

## RESEARCH PUBLICATIONS & PRESENTATIONS

---

### Peer-Reviewed Journal Articles

- Milli & Negi, M. (2025). Investigating The Influence of Divergent Leadership Styles on Employee Job Performance in IT Sector. *National Research Journal of Human Resource Management*, 12(1), 49-60.
- Divya & Negi, M. (2025). Role of Micro, Small, and Medium Enterprises in Promoting Growth and Advancement by Creating Jobs and Alleviating Poverty. *International Journal of Novel Trends and Innovation*, 3(3), a143-a150.
- Ahuja, S. & Negi, M. (2024). Perceived Psychological Contract Violations (PPCV) And Nudge Theory: A Conceptual Relationship. *Urban India*, 44(2), 65-73.
- Divya & Negi, M. (2024). A Study of Social and Emotional Competencies Among Higher Education Teachers in Punjab. *International Research Journal of Modernization in Engineering Technology and Science*, 6(2), 381-389.
- Ahuja, S. & Negi, M. (2023). Study on the role of Adam's Equity Theory in the development of perceived Psychological Contract Violations (PPCV). *Phalanx*, 18(2), 94-102.
- Milli & Negi, M. (2023). Managerial and Leadership Styles of Women Entrepreneurs in Chandigarh. *Phalanx*, 18(2), 18-27.
- Divya & Negi, M. (2023). To Study the Government Initiatives of Digital Marketing. *ANWESH: International Journal of Management and Information Technology*, 8(2), 14-19.
- Negi, M. (2014). Competitive Strategies of Selected Life Insurance Companies of India. *Vanijya Manthan*, 1(1), 78-99.
- Negi, M. (2012). Online Consumer Awareness of Intellectual Property Rights. *Gyan Jyoti E-Journal*, 1(3), 53-69.
- Negi, M. & Kaur, Dr. P. (2010). A Study of Customer Satisfaction with Life Insurance in Chandigarh Tricity. *Paradigm: A Management Research Journal*, 14(2), 29-44.

### Published Books & Chapters

- Sahni, N.K. & Negi, M. (2015). *International Human Resources Management*. Kalyani Publishers. (ISBN: 978-93-272-4834-G).
- Divya & Negi, M. (2023). Entrepreneurship and Education. In *Empowering Financial Literacy: Navigating Education for Wealth*. A2Z Edulearninghub LLP.
- Negi, M. (2019). A Study of Consumer Awareness Regarding Online Security and Privacy. In *Changing Scenario of Indian Banking Sector*. Sapatrisi Publications.
- Negi, M. (2018). e-Governance at the Bottom of Pyramid. In *Bracing Business through Digitalisation and Innovation for Economic Upliftment*. Jawahar Printing Press.
- Negi, M. (2018). A Study of Consumer Buying Behavior Towards Mutual Funds. In *Management of Financial Services: Creating Business Value & Sustainability*. Bharti Publications.
- Arora, K. & Negi, M. (2017). Green Finance: An Innovative Finance for Greener India. In *Skill Development for Sustainable Growth: Issues & Challenges*. Bharti Publications.
- Negi, M. & Singh, P. (2013). Intellectual Property Rights: A Human Resources Perspective. In *HRM: A Future Perspective*. Raj Publications.

### Peer-Reviewed Conference Proceedings

- Negi, M. "Insurance Industry in South Asia: A Study of Four Countries." *World Marketing Congress: Marketing Opportunities & Strategies for South Asia*.

### Peer-Reviewed Conference Presentations

- “*The role of Occupational Self Efficacy in Perceived Psychological Contract Violations (PPCV) - A Conceptual Framework*” | 5th International Conference on Challenges in Emerging Economies, KJ Somaiya Institute of Management, Mumbai.
- “*Faculty Skills Development: Effectiveness of Instructional Skills Workshop*” | National Seminar on Innovative Teaching Pedagogies for Deep Learning, UBS, Panjab University, Chandigarh (2016).
- “*Role of Skill Development in Faculty Development*” | International Conference on Sustainable Skill Development, NITTTR, Chandigarh (2016).
- “*Changing facets of insurance research: A meta-analysis*” | National Seminar, Khalsa College of Technology and Business Studies, Mohali (2014).
- “*Measuring effectiveness of Online Branding: Case Study of Indian Job Portals*” | National Seminar, D.A.V. Centenary College, Phillaur (2013).
- “*Corporate Governance Practices in Indian Insurance Industry*” | International Conference on Business Ethics and Human Values, University Business School, Panjab University, Chandigarh (2010).
- “*The Information Seeking Behaviour of Financial Executives in Indian Context*” | International Conference, UBS, PU Regional Centre, Ludhiana (2010).
- “*CRM in Indian Insurance Industry: A New Paradigm*” | International Conference on Engineering Innovations, Continental Group of Institutes, Fatehgarh Sahib, Punjab (2010).

#### **Invited Keynotes & Guest Lectures**

- **Resource Person / Guest Speaker**, “*The Conscious & Unconscious Mechanism of Stress Management*,” International Conference on Stress Management (Online), Sri Vidya Mandir Arts and Science College, Tamil Nadu | March 26, 2021.

#### **Conference & Seminar Attendance**

- Participated in **20 national and international conferences and seminars** as an executive delegate.

### **FACULTY TRAINING & PEDAGOGICAL LEADERSHIP**

*Credentialed internationally under the **Instructional Skills Workshop (ISW) Program (Headquarters: Canada)**.*

#### **Faculty Development Programmes (FDPs) Conducted as Lead Trainer / Facilitator**

- **Lead Trainer**, *Instructional Skills Workshop (ISW)*, GGSDS College, Kheri Gurna (Five separate iterations: Dec 2019, Jan 2019, Dec 2017, Dec 2016, Oct 2015).
- **Lead Trainer**, *Instructional Skills Workshop*, PML College for Girls, Fatehgarh Churian (March 2015).
- **Program Coordinator**, *Seven Days National Faculty Development Programme (Online) on Improving Teaching and Research Acumen* (June 2021).
- **Program Coordinator**, *Two-Day Faculty Development Workshop*, GGSDS College, Kheri Gurna (Dec 2014).
- **Community Extension: Designed and conducted** a specialized *Three-Day Workshop on Soft Skills and Digital Etiquette* for institutional ground and administrative staff.