

**Dr. Inder P. Nijhawan**  
Fayetteville State University  
Finance, Economics, Entrepreneurship, and Marketing  
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## **Education**

PhD, University of North Carolina, 1971.  
Major: Economics  
Supporting Areas of Emphasis: Economic Planning  
Dissertation Title: Asset Preference and Economic Development with Special Reference to India

Delhi School of Economics, 1961.  
Major: Economics

BA, Delhi University, 1959.  
Major: Economics

## **Professional Positions**

### **Academic - Post-Secondary**

In Phased Retirement (Part-time Teaching), Fayetteville State University. (August 2009 - May 15, 2012).

Professor. (August 1976 - August 2009).

## **Administrative Assignments**

Director. (August 1976 - Present).

## **Professional Memberships**

Allied Academies.

American Institute of Higher Education.

National Council on Economic Education.

North Carolina Social Studies.

## **Development Activities Attended**

Seminar/Workshop, "Using Web 2 for On-line Courses," Fayetteville State University (TLC).  
(November 29, 2009 - Present).

Self-Study Program, "1. Giving students more effective feedback," FSU. (February 26, 2011).

Seminar/Workshop, "On-line Courses Seminar," Fayetteville State University. (January 12, 2011).

Self-Study Program, 4.10 Effective Principles for improving on-line courses.. (January 10, 2011).

Self-Study Program, "5.10 time management strategies of on-line courses.." (December 17, 2010).

Self-Study Program, "3.Fostering student interaction in on-line courses.," FSU. (December 13, 2010).

Continuing Education Program, "Adobe Connect Web seminar," FSU. (November 18, 2010).

Seminar/Workshop, "On-line Teaching Required Standardization and Quality Control," FSU. (January 7, 2010).

Seminar/Workshop, "Connect Economics," McGraw Hill. (October 16, 2009).

Research Related Development, "Using IMPLAN," Minnesota IMPLAN Group Inc. (March 17, 2009 - March 19, 2009).

## TEACHING

### Teaching Experience

#### Fayetteville State University

ECON 212, Principles of Microeconomics, 2 courses.

ECON 310, Managerial Economics, 11 courses.

ECON 540, Fundamentals of Economics, 1 course.

### Non-Credit Instruction

Workshop, North Carolina Council on Economic Education, 1600 participants. (August 1, 2005 - August 30, 2010).

## RESEARCH

### Published Intellectual Contributions

#### Refereed Journal Articles

Dubas, K., Hershey, L., Nijhawan, I., Mehta, R. (2011). Breakeven and profitability analyses in marketing management. *Innovative Marketing*, 7(3), 40-50.

Nijhawan, I., Jackson, P. (2011). Economic Impact of Base Realignment and Closing on the Fort Bragg Region. *Journal of Economic Research and Education*, 12(2), 1-12.

Nijhawan, I., Dubas, K. (2007). Entrepreneurship: Public or Private Good? *Journal of Entrepreneurship*, 49-52.

Nijhawan, I., Dubas, K. (2007). Entrepreneurship: Public or Private Good? *Academy of Entrepreneurship Journal*, 13(2), 99-108.  
<http://www.alliedacademies.org/Publications/Download.aspx?fid=376>

Gurley, K., Wood, P., Nijhawan, I. (2007). The Effect of Punishment on Ethical Behavior When Personal Gain is Involved. *Journal of Legal, Ethical and Regulatory Business*, 10(1), 91-104.

#### Conference Proceedings

Dubas, K., Hershey, L., Nijhawan, I., Mehta, R. (2010). *BREAKEVEN AND PROFITABILITY ANALYSES USING LINEAR AND QUADRATIC PROFIT FUNCTIONS*. Allied Academies 2010 International Conference: Academy of Marketing Studies (AMS) Proceedings.

Nijhawan, I., Dubas, K. (2010). *New Product Development Guidelines For Entrepreneurship* (1st ed., vol. 16, pp. 419-424). Denver: Allied Academies.

Dubas, K., Jonsson, P., Nijhawan, I., Miah, F. (2010). *AN EVALUATION OF FIVE PREFERENCE AGGREGATION RULES FOR DECISION MAKING*. Allied Academies International Conference Proceedings.

Nijhawan, I., Tavakoli, A. (2008). *Currency Devaluation: Some Lessons for a CEO Functioning in a Global Economy*, *Proceedings of the International Academy of Case Studies, Volume 15, no.2, 2008, pp. 422-426 [with Assad Tavakoli]* (vol. 15, pp. 422-426). Reno, NV: Academy of International Case Studies.

Dubas, K., Nijhawan, I. (2008). *Sales Management : A Comparison of the Theory of Reasoned Action, Transaction Costs Analysis and Human Capital Theory*. Houston, Texas: Annual Convention of Academy of International Business, Federation of Business Disciplines.

Nijhawan, I., Miah, F. (2007). In Gray Kenneth and Anisul Islam (Ed.), *Exchange Rate Expectations: A Survey of Literature* (1st ed., vol. 18, pp. 7-14). Houston: Southwest Review Of International Business Research.

Dubas, K., Nijhawan, I. (2007). *A Human Capital Theory Perspective of Sales Force Training, Productivity, Compensation, and Turnover*. Academy of Marketing Studies Proceedings.

## Other

Nijhawan, I., Charles, C., Hall, W., Pate, S. (2011). *Regional Data Book*. <http://ncse.org/2011-databook/bragg.htm>

Nijhawan, I., Jackson, P. (2010). *Fayetteville HOPE VI First Annual Evaluation Report: January 2009-December 2009*.

Nijhawan, I., Charles, C., Hall, W., Pate, S. (2010). *Southeastern NC Regional Profile Data Book* (vol. X, pp. 52). <http://www.ncse.org/regional-clusters/regional-profile>

Jackson, P., Nijhawan, I., Aghajanian, A., Spillman, J. (2010). *The Economic Impact of BRAC on the 11 Member Counties : Bridging the Gap for Socially an Economically Disadvantaged Population..* <http://www.bracrft.com/>

Wane, A., Nijhawan, I., Miah, F. (in press). *USING ANOVA TO ANALYZE ECONOMIC DISPARITY: A CASE STUDY OF THE CAPE FEAR REGION, NORTH CAROLINA*. SOBIE.

## Presentations Given

Wane, A. (Presenter & Author), Nijhawan, I. (Author Only), Miah, F. (Author Only), IABPAD, "ECONOMIC DISPARITIES IN USA: EVIDENCE IN THE CAPE FEAR REGION IN NC USING ANOVA ANALYSIS," FAYETTEVILLE STATE UNIVERSITY, ORLANDO.

Nijhawan, I., Inservice Teacher Training, "Teaching Economics in Middle Grades Geography," NCCEE, Monroe, NC. (September 22, 2011).

Nijhawan, I., Social Studies Conference, "The Cost of Ignoring Economics in Geography," North Carolina Council on Economic Education, Monroe, NC. (September 9, 2011).

- Nijhawan, I., Inservice Teacher Workshop, "Trade Policies: Good Economics or Bad Politics," NCCEE, Monroe, NC. (August 22, 2011).
- Nijhawan, I., Inservice Teacher Training, "Trade Concepts in North Carolina History," NCCEE, Ratherfodson, NC. (August 19, 2011).
- Nijhawan, I. (Presenter & Author), Jackson, P. (Presenter & Author), BRAC Meeting, "Microenterprises," UNC, Fayetteville State University. (June 30, 2011).
- Nijhawan, I., Economic Education Workshop, "Teaching Economics in Civics Courses," North Carolina Council on Economic Education, Nash County, North Carolina. (June 13, 2011).
- Nijhawan, I., Regional Profile, "Military Impact on the Southeastern Region," Southeastern Economic Development Center, UNC at Pembroke. (May 26, 2011).
- Nijhawan, I., Social Studies Workshop, "Economic Interdependence and International Trade," North Carolina Council on Economic Education, Winston Salem. (March 28, 2011).
- Nijhawan, I. (Presenter Only), Economic Education Workshop, "American Constitution and the Role of Government," Cumberland County Schools, Fayetteville. (February 10, 2011).
- Nijhawan, I. (Presenter Only), Economic Education Workshop, "Predicting An Election Result Using Economic Indicators," Cumberland County Schools, ETC Center Fayetteville. (February 3, 2011).
- Nijhawan, I., Teaching About A Culture: A Case Study of India, "See Above," Cumberland Community Schools, Education Resource Center. (December 15, 2010).
- Nijhawan, I., Youth Entrepreneurship, "How to Find a Niche in the Market Place?," Fayetteville State University, Fayetteville, NC. (November 3, 2010).
- Nijhawan, I., Economic Education Workshop, "Sandwich Deli Simulation," North Carolina Council on Economic Education, Cumberland County. (August 18, 2010).
- Nijhawan, I., Wide World of Trade, "Strategies for Teaching Trade Concepts," North Carolina Council on Economic Education, Greensboro. (June 26, 2010).
- Nijhawan, I., CTE Conference, "Using Technology to Teach Economics Strands," CTE Association, Greensboro. (June 23, 2010).
- Nijhawan, I., Future Business Leaders of America, "How to Find and Develop a Business Niche?," FBLA, Greensboro. (June 16, 2010).
- Nijhawan, I. (Presenter Only), Geography and Economics, "How to Use Geography to Teach Economics?," North Carolina Council on Economic Education, Kinsten. (June 6, 2010).
- Nijhawan, I. (Presenter & Author), Dubas, K. (Presenter Only), National IMPLAN User's Conference, "Economic Impact of BRAC on the 11 Counties Region of Fort Bragg," Mid-Continent Regional Science Association, St. Louis, Missouri. (June 4, 2010).
- Nijhawan, I., Economic Education Workshop, "Creative Ideas for Teaching Economics," North Carolina Council on Economic Education, Cumberland County. (March 24, 2010).
- Wane, A. (Author Only), Nijhawan, I. (Author Only), Miah, F. (Presenter & Author), American Institution of Higher Education - 4th International Conference, "Economic Disparities in the

- USA: Evidence in the Cape Fear Region of North Carolina using ANOVA analysis," Williamsburg, VA. (March 18, 2010).
- Nijhawan, I. (Presenter & Author), North Carolina Social Studies Conference, "Taking the "Eik" out of Economics," North Carolina Council on Social Studies, Greensboro, NC. (February 25, 2010).
- Nijhawan, I., Cumberland Counties Social Studies Advisory Council, "Financial Literacy," Cumberland County School, Cumberland County School Central office. (February 23, 2010).
- Nijhawan, I. (Presenter Only), Economic Education Workshop, "Economics in American Constitution," Cumberland County Schools, Fayetteville. (January 20, 2010).
- Nijhawan, I., 2009 Business and Information Technology Education, "Using Math Concepts to Teach Financial Fitness for Life," North Carolina Council on Economic Education, Greensboro. (November 18, 2009).
- Nijhawan, I., Entrepreneurship Youth Conference, "Finding Your Niche in the Market Place," FSU Center for Entrepreneurship, Double Tree Inn. (November 11, 2009).
- Nijhawan, I., Moore County Schools, "American Economic System and Financial Literacy," North Carolina Council on Economic Education, Moor County Education Center. (October 2, 2009).
- Nijhawan, I., Teachers Conference, "Wide World of Trade," North Carolina Council on Economic Education, Greensboro. (September 23, 2009).
- Nijhawan, I., Social Studies Teachers Conference, "Stock Market Game," North Carolina Council on Economic Education, Fayetteville State University. (September 14, 2009).
- Nijhawan, I., Business and Information Technology Conference, "Financial Fitness for Life," North Carolina Council on Economic Education, Greensboro. (July 23, 2009).
- Nijhawan, I., Economic Education Workshop, "Teaching Economics in Middle Grades," North Carolina Council on Economic Education, Asheville NC. (March 4, 2009).
- Nijhawan, I., Economic Education Workshop, "Creating a Living Knowledge," North Carolina Council on Economic Education, Fayetteville, NC. (February 3, 2009).
- Nijhawan, I., Economic Education Workshop, "Financing Your Future," North Carolina Council on Economic Education, Kinston, NC. (January 29, 2009).
- Dubas, K., Nijhawan, I., American Institute of Higher Education, "New Product Guidelines for an Entrepreneur," Atlantic City, NJ. (October 2008).
- Nijhawan, I., Tavakoli, A., International Academy of Case Studies, "Currency Devaluation: Some Lessons for a CEO Functioning in a Global Economy, Proceedings of the International Academy of Case Studies, Volume 15, no.2, 2008, pp. 422-426 [with Assad Tavakoli]," Reno, NV. (October 2008).

## **Media Contributions**

### **TV**

- Fayetteville Time Warner Cable, Channel 14. (March 16, 2010).

## **Contracts, Grants and Sponsored Research**

### **Contract**

Nijhawan, Inder (Co-Principal), Jackson, Pamela, "Hope VI Evaluation," Sponsored by Department of Housing and Urban Development, Local, \$11,000.00. (January 2009 - December 2012).

Nijhawan, Inder, "The Hong Kong Institute of Education," Sponsored by The Hong Kong Institute of Education, Other, \$250.00. (January 2010 - February 2010).

### **Grant**

Nijhawan, Inder, Jackson, Pamela, "Free Enterprise Chair," Sponsored by BB&T, Private, \$1,400,000.00. (December 2008 - December 2012).

## **Awards and Honors**

Distinguished Research Paper Award, Academy of Entrepreneurship. (2007).

## **Research in Progress**

"Economic Impact of CCAP on the Cumberland Economy" (On-Going)

## **SERVICE**

### **Department Service**

Committee Chair, 2009-2010 Department Teacher of the Year Committee. (April 6, 2010 - April 12, 2010).

Committee Chair, Lloyd V Hackley Endowed Chair. (January 5, 2009 - March 10, 2010).

Committee Chair, Teacher of the Year. (March 1, 2009 - March 30, 2009).

### **College Service**

Committee Chair, Strategic Planning Committee. (August 20, 2010 - Present).

Committee Member, MBA Faculty AQ/PQ Ad hoc Committee. (October 2010 - August 2011).

Committee Member, MBA Admission Committee. (August 15, 2010 - August 15, 2011).

Committee Member, Assessment Committee. (September 10, 2008 - May 15, 2009).

Committee Chair, Strategic Planning Committee. (August 15, 2008 - May 10, 2009).

### **University Service**

Faculty Advisor, Center for Defense and Homeland Security Advisory Committee. (May 2011 - Present).

Committee Member, Economic Development Committee. (August 15, 2010 - August 2011).

## **Professional Service**

Editorial Review Board Member, International Journal of Case Studies. (January 1, 2007 - Present).

Editorial Review Board Member, Journal of Finance and Economic Education Research. (January 10, 2006 - Present).

Editorial Review Board Member, Economics and Economic Education Research. (January 1, 2007 - August 1, 2008).

## **Public Service**

Board Member, Cumberland Community Action Program, Fayetteville, North Carolina. (April 2010 - Present).

Board Member, Faces in Our Community. (March 14, 2004 - Present).

Board Member, North Carolina Council on Economic Education. (May 10, 2000 - Present).

Chairperson, Sister Cities Program Committee, Fayetteville, NC. (April 2011 - December 2013).

Fayetteville Metropolitan Housing Authority. (May 2008 - May 2012).

Task Force Member, Fayetteville/Cumberland County Chamber of Commerce, Fayetteville. (March 2007 - April 2009).

National Institute of Health. (September 2007 - November 2008).

## **Public School Service**

Workshop, Cumberland County Schools and other schools in Southeastern NC, Fayetteville, Greensboro, Winston Salem, NC. Economic Education, (August 15, 2010 - May 12, 2011).

## **Consulting**

Academic, North Carolina State Department of Public Instruction, Raleigh. (January 2009 - December 2010).

Academic, Hop on the Bus! Judging Conference, Internet. (January 5, 2010 - January 6, 2010).

North Carolina State Department of Public Instruction, Raleigh, North Carolina. (November 2008 - December 2008).

North Carolina State Department of Public Instruction, Raleigh, North Carolina. (October 2008).

North Carolina State Department of Public Instruction, Raleigh, North Carolina. (January 2007 - February 2007).

## **Awards and Honors**

### **Service, Community**

Board of Governors Public Service Award Nominee, Fayetteville State University. (April 2010).

Nominated for the UNC Board of Governors Excellence in Community Service, Fayetteville State University. (2009).