078037>

20. **Pandey, S. K.** (2016). The Effect of Deals and Moods on Compulsive Buying – A Study on Young Indian Consumers, *Global Business Review*, Vol. 17(2), pp. 438-449. <https://doi.org/10.1177/0972150915619821>
21. **Pandey, S. K., & Khare, A.** (2015) Mediating role of Opinion Seeking in explaining the relationship between antecedents and Organic Food Purchase Intention, *Journal of Indian Business Research*, Vol. 7(4), pp. 321-337. <https://doi.org/10.1108/JIBR-06-2014-0042>
22. **Pandey, S. K., & Devasagayam, R.** (2015) The Effect of Deals and Moods on Compulsive Buying in Young Adults - A Comparison of an Indulgent and Restraint Culture, *Journal of Customer Behaviour*, Vol. 14(3), pp. 257-270. <https://doi.org/10.1362/147539215X14441363630918>
23. **Pandey, S. K.** (2015) Customer Complaining Behaviour and its consequences in the Credit Card Industry: An Empirical Investigation in the Developing Indian Economy. *International Journal of Indian Culture and Business Management*, Vol. 11(1), pp. 112-127. <https://doi.org/10.1504/IJICBM.2015.070256>
24. **Khare, A; Pandey, S. K. & Bhardwaj, P.** (2014) "Impact of Culture, Cosmopolitanism and Price on Local Store Loyalty: An Empirical Study from India. *Journal of International Consumer Marketing*, Vol. 26(3), 185-200. <https://doi.org/10.1080/08961530.2014.889588>
25. **Pandey, S. K. & Devasagayam, R.** (2012) Responsiveness as Antecedent of Satisfaction and Referrals in Financial Services Marketing: Empirical Evidence from an Emergent Economy. *Journal of Applied Business Research*, Vol. 28(1), 115-132. <https://doi.org/10.19030/jabr.v28i1.6689>

Other Refereed Journal Papers

26. **Pandey, S. K.** (Forthcoming). A Prospect Theory Application to understand Tourism in Terror Infested Destinations, *International Journal of Knowledge Management in Tourism and Hospitality*. <https://doi.org/10.1504/IJKMTH.2018.099257>
27. **Saini, G. K., Pandey, S. K., Singh, A., & Kalyanaram, G.** (2018). Role of empathy and customer orientation in job satisfaction and organizational commitment, *NMIMS Management Review*, Vol. 36(2), pp.10-25.
28. **Pandey, S. K. & Wali, O.P.** (2011). Retailers Behavior towards Salience of Mature Product Brands – An Empirical Study on a Major Cola Brand in a Developing Economy. *IIMS Journal of Management Science, IIM Shillong*, Vol. 2(1).

29. **Pandey, S. K. & Wali, O.P.** (2010). Management Lessons from Indian Epics in context to Theory Z. *Journal of Human Values, IIM Calcutta, Vol. 16(1)*.
<https://doi.org/10.1177/097168581001600106>
30. **Pandey, S. K. & Raju, C.** (2008). The Effectiveness of some select tools of Technical Analysis in Profit Maximization – A Comparative Study of five Indian stocks. *Fortune Journal of International Business, Vol. 5(2)*.
31. **Pandey, S. K.** (2007). An Empirical Study of the Relationship between the Attendance and Marks of Professional Students. *Synthesis, 4 (2)*.
32. **Pandey, S. K.** (2007). The Theoretical Foundation of Indian Ethos in Management. *Journal of IPM Meerut, 8 (2)*.
33. Dutta, S. Gupta, V. & **Pandey, S.K.** (2007). Attrition: A Menace to Indian BPOs. *MAIMS Journal of Management, 2 (2)*.
34. **Pandey, S. K.** (2006). The Man who sold Dead Mouse. *DIAS Technology Review, 3 (2)*.
35. **Pandey, S. K. & Srivastava, S.K.** (2006). Administrative Management – A Perspective from Religious Indian Scriptures. *Business Perspectives*.
36. **Pandey, S. K. & Shrivastava, S.K.** (2006). A Comparative Analysis of Dr. Deming’s Quality Principles with Indian Management Approach. *Effulgence, 4 (1), 38-43*.
37. Shrivastava, S.K. & **Pandey, S. K.** (2006). Relevance of Ancient Indian Scriptures for Today’s Managers in the context of Motivational Theories of X and Y. *BVIMR Management Edge, 2 (1), 50-55*.
38. **Pandey, S. K.** (2006). Leadership Traits – A Perspective from Indian Sacred Texts. *Chintan, 5 (1), 17-21*.
39. **Pandey, S. K.** (2005) Management Functions: A Perspective from Indian Scriptures. *JIMS 8M, 10 (4), 13-16*.
40. **Pandey, S. K. & Srivastava, S.K.** (2005). Indian Wisdom for Contemporary Management Practitioners. *Initiative, 3, 12-22*.
41. Srivastava, S.K. & **Pandey, S. K.** (2005). Hierarchy of Needs – A Vedantic Perspective. *Review of Professional Management, 3 (2), 60-66* [10.20968/rpm/2005/v3/i2/101085](https://doi.org/10.20968/rpm/2005/v3/i2/101085)

Conference Papers (International)

1. Patel, S.S., **Pandey, S. K.**, Sharma, D. and Yadav, R.S. (July 26 - 29, 2018). Marketing Research for Managers: Revisited at **2018 Global Marketing Conference** at Tokyo, Japan.
<http://db.koreascholar.com/article.aspx?code=351805>

2. **Pandey, S. K.** (June 13 - 16, 2018). The wait is worth it – The effect of payment depreciation on consumption in short temporal separations at **40th ISMS Marketing Science Conference**, in Philadelphia, Pennsylvania, U.S.A.
3. Patel, S.S., **Pandey, S. K.** and Sharma, D. (June 13 - 16, 2018). Channel Leadership Styles As an Antecedent to Commitment and Relational Capital: The Moderating Role of Multiple Channel Complexity at **40th ISMS Marketing Science Conference**, in Philadelphia, Pennsylvania, U.S.A.
4. Patel, S.S., **Pandey, S. K.**, Sharma, D. and Yadav, R.S. (July 26 - 29, 2018). Determinants of willingness to pay for traditional bundles at **2018 Global Marketing Conference** at Tokyo, Japan. <http://dx.doi.org/10.15444/GMC2018.05.06.05>
5. **Pandey, S. K.** (Dec 05- 07, 2016). Homogenization of shopping culture: Evidences from India at **ANZMAC 2016** conference at University of Canterbury, Christchurch, New Zealand.
6. **Pandey, S. K.** (Jan 21-23, 2016). A Multigroup comparison of Detractors, Passively satisfied and promoters at *International Marketing Trends Conference at Venice, Italy*.
7. **Pandey, S. K.** and Talapatra. A. (Jan 21-23, 2016). Retailing Mix Effects on Consumer Evaluation of a Garment: Strategies for private label and national brands at *International Marketing Trends Conference at Venice, Italy*.
8. **Pandey, S. K.**, and Khare, A. (Jan 20-22, 2015). Who drives organic food consumption in India? Opinion Seekers or Leaders, presented at *2015 Annual Conference of the Emerging Markets Conference Board at IMT Dubai*.
9. **Pandey, S. K.**, Wali, O.P. & Chandra, R. (May 15-18, 2014). The Relationship between Perception and Utilization of Export Incentive Schemes among Indian Exporters. *Conference Proceedings of Global Interdisciplinary Business Economics Advancement Conference, Florida, USA*, pp. 149-162.
10. **Pandey, S. K.** & Batra, D.K. (2010). Institutional Social Responsibility: An Exploratory Study of the Ethical Orientation of Marketing Professors in a Developing Economy, *Proceedings of the 2010 Global Marketing Conference at Tokyo*, pp.595 – 608
11. **Pandey, S. K.** & Devasagayam, R. (March 24-26, 2010). The Relationship between Customer Satisfaction and Referrals in the Financial Services Sector: An Empirical Case Study from an Emergent Economy. Presented at the Spring Marketing Management Association Conference at Chicago, USA. The paper **won the outstanding paper award** in the Global Marketing Track.

Conference Papers (National)

1. Sharma, D., Ranjan, S., Irum, A., and **Pandey, S. K.** (July 2-4, 2019), Public confidence in Police: A dyadic perspective of citizens and police in a conflict zone, presented at the 16th AGBA World Congress organized at IIT Delhi. The paper won the **best paper award**.
2. Sharma, D., Patel, S. S., and **Pandey, S. K.** (July 2-4, 2019), Influence of Internet Channel Cannibalization on Professionalism and Business Confidence: The enabling role of Environmental Munificence, presented at the 16th AGBA World Congress organized at IIT Delhi.
3. Sinha, S. & **Pandey, S. K.** (July 2-4, 2019), Does gender composition of groups impacts intragroup conflict, presented at the 16th AGBA World Congress organized at IIT Delhi.
4. Rawat, S. & **Pandey, S. K.** (July 2-4, 2019), Impact of leverage on trade-off between earnings management strategies: an emerging country evidence, presented at the 16th AGBA World Congress organized at IIT Delhi.
5. Mishra, M. & **Pandey, S.K.** (March 14-15, 2018). Coping with Incivility: The Role of Organizational Civility Climate in predicting employee responses to incivility presented at Management Doctoral Colloquium organized by VGSOM, IIT Kharagpur.
6. Patel, S.S. and **Pandey, S. K.** (Feb 23- 24, 2018). Is research in Marketing "relevant" for managers? A scientific inquiry at Ph.D. Consortium conducted by SJMSOM, IIT Bombay.
7. Patel, S.S. and **Pandey, S. K.** (Feb 23- 24, 2018). Determinants of willingness to pay for traditional bundles at Ph.D. Consortium conducted by SJMSOM, IIT Bombay.
8. Khare, A. and **Pandey, S. K.** (Jan 11- 13, 2017). Do Green Self-Identity and peer influence develop trust towards organic food retailers? 7th IIMA conference on Marketing in Emerging Economies conference at IIM Ahmedabad.
9. Mitha, E. M. and **Pandey, S. K.** (Jan 5-7, 2017). Tracing the Retail Transition in India. 2017 Annual Conference of Emerging Markets Conference Board at IIM Lucknow (Noida Campus).
10. Mitha, E. M. and **Pandey, S. K.** (Dec 22-24, 2016). Unorganised Retail: A Classification of Literature, MARCON 2016: 4th International Marketing Conference at IIM Calcutta
11. Khare, A. and **Pandey, S. K.** (Dec 22- 24, 2016). Americanization of Indian Culture: An Empirical Investigation. MARCON 2016 at IIM Calcutta.
12. **Pandey, S. K.** (Sept 29 – Oct 1, 2016). Is national shopping culture different from national culture? International Conference on Marketing, Technology and Society at IIM Kozhikode.
13. **Pandey, S. K** and Khare, A. (Dec 16-18, 2015). The Role of WOM and Trust in explaining the Patronage Intention towards Organic Food, Third PAN IIM World Management Conference at IIM Indore.

14. Kagzi, M., Mahua, G. and **Pandey, S. K.** (Dec 16-18, 2015). Female Representation on Board and Firm's Performance: An empirical investigation in the Indian Banking Sector, Third PAN IIM World Management Conference at IIM Indore.
15. Khare, A and **Pandey, S. K.** (Dec 11-13, 2015). Influence of Green Self Identity and peer influence on Indian consumers trust towards organic food retailers, 4th Biennial Indian Academy of Management Conference at IIM Lucknow Noida Campus.
16. **Pandey, S. K.** (Dec 11-13, 2015). Who Matters most in Services? Detractors, Passively Satisfied or Promoters, 4th Biennial Indian Academy of Management Conference at IIM Lucknow Noida Campus.
17. **Pandey, S. K.** and Wali, O. P. (May 15-16, 2015). Socially Responsible Consumption Behaviour Scale – An Empirical Realignment for Indian Consumers, presented at Global Summit on Corporate Social responsibility at India International Centre, Delhi. The conference was co-organized by IIM Raipur, IICA and National Law School of India University.
18. Saini, G., **Pandey, S. K.**, Singh, A & Kalyanaram, G. (Jan 7-9, 2015) Role of Empathy and Customer Orientation in Job Satisfaction and Organizational Commitment, Conference proceedings of *ICMEE2015 at IIM Ahmedabad*.
19. **Pandey, S. K.** (Nov 5-8, 2014) The relationship between complaint resolution and customer recommendations – An empirical study, *Pan-IIM-WMC 2014 conference at IIM Kozhikode*.
20. Talapatra, A, **Pandey, S. K.**, (2014). Retailing Mix Effects on Consumer Evaluation of a Garment, pp. 605-611 in the Proceedings of the 2014 Annual Conference of the Emerging Markets Conference Board January 9–11, 2014 at IIM Lucknow, Noida campus.
21. **Pandey, S. K.**, Khare, A., Bhardwaj, B. (12-14 Dec 2013). Antecedents to Local Store Loyalty: Influence of Cosmopolitanism, Culture and Price. Presented at the 3rd Biennial Conference of the Indian Academy of Management at IIM Ahmedabad.
22. Saini, B., & **Pandey, S.K.** (28-30 Nov, 2013). Making of the Brand – Lady Gaga. Presented at FORE International Marketing Conference at FORE School of Management. Conference co-hosted by European Institute of Asian Studies and Indian Merchants Chamber.

Cases

1. Case: LAVA Mobilephones: Strategies in a Competitive Environment by Aashritha Chowdhary, T, LAVA International, **Dr. S. K. Pandey** and Mr. Gaurav Awasthi, Indian Institute of Management Rohtak.

2. Teaching Note: LAVA Mobilephones: Strategies in a Competitive Enviroment by Aashritha Chowdhary, T, LAVA International, **Dr. S. K. Pandey** and Mr. Gaurav Awasthi, Indian Institute of Management Rohtak.
3. Case: Karbonn Mobile: Bidding for Government Tender by Mr. Sunil Goswami, Principal Strategy Advisor, Veda Mode Pvt. Ltd. and **Dr. S. K. Pandey**, Indian Institute of Management Rohtak.
4. Teaching Note: Karbonn Mobile: Bidding for Government Tender by Mr. Sunil Goswami, Principal Strategy Advisor, Veda Mode Pvt. Ltd. and **Dr. S. K. Pandey**, Indian Institute of Management Rohtak.
5. Case: The Drug Dilemma by Gupta, A. FPM IIM Rohtak and **Dr. S. K. Pandey**, Indian Institute of Management Rohtak
<http://172.26.140.20:8080/xmlui/handle/123456789/23>
6. Teaching Note: The Drug Dilemma by Gupta, A. FPM IIM Rohtak and **Dr. S. K. Pandey**, Indian Institute of Management Rohtak.
7. Case: MOBONIK by Mr. Rana, A., Teaching Assistant, IIM Rohtak and **Dr. S. K. Pandey**, Indian Institute of Management Rohtak
<http://172.26.140.20:8080/xmlui/handle/123456789/25>
8. Teaching Note: MOBONIK by Mr. Rana, A., Teaching Assistant, IIM Rohtak and **Dr. S. K. Pandey**, Indian Institute of Management Rohtak.

Technical Notes

1. Research Design - A Technical Note by Dr. S. K. Pandey, Indian Institute of Management Rohtak.