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Visiting Professor, Administrative Staff College of India (1992), Asian Institute of Technology (2001), Chulalongkorn University (1992, 93, 97, 2003, 05-06), Hanoi School of Business, Vietnam National University (2002), Hong Kong Institute of Marketing (1996), Indian Institute of Management, Ahmedabad (2000), International University of Japan (1991), Kathmandu College of Management (2000), Marketing Institute of Singapore (1991, 94, 95, 97), National University of Singapore (1991, 98-99, 2000, 01, 02), Singapore Management University (2003, 04), University of International Business & Economics, Beijing (1991), University of Otago, New Zealand (1995).

Mechanical Engineer with seven years industrial sales and export experience (Caterpillar, John Deere, Hyster, Link Belt Speeder, Manitowoc, Coles,...) at Larsen & Toubro Ltd., Bombay (1966-73). East-West Center Scholar (1973-75). Professional Intern at First National City Bank Headquarters, U.S. Department of Commerce, Export-Import Bank of the United States, John Deere Combine Harvester Works, John Deere Sales Branch (1974).

Biographee, Marquis Who's Who in America (1997 to 2010), Marquis Who's Who in American Education (2007-2008), Marquis Who's Who in Finance and Industry (1998-99 to 2002-03), Marquis Who's Who in Finance and Business (2004-05 to 2009-2010), Marquis Who's Who in the West (1996-97 to 2000-01), Marquis Who's Who in the World (1997, 98, 2000, 2002-10). Chairman, Pacific Basin Chapter, Academy of International Business (1996-2002). Chairman, Pacific Basin Region, Academy of International Business (1995).

Teaching excellence recognized at: (a) Kent State University (1980); (b) University of Hawaii at Manoa [Board of Regents' Excellence in Teaching Award Nominee (2003), Presidential Citation for Meritorious Teaching (1989), CBA Excellence in Teaching Awards (1989 and 1995), Mortar Board Outstanding Educator Award at President's Tea (1993), Mortar Board Outstanding Mentor Award at President's Reception (1995)]; and (c) National University of Singapore [Dean's Commendation for Excellence in Teaching (1998)].

Conducted executive development seminars at Marketing Institute of Singapore and Hong Kong Institute of Marketing. Taught in Executive MBA (EMBA) Program, Japan/China-Focused Executive MBA Programs (JEMBA/CHEMBA), and Vietnam Executive MBA Program (VEMBA) [University of Hawaii], Japan/America Management Program [Japan-America Institute of Management Science], Marketing Management Programs at National University of Singapore and Administrative Staff College of India. Taught seminars at leading educational institutions in China, India, Japan, Malaysia, Nepal, New Zealand, Singapore, Taiwan, Thailand and Vietnam.

Research published in journals such as Industrial Marketing Management, European Journal of Marketing, International Marketing Review, International Review of Economics and Business, and cited in leading international marketing/business textbooks and journals such as Journal of Marketing, Journal of International Business Studies, Journal of International Economics, International Marketing Review, Journal of Global Marketing, and Industrial Marketing Management.

Primary research interests include countertrade in the Asia-Pacific region, and protectionism. Current focus on instructional development and emerging technologies in marketing. Develop software packages used by seminar participants in strategic market planning and positioning.

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