



RESUME

1.0 PERSONAL DATA

Date: 01/07/2020

Name : Dr. Patrick Loh
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Email : lohpertah@yahoo.com.sg

Religion: Christian,
Citizen: Singapore
DOB: 17-11-1955

2.0 ACADEMIC QUALIFICATIONS

- 2.1** 1985 Full Certificate in Communication Studies (equivalent to C.A.M. Foundation, UK, Certificate, - JEC/VITB Singapore).
Subjects passed were Public Relations, Marketing, Media Studies, Advertising, Communication Practice and Business and Economic Environment.
- 1985 Certificate from the Institute of Administrative Management (UK).
- 1988 Professional Diploma from the Institute of Administrative Management (UK).
- upgraded to Advanced Diploma in 1995
- April 1991 Completed Masters of Commerce degree in International Marketing from the University of Strathclyde (Scotland) – awarded University of the Year (Times Higher Education (2012)).
Graduation date : July, 11th 1991 in Scotland
Subjects taken : Marketing Research, Marketing in developing countries, Market Research, Export Marketing, Commercial Practice and Systems, Production/Marketing Interface, Industrial Marketing .
Title of thesis completed was ‘Penetration Strategy for the Promotion and Distribution of Information Technology magazines in Singapore’.
- 1992 Member of Chartered Institute of Marketing (UK)
- Oct Completed Ph.D research studies with University of Sunderland (UK) -
- 1999 **(Multi-disciplinary programme).**
Thesis : “Marketing and Promotion of IT Education and Training in Singapore”. (A cross between Global IT, Education & training, Marketing, and Econ. devt; the project involves two major surveys - one on the IT Training industry and another on the employers of IT professionals in Singapore.

3.0 MOST RECENT & PRESENT POSITIONS

June, 2020. Invited as Group Advisory board member of the World Travel Tutorial Inst. of Asia, (based in India).

March, 2020: Invited associate member and groupchat of the Research Foundation of India to share and contribute to areas pertaining to global research, education, health and environmental issues.

Oct.2019: Invited to attend a global conference on "Asian Community: Cultural, Political and Economic Aspects" and thereafter to conduct lectures for the students and staff of the Mykolas Romeris University in Lithuania (with full board lodging and allowances too).. .

June 2019. Invited by a state University in Lithuania to conduct a series of lectures for their students and staff (Topic: Educating for the future: East Asia Model).

June 2019. Invited by the American Univ. of Leaders as an adjunct prof. for their MBA/Ph.D progs. (leadership, entrepreneurship, Global business).

Feb., 2019. Invited as Research and academic advisor (p/t) of Eudoxia Research Centre (India). Making MOU with universities and research insts for collaboration purposes on joint research and exchange programmes.

Jan. 2018 to now. Invited as adjunct professor (spirituality of, and spiritual coaching for leaders) of the Monarch Business Sch. (Switzerland) for their DBA/MBA progs (providing online tutorial support for their asynchronous progs).

Nov. 2015 to now. Invited as adjunct/associate lecturer of Amity Global Inst. (part-time) for the short courses for their undergraduate and MBA students from Amity India (Int'l Management Practice, Global leadership, entrepreneurship, marketing) and DBA prog. (Northampton Univ.)..

Sept. 2012- present. Principal Consultant/Chief Learning Officer (Knowledgeworks Consultants). Collaborate with partners (here and overseas) on training and consulting (relating to spiritual coaching and holistic devt. of leadership, enlightenment entrepreneurs, workplace spirituality, corporate wellness, corporate character and branding. – self-employed).

Aug. 2015- Nov. 2015. Recalled my services as an Adjunct faculty member (P/T) to teach Business Research methods, and OD/Org. Change Management for the Master of Business in ERP Systems of the Victoria University (Aust.) - part-time with Lithan-Hall Academy).

Oct. 2011- July, 2014. Invited as Visiting Professor of the Buddhist College of S'pore for their BA. Programmes to teach all their sociology, inter-cultural, and cross disciplinary courses such as Applied Sociology, Sociological theory, Culture & Devt., S. Asian Society, Social Research methods, developing learning materials, consultation, soft skills.

Dec. 2011 – 2012 June. Recalled my services as an adjunct professor to teach a couple of courses (Research methodology, and advanced seminars in management/marketing), and provide supervision support for the Ph.D programme of the Open University, Malaysia (Universal Sch. of Professional Studies).

Mar.2011-Dec. 2012. Invited to be an adjunct Professor of the Arcadia University (top-tiered American University) to teach Global/Multinational Marketing for their distance learning MBA programme (with Adventis Sch. of Management).

Feb. 2011. Part-time Lecturer with Curtin Singapore for their Bachelor of Commerce degree programme (Communication in Business).

Oct. 2010 –May 2011 . Adjunct Lecturer/Professor with Management Devt. Inst. of Singapore for their distance learning MBA programmes awarded by **Edith Cowan University** (Aust.), and **Grenoble Graduate Sch. of Business** (Adjunct Professor).

Feb. 2010-Sept. 2011. Invited by Tyndale Business School (now TEG Int'l College) as a faculty member to teach Research Methods, and other business management courses, and supervise all the MBA students of the University of Sunderland (UK) in their research work (dissertation).

Sept. 2009. Invited by a top-ranked business school in Taiwan (National Sun Yat Sen University) as a visiting Professor for their MBA programme.

July 2008. Invited as visiting professor (part-time) to teach project mgnt, and strategic mgnt. with the British Univ. in Dubai (did not take up offer, as I had to be back home due to some personal matters).

Sept. 2008-Aug..2009; back in May on mutual agreement) Appointed Professor (full rank) of Strategic Management & leadership by the Inst. of Management Technology-Dubai (IMT-Dubai). Also teach other courses such as Int'l Business, Business Ethics, and supervise students' project work. Other administrative responsibilities include career counseling, evaluation on students' project work, advice on course specialization, internship and placements overseas.

Mar. 2008 – Aug. 2008. Adjunct Professor for the Ph.D (by thesis) programme of the Open University of Malaysia (Research Methodology and Advanced Seminar in management/marketing) with Universal Sch. of Professional Studies (distance learning centre).

Sept. 2009 - Jun. 2010, Provide supervision support to two Ph.D students of the Open University of Malaysia (with Trent Global).

Feb. 2008 to May. 2008. Appointed Adjunct faculty member to teach OD/Org. Change Management for the Master of Business in ERP Systems of the Victoria University (Aust.).

2007. Approved by SIM University to teach one module (New Prod. Devt./Managing innovations). It is understood that some of the materials from my book (Future of Innovation & enterprise) were incorporated into their learning materials.

Jun. 2006. Invited by the Bad Honnef University (Germany) to conduct a seminar (Smart Services for tech. products) for their students and staff as a visiting Professor for their MBA programmes.

Feb. 2006 – 2008 Aug.. Appointed Adjunct Faculty member of the University of Wales for their MSc. in Supply Chain Management.

Oct. 2004- 2006 (Dec.). Approved by the Central Queensland University (Australia) as an adjunct faculty member and project supervisor) to teach “Working in a knowledge society” for their Doctor of Professional & Creative Studies programme.. Also supervise doctorate students in their project work/dissertation. Successfully completed supervising one student in his project work (**Remaking security management and policies in a new world order**).

Apr 2003 – Aug. 2008. Principal Consultant/Author and publisher of Knowledgeworks Consultants. (self-employed) is devoted to developing creative solutions to global issues and problems (through the research publications and programmes) so as to meet challenges of a fast changing global, creative and green economy.

Write, publish and distribute own range of books based on my research work (devoted to developing creative solutions to global issues and problems), and conduct training programmes (based on experiential and reflective learning), consulting for corporate clients, and education consultancy. Adjunct lecturer/Professor and faculty members of 7 overseas Universities.

4.0 PREVIOUS POSITIONS

Mar. 2002 – Mar. 2003.

Joined Allianz Educational Centre as Director of Studies. Duties include business development, marketing, sourcing of new programmes, developing and improving processes, ensure overall profitability of the Centre for Advanced Education. Teaching and project supervision (Masters and PhD), training, recruitment of lecturers, curriculum development and planning, professional career counseling, and oversee the areas of academic studies.

February – Mar. 2002

Free-lancing work (teaching, training, tuition and project work with other education centres).

March 2001 to Feb. 2002

Joined Centre for Labour Market Studies (now known as Collegeworks Group) as Head of Department (Professional Development) on March, 2001 (later as Director of Studies for 3 Centres – Centres for undergraduate studies, Post-graduate studies, and Travel & Tourism).

Duties include business development and marketing, ensure overall profitability of the Centre for Post-graduate Studies and the Centre for Under-graduate and Non-degree Studies, recommend effective utilization of resources in support of marketing and sales, improve processes, project supervision (Masters and PhD) and training, curriculum development and planning, conduct research, professional career counseling/course consultation, oversee the area of academic studies, coordinate with seminar speakers and trainers, producing publicity and promotional materials.

Mar. 1998 to February 2001

Joined Louis Preston School of Business as Head of Department (Professional Development).

Duties include business development of business and tourism courses, staff development, recruitment of lecturers and staff, oversee the area of academic studies, and overall in-charge of department of business studies.

Feb. 1974 to Oct. 1974. Joined Registry of Business as a temporary clerical assistant.

Apr. 1975 to Apr. 1977 Served national service.

March 1978 to August 1980

Joined Telecoms Authority of Singapore as a Telecoms operator (special operations).

September 1980 to June 1983

Joined Sumitomo Corporations as an Administrative Assistant.

Responsibilities include attendance records keeping, filing, office equipment maintenance, correspondence with Head office in Japan.

July 1983 to May 1985

Joined WyWy Pte Ltd as a Sales Specialist (Fax/Telecom equipment).

Responsibilities include promotion of office equipment to new customers and also product demonstration.

1982 - 1985

Joined Survey Research Singapore as a part-time Market Research Recaller/Interviewer.

June 1985 - Feb 1987

Joined Overseas Courier Service Pte Ltd as an Assistant sales Manager.

Responsibilities include promotion of courier service and subscription of periodicals to new customers and training of new sales personnel.

From February 1987 – Mar. 1998

Marketing manager in a local subscription agency dealing in business/computer magazines and professional journals, **(self-employed)**. Free-lance writing and training.

Responsibilities include training of sales personnel, distribution, and promotion of business/IT publications and professional journals, and maintenance of close contacts with customers (Direct Marketing and Internet Marketing).

5.0 ACTIVE RESEARCH AND RESEARCH INTERESTS

Internet Marketing, Global E-Commerce, and International Marketing
Marketing of IT training institutions in Singapore.

Actively doing research and writing on global IT management/education, Global E-Commerce/E-Business, managing in a global economic downturn, innovation and entrepreneurship, real value of a business education.

6.0 PROFESSIONAL QUALIFICATIONS

- I. Certificate in Communication Studies (J.E.C.)
- II. Certificate and Diploma from the Institute of Administrative Management (UK) – IAM

7.0 PROFESSIONAL MEMBERSHIPS

- I. Member of local branch of Institute of Administrative Management (UK) - IAM
- II. Member of Chartered Institute of Marketing (UK)

8.0 PROFESSIONAL CONTRIBUTIONS & LIST OF PUBLICATIONS

PROFESSIONAL CONTRIBUTIONS/LIST OF PUBLICATIONS

- 1) Loh, P. (1998/9). Meeting the Demand for Information Technology Workers. Published in Today's Manager (Singapore Institute of Management journal paper), Dec 98 – Jan 99.
- 2) Loh P. (1997). The Big Picture: Patrick Loh says it is not enough to 'think global' – the IS executives of the future must 'learn global' as well. Published in MIS South East Asia, June 1997; (article in MIS SEA periodical).
- 3) Loh, P. (1998). Global Information Technology Training and Education. Published in Teaching and Learning Journal (National Inst. of Education/Nanyang Technological University, Singapore- 1998 (journal paper).
- 4) Loh, P. (1999). The Internet Remodels Education and Training. Published in Today's Manager (S'pore Inst of Management, SIM journal), Aug-Sep 1999 (paper).
- 5) Loh, P., Palvia, S. & Parrington, N. (1995). An Assessment of the demand and delivery of IT Education & Training in Singapore: Implications for developing Nations, International Automation Conference, Indore (India), Dec., 1995 (paper).
- 6) Loh, P. (1997). Singapore's experience of Globalisation of IT training & education. British Journal of Administrative Management, UK (paper).
- 7) Loh, P. (1998). Provision of IT skills training in Singapore. British Journal of Administrative Management, UK. (journal paper).
- 8) Ph.D Thesis (1999): "Promotion and Marketing Strategies of IT Training institutions in Singapore". (University of Sunderland, UK. A cross between IT, Education and Marketing; the project involves two major surveys - one on the IT Training industry and another on the employers of IT professionals in Singapore.

- 9) Loh, P. (1999). Provision of IT Skills training in Singapore. Electronic issue of REACT; Feb., 1999. Review of educational research and advances for classroom teachers.
- 10) Loh, P. (2000). "Promotion and marketing strategies of IT training institutions in Singapore". Doctoral thesis of the University of Sunderland (UK); 2000.
- 11) Loh, P. & Parrington, N. (2002). 'IT training in Singapore – A Marketing perspective' available at www.ablibris.com. UK Website (e-book).
- 12) Loh, P. (2001). IT Professionals in Singapore – A Skills analysis. Journal of Computing for Higher Education, S'pore (unpublished paper; reviewed by NUS and NIE/NTU profs. as suited for publication).
- 13) Loh, P. & Parrington, N. (2001). A Skills Analysis of IT Professionals in Singapore: Implications for IT Training Providers, Global Information Technology Management World Conference, Dallas, Texas, (USA) June 10-12, 2001 (paper).
- 14) Loh, P. & Parrington, N. (2002). IT Education and Training Policy in Singapore – a catalyst for IT development, Global Information Technology Management World Conference, New York, (USA) June 23-25, 2002 (paper).
- 15) Loh, P. (2003). 'Strategic IT Training For The Knowledge Economy', (Knowledgeworks Consultants S'pore; 2003; book). Featured in Asia Media Culture Center in HK (www.asiamt.com).
- 16) Loh, P. (2003). Global IT Education & Training for the New Economy, **Knowledgeworks Consultants; S'pore.** (book).
- 17) Loh, P. (2004). Global IT research; theory & frameworks", by **Knowledgeworks Consultants, S'pore.** (book).
- 18) Loh, P. (2005). E-Marketing to China: A cultural approach, by **Knowledgeworks Consultants, S'pore.** (book).
- 19) Loh, P. (2005). Global IT Outsourcing: Key issues and trends, **Knowledgeworks Consultants, S'pore; (book).**
- 20) Loh, P. (2006). E-Commerce for the Global Markets. **Knowledgeworks Consultants, S'pore; (book).**
- 21) Reviewer of two papers of the 5th IBIMA conference (2005) held in Egypt.
- 22) **Loh, P. (2007). Future of Enterprise and Innovation. Knowledgeworks Consultants, S'pore; (book).**
- 23) **Loh, P. (2008). Achieving breakthroughs in Innovation. Knowledgeworks Consultants, S'pore; (book).**
- 24) **Loh, P. (2009). Managing in the global economic downturn. Knowledgeworks Consultants, S'pore; (book).**
- 25) **Loh, P. (2017). Spirituality and Corporate Performance and Excellence. Amity Business Journal. Vol. 4, No.1, Aug, 2017.**
- 26) **Loh, P. (2018). Spirituality & leadership responsibilities and development. Amity Global Journal, Vol 5. No. 1, Aug. 2018).**
- 27) **Loh, P.(2019).**Published a paper entitled, "A new paradigm in organizations – spirituality movement" by online publisher thechiefofficer.com. See link: <https://lnkd.in/fab4qBV> . May, 2019.

9.0 REFEREES

1) **Name** Professor Peter Smith (former Head of dept.)
Address School of Information Systems/Computing
University of Sunderland
Edinburgh Building,
Chester Road, Sunderland
SR1 1SD, England, UK.

Telephone (44) 191 515 2773 **Fax :** (44) 191 515 2781

E-mail peter.smith@sunderland.ac.uk

2)Name Prof. Manuel Fernandez (former colleague of IMT-Dubai)
Skyline University College,
University City of Sharjah –
P.O. Box 1797 - Sharjah, UAE
Email: mfernandez@skylineuniversity.ac.ae | ☎
URL: www.skylineuniversity.ac.ae

3) Name Dr. Clive Graham (Creative Ent. & Professional Doctorate Academic
Director; former employer for their doctorate prog.).
Address Central Queensland University, Sydney
Level 6, 400 Kent Street, Sydney, NSW
Australia 2000
Telephone/Email +(61) 2 93245779 Fax: (+61) 2 93245766
Email: c.graham@syd.cqu.edu.au

4) Name Dr. Ji Yun (Asst. Dean)
Buddhist College of Singapore.
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Singapore 574117.
Email: jiyun@bcs.edu.sg Fax: (65)-64560180
Tel: 65- 64579983

10. SUMMARY OF TEACHING/TUTORIAL EXPERIENCE

Successfully supervised a master student in project work/dissertation by turning from outright failure to a clear pass (Leicester University – MSc. Training & Development programmes).

May 2008. Provided support and guidance to a doctorate student (Southern Cross University) in his dissertation to help to turn around after 7 long years from a marginal failure to a outright pass (Internet Marketing for the Hotel industry in S'pore).

1991 Jan. to 1991 Dec. (Taught at Management Devt. Inst. of Singapore in Sales promotion and Marketing for their Communication Studies programme).

1995 to 1996. (Taught at Logistics Training Centre for US degree programme in Strategic Management and Marketing).

Jan. 2002 to Dec. 2003. Registered with Cornerstone Business School to teach the University of London's BSc. (Econs/Mgt/Business) Degree programme.

Nov. 2002: Appointed project/research supervisor by Helmsdale Associates for the DBA programme awarded by the Southern Cross University.

June 2004: Appointed Adjunct Professor by the Columbia Southern University (USA) for the BBA degree programme and approved by MOE to teach the University of London BSc. degree programme in Business/Econs/Mgt. with Queensfield Training Centre.

Oct. 2004. Approved by the Ministry of Education (MOE) to teach the University of London's BSc. Degree in Computing & Info. Systems with Systems Computer Training Centre.

Oct. 2004. Approved by MOE to teach ACCA courses (Business Info. Mgt. And Strategic Business Planning and Devt) with Accountancy Finance Education Centre.

Oct. 2004. Approved by the Central Queensland University (Australia) as an adjunct Lecturer/tutor to teach "Working in a knowledge society" for their Professional Doctorate programme with Hartford

Inst. of Management. Also supervise students in their project work/dissertation. Successfully completed supervising one student in his project work (Remaking security management and policies in a new world order).

Feb. 2006. Approved as an Adjunct Faculty member/Lecturer of the University of Wales for their MSc. in Strategic Supply Chain Management with Turning Point Training Centre. Also to supervise students in all their project work.

Feb. 2006. Invited by ACT International to conduct seminar on Project Management for corporate clients (local and overseas).

Mar. 2006 Approved by the University of Upper Iowa ((USA) to develop a special topic (Global IT Outsourcing) for their Bachelor degree programme in Business Administration.

Jun. 2006. Invited by the Bad Honnef University (Germany) to conduct a lecture (Smart Services for tech. products) as a visiting Professor for their MBA programmes.

Jan. 2007 to Dec. 2007. Taught one module (Corporate Strategies and Policies) for the Executive Diploma in Corporate Management awarded by the Society of Business Practitioners (UK).

Mar. 2008- Jun.2010. Adjunct Professor for the Ph.D (by thesis) programme of the Open University, Malaysia (Research Methodology and Advanced Seminars in management/marketing).

Sept. 2008-Aug.2009. Appointed Professor (full rank) of Strategic Management & leadership by the Inst. of Management Technology-Dubai (IMT-Dubai). Also teach other courses such as Int'l Business, Business Ethics, and supervise students' project work. Other administrative responsibilities include career counseling, evaluation on students' project work, advice on course specialization, internship and placements overseas.

Apr. 2009. Invited by the British University in Dubai to teach two summer courses (Strategy and project mgt.) for their MBA programme.

Sept. 2009. Invited by a top-ranked business school in Taiwan (National Sun Yat Sen University) as a visiting Professor for their MBA programme.

Nov. 2009. Invited by the S'pore Management University to teach a couple of electives (New Prod Devt/Innovation)for their MBA programmes as a Practising Professor.

2010: Invited by Stamford Raffles College and Berkshire School as Academic Board Adviser.

Nov. 2009. Invited by Nat. Univ. of S'pore (NUS) Extension to conduct seminars for professional development – ICT training in S'pore - importance of multi-disciplinary research.

Feb. 2010-Sept. 2011. Invited by Tyndale Business School (now TEG Int'l College) as a faculty member to teach Research Methods, and other business management courses, and supervise all the MBA students of the University of Sunderland (UK) in their research work (dissertation).

Oct. 2010 –May 2011 . Adjunct Lecturer/Professor with Management Devt. Inst. of Singapore for their distance learning MBA programmes awarded by **Edith Cowan University** (Aust.), and **Grenoble Graduate Sch. of Business** (Adjunct Professor).

Mar. 2011. Invited by the Ministry of Education to a sharing session on 'Innovation' (based on my Innovation titles) for the benefit of all education officers here in S'pore.

Oct. 2011- July, 2014. Invited as Visiting Professor of the Buddhist College of S'pore for their BA. Programmes to teach all their sociology, inter-cultural, and cross disciplinary courses such as Applied Sociology, Sociological theory, Culture & Devt., S. Asian Society, Social Research methods, developing learning materials, consultation, soft skills.

Dec. 2011 – 2012 June. Recalled my services as an adjunct professor to teach a couple of courses (Research methodology, and advanced seminars in management/marketing), and provide supervision support for the Ph.D programme of the Open University, Malaysia (Universal Sch. of Professional Studies).

Mar.2011-Dec. 2012. Invited to be an adjunct Professor of the Arcadia University (top-tiered American University) to teach Global/Multinational Marketing for their distance learning MBA programme (with Adventis Sch. of Management).

Sept. 2014-now. Principal Consultant (Knowledgeworks Consultants). Collaborate with partners (here and overseas, SKBTM.com) on training and consulting (relating to spiritual and moral leadership, corporate character and branding. – self-employed, free-lance).

Nov. 2015 to now. Invited as adjunct/associate lecturer of Amity Global Business School (S’pore part-time) for their MBA prog. (Int’l Management Practice, and marketing).

Aug. 2015- now. Recalled my services as an Adjunct faculty member (P/T) to teach Business Research methods, and OD/Org. Change Management for the Master of Business in ERP Systems of the Victoria University (Aust.) - part-time with Litan-Hall Academy).

Oct. 2011- July, 2014. Invited as Visiting Professor of the Buddhist College of S’pore for their BA. Programmes to teach all their sociology, inter-cultural, and cross disciplinary courses such as Applied Sociology, Sociological theory, Culture & Devt., S. Asian Society, Social Research methods, developing learning materials, consultation, soft skills.

Mar.2011-Dec. 2012. Invited to be an adjunct Professor of the Arcadia University (top-tiered American University) to teach Global/Multinational Marketing for their distance learning MBA programme (with Adventis Sch. of Management).

Feb. 2011. Part-time Lecturer with Curtin Singapore for their Bachelor of Commerce degree programme (Communication in Business).

11.0 Successful supervision of MBA/Ph.D dissertations

- i) “Residents’ attitudes towards the impact of tourism in Singapore” (MBA dissertation of the University of Sunderland, UK; 2010).
- ii) “Strategic Business for Retirement Villages” (MBA dissertation of the Univ. of Sunderland, UK; 2010).
- iii) “Remaking security management and policies in a new world order” (Prof. Doctorate dissertation of the Central Queensland University, Aust.; 2006).
- iv) “Internet Marketing for the Hotel industry in Singapore” (Doctoral (DBA) dissertation of the Southern Cross University, Aust.; 2009).
- v) “Market diagnosis study of KIA Motors in UAE “ (MBA student’s project work of the Inst. of Management Technology-Dubai; 2009).

12.0 GENERAL

Committed to life-long learning. Enjoy coaching and mentoring students in need.

Research interest in marketing, management, Innovation and Enterprise, E-Commerce Security, Global IT education/training, global E-commerce subjects. Write and publish own books on global IT management and education, Global E-commerce/e-Marketing, Global Innovation and Enterprise & Global Econ. Downturn.

Provide professional advice and consultation to friends and associates who are new in business.

12.0 SIGNATURE AND DATE
