

# MARIA KHAN

E-mail: [mariyakhan@live.com](mailto:mariyakhan@live.com)  
mariakhanuet@gmail.com

## OBJECTIVE:

*My aim as a teacher in an educational organization would be to render my knowledge, experience, and expertise in all aspects starting from organizational management, to policy making to proper molding of students in terms of teaching them the values and principals of life. I would like to utilize my lively and energetic attitude in teaching student with great enthusiasm. I would like to devise captivating, fascinating, and unique practices of teaching that creates interest in the students. With the help of my cordial nature, I would like to build good rapport with students as well as teachers around me.*

## EDUCATION:

Year	Qualification	Institution
2015-to date	Ph.D in Business Administration & Management Sciences	University of Engineering and Technology, (UET) Lahore
2011-13	M.Phil in Business Administration	Kinnaird College for Women University(KCWU), Lahore
2007-09	Masters in Business Administration (MBA)	University of Veterinary and animal Sciences (UVAS), Lahore
2005-07	BSc (Hons)	Govt. College University (GCU), Lahore
2005-07	Bachelor's in Arts (BA)	Punjab University (PU), Lahore
2003-05	Intermediate (Science)	Punjab College of Science, Lahore
2001-03	Matriculation (Science)	Govt. Pilot Secondary Girls High School, Lahore

## EXPERIENCE:

- Lecturer, University of Engineering and Technology, (UET) Lahore 2014-onwards
- 7 Years working experience in Provincial Assembly of the Punjab, Lahore from 2007-2014

## RESPONSIBILITIES IN CURRENT JOB:

Courses taught at undergraduate and post graduate level:

- ✓ Principles of Marketing
- ✓ E-Business and E-commerce Management
- ✓ E-Marketing/ Digital Marketing
- ✓ Marketing Strategy
- ✓ Strategic Management
- ✓ Integrated Marketing Communications
- ✓ Marketing Research
- ✓ Compensation and Benefits Management
- ✓ Introduction to Business
- ✓ Entrepreneurship

## RESEARCH PUBLICATIONS

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- Saqib, K., Mahmood, A., & Khan, M. (2015). Impact of Consumer Inertia on Purchase Intention under the influence of Subjective Product Knowledge. *International Journal of U- and E- Service, Science and Technology*, 8(2), 293-298. doi: doi.org/10.14257/ijunesst.2015.8.2.28
- Pervaiz, A., & Khan, M. (2015). Elements of Supermarket Image influencing the Purchase Intentions of Youth in Pakistan. *Journal of Marketing and Consumer Research*, 14(02), 103-108. doi:10.14257
- Farooq, M., Khan, M., & Ghuari, A. (August 23-25, 2017). Workplace Bullying and Turnover Intension (A Case Study of Health Sector in Punjab). 9th The South Asian International Conference (SAICON) ,9th. Islamabad
- Azhar, M., Farooq, M., & Khan, M. (2017). Role of Religiosity on Purchase Intensions of Islamic Banking Customers. *Conference on banking, Insurance & Business Management.1*. Lahore: Hailey College of Banking and Finance.
- Khan, M., Hameed, R., & Shoaib, M. (2017). Determinants of Entrepreneurial Intentions among University Graduates, A Comparative Analysis of Business and Engineering Technology Students: An Evidence from Pakistan. SAICON. Bhurban

#### **MEMBERS OF COMMITTEES/AUTHORITIES**

- Member Admission Committee (Prepared Admission Advertisement 2014, Prospectus, Brochures , Flyers and Souvenirs for IB&M, UET, Lahore)
- Member Dengue Surveillance Committee
- Member Accreditation Committee to get accreditation from National Business Education Accreditation Council (NBEAC)

#### **WORKSHOPS AND TRAININGS:**

- Participated in 14 Days Start and Improve your Business (SIYB) Training of Trainers (TOT) Programme organized by International Labour Organization (ILO) ad Higher Education Commission (HEC) of Pakistan
- Participated in 6 Days Research Workshop on Applied Econometrics (E-VIEWS, SPSS, AMOS ) on 23-28 June 2014 at NUML Lahore.
- Participated in Successful Leadership Workshop in LUMS Centre for Entrepreneurship in collaboration with MIT Enterprise Forum and Wadhvani Foundation on 24<sup>th</sup> January 2015.
- Participated in 2 Days workshop on Qualitative Data analysis using N-VIVO Software in IB&M, UET Lahore in collaboration with Higher Education Commission (HEC) 7<sup>th</sup>-8<sup>th</sup> February 2015
- Participated in Workshop “Become a Facebook Marketing Expert” by RAKIZAR Training forum on 08<sup>th</sup> December 2014.

#### **EVENTS ORGANIZED:**

- Organized International Business Idea Competition “PAKATHON’ in University of Engineering and Technology, Lahore worked as a organizer and Mentor for Business Teams
- Organized Education Expo Lahore 2014 in collaboration with Jang Group in Pearl Continental Hotel Lahore.
- Event Coordinator in “Indigenous On-Campus Training” For Non-Teaching Staff, jointly organize by UET, Lahore and HEC, Pakistan.
- Event Coordinator in “IB&M Business Ideas into Realities Exhibition 2015” at University of Engineering and Technology, Lahore on 15<sup>th</sup> April 2015.

#### **SEMINARS ATTENDED AND ORGANIZED:**

- Participated a Seminar on “Vision and Strategy-Fundamentals of Leadership” and invited Mqbool (Max) Babri at in IB&M, UET, Lahore
- Participated a Seminar on “How to implement peace at personal level” on International Peace Day at 2109-2014 in IB&M, UET, Lahore
- Participated a seminar on :How to bridge the Gap between Academic and Industrial Line and Invited Sohail Lashari ( President of LCCI ) at 25-09-2014 in IB&M, UET, Lahore.
- Participated a seminar on “How to be successful in life” by Br. Ghazala Musa” Psychologist at 19-10-2014 in IB&M, UET, Lahore.
- Participated a seminar on “The real picture of Pakistan” and invited Hafiz Muhammad Usman (The Genius of Pakistan) at 21-10-2014 in IB&M, UET, Lahore

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- Participated a seminar on “Motivation to achieve success and realign your strengths and invited Mr. Umair Rana Public/ Speaker/ Actor” at 26-10-2014 in IB&M, UET, Lahore
- Participated a seminar on Role of SME’s in Pakistan and invited “Mr. Rehmatullah Javaid (Chairman of SME’s, Pakistan) at 13-11-2014 in IB&M, UET, Lahore
- Participated a seminar on Precautionary measurements to avoid Diabetes and invited Dr. Javed Iqbal” at 13-10-2014 in IB&M, UET, Lahore
- Participated a seminar on “Roads safety guidelines” and invited “SP Mohammad Azhar” at 20-10-2014 in IB&M, UET, Lahore
- Arranged a seminar on “Crime and law enforcement” and invited “SSP Special Branch-Raja Riffat at “01 12-2014” in IB&M, UET, Lahore.
- Participated in a seminar on “Motivation for entrepreneurs and invited “Mr. Amjad Farooq Alvi ( CEO of Brain Telecommunication at 16-12-2014 in IB&M, UET, Lahore
- Participated in a seminar on Importance of Digital Media Marketing and invited Mr. Syed Kashiful Hassan (Social Media Expert) at 11-12-2014 in IB&M, UET, Lahore.
- Organized and participated in a Seminar arranged on the topic of “Self Awareness” delivered by General Manager Training WAPDA, Lahore.
- Arranged and participated in a Seminar on the topic of Employment Opportunities in NESTLE in IB&M, UET, Lahore.
- Participated in a Seminar on the topic of ‘Sales & Marketing 3.0’ arranged by Lahore Chamber of Commerce and Industry in collaboration with National Outreach Program (NOP) LUMS on 28<sup>th</sup> February 2015.
- Participated in a Seminar on the topic of Empowering Youth- Bridging Gap between Academia and Industry held in Halladia Hall, Kinnaird College for Women,, Lahore on 06-10-2011
- Participated in a Seminar arranged on the topic of How Google can be used to earn money online” Guest Speaker was Badar Khushnood Country Head of Google in 2009 at UVAS, Lahore.

- Participated in a Seminar arranged on the topic of Hepatitis organized by Blood Donor Society, GCU, Lahore. □
- Participated in a Seminar, arranged on the topic of “Cancer” by Imran Khan, organized by Blood Donor Society, GCU, Lahore.

#### ACADEMIC PROJECTS:

- A Survey of Sweetwater Dairies to see the modern Dairy Management System
- A Survey of Big Bird Poultry and Hatchery Breeders to see its operations and management.
- A Survey of Star laboratory to see the manufacturing and packaging procedure of animal and human medicines. □
- A Survey of Buffalo Research Center
- A Survey of Poultry Form
- A Survey of Feed Mill to see Feed manufacturing process and control
- A Survey of NIBJI, Faisalabad, Research Institute, to visit its different sectors e.g Industrial, Environmental, Agricultural etc.
- A Survey of Pattoki Sugar Mills, to visit the Fermentation Process and the sugar production procedure.
- A Survey of Bullay Shah Paper Mill, Kasoor, to visit the Secondary waste water treatment plant.

#### EXTRA CURRICULAR ACTIVATES:

- Member Editorial Board of The Ravi (06-07), as Representative, GCU, Lahore.
- Office Secretary of Education Society (06-07), GCU, Lahore.
- Executive Member of Horticultural Society (06-07), GCU, Lahore.
- Press Secretary of Ravians Quiz Society (06-07), GCU, Lahore.
- Member of Biological Society (06-07), GCU, Lahore.
- Member of Welfare Society(06-07), GCU, Lahore
- Member of Political Science Society (05-07), GCU, Lahore.
- Member of Education Society (06-07), GCU, Lahore.
- Member of Ravians Law Society (06-07), GCU, Lahore.
- Member of Nazir Ahmad Musical Society (06-07), GCU, Lahore.
- Member of Biological Society (06-07), GCU, Lahore.
- Member of Fine Arts Society (06-07), GCU, Lahore.
- Member of Horticultural Society (06-07), GCU, Lahore.

#### QUIZ/ESSAY WRITING COMPETITIONS:

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- Participated in Essay Writing Competition held at Quaid-e-Azam Law College, Lahore.
- Participated in Essay Writing Competition 2009 arranged by Mahbub-ul-Haq Economics Society, GCU, Lahore.
- Different short stories have been published in The Ravi, Literary Journal of GCU, Lahore.

#### **SPORTS:**

- Represented GCU in Basketball Tournaments organized by HEC, Faisalabad.
- Represented GCU in different Basketball Tournaments held at LUMS.
- Member of GCU Basketball Team (2007-08) (University Level).

#### **WELFARE:**

- Got Letter of Appreciation from DCO Lahore for the collection of goods and funds for IDPs of Swat.
- Member of a Fund Raising Campaign for Balochistan Earth Quack Victims (2008), organized by Welfare Society, GCU, Lahore.
- Member of a Fund Raising Campaign for Swat IDPs (2009), organized by Welfare Society, GCU, Lahore.
- Participated in Candle Lightening Ceremony to show solidarity with the IDPs of Swat, organized by Welfare Society, GCU, Lahore.

Participated in a Vigil organized by ROAD Association for the Balochistan Earth Quack Victims. □

Member of Welfare Society, GCU, Lahore.

#### **ENVIRONMENT AND HORTICULTURE:**

- Got 1<sup>st</sup> Position in Fresh Flower Arrangement Exhibition (Chrysanthemum Show) organized by The Horticultural Society of Pakistan, at Race Course Park, Lahore and represented Kinnaird College for Women, Lahore □
- Participated in Dry Flower Arrangement Exhibition organized by Horticultural Society, GCU, Lahore.
- Participated in All Pakistan Painting, Sketching and Photography Competition/Exhibition 2008 organized by Environmental and Horticultural Society, University of Engineering and Technology, Lahore.
- Participated in Gardening Camp organized by Horticultural Society, GCU, Lahore.
- Participated in a Walk: Save Plants organized by Horticultural Society, GCU, Lahore.

#### **MEDIA:**

- Attended and organized a Lecture on Portrayal of Women in Media by Ms. Simi Reheal, GCU, Lahore.
- Attended and organized a Lecture on Media and its Social Responsibilities by Atta-ur-Rehman, GCU, Lahore.
- Attended and organized a Lecture on Role of Media in Recent Mumbai Attacks by Mr. Taseer Mustafa & Mr. Abdul Karim Khalid.
- Attended and organized a Lecture on Sustainable Mountain Development by Agha Iqrar Haroon.
- Visit to GEO and Duniya TV Channel.
- Visit to Mast FM 103.
- Visit to Ptv.
- Various articles have been published in different newspapers.

#### **COMPUTER SKILLS:**

- Operating Systems, Windows 2010 & XP., Windows 8.1
- Microsoft Office that includes Microsoft Word, Excel, Power Point.
- In-page
- SPSS
- AMOS
- N-VIVO

#### **E-VIEWS PERSONAL SKILLS:**

- Good Inter-personal skills.
- Passionate to work in team.
- Have a good experience of function/occasion management.
- Interested in writing articles and short stories.
- Leadership traits and can manage work activities effectively and efficiently.
- Artistic skills, Creative Fine Art work.

#### **LANGUAGES:**

Proficiency in English and Urdu.

#### **REFERENCES:**

Reference will be provided on demand.