



CURRICULUM VITAE

PROF. DR. TAHIR SAEED
(HEC Approved PhD Supervisor)

**Leadership and Management Studies, Faculty of Contemporary
Studies,**

**National Defence University (NDU)
Islamabad, Pakistan**

QUALIFICATIONS

Ph.D (Management Sciences)
M.Phil (Finance)
MBA (Accounting & Finance)
MBBS (Allama Iqbal Medical College, Lahore)
PGD (Health Management)
PGD (IT)

PUBLICATIONS AND CONFERENCES

2020

- 1) “The Gender Differences and Coping mechanism of dealing with COVID-19, CPQ Neurology and Psychology”.
- 2) “Ramification of South Asia Free Trade Agreement on Major Economic Indicators of Pakistan”.

2019

- 3) “TQM Practices and their effects on non-financial Performance: An Empirical Study of Pakistani Hospitals”.
- 4) “Salespersons as Boundary Spanners: Moderating Role of Salespersons’ Emotional Intelligence in the Pharmaceutical Industry”.
- 5) “Impact of Salespersons’ Skills-set on Customer Behavior: Mediating Role of Salespersons’ Relational Behavior in Pharmaceutical Industry”.

2018

- 6) Effect of Innovation in Relationship between Inter-organizational Learning and Performance of Construction Industry”.
- 7) “Factors Effecting Investment Decision-making in Pakistan Stock Exchange”,.
- 8) “The relentlessness of Credit Risk in Islamic and Conventional Banking of Pakistan”.

2017

- 9) “Linking Inter-organizational Learning Innovation and Performance in Construction Industry of Pakistan”.
- 10) “Comovement of Stock Market Returns Between Pakistan and Asian Countries From Long-and Short-Run Perspectives”.
- 11) “A Tale of Support: Linking Supervisory Support and Work Engagement to Pharmaceutical Sales Persons’ Performance”.

2016

- 12) “Impact of Moderating Role of e-Administration on Training, Performance Appraisal and Organizational Performance”.
- 13) “Cointegration of Stock Market Returns: A Case of Asian Countries”.
- 14) “The Interactive Effects of Behavior-based Sales Control System and Supervisory Support on Work Engagement: A SDT and OST Perspective”.
- 15) “Impact of Brand Knowledge on Brand Equity of University Students in Khyber Pakhtunkhwa”.
- 16) “Analysis of the Determinants of Human Capital Formation in Pakistan”.
- 17) “Role of Brand Image on Brand Equity: A Comparative Study of Public and Private Sector Higher Education Institutions of Khyber Pakhtunkhwa”.

2015

- 18) “Organizational Learning Culture as the Antecedent of Employees’ Career and Job Performance as its Outcome”,.
- 19) “Human Resource Information System: Role in HRM Practices and Organizational Performance”.

2014

- 20) “Leadership Styles: Relationship with Conflict Management Styles”.

2013

- 21) "Comparison of Role Stressors, Job Satisfaction and Turnover Intentions of Dentists Working in Public and Private Sectors".

2012

- 22) "Organizational Socialization: Individual and Organizational Consequences".
- 23) "Perceived Social Support: Impact on Quality of Life in Diabetics".

2011

- 24) "Type-D Personality: A Predictor of Quality of Life and Coronary Heart Disease".
- 25) "Linking Emotional Intelligence and Transformational Leadership: Services Sector of Pakistan".

2010

- 26) "Organizational Climate: Predictor of Innovative Work Behaviour".
- 27) "Knowledge Management Practices: Role of Organizational Culture".

2009

- 28) "Intra Organizational Comparison of Permanent and Contractual Employees: A Study of Job Related Attitudes, Job Insecurity and Health" published in conference proceedings "Work, Stress, and Health 2008".

2007

- 29) "Organizational Commitment: Role and Extent of Contribution in Physical and Mental Health".
- 30) "Job Satisfaction: Level and Determinants in Male and Female of Pakistani Public Professionals".
- 31) "Job Insecurity and Consequences, a Comparative Study: Contract and Permanent Employees".

2006

- 32) "Job Insecurity, Health and Job Related Attitudes: A Comparison of Different Occupational Groups of Middle Level Telecom Managers".

THESIS SUPERVISION

(HEC Approved PhD Supervisor)

- Ph D (12)
- M Phil/MS (44)

TEACHING EXPERIENCE

2002 to Date

- Ph. D, MS/M.Phil, MBA, M.Com, BBA, B.Com., in Leading Public and Private Universities of Pakistan.

AREAS OF INTEREST

- Business & Management Research
- Quantitative Techniques & Analysis
- Marketing Research
- Strategic Organizational Leadership
- Strategic Management/ Business Policy
- Marketing Research
- Human Resource Management/ Development
- Organizational Development
- Statistical Package for Social Sciences (SPSS)
- Academic/Corporate Trainer for SPSS and AMOS
- Biostatistics/ Epidemiology/Medical Research
- Neuropsychology, Health Psychology

WORK EXPERIENCE

Professor (HOD/Dean)

- National Defence University (NDU), Islamabad.
- University of Management and Technology (UMT) Lahore.
- Preston University, Islamabad
- Director Administration/ Medical Services, PTCL, Head Quarters, Islamabad.
- Deputy Medical Superintendent, PTCL, Head Quarters, Islamabad.
- Senior Medical Officer (WAPDA), Lahore.