
Dr. ASHISH GOEL

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Dept. of Strategic Management

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EDUCATION

Master's and Ph.D.- IIT Madras

TEACHING INTERESTS

Strategic Analysis and Formulation, Strategy Implementation and Control, Business Strategy, Stakeholder Strategies for Responsible Business, Managing Public Private Partnerships.

RESEARCH INTERESTS

Sustainability and Strategy, Stakeholder Strategy, Technology and Strategy, Sustainable Infrastructure, and Infrastructure Management.

SELECTED JOURNAL PUBLICATIONS

Goel, A., Baliga, A. J., Rangarajan, D., & Lussier, B. (2024). Technology use in B2B sales: examining the extant literature and identifying future research opportunities using morphological analysis. *Journal of Personal Selling & Sales Management*, 1-17.

Goel, A. (2023). Using Secondary data in research on social sustainability in construction project management: a transition from 'interview society' to 'project-as-practice'. *Engineering, Construction and Architectural Management*, 30(9), 3858-3875. DOI: <https://doi.org/10.1108/ECAM-10-2021-0905>

Goel, A., Ganesh, L. S., & Kaur, A. (2020). Social sustainability considerations in construction project feasibility study: a stakeholder salience perspective. *Engineering, Construction and Architectural Management*, 27(7), 1429-1459 DOI: <https://doi.org/10.1108/ECAM-06-2019-0319>.

Goel, A., Ganesh, L. S., & Kaur, A. (2020). Project management for social good: a conceptual framework and research agenda for socially sustainable construction project management. *International Journal of Managing Projects in Business*, 13(4), 695-726 DOI: <https://doi.org/10.1108/IJMPB-06-2019-0155>.

Goel, A., Ganesh, L. S., & Kaur, A. (2020). Benefits formulation in construction projects: an exploratory study through a social sustainability perspective. *IIM Kozhikode Society and Management Review*. 9 (2), 162-176, DOI: <https://doi.org/10.1177/2277975219896510>.

Goel, A., Ganesh, L. S., & Kaur, A. (2019). Sustainability integration in the management of construction projects: A morphological analysis of over two decades' research literature. *Journal of Cleaner Production*, 236, 117676. DOI: <https://doi.org/10.1016/j.jclepro.2019.117676>.

Goel, A., Ganesh, L. S., & Kaur, A. (2019). Deductive content analysis of research on sustainable construction in India: current progress and future directions. *Journal of Cleaner Production*, 226, 142-158. DOI: <https://doi.org/10.1016/j.jclepro.2019.03.314>.

Full List: <https://scholar.google.com/citations?hl=en&user=bKbigMoAAAAJ>