

## RESUME

**Name** : Dr. (Mrs) Madhu Sharma  
**Father's Name** : Dr. R. P. Singh  
**Date of Birth** : May 8, 1962  
**Present Address** : Professor, Department of Agricultural Economics,  
College of Agriculture  
Swami KeshwanandRajasthan Agricultural University,  
Bikaner  
**Permanent Address** : C 146, Karni Nagar (Lalgarh), Bikaner.  
**Educational Qualification** :

Class	Year of passing	Board / University	Specialization
B. Sc. Ag	1982	G B Pant University of Agriculture & Technology, Pantnagar	Agriculture
M. Sc. Ag	1984	G B Pant University of Agriculture & Technology, Pantnagar	Agril. Economics
Ph. D.	1989	G B Pant University of Agriculture & Technology, Pantnagar	Agril. Economics
MBA	2007	IGNOU, New Delhi	Human Resources Management

### (9) Experience –

Post Held	Pay Scale	Duration	Employer	Nature of Job
Assistant professor	Rs. 8000- 13500	30.03.89- 19.08.93	Raj. Agril. University, Bikaner	Research and Teaching
Assistant Professor (Senior Scale)	Rs. 10000 – 15200	20.08.93 – 21.10.2001		

Associate Professor	Rs. 12000- 18000 (Pre-revised)	22.10.2001 till 31.6.2009	Raj. Agril. University, Bikaner	Research, Teaching and Administration
Professor		1.7.2009 till date	S. K. Rajasthan Agricultural University, Bikaner	Research, Teaching and Administration

#### **Other Administrative Responsibilities:**

1. Presently holding responsibility of HoD, Department of Agricultural Economics, College of Agriculture, SKRAU, Bikaner.
2. Had been Director, Directorate of Prioritisation, Monitoring and Evaluation, S. K. Rajasthan Agricultural University for three years.
3. Holding responsibility of In-charge Corporate Communications, S. K. Rajasthan Agricultural University, Bikaner
4. Nodal Officer of Women Harassment Cell of S. K. Rajasthan Agricultural University, Bikaner
5. Worked as Placement officer, Institute of Agri Business Management, S. K. Rajasthan Agricultural University, Bikaner for 14 years
6. Worked as Course Coordinator, Institute of Agri Business Management, S. K. Rajasthan Agricultural University, Bikaner for 16 Years
7. Member Board of Studies, Faculty of Agri Business Management, S. K. Rajasthan Agricultural University for two years

#### **Courses Taught:**

##### **B.Sc. (Ag)**

- Farm Business Management
- Agricultural Marketing

##### **M.Sc. (Ag)**

- Farm Management
- Macro Economic Theory
- Agricultural Development and Policy

##### **MBA(AB)**

- Managerial Economics
- Economic Environment and Policy
- Project Management
- Agri Business Management Concepts
- Agri Business Environment

- Agricultural Risk Management
- Agricultural Marketing Management

#### **Ph.D. (AB)**

- Agricultural Inputs Marketing
- Agricultural Output Marketing
- Natural resource Management

#### **Honours and Awards**

- Appointed as Resource Person by Asian Productivity Organisation, Dhaka for a Workshop on 'Emerging Roles of Producers' Associations and Farmers' Cooperatives' held in Dhaka, Bangladesh during April 23-27, 2017 Dhaka, Bangladesh wherein participants were from 15 countries.
- Nominated member of Board of Management of S K Rajasthan Agricultural Years for 2 years from 22.11.2011
- Awarded with "Best Country Paper Presentation" during the workshop for women on "Management of Small and Medium Food-Processing Enterprises", at Makassar, Indonesia, from July 18 – 23, 2011.
- Honoured with Smt. Sarala Devi Sammaan for excellent work done in Bikaner district in the field of Agricultural Education on 25<sup>th</sup> May, 2011
- Honoured with Best Teacher award BIG FM Radio Channel of Bikaner (Adlabs) on 5<sup>th</sup> September, 2008
- Awarded appreciation letter from Rajasthan Agricultural University, Bikaner for working with extra ordinary work efficiency and duty at IABM, Bikaner on 26<sup>th</sup> January, 2008.
- Honoured with Best Teacher award by 'Dainik Bhaskar', A popular Hindi newspaper of India, in the year 5<sup>th</sup> September, 2005
- Nominated Member, Board of studies, Faculty of Agri Business Management, Rajasthan Agricultural University, Bikaner for a period of three years from 23.07.2003
- Guest faculty -Post Graduate Diploma in Organic Agriculture Management offered by College of Technology and Agriculture Engineering, MaharanaPratap University of Agriculture and Technology, Udaipur on 17<sup>th</sup> October, 2006
- Guest Faculty- National Institute of Agriculture Marketing, Jaipur.
- Awarded Second best poster presentation during the seminar on "Management of Natural Resources in Rajsthan", organized by Department of Agricultural Economics, College of Agriculture, RAU, Bikaner on October 5-7, 1998
- Recipient of ICAR Senior Fellowship to pursue Doctorate degree.

#### **Research Contribution/ Publications**

- i) Research Publications: 39
- ii) Research Projects Association: 7
- iii) Association/ contribution in research bulletin & Projects: 4

- iv) Author of Course on Agri Business for Distance Learning - 1
- v) Writer of a Unit on International Economics in Core Course – Applied Economic Analysis for Centre for Extension Education, School of Agril. Sciences, IGNOU
- vi) Consultancy to private companies : 2
- vii) Students Guided as Major Advisor
  - M. Sc. (Agri) : 8
  - MBA (Agri Business): More than 50 as major advisor
  - Ph.D. (AB): 5

**Courses attended-**

<b>S. No.</b>	<b>Title of the course</b>	<b>Duration</b>	<b>Name of the organizing institute</b>
1	Use of Computer in Agricultural Research	July 29 – Aug. 11, 1996	IASRI, New Delhi
2.	Advances in Agri Business Management	June 8 – June 18, 1998.	ICAR&UAS, Dharwad
3.	Advance course in MS Office and MSTATC	Sept. 5 – Sept. 14, 2000	RAU, Bikaner
4.	Refresher Course on Sustainable Agriculture: Status and Prospects	April 23 to May 13, 2002	Academic Staff College cum Distance Education Centre, RAU, Bikaner
5.	Training Programme on Intellectual Property Rights and Related WTO Issues	Jan 11- Jan 15, 2010	Consumer Utility & Trust Society, Jaipur
6.	Faculty Development Programme on Teaching Operations Research and its Application held at IIM, Kozhikode, Kerala	May 26- May 28, 2010	IIM Kozhikode

### **Attended Conferences/Seminars/Workshops**

1. Participated in 55<sup>th</sup> Annual Conference of Indian Society of Agricultural Economics” organized by Indian Institute of Rural Management, Anand on November 23-25, 1995
2. Participated and presented paper in seminar on “Restructuring Social System in Favour of Working Women” organized on February 6-7, 1998 by M S College, Bikaner
3. Attended Sensitisation cum Training Workshop on “Research Priority Assessment in Western India” organised by Academic Staff College cum Distance Education Centre, RAU, Bikaner on February 24-25, 2001
4. Presented two papers in International Camel Conference, Bikaner, Feb 16-17, 2007.
5. National Conference on “Linking Farmers to Superstores: The food processing way” organized by ASSOCHAM, April 13, 2007 at Jaipur
6. International Conference on “Agribusiness & Food Industry in Developing Countries: Opportunities and Challenges”, IIMLucknow, Aug 10-12, 2007
7. Attended workshop on “Stimulating Attitudinal Excellence” on June 17-19 a, 2008 at Dehradunorganised by International Institute of Development Management Technology and AIDMAT, New Delhi
8. Presented paper in “International Conference on Global Issues in Business & Technology at National Institute of Financial Management from July 31 to August 1, 2008.
9. Attended workshop for women on “Management of Small and Medium Food-Processing Enterprises”, at Makassar, Indonesia, from July 18 – 23, 2011.
10. Attended Orientation Training Programme on Accounts, Income Tax and General Establishment Rules on July 9-10, 2012 organised by Academic Staff College cum Distance Education Centre, SKRAU, Bikaner
11. Participated and presented paper in 20<sup>th</sup> Annual Conference on “Agricultural Inputs Delivery Syatem for Accelerating Growth and Improving Farm Income” held during October 9-11, 2012 at IARI, New Delhi; organized by Agricultural Economics Research Association.
12. Attended HR Conclave 2012 organised by Confederation of Indian Industry (CII) at SMS Convention Centre, Jaipur on February 10-11, 2012.
13. Attended workshop on “Campus to Corporate” organized by CII on August 23, 2012 at CII Northern Headquarters, Chandigarh.
14. Participated and presented two papers in National Seminar on “Agri Business Potential of Rajasthan” oragnised by Institute of Agri Business Management, Bikaner on March 19-20, 2013
15. Attended Annual Conference of AERA in the year 2015 in New Delhi and presented a paper.

### **Conference/Seminars/Symposia/Workshops/Summer & Winter schools organised:**

1. Coordinated a Capacity Building training programmeon Commodity Futures Market for KVK officials and students during the period 17-18<sup>th</sup> November, 2011, sponsored by Forward Markets Commission, organised at Academic Staff College cum Distance Education Centre, SKRAU, Bikaner
2. Course Coordinator of Marketing Development Training Programme” for Marketing Executives of National Fertilisers Limited during 22-23<sup>rd</sup> February, 2012, organised at students at Institute of Agri Business Management, SKRAU, Bikaner

3. Coordinated a Capacity Building workshop on Commodity Futures Market for students of Agriculture University during the period 21-22<sup>nd</sup> August, 2012 sponsored by Forward Markets Commission, organised at students at Institute of Agri Business Management, SKRAU, Bikaner
4. Coordinated one day workshop on “Careers in Agri Management” in different constituent colleges of SKRAU during August, 2012.
5. Coordinated one day workshop on “Campus to Corporate” on 20<sup>th</sup> October, 2012 for students at Institute of Agri Business Management, SKRAU, Bikaner, organised at students at Institute of Agri Business Management, SKRAU, Bikaner
6. Organising Secretary of National Seminar on “Agri Business Potential of Rajasthan” organised by Institute of Agri Business Management, Bikaner on March 19-20, 2013

### **List of Publications**

- Singh, Madhu** and Shiv Singh Bhati (1990),” Financial influence on marketing of Betel leaves in Udaipur district of Rajasthan”, *Indian Journal of Agricultural Marketing*,4(1), 50
- Sharma, Rajesh; Jabbar Singh and **Madhu Singh**, (1990), ”Financial sources and marketing of chillies in Rajasthan”, *Indian Journal of Agricultural Marketing*, 4 (1), 51
- Sharma, Madhu**; Rajesh Sharma and I. N. Gupta, (1992), “Fertiliser response in dry land agriculture”, *Indian Journal of Agricultural Economics*, 47(3), 511
- Sharma, Rajesh and **Madhu Sharma** (1995), “Growing live stock and fodder availability in arid western plain of Rajasthan”, *Indian Journal of Agricultural Economics*,50 (3)
- Sharma, Rajesh and **Madhu Sharma** (1995), “New line of marketing of guar (Cluster bean) for earning foreign exchange”, *Indian Journal of Agricultural Economics*,
- Gupta, P. K.; P.S. Rathore and **Madhu Sharma** (1998), “ Natural resources of Rajasthan – Physical”, Paper published in souvenir of Seminar on Natural Resource Management organized by Department of Agricultural Economics, College of Agriculture, Rajasthan Agricultural University, Bikaner
- Sharma, Madhu** and Rajesh Sharma (1998), “ Livestock resources and fodder requirement in western dry region of Rajasthan, edited proceedings of National Seminar on Management of Natural Resources in Rajasthan, organized by Department of Agricultural Economics, College of Agriculture, Rajasthan Agricultural University, Bikaner
- Sharma, Madhu**; Anil Kumar and Rajesh Sharma (1998), “Dynamics of cropping pattern in Rajasthan- A regional study”, Proceedings of National Seminar on Agriculture Development and Marketing at SKN college of Agriculture, Rajasthan Agricultural University, Jobner.
- Sharma, Rajesh; Anil Kumar and **Madhu Sharma** (1998), “Growth and instability of major crops across agro climatic zones in Rajasthan”, Proceedings of National Seminar on Agriculture Development and Marketing at SKN College of Agriculture, Rajasthan Agricultural University, Jobner.
- Sharma, Madhu** and Rajesh Sharma (1999) “Export earnings from cotton in India”, Proceedings of fourth Agriculture Science Congress held at Jaipur.

- Sharma, Madhu** and Vidhya Saraswat (2004) “Contribution of farm women to family income in rural areas of Bikaner district of Rajasthan, ”Proceedings of National Seminar on Micro Enterprise Promotion in Rural India: Experiences, Prospects and Strategies held at IIT Delhi on 18-19 Nov., 2004.
- Sharma, Madhu;** Tribhuwan Sharma and Rajesh Sharma (2007), “Constraints in rearing draft camel in arid Rajasthan”, Proceedings of International Camel Conference, Bikaner, Feb 16-17, 2007.
- Sharma, Madhu;** Rajesh Sharma and Dalpat Singh Shekhawat (2007), “An economic analysis of draft camel in rural areas of Churu district of Rajasthan”, *Proceedings of International Camel Conference*, Bikaner, Feb 16-17, 2007.
- Sharma, Madhu;** Javed Bhati and Rajesh Sharma (2008), “Cost of installation & subsidy structure on sprinkler irrigation in Bikaner district of Rajasthan”. *Review of Business & Technology Research (RBTR)*, 1(1), ISSN 1941-9414.July-Aug.,
- Sharma, Madhu;** Javed Bhati and Rajesh Sharma (2008) Economic feasibility of sprinkler irrigation in Bikaner district of Rajasthan, *Indian Journal of Agricultural Economics*, 63(3),532
- Sharma, Madhu** (2009) Agricultural Credit in India: status, problems and future strategies. *Oil & Food Journal*, 4(11), 48-50
- Divashree, Pankaj Sharma, **Madhu Sharma** and S. K. Srivastava (2009), “ Prospects of food safety certification in India -A case study of Ahemedabad city”, Abstarcts of 9<sup>th</sup> Agricultural Science Congress, 306
- Sharma, Madhu;** Divashree and Rajesh Sharma (2009), “Awareness and status of food safety certification in India”, Proceedings of National Seminar on Innovative Marketing Strategies: Current Trends organized by Chandigarh Business School, Landran, Mohali, 391-398
- Thakur, Jiwan and **Madhu Sharma** (2011), “GlobalG.A.P. certification for grapes in Nashik district of Maharashtra”, Genesis IABM, 1(1),26-29
- Sharma, Madhu** and Harendra Singh Bisth (2012), “ Marketing scenario of hybrid paddy seed in Udham Singh Nagar district of Uttarakhand”, *Agricultural Economics Research Review*, 25(Conference Number), 538
- Bairwa, Kailash Chand; Rajesh Sharma and **Madhu Sharma** (2012) Evaluation of marketing channel options for guava in Kota district of Rajasthan. *Annals of Agricultural Research*, 33 (4): 265-274
- Chand, Prem; Rajesh Sharma and **Madhu Sharma** (2012) Performance of vegetable crops in different agro climatic zones of Rajasthan.*Indian Journal of Agricultural Marketing*, 26 (1), 2012
- Ojha, Akriti; **Madhu Sharma;** Ankur Ojha and Karun Meghwal (2013) Network designing for spot trading of fresh produce in India. Proceedings of First International Conference on Innovations in Food Processing, Value Chain Management & Food Safety organized by ‘National Institute of Food Technology Management (NIFTEM), Kundli, Sonapat, Haryana on January 10 & 11, 2013; p 150.
- Sharma, Madhu** and Rajesh Sharma (2013) Potential of Food Processing in Rajasthan. Proceedings of First International Conference on Innovations in Food Processing, Value Chain Management &

Food Safety organized by 'National Institute of Food Technology Management (NIFTEM), Kundli, Sonapat, Haryana on January 10 & 11, 2013; p 83

**Sharma, Madhu** and Rajesh Sharma (2013) Developing retail linkages for food processing industry in Rajasthan. Souvenir of National Seminar on Agri Business Potential of Rajasthan, March 19-20 organised by institute of Agri Business Management, S.K.Rajasthan Agricultural University, Rajasthan, p 121.

**Sharma, Madhu;** Richa Shrivastava and Rajesh Sharma (2013) Agri business potential of Coriander in Kota division of Rajasthan. Souvenir of National Seminar on Agri Business Potential of Rajasthan, March 19-20 organised by institute of Agri Business Management, S.K.Rajasthan Agricultural University, Rajasthan, p 69

Sharma, Rajesh; **Madhu Sharma** and Priyanka Solanki (2013) Impact of wheat variety Raj 4037 in Rajasthan. Souvenir of National Seminar on Agri Business Potential of Rajasthan, March 19-20 organised by institute of Agri Business Management, S.K.Rajasthan Agricultural University, Rajasthan, p 123. P 101

Sharma, Rajesh; **Madhu Sharma** and Priyanka Solanki (2013) Potential of economically important shrub *Senna* in arid region. Souvenir of National Seminar on Agri Business Potential of Rajasthan, March 19-20 organised by institute of Agri Business Management, S.K.Rajasthan Agricultural University, Rajasthan, p 123. P 81

Sharma, Amita and **Madhu Sharma** (2013) Arrivals of agri produce in regulated markets of Rajasthan. Souvenir of National Seminar on Agri Business Potential of Rajasthan, March 19-20 organised by institute of Agri Business Management, S.K.Rajasthan Agricultural University, Rajasthan, pp 49-53

**Sharma, Madhu** and Rajesh Sharma (2013) Production of Field Crops in Rajasthan. Souvenir of National Seminar on Agri Business Potential of Rajasthan, March 19-20 organised by institute of Agri Business Management, S.K.Rajasthan Agricultural University, Rajasthan, pp 26-38

**Sharma, Madhu** (2013) Agribusiness education- A lucrative job option, Business & Management Chronicle, April 2013, pp 20-21.

Utreja, Swati and **Madhu Sharma** (2013) The public private partnership for sustainable agriculture. Creating a Sustainable Business, Managerial Implications and Challenges, Bloomsbury Publishing India Pvt. Limited. Pp 88-93

Bannor, R. K. and **Madhu, S.** (2015). An analysis of the socioeconomic characteristics of kinnow producers in Rajasthan State of India. *International Journal of Management Research and Business Strategy*, 4(3), 180-192.

Bannor, R.K., and **Madhu, S.** (2015). Spatial price transmission in groundnuts markets in Rajasthan. *Indian Journal of Economics and Development*, 11(4): 901-910.

Bannor, R. K. and **Madhu, S.** (2015). Spatial price transmission of kinnow markets of Rajasthan State of India. *Economic Affairs*, 60(3): 415-426



- Richard Kwasi Bannor and **Madhu Sharma** (2016) Modelling and Forecasting Wholesale Groundnut Prices in Bikaner District of Rajasthan for Marketing Intelligence. *Applied Research Journal*, 1(4): 1-20
- P. Solanki and **M. Sharma** (2016) Forecasting of price volatility in cumin using EGARCH model *International J. of Seed Spices*, 6(2):96-99
- Richard Kwasi Bannor and **Sharma, Madhu** (2017) Determinants of the choice of marketing outlet among kinnow farmers in Rajasthan. *Indian Journal of Economics and Development*. 13(1):11-12
- Richard Kwasi Bannor, Rajesh Sharma and **Madhu Shrama** (2017) Promotion of wholesale coriander price discovery in Kota market of Rajasthan, India. *SKUAST Journal of Research*, 19 (2): 222-227
- Solanki, Priyanka; Sharma, Rajesh and **Sharma, Madhu** (2017) Price forecasting of mustard using ARIMA and EGARCH models. *Journal of Oilseed Brassica*, 8(2): 181-186
- Sharma, Rajesh; **Sharma, Madhu** et al., (2018) Assessment of Tribal Development in Udaipur District of Rajasthan, Proceedings of 'International Conference on Agribusiness in Emerging Economies' organized by Institute of Rural Management, 216-233

#### **Chapter/Course/Book Writing:**

- Writer of a Unit on International Economics in Core Course – Applied Economic Analysis for Centre for Extension Education, School of Agril. Sciences, IGNOU in the year 2009
- Writer of course “Agribusiness Management” for BBA, School of Distance Education, Bharti Vidyapeeth University, Pune, 134p in the year 2009
- Mohita, Rajiv Kumar; Sharma, Madhu and Sharma, Rajesh (2016) *Agri Input Delivery Mechanism for High Net Worth Farmers of Gujarat*, LAP LAMBERT Academic Publishing, Germany

#### **Research Projects Submitted**

- Sharma, Madhu (1992), “A study of changing trends in the production of major crops to and factor responsible to influence the adoption of new technology in western plain zone of Rajasthan”, Research project completed at Agriculture research station, Mandore. Project No. MND/Ag. Ec./Kh-Rabi-2/92-93
- Sharma, Madhu (1993), “An economic analysis of proposed technology in crop production under different field conditions in arid western plain zone a of Rajasthan”, Research project completed at Agriculture research station, Mandore. Project No. MND/Ag. Ec./Kh-Rabi-3/92-93
- Bhatnagar, S. K. and Madhu Sharma (1994), “Agro Climatic Regional Planning for Agri Development in Barmer district – District profile, strategies and priorities”, research publication, ARS, Mandore. Publication No./ARSMandore/3/1994
- Nodal Officer from Rajasthan Agricultural University in preparation of the strategic report on Agricultural Human Resource and Educational Planning’ as part of 12<sup>th</sup> Plan document submitted to Planning Commission under the project entitled ‘Assessment of future human capital requirement in Agriculture’ of

Indian Council of Agricultural Research (through National Academy of Agriculture and Research Managemnt, Hyderabad) and Institute of Applied Manpower Research, Planning Commission, Govt. of India.

Co-PI of the Project ‘Supply Demand Analysis of Professional Agricultural Human Resource in Northern India’ (2016-17). Funded by Education Division, Indian Council of Agricultural Research, this project was done for India by dividing the area in four parts.

Co-PI, Project on “Visioning, Policy Analysis and Gender (V-PAGe)”, under the National Agricultural Innovation Project, 2007-12

Co-PI, Network Project on Marketing Intelligence, NAIP, ICAR, 2013-2017

Co-PI, Project on Supply Deman Analysis of Professional Agricultural Human Resource in Northern India, a project funded by Education Division of Indian Council of Agricultural Research, New Delhi during the year 2016-17

**Consultancy:**

“Production Trend and Changing Marketing Strategy of Farmers of Guar seed and Gram in Rajasthan”. Consultancy given to National Commodity and Derivatives Exchange, Mumbai (NCDEX), (2007)

Principal Investigator, A Consultancy project for NCDEX on “ Dynamics of Guar Seed Production and Marketing in India” , 2013.