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Designation		Associate Professor		
Department		DMS		
Faculty		FMS		
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Telephone Number		Office	081-111-717-111 (1739)	
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Qualification				
Year	Degree/Certificate	Name of the Institute/ University	Field of study	
2014	PhD	University of Huddersfield	International Entrepreneurship	
2007	MS/ M.Phil.	University of Glasgow	Human Resource Management	
2004	Graduation	University of Baluchistan Quetta	MBA (Finance)	
Publications in HEC Recognized journals				
Standard headings include: (A) Articles published in journal; (B) papers presented in seminars / refereed conference proceedings and; (C) manuscripts in process.				
(A). Articles published by refereed journals.				
S. No.	Title of Paper	Name of Journal	National/ International	Publication date
1.	A Review of HR Practices in Knowledge-Intensive Firms and MNEs: 2000-2006	<i>Journal of European Industrial Training</i>	International	02 March 2009
(B). Papers presented in seminars and published in refereed conference proceedings.				
S. No.	Name of authors, year and Title of Paper	Name of seminar /Conference	National/ International: Venue	Date
2.	Majeed, Z., (2005) "Project Design and preparation in international cooperation"	International Seminar on Asia Link Europe-Aid cooperation	International; venue: Pearl Continental Karachi Pakistan.	27-29 th November, 2005

3.	Majeed, Z. (2006) “ <i>A review of HR capital strategies and practices in Knowledge intensive firms: 2000-2006</i> ”	M.S. proposal defense international seminar	International; Venue: Department of Business and Management, University of Glasgow (Scotland)	11 th September, 2007.
4.	Majeed, Z. (2007) “ <i>Qualitative methods in business research</i> ”.	M.S. scholars’ international seminar on qualitative methods	International; Venue: Department of Business and Management, University of Glasgow	11 th May 2007.
5.	Majeed, Z., and Reza, S. (2009). “ <i>Managing innovation in the UK and Pakistan Banking Sectors, Analysis of Flexibility and Employee Empowerment</i> ”.	International Conference on Managing Creativity and Innovation.	International ; Venue: Institute of Management Technology Ghaziabad, India.	9-10 th January, (2009)
6.	Majeed, Z. (2009) “Modelling the cognitive advantages in SMEs and mMNEs. Supervisor: Dr. Evgey Polyakov.	Emerging markets research group seminar/ doctoral proposal defense seminar	International; Venue: Business School University of Huddersfield UK.	7-8 th January, (2010)
7.	Majeed, Z., Polyakov, E., & Davies, E. (2011). <i>Modeling the chosen mode of international entry: Locational and cognitive insights in the Pakistani SMEs.</i>	38th Annual International Conference of Academy of International Business (UK & Ireland Chapter) on International Business: New challenges, new forms, new practices	International ; Venue: Edinburgh (England)	14 – 16 th April, 2011
8.	Majeed, Z, (2013) “ <i>Consumer empowerment: Thematical antecedents of consumer resistance movements and consumer purchase behaviour in Pakistan</i> ”	1 st International conference on Emerging Issues in Management and Economics, 2013 “Sharing Knowledge” Global vision, local contents	International ; Venue: Serina Hotel Quetta	1 st – 2 nd November 2013
9.	Nimra, A,K and Majeed, Z, (2013) “ <i>Strategic</i>	1 st International conference on	International : Venue: Serina	1 st – 2 nd November

	<i>Management Process: a case study of PTCL”</i>	Emerging Issues in Management and Economics, 2013 “Sharing Knowledge” Global vision, local contents	Hotel Quetta	2013
10.	Majeed, Z., and Reza, S. (2009). <i>“Managing innovation in the UK and Pakistan service Sectors: Does Flexibility effects Employee Empowerment”.</i>	2 nd International conference on Emerging Issues in Management and Economics, 2015 A spectrum of opportunities for rising Balochistan, BUTEMS Quetta	International; Venue: Takatoo Campus BUTEMS Quetta.	9-10 th October 2015.
11.	Bhatti, M.S. and Majeed , Z (2015) “Firms’ growth through HR sustainability and resilience”	2 nd International conference on Emerging Issues in Management and Economics, 2015 A spectrum of opportunities for rising Balochistan, BUTEMS Quetta	International; Venue: Takatoo Campus BUTEMS Quetta.	9-10 th October 2015
12.	Ahmed. B. S. and Majeed, Z. (2015) <i>“Opportunity Recognition by Women Business Entrepreneurs based on Prior Knowledge and Social Network at Quetta”</i>	2 nd International conference on Emerging Issues in Management and Economics, 2015 BUTEMS Quetta	International; Venue: Takatoo Campus BUTEMS Quetta.	9-10 th October 2015
13.	Aziz, S. and Majeed, Z. (2015) <i>“Impact of employment innovation on employee empowerment: a case study of Pakistani banking sector”</i>	2 nd International conference on Emerging Issues in Management and Economics, 2015 BUTEMS Quetta	International; Venue: Takatoo Campus BUTEMS Quetta.	9-10 th October 2015
14.	Khan, D., Bari, A., Hasebullah, Rehman, W., and Majeed Z. (2015), <i>“Consumer trust on online vendor services in online shopping”</i>	2 nd International conference on Emerging Issues in Management and Economics, 2015 BUTEMS Quetta	International; Venue: Takatoo Campus BUTEMS Quetta.	9-10 th October 2015
15.	Majeed, Z, Aziz, S. et. al., (2015) <i>“Women as human</i>	Conference poster presentation: 16 th Annual research	International; Venue: Takatoo Campus	25 – 26 th November, 2015

	<i>and socio-capital leader: Gender meta-cognition and entrepreneurial development in Quetta Baluchistan”</i>	conference by Population Association of Pakistan and BUTEMS Quetta: Political and Social Demography of Balochistan	BUTEMS Quetta.	
16.	Majeed, Z., and Aziz, S., (2015) “ <i>Gender as human and socio-capital leader: Role of cognitive biases in women’s work behaviour: a case study approach</i> ”	Conference presentation: 16 th Annual research conference by Population Association of Pakistan and BUTEMS Quetta	International; Venue: Takatoo Campus BUTEMS Quetta.	25 – 26 th November, 2015
(C). Manuscripts submitted for publication, in process; (where and when submitted)				
S. No.	Name of authors, year and Title of Paper	Name of seminar /Conference/Journal	National/ International/ remarks	Date
17.	Majeed, Zahid (2014-15) “ <i>Managing innovation in the UK and Pakistan banking Sectors, Analysis of Flexibility and Employee Empowerment</i> ”.	Paper submitted to International Journal of Human Resource Management manuscript ID RIJH-2014-0113 (07 th Feb, 2014). Paper is not accepted for publication after six months of review process.	Based on reviewers’ comments; the paper is in revision stage for submission to another three star Journal.	27 th June, 2014
18.	Majeed, Zahid. (2014-15) “ <i>Consumer empowerment: Reflexive forms of consumer movements in Pakistan</i> ”	Paper submitted to <i>Journal of Consumer Behaviour Manuscript</i> ID BCB-14-173 (27 th May, 2014); Paper is not accepted for publication after fourteen months of review process	Based on reviewers’ comments; the paper is in revision stage for submission to another three star Journal.	20 th July, 2015
19.	Majeed, Zahid and Davies, M.M. Eleanor., (2015-16) “ <i>Does entrepreneurial insight influence high resource generation entry mode in Pakistani SMEs?</i> ”	Paper submitted to Journal of international Entrepreneurship manuscript ID http://jicn.edmgr.com 4 th December, 2015	Paper is in review process process by two anonymous reviewers	4 th December, 2015 (in process).

Work Experience				
S. No	From (year)	To (year)	Name of the Institution/ Organization	Position held
1.	1995	2005	Allied Bank Quetta	Branch Manager Quetta / Area Operations Chief (Area- B; Zone Pishin, Baluchistan)
Job Description & Major Contributions				
General Banking				
<ul style="list-style-type: none"> Dealing in Organization and Marketing Structures to built deposit base. Dealing with the Accounting Procedures of the Branch. 				
Audit Operations				
<ul style="list-style-type: none"> Dealing with the Audit Operations of the Branch. Dealing with the Rectification and Compliance of audit reports on timely basis strategies for improving branch audit categories 				
Advances				
<ul style="list-style-type: none"> Implementation of Advance system as per State Bank of Pakistan regulation. 				
2.	2005	2014	BUTTEMS Quetta	Assistant Professor Department of Management Sciences
3.	2014	To date	BUTTEMS Quetta	Associate Professor (Ex-Chairperson; Department of Management Sciences)
Job Description & Major Contributions				
<ul style="list-style-type: none"> Teaching in Management Sciences Department: Major subjects taught; Advance research methods, Strategic management, Entrepreneurship, Marketing Management, Organizational behaviour, Project finance and evaluation (MS), Contemporary issues in management philosophies, (Ph.D.) Supervising Dissertation at M.S. and Independent studies at PhD levels Ex-Member Academic Discipline Committee. Member course allocation committee Program coordinator (PhD) Module developer Master Trainor Executive consultant 				
Area of specialization			MBA (Finance) M.Phil. (Human Resource Management) Ph.D. (International Entrepreneurial Marketing/International Business).	
Expertise/subjects taught			1. Undergraduate : Business Research Methods, Advance Research Methodologies, Advance Marketing, International Marketing /Entrepreneurship, Human	

	<p>Resource Management</p> <ol style="list-style-type: none"> 2. Graduate: Organizational Behaviour, advance marketing research 3. Post-Graduate: Project finance and evaluations, Contemporary issues in Management Philosophies 																					
Supervision record:	<p>List order: supervision of undergraduate; graduate, M.S. and doctoral students thesis/ independent studies showing:</p> <table border="1"> <thead> <tr> <th>Years</th> <th>Degree</th> <th>Name</th> </tr> </thead> <tbody> <tr> <td>2014</td> <td>BSBA</td> <td>Faisal Farooq</td> </tr> <tr> <td>2014</td> <td>BSBA</td> <td>Fahim Nasir</td> </tr> <tr> <td>2015</td> <td>BSBA</td> <td>HaseebUllah</td> </tr> <tr> <td>2015</td> <td>BSBA</td> <td>Raja Aqeel Ejaz</td> </tr> <tr> <td>2015</td> <td>M.S.</td> <td>Shahzad Bhatti (Thesis)</td> </tr> <tr> <td>2015</td> <td>PhD</td> <td>Ana Asfand Yar (Ind, Study)</td> </tr> </tbody> </table>	Years	Degree	Name	2014	BSBA	Faisal Farooq	2014	BSBA	Fahim Nasir	2015	BSBA	HaseebUllah	2015	BSBA	Raja Aqeel Ejaz	2015	M.S.	Shahzad Bhatti (Thesis)	2015	PhD	Ana Asfand Yar (Ind, Study)
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2015	M.S.	Shahzad Bhatti (Thesis)																				
2015	PhD	Ana Asfand Yar (Ind, Study)																				
Honors and Awards	<ol style="list-style-type: none"> 1. MBA (Finance) Distinction 2. First position in Diploma in computer application 3. M.S. Management Research Glasgow Scotland 4. PhD. UK (2014) 																					
HEC Approved supervisor	N.A.																					
If Yes, provide HEC URL	N.A.																					
Research grants/ Projects	<ol style="list-style-type: none"> 1. Tertiary education support project (TESP) short term consultancy assignment “Overall assessment of the higher education sector ; current situation and recent trends” funding proposal to be submitted to HEC Pakistan (Jan to December, 2016). 2. Majeed, Z. and Dr. Noor Mohammad “Actuarial evaluation of pension scheme of SBK Women University Quetta. Grant proposal submitted (In review process). 																					
Selected Professional Presentations	<ol style="list-style-type: none"> 1. Guest Speaker; seminar on SPSS and Advanced Quantitative Techniques, March 06, 2015; Department of Management Sciences BUTTEMS city campus Quetta 2. Guest speaker; seminar on conflict management April, 27, 2015 Department of Management Sciences BUTTEMS city campus Quetta 																					
Additional Information																						
<p>Dr. Zahid Majeed is Associate Professor at the Management Sciences Department, Balochistan University of Information Technology, Engineering and Management Sciences, Pakistan. He did his MBA (Distinction) from Pakistan and his Masters in Management Research (MRes) from University of Glasgow Scotland. He qualified his PhD in international entrepreneurship from England in the year 2014.</p>																						

His previous assignments include; not limited to, module developer, master trainer and executive consultant in his area of specialization. His work is published in Journal of European Industrial Training, conference proceedings (International small business and entrepreneurship (ISBE) Conference Liverpool, UK. and Managing Creativity and Innovation, Institute of Management Technology Ghaziabad, India). His research interest includes HRM and International Marketing and Business strategy.