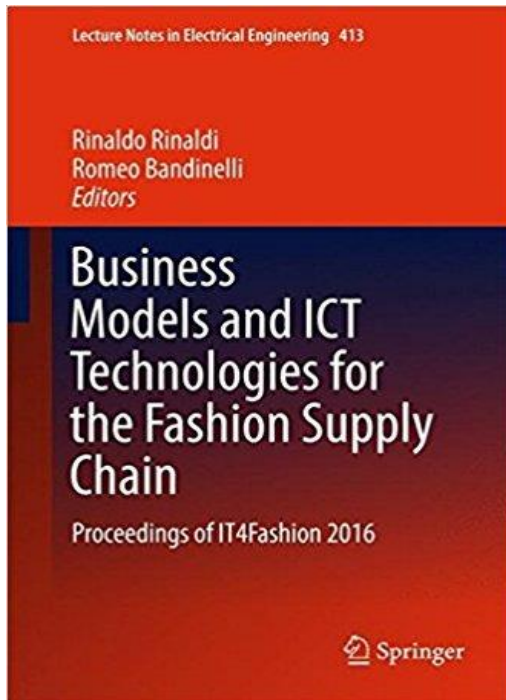


The research work of **Dr. Pankaj Madhani** has been cited / included in following **International Books:**

1. Business Models and ICT Technologies for the Fashion Supply Chain: Proceedings of IT4Fashion 2016



Author: Rinaldo Rinaldi (Ed.), Romeo Bandinelli (Ed.)

University of Florence, Italy

Publisher: Springer (August, 2017)

Language: English

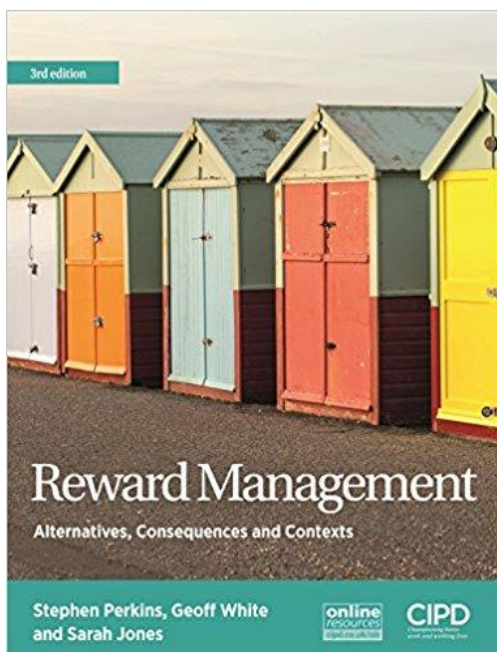
ISBN-10: 3319485105

Hardcover: 304 pages

Source: AMAZON

Citation: Madhani, P.M. (2011), "RFID Deployment: Fast Fashion Retailing". *SCMS Journal of Indian Management*, 8(2): 40-51

2. Reward Management: Alternatives, Consequences and Contexts



Author: Stephen J Perkins (London Metropolitan University), Geoffrey White (University of Greenwich Business School), Sarah Elizabeth Jones (University of Bedfordshire)

Publisher: CIPD – Kogan Page (May, 2016)

Language: English

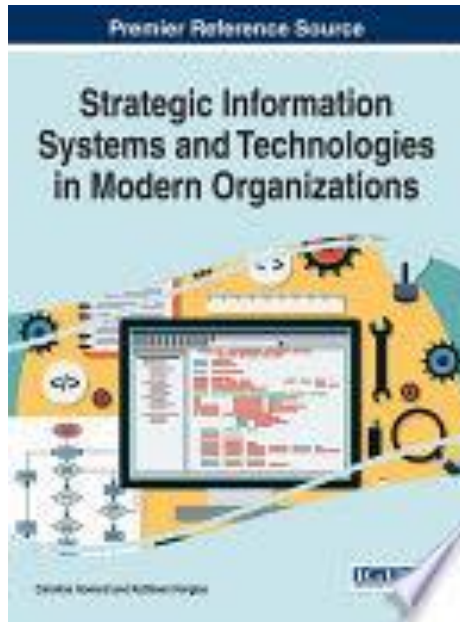
ISBN-10: 184398377X

Hardcover: 448 pages

Source: AMAZON

Citation: Madhani, P. M. (2014), "Managing Sales Compensation: Career Life Cycle Approach". *SCMS Journal of Indian Management*, 11(3): 5-15

3. **Strategic Information Systems and Technologies in Modern Organizations** (Advances in Business Information Systems and Analytics)



Author: **Caroline Howard** (Ed.), (HC Consulting, USA) and **Kathleen Hargiss** (Ed.), (Colorado Technical University, USA)
Publisher: IGI Global, Hershey, PA 17033, USA (January, 2017)

Language: English

ISBN-10: 1522516808
Hardcover: 366 pages
Source: AMAZON

Citation: Madhani, P.M. (2015), "Demand Chain Management: Enhancing Customer Lifetime Value Through Integration of Marketing and Supply Chain Management". *The IUP Journal of Business Strategy*, 12(3): 27-26

Citation: Madhani, P.M. (2013), "Marketing Firms vs SCM-led Firms: DCM Comparatistics". *SCMS Journal of Indian Management*, 10(2): 5-19

4. **Handbook of Research on Global Fashion Management and Merchandising** (Advances in Logistics, Operations, and Management Science)



Author: **Alessandra Vecchi** (Ed.), London College of Fashion, U.K., **Chitra Buckley** (Ed.), London College of Fashion, U.K.

Publisher: IGI Global, Hershey, PA 17033, USA (May, 2016)

Language: English

ISBN-10: 152250110X
Hardcover: 799 pages
Source: AMAZON

Citation: Madhani, P.M. (2015), "Enhancing Customer Lifetime Value in Fast Fashion Retailing with RFID Initiatives". *International Journal of Business and Globalisation*, 15(2): 205-237

5. World Scientific Handbook of Global Health Economics and Public Policy



Author: Richard M. Scheffler (Ed.), University of California, Berkeley, USA

Publisher: World Scientific Publishing Company, USA (April, 2016)

Language: English

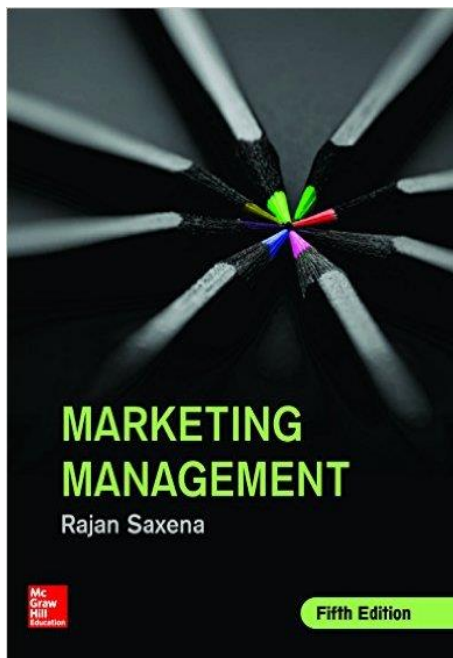
ISBN-10: 9814612316

Hardcover: 1628 pages

Source: AMAZON

Citation: Madhani, P.M. (2010), “Rebalancing Fixed and Variable Pay in a Sales Organization: A Business Cycle Perspective,” *Compensation and Benefits Review*, 42(3): 179-89.

6. Marketing Management



Author: Rajan Saxena is founder director of IIM, Indore and Vice Chancellor of NMIMS

Publisher: McGraw Hill (September, 2015)

Language: English

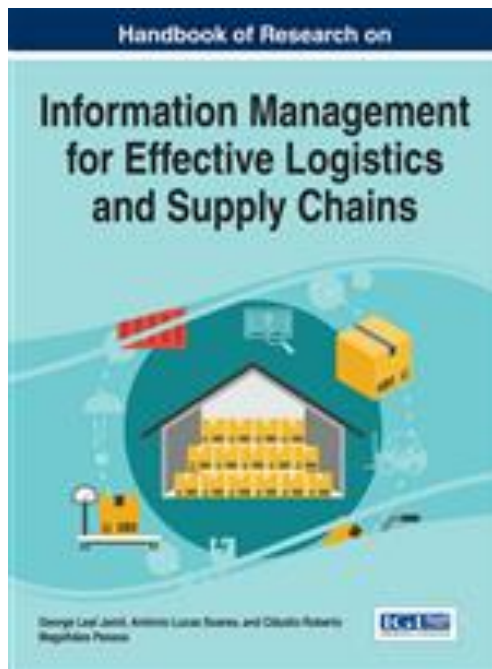
ISBN-10: 9339223306

Hardcover: 852 pages

Source: AMAZON

Citation: Madhani, P.M. (2012), “Value Creation Through Integration of Supply Chain Management and Marketing Strategy”. *The IUP Journal of Business Strategy*, 9(1): 7-26

7. Handbook of Research on Information Management for Effective Logistics and Supply Chains



Author: George Leal Jamil (InescTec, Portugal), António Lucas Soares (University of Porto, Portugal) and Cláudio Roberto Magalhães Pessoa (FUMEC University, Brazil)

Publisher: IGI Global, Hershey, PA 17033, USA (September, 2016)

Language: English

ISBN-10: 1522509739

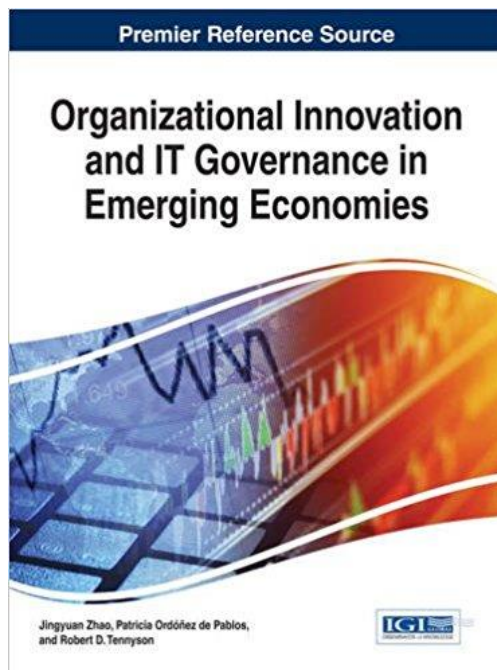
Hardcover: 554 pages

Price: \$ 248

Source: AMAZON

Citation: Madhani, P. M. (2015), "Demand Chain Management: Enhancing Customer Lifetime Value through Integration of Marketing and Supply Chain Management", *The IUP Journal of Business Strategy*, 12(3): 7-26.

8. Organizational Innovation and IT Governance in Emerging Economies



Author: Jingyuan Zhao (University of Toronto, Canada), Patricia Ordóñez de Pablos (Universidad de Oviedo, Spain) and Robert D. Tennyson (University of Minnesota, USA)

Publisher: IGI Global, Hershey, PA 17033, USA (November, 2014)

Language: English

ISBN-10: 146667332X

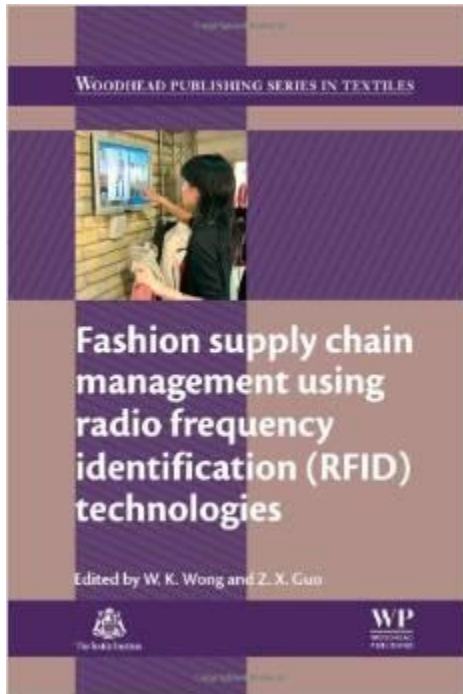
Hardcover: 342 pages

Price: \$ 164

Source: AMAZON

Citation: Madhani, P. M. (2007), "Indian Drug Scenario: Discovery and Development", *SCMS Journal of Indian Management*, 4(4): 5-18.

9. Fashion Supply Chain Management Using Radio Frequency Identification (RFID) Technologies



Author: W. K. Wong is Professor at The Hong Kong Polytechnic University, Hong Kong and Z. X. Guo, Queen Mary University, UK

Citation: Madhani, P.M. (2011), “RFID Deployment: Fast Fashion Retailing”. *SCMS Journal of Indian Management*, 8(2): 40-51

Publisher: Woodhead Publishing Ltd (January, 2014)

Language: English

ISBN-10: 0857098055

Hardcover: 256 pages

Price: \$ 205

Source: AMAZON

10. Fast Growing Organizations To the Multiplicity of Conceptual Unity



Author: Torsten Bergt

Publisher: Disserta Verlag (March, 2014)

Language: German

ISBN-10: 3954253437

Paperback: 288 pages

Price: \$ 72.99

Source: AMAZON

Citation: Madhani, P.M. (2010), “Realigning Fixed and Variable Pay in Sales Organizations: An Organizational Life Cycle Approach”. *Compensation & Benefits Review*, 42(6): 488-499

11. Fair Economy

Crises, Culture, Competition and the Role of Law



Authors: Wolfgang Fikentscher; Philipp Hacker and Rupprecht Podszun

Publisher: Springer (2013)

ISBN-10: 3642361064

Hardback: 157 pages

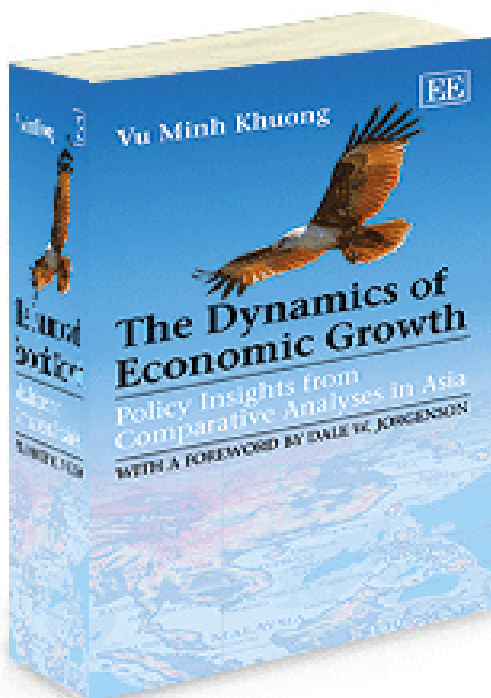
Price: € 99.99

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Citation: Madhani, P.M. (2009), “Bankruptcy of Lehman Brothers: A Pointer of Subprime Crisis”. *The Accounting World*, 9(6): 33-39

12. The Dynamics of Economic Growth

Policy Insights from Comparative Analyses in Asia



Author: VU Minh Khuong is Professor of *Economics* at National University of Singapore. He is MBA and Ph.D. from Harvard University.

Publisher: Edward Elgar Publishing Ltd, (November, 2013)

ISBN-10: 0857939637

Hardback: 288 pages

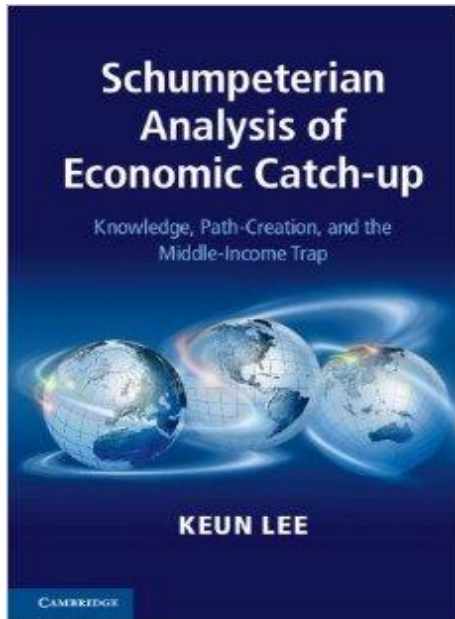
Price: £ 80

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Citation: Madhani, P.M. (2008), “Indian Software Success Story: A Resource-based View of Competitive Advantage”. *The Icfaian Journal of Management Research*, 7(8): 61-83

13. Schumpeterian Analysis of Economic Catch-up

Knowledge, Path-Creation, and the Middle-Income Trap



Author: Keun Lee is Professor of *Economics* at Seoul National University. He is a globally recognized expert on the economics of catch-up. He is Ph.D. in Economics from **University of California, Berkeley**.

Citation: Madhani, P.M. (2008), “Indian Software Success Story: A Resource-based View of Competitive Advantage”. *The Icfai Journal of Management Research*, 7(8): 61-83

Publisher: Cambridge University Press,
(November, 2013)

ISBN-10: 1107042682

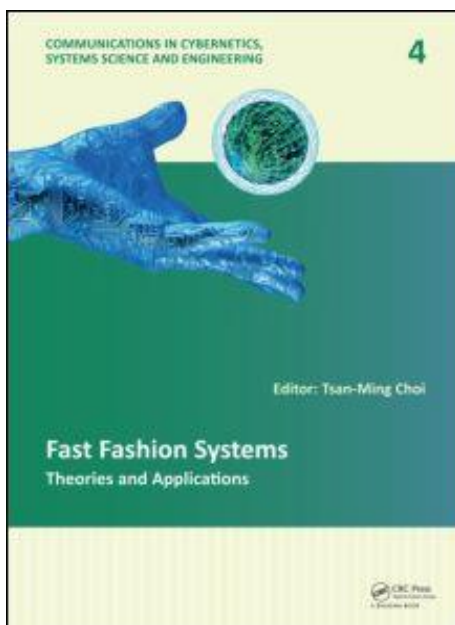
Hardback: 160 pages

Price: \$121

Source: AMAZON

14. Fast Fashion Systems

Theories and Applications



Editor: Tsan-Ming Choi is Professor in *Fashion Business* at The Hong Kong Polytechnic University. He received the President's Award for Excellent Achievement (the most prestigious award at the university level).

Article: Madhani, P.M. (2013), “Fast Fashion Retailing: RFID Deployment for Enhancing Customer Value Proposition,” 35-55.

Publisher: CRC Press (Taylor & Francis)
(November, 2013)

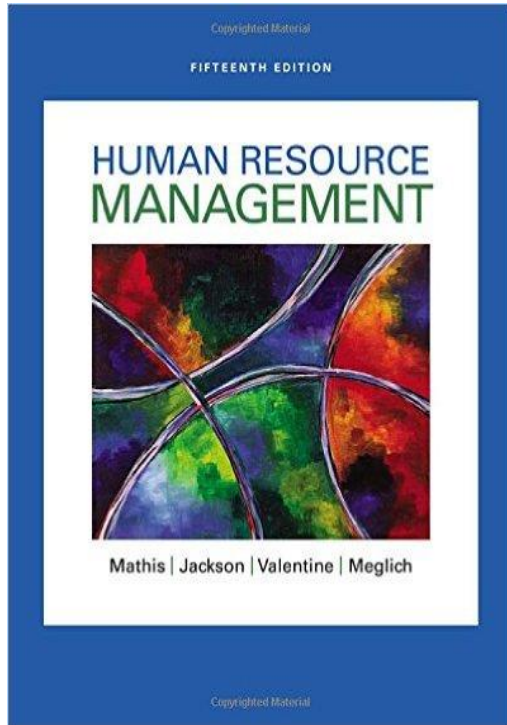
ISBN-10: 1138000299

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15. Human Resource Management



Authors: **Dr. Robert L. Mathis** is professor emeritus at the University of Nebraska, **Dr. John H. Jackson** is Professor at the University of Wyoming, **Dr. Sean R. Valentine** is Professor at the University of North Dakota and **Patricia A. Meglich** is professor at the University of Nebraska at Omaha.

Publisher: Cengage Learning; 15th edition, (September, 2016)

ISBN-10: 1305500709

Hardback: 705 pages

Price: \$312.95

Source: AMAZON

Citation: Madhani, P.M. (2014), "Aligning Compensation Systems with Organization Culture," *Compensation and Benefits Review*, 46(2): 103-15.

Citation: Madhani, P.M. (2013), "Realigning Fixed and Variable Pay in Sales Organizations: A Career Life Cycle Perspective," *Compensation and Benefits Review*, 45(4): 223-30.

16. Human Resource Management



Authors: **Dr. Robert L. Mathis** is professor emeritus at the University of Nebraska, **Dr. John H. Jackson** is Professor at the University of Wyoming and **Dr. Sean R. Valentine** is Professor at the University of North Dakota.

Publisher: Cengage Learning; 14th edition, (September, 2013)

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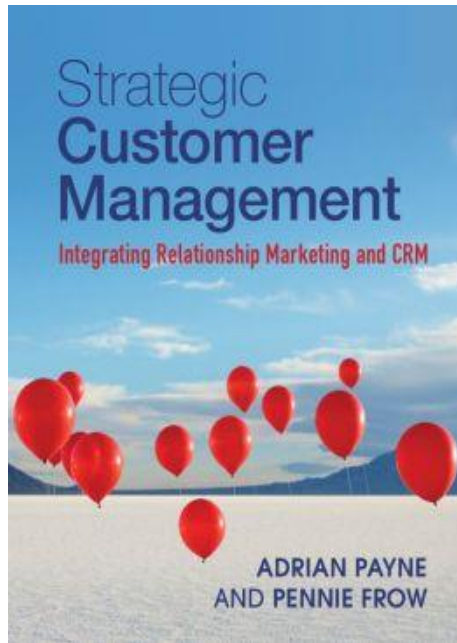
Price: \$292

Source: AMAZON

Citation: Madhani, P.M. (2010), "Rebalancing Fixed and Variable Pay in a Sales Organization: A Business Cycle Perspective," *Compensation and Benefits Review*, 42(3): 179-89.

17. Strategic Customer Management

Integrating Relationship Marketing and CRM



Author: Adrian Payne is Professor of *Marketing* at the University of New South Wales in Australia and **Pennie Frow** is Professor of *Marketing* at Cranfield University, UK.

Publisher: Cambridge University Press.
(March, 2013)

ISBN-10: 1107649226

Paperback: 542 pages

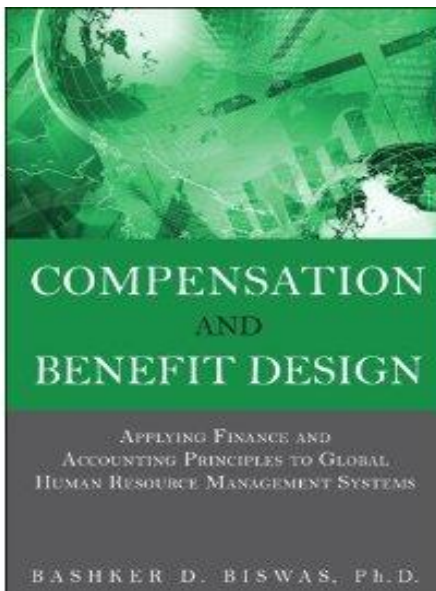
Price: \$162

Source: AMAZON

Citation: P.M. Madhani (2011), “Value Creation Through Cross-Functional Collaboration: Making a Case for SCM and Marketing Integration,” *DHAROHAR, International Management Journal*, 1(1): 36-48

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Applying Finance and Accounting Principles to Global Human Resource Management Systems



Author: Bashker D. Biswas, is the Principal of the Biswas Group Inc., a Global Consultancy. He is Visiting Professor at Keller School of Management at DeVry University in Sacramento, California.

Publisher: FT (Financial Times) Press, USA
(December, 2012)

ISBN-10: 0133064786

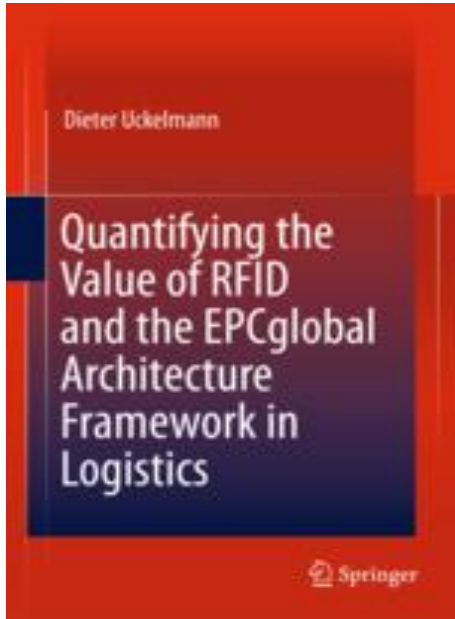
Hardcover: 368 pages

Price: \$109.99

Source: AMAZON

Citation: Madhani, P.M. (2010), “Rebalancing Fixed and Variable Pay in a Sales Organization: A Business Cycle Perspective,” *Compensation and Benefits Review*, 42(3): 179-89.

19. Quantifying the Value of RFID and the EPCglobal Architecture Framework in Logistics



Author: Uckelmann, Dieter is Professor at University of Bremen, Hochschulring 20, Bremen, 28359, Germany

Citation: Madhani, P.M. (2009), "Investment Decision Tool: 'Real Options'," *SCMS Journal of Indian Management*, 6(1): 5-17.

Publisher: Springer
(April 26, 2012)

ISBN-10: 3642279902

Hardcover: 200 pages

Price: \$139

Source: AMAZON

20. Human Resource Management

Functions, Applications, Skill Development



Authors: Robert N. Lussier is Professor of *Management* at Springfield College, USA and John Hendon is Professor at the University of Arkansas at Little Rock, USA.

Citation: Madhani, P.M. (2010), "Rebalancing Fixed and Variable Pay in a Sales Organization: A Business Cycle Perspective," *Compensation and Benefits Review*, 42(3): 179-89.

Publisher: Sage Publications, USA
(February, 2012)

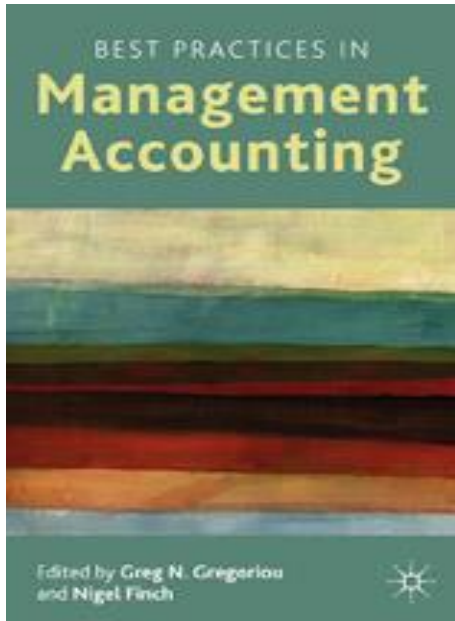
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Editors: **GREG N. GREGORIOU** is Professor of *Finance* at State University of New York, USA and **NIGEL FINCH** is faculty in *Accounting* at the University of Sydney Business School, Australia.

Publisher: Palgrave Macmillan, USA.
(January, 2012)

ISBN-10: 0230358365

Paperback: 288 pages

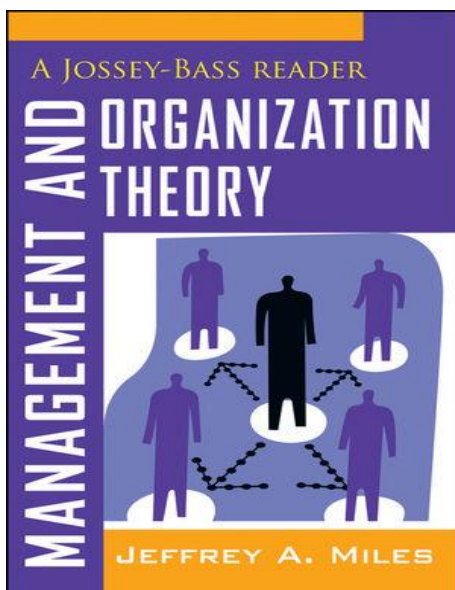
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Article: Madhani, P.M. (2012), “Intangible Assets: Value Drivers for Competitive Advantages,” 147-164.

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Author: **Jeffrey A. Miles**, is the is a professor of *Management* and organizational behavior in the Eberhardt School of Business at University of the Pacific, California.

Publisher: Jossey-Bass, USA (January, 2012)

ISBN-10: 1118008952

Paperback: 480 pages

Price: \$40

Source: AMAZON

Citation: Madhani, P.M. (2010), “Salesforce Compensation: Game Theory,” *SCMS Journal of Indian Management*, 7(4):72–82.

23. A Framework for Human Resource Management



Author: Gary Dessler is Founding Professor at Florida International University, USA.

Publisher: Pearson, USA (December 2011)

ISBN-10: 0132556375

Paperback: 432 pages

Price: \$100

Source: AMAZON

Citation: Madhani, P.M. (2009), "Sales Employees Compensation: An Optimal Balance between Fixed and Variable Pay," *Compensation and Benefits Review*, 41(4): 44-51.

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Author: Tobias F. Kern
Publisher: GRIN Verlag, Germany (January 2011)

Language: German

ISBN-10: 3640800087

Paperback: 132 pages

Price: \$ 66.50

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Citation: Madhani, P.M. (2009), "Bankruptcy of Lehman Brothers: A Pointer of Subprime Crisis," *The Accounting World*, 9(6): 33-39

25. Dynamic Resource Configuration Management

A functionally-oriented conservation value of strategic competencies



Author: Torsten Klein is Doctorate in *Economics* & the University Professor.

Publisher: Lang, Peter, GmbH, Internationaler Verlag Der Wissenschaften, Germany

(October 2010)

Language: German

ISBN-10: 3631609892

Paperback: 310 pages

Price: £99.99

Source: AMAZON

Citation: Madhani, P.M.

(2008), "RO Based Capital

Budgeting: A Dynamic

Approach in New Economy,"

The ICFAI Journal of Applied

Finance, 14 (11): 48-68