

PROFESSOR ROBERT ARASA (PHD) – PROFILE



PERSONAL

Age - 50 years, Citizenship – Kenyan

Profession – Teaching and Consulting (Strategy, Research)

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CAREER OBJECTIVES

Contribute to; positive growth & development of institutions and systems in Kenya and beyond, and knowledge development and growth through involvement in strategy teaching, advice and various research & knowledge sharing programmes

KEY COMPETENCES

Possess strengths in policy formulation, research formulation and execution, strategic plan development, monitoring and evaluation, facilitating various management trainings, academic writings, publications and mentorship.

EDUCATION

PhD (Strategic Management) – University of Nairobi, Kenya

Masters of Business Administration – University of Nairobi

Bachelor of Commerce - University of Nairobi

OTHER TRAININGS

These include the following.

Year	Training theme/focus	Institution
2011	Case writing	Strathmore University
2008	Medicines & Insurance coverage	Noguchi Memorial Institute for Medical Research, Ghana
2008	Financial management	Global Training Institute, Kenya
2007	Quality Management Systems	Kenya Bureau of Standards
2006	Social Security Administration	International Social Security Association, Nairobi, Kenya
2005	Change Management	Total Quality Training Consultants, Kenya
2004	Policy analysis	Institute of Policy Analysis & Research, Kenya
2002	Health Insurance	College of Insurance-Nairobi

WORK EXPERIENCE

A. ACADEMIA, TEACHING AND KNOWLEDGE SHARING

Period	Institution	Designation, Job description
January 2017 onwards	Machakos University	Associate Professor, School of Business and Economics Role and responsibilities include <ul style="list-style-type: none"> - Coordination and facilitation of PhD programme – Strategic management specialization - Student thesis supervision and mentorship - Research and resource mobilization
June 2015 – December 2016	Catholic University of Eastern Africa, Kenya	Director, Graduate Business School. Tasks and responsibilities undertaken include; <ul style="list-style-type: none"> i. Administration and management of MBA and DBA programmes ii. Teaching, project/research supervision iii. Exam management iv. Quality management v. Conferences/symposium Programme reviews
2015		Acting Director, Graduate Business School. Responsibilities included overall overseeing of the running of the MBA and DBA programmes
March 2014		DBA dissertation Coordinator. Tasks included facilitating allocation and appointment of supervisors, coordinating/organizing dissertation sharing and defenses, monitoring student progress
January 2013 onwards		Senior Lecturer, Coordinator Doctorate of Business Administration programme. Duties and responsibilities include; <ul style="list-style-type: none"> i. Facilitation of Doctoral of Business Administration programme ii. Facilitation of MBA programme courses/units (strategic management, marketing management, managing change, leadership skills development) iii. Facilitation of MA Project Management courses (procurement management) iv. Faculty Research Team Leader
2010 January – December	Strathmore University, Kenya	Senior Faculty, School of Management & Commerce <ul style="list-style-type: none"> i. Subject leader – Marketing ii. Tasks handled included curriculum review, facilitation of undergraduate & graduate courses, supervision and moderation of research projects/theses iii. Courses facilitated include Strategic Management, International Business Management, Monitoring and Evaluation, Policy Making and Analysis, Entrepreneurship and small business management, project management, TQM, Program evaluation, Marketing
2009-2010	Jomo Kenyatta University of Agriculture & Technology, Kenya	Lecturer Facilitating MBA & MSC courses (Strategic Management, Procurement & Logistics), student research project/thesis supervision (Masters, PhD)
2009 - 2010	University of Nairobi, Kenya	Lecturer (part-time) Facilitating MBA courses (Strategic Management, Global strategic management)

B. EXTERNAL EXAMINER

Appointed external examiner for the following institutions

1. United States International University – Africa (USIU)
2. Jomo Kenyatta University of Agriculture and Technology, Kenya
3. Tangaza University College
4. Management University of Africa, Kenya
5. Technical University of Kenya

C. CORPORATE EXPERIENCE

Period	Institution	Designation & Job description
2008-2010	National Hospital Insurance Fund – Kenya	Head of Business Development & Research, - Key responsibilities included coordinating and overseeing the organization's research programmes and new business/product initiatives.
2005-2007	National Hospital Insurance Fund – Kenya	Head of Marketing - Key responsibilities included spearheading the organizations brand management and introducing the marketing concept and practice into the fold of the organization's operational and strategic dimensions.
2004	Institute of Policy Analysis & Research	Researcher, Social & Health Sector - The main responsibilities included identification of policy issues within the social and health sectors with a view to providing a critical analysis and contribution for purposes of effective implementation or review of the policy in question
2000-2003	National Hospital Insurance Fund – Kenya	Assistant Manager, Research - Responsibilities included working with the Manager R&D towards introducing and nurturing the research function into the organization for effective decision making and action taking
1998-1999	National Hospital Insurance Fund – Kenya	Branch Manager – Nakuru - Responsibilities included overseeing the effective running of the branch affairs – member registration, compliance enforcement, hospital benefits administration and general office operations including HRM, procurement and finance.
1995 – 1997	National Hospital Insurance Fund – Kenya	Debt Collection Coordinator – Nairobi HQ
1993 – 94	National Hospital Insurance Fund – Kenya	Assistant Branch Manager – Meru
1992 – 1993	National Hospital Insurance Fund – Kenya	Field/Compliance officer

D. CONSULTANCY, TRAINING AND RESEARCH

Facilitated the above through various firms (Strategic Purchasing Associates (SPA), Strategy Centre Africa (SCA), Nairobi Kenya and Sigmund Peak International, Kenya.

Work done include;

Nature of consultancy, services	Institution/client	Year/period
Team building	Machakos Water & Sewerage Co. Ltd	2017
Strategic planning training	Comboni Missionaries – Kenya Province, strategic plan review	2017
	Clarkson Insurance Brokers Limited – Strategic plan review	2016
	Kakenya Centre of Excellence – Nairobi Kenya – strategic plan development	2016
Strategic plan development,	Mbooni Girls Secondary School – strategic plan review	2016
	CUEA Provident Fund – strategic plan development	2015/16
Strategic plan review/evaluation	Prime Insurance Company Limited, Lilongwe, Malawi – strategic plan training and development	2014
	Clarkson Insurance Brokers Ltd, Kenya – strategic plan development	2014, 2015
	Wildlife Clubs of Kenya – strategic plan training and development	2013
	African Fund for Endangered Wildlife (AFEW), Kenya – strategic plan training and development	2013
	Centuar Insurance Brokers (CIB), Kenya – strategic plan training and development	2012
	Kimiritu SACCO, Kenya – strategic plan development	2009
Management research and surveys	National Social Security Fund – Corruption survey	2016
	Kenyatta National Hospital – Customer satisfaction survey	2016
	National Hospital Insurance Fund - Customer satisfaction surveys, employee satisfaction surveys, patient satisfaction surveys	2010, 2012
Leadership and management trainings	National Hospital Insurance Fund - Basic management skills (middle/lower management)	April 2017
	Machakos Water & Sewerage Company - Board and top management training (New Act – 2016, Procurement Act, Strategic Alliances for Resource mobilization	April 2017
	CUEA - Managing and leading change training for management and staff	2016
	Multi-Media University, Kenya - Public Private Partnership	Nov 2015
	Hazina Sacco, Kenya - Customer Service training for staff	Dec 2014
	Cooperative Insurance Company (CIC), Kenya - Effective leadership and management, training for middle and top management	Nov 2012
Performance management	Kenya Urban Rural Authority (KURA) - Evaluation of Board and organizational performance	2014
	Kenya National Highways Authority (KeNHA) - Evaluation of senior management and organizational performance	2014
	Kenya National Highways Authority (KeNHA) - Training Needs Assessment	

E. OTHER WORKSHOPS AND SEMINARS

Facilitated various workshops and conferences including the following;

- The Catholic University of Eastern Africa – change awareness and management
- Centuar Insurance Brokers – Strategic planning workshop, Nairobi Club, September 2012
- International Health Symposium – Great Lakes University Kenya – 2010
- Medicines Insurance Coverage (MEDIC) in Kenya: Pharmaceutical stakeholders workshop, 6-7 December 2010, Silver Springs Hotel Nairobi
- HIV/AIDS Conference, “mainstreaming HIV/AIDS in ICT in Kenya towards vision 2030” Kenya School of Monetary Studies, Nairobi – 16-17 December 2010
- ILO symposium, April 2009 – Nairobi

F. PAPER PRESENTATIONS AT CONFERENCES

Presenters/Author(s)	Title of paper	Conference	Dates
Kaihula P. & Arasa R.	Determinants of total voluntary corporate disclosure in emerging markets: a meta-content analysis	African Academy of Management (AFAM), 3 rd Biannual Conference, Hosted by Strathmore Business School, Kenya	January 5 th - 7 th 2016
Dzinekou Y. J. & Arasa R.	Implications of dynamic capabilities on firm’s competitiveness and performance: a review of literature	African Academy of Management (AFAM), 3 rd Biannual Conference,, Hosted by Strathmore Business School, Kenya	January 5 th - 7 th 2016
Kandie H.K. & Arasa R.M	Effects of ISO 9001 certification on quality management practices: A survey of state corporations in Kenya	African International Business Management Conference (AIBUMA), hosted by University of Nairobi, School of Business, Kenya	July 11 th – 12 th 2014
Machuki, V.N., Okoth, P.J. & Arasa, R.M	Tangible Resources and Performance of County Health Services in Kenya	African International Business Management Conference (AIBUMA), hosted by University of Nairobi, School of Business, Kenya	July 11 th – 12 th 2014
Kinoti J., Arasa R, Waititu G & Guyo W	Influence of employees’ competency on the implementation of supply chain management ethics in government ministries in Kenya	Academy of International Business – Sub Saharan Africa (AIB – SSA) Conference, hosted by Riara University, Kenya	August 13 th - 15 th 2014

G. WRITINGS/PUBLICATIONS

Author(s)	Title of paper	Description of publication (Journal and volume, date)
Kyule A. K, Katunzi T, Arasa R.	The moderating effect of remuneration on the relationship between work-life policies and employee work outcomes among lecturers in Kenya	International Journal of Economics, Commerce and Management , Vol. 4, Issue 9, September 2016
Matseshe K L., Arasa R.	Structural contingency factors and organization structure: an empirical synthesis	International Journal of Innovative Research and Advanced Studies , Vol. 3(7), June 2016
Arasa R., Mwaura R., Ngui T.	The relationship between supply chain strategies and achievement of competitive advantage in seed manufacturing companies in Nairobi County, Kenya	International Journal of Science and Research , Vol. 5(1), pp 358 – 364, January 2016
Arasa R., Mwaniki M., Kaihula P.	The role of financial intermediaries in the internationalization of capital markets in Kenya: a study of stockbrokers in Kenya.	Journal of Economics and Behavioral Studies , Vol. 7(5), pp 91-102, October 2015
Arasa R., Gideon L. N.	The influence of international market entry strategies on firm financial performance: a study of the manufacturing multinationals in Kenya	International Journal of Economics, Commerce and Management United Kingdom Vol. III, Issue 9, September 2015
Arasa R., Mwaniki M.	Factors influencing internationalization of capital markets in Kenya	International Journal of Innovative Finance and Economics Research Vol. 3(3) pp 35-43, July- Sept 2015
Ochiri G., Wario G., Odhiambo R., Arasa R.	Effects of waste reduction strategy on firm performance: a survey of publishing firms in Kenya	International Journal of Economics, Commerce and Management United Kingdom Vol. III, Issue 5, May 2015
Ochiri G., Wario G., Odhiambo R., Arasa R.	Effects of Recycling Strategy on Firm Performance: A Survey of Publishing Firms in Kenya	International Journal of Research Studies in Agricultural Sciences (IJRSAS) Volume 1, Issue 1, May 2015, PP 1-10
Arasa R., Ottichilo L.	Determinants of Know Your Customer (KYC) Compliance among Commercial Banks in Kenya	Journal of Economics and Behavioral Studies Vol. 7, No. 2, pp. 162-175, April 2015
Arasa, R., Gathinji, L	The relationship between competitive strategies and firm performance: a case of mobile telecommunication companies in Kenya	International Journal of Economics, Commerce and Management United Kingdom Vol. II, Issue 9, Sep 2014
Arasa, R., Kioko, M.	Analysis of NGO competitive strategies in Kenya a case of HIV/AIDs focused NGOs	International Journal of Economics, Commerce and Management United Kingdom Vol. II, Issue 8, 2014
Arasa R, Kioko M.	An examination of the NGO sector	International Journal of

	competitive environment in Kenya	Science and Research , Vol. 3 Issue 6, June 2014
Njeru S. E., Arasa R., Ngugi P., Kahiri J.	Influence of supplier management on the implementation of effective procurement practices in tertiary public training institutions in Kenya	Issues in Business Management and Economics Vol.2 (5), pp. 080-086, May 2014
Silas E. Njeru S.E., Ngugi P., Arasa R., Kahiri J.	Procurement policies and implementation of effective procurement practices in tertiary public training institutions in Kenya	Global Advanced Research Journal of Management and Business Studies , Vol. 3(4) pp. 166-170, April, 2014
Ombuki, K., Arasa, R., Ngugi, P., Muhwezi, M.	Determinants of procurement regulatory compliance by Kenya's public universities	International Journal of Social Sciences and Entrepreneurship , Vol. 1(9), 2014 pp. 542-559, 2014
Justus B. Kinoti1, Robert Arasa2, Gichuki A. Waititu3, Wario Guyo4	Influence of Supplier Relationship Management on the Implementation of Supply Chain Management Ethics in Government Ministries in Kenya	Global Advanced Research Journal of Management and Business Studies Vol. 2(9) pp. 469-473, September, 2013
Kinoti, J. B., Arasa, R., Waititu, G. A. & Guyo, W.	Influence of regulatory framework on implementation of supply chain management ethics in government ministries in Kenya	International Journal of Human Resource and procurement , Vol 1(5), 2013
Achuora J., Arasa R, Nzioki W., Ochiri G., Muangangi P.	Factors Affecting Distribution Performance for Pharmaceutical Products in Kenya's Public Sector	IMS Manthan, The Journal of Innovations Vol VII, Issue-2, pp.55-62, Dec 2012
Arasa R.	Advertising Design and Concepts	A case submitted to Emerald Group Publishing , 2012
Arasa R, K'Obonyo P.	The relationship between strategic planning and firm performance	International Journal of Humanities and Social Science Vol. 2 No. 22, November 2012
Ochiri G, Achuora J, Arasa R	Precursors to Effectiveness of Public Procurement Audits for Constituency Development Funds (CDF) in Kenya	European Scientific Journal (ESJ) November 2012 vol.8, No.26
Achuora J, Arasa R	Antecedents to successful adoption of e-procurement in textile and apparel firms in Kenya	International Journal of Scientific & Engineering Research , Vol. 3, Issue 10, October 2012.
Arasa R., Aosa E, Machuki V.	Participatory orientation to strategic planning: Does it pay?	Prime Journal of Business Administration and Management (BAM) Vol. 1(10), pp. 319-327, November 2011
Arasa R	Strategic planning and firm performance	LAP LAMBERT Academic Publishing AG & Co. Köln, Germany, 2011
Njeru E. H., Arasa R., Nguli M. N.	Social Health Plan for all Kenyans	Institute of Policy Analysis & Research (IPAR - Kenya), 2004

H. JOURNAL ARTICLE REVIEWS

I provide article review services to the following journals

1. Issues in Business Management and Economic
2. International journal of Educational Policy and Review

I. THESIS SUPERVISIONS

Master thesis

I have guided to successful completion over 100 students in their masters' thesis programmes (strategic management, supply chain management, human resource and marketing specializations). Currently i am supervising over 15 students in their masters' theses.

I have guided to successful completion 11 doctoral holders (10 PhDs, 1 DBA), another 4 are expected to be graduating within this year (2017). Below is a summary of the doctoral level supervision and respective status.

Student name	Title of thesis	Specialization	University	Completion status
Kyule, Alexander Katuta	Work life balance, demographic characteristics, organizational work life programmes and employee work outcomes among lecturers in public universities in Kenya	Management	The open University of Tanzania	Successfully completed and graduated February 2017
Ochiri George	Effects of reverse supply chain strategies on performance of publishing firms in Kenya	Procurement and Logistics	Jomo Kenyatta University of Agriculture and Technology (JKUAT)	Successfully completed and graduated June 2016
Mwangangi Patrick	Influence of logistics management on performance of manufacturing firms in Kenya	Procurement and Logistics	JKUAT	Successfully completed and graduated June 2016
Prudensia Kaihula	Firm level factors and voluntary corporate disclosure: A study of large non-listed firms in Tanzania	Strategic Management	Catholic University of Eastern Africa (CUEA)	Successfully completed and graduated May 2015
Achuola John	The effect of green supply chain management practices on the performance of manufacturing firms in Kenya	Supply chain management	JKUAT	Successfully completed and graduated December 2015
Kimura,	Employee perception of	Strategic		Successfully

Mwangi Elliubs	the Determinants of effectiveness of performance contracting on service delivery in Local Authorities in Kenya	Management	JKUAT	completed PhD, graduated July 2015
Njeru Silas Eliphaz	Factors affecting effective implementation of procurement practices in tertiary public training institutions in Kenya	Supply chain management	JKUAT	Successfully completed, graduated July 2015
Ombuki Kennedy	Determinants of Procurement Regulatory Compliance by Kenya's Public Universities	Supply chain management	JKUAT	Successfully completed and graduated 2014
Weru Jane	The role of human resource management in adoption of quality management systems in Kenya's ISO certified state corporations	Human Resource Management	JKUAT	Successfully completed and graduated 2014
Kinoti Justus	Factors influencing implementation of supply chain management ethics in government ministries in Kenya	Supply chain management	JKUAT	Successfully completed and graduated 2013
Matseshe K Levi	The role of the decision-maker in the relationship between structural contingency factors and organization structures of large manufacturing firms in Kenya	Strategic Management	CUEA	Completed dissertation awaiting presentation and defense
Kangu Maureen	Effect of customer relationship management practices on customer loyalty in the Hotel industry in Kenya	Strategic Management	JKUAT	Thesis report writing stage
Laurenti Sylvester Masui	Governance Frameworks Facilitating Knowledge Creation Capability of Universities: A Case of St Augustine University of Tanzania	Strategic Management	CUEA	Data collection stage
Dzinekou Yonas. J.	Implications of Dynamic Capabilities on Firm's Competitiveness and Performance: A study of private universities in Kenya.	Strategic Management	CUEA	Data analysis & report writing stage

Vincensia A. Apopa	Influence of sustainable supply chain management practices on performance of the government ministries in Kenya	Supply chain management	JKUAT	Data analysis & report writing stage
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J. PROFESSIONAL AND OTHER AFFILIATIONS

1. Research Associate, Institute of Policy Analysis & Research, Kenya
2. Associate member to Marketing Society of Kenya
3. Catholic Men Association, Kenya
4. Member of Local Church Council (Our Lady Queen of Peace, South B Nairobi Parish)

K. COMMUNITY SERVICE

1. Kwetu Home of peace

As a friend of Kwetu Home – for moral and material support to the management of the Home and children going through rehabilitation and formation.

2. CMA

I am a member of Catholic Men Association (CMA) – Our Lady Queen of Peace, Nairobi South B parish, where I am a vice-chair and member of Community and Welfare committee, and Coordinator of small Christian community (St. Paul). Our obligations include programmes directed at spiritual foundations/growth, support for needy situations in terms of both moral and material (mentorship, encouragement etc)

3. Student support and mentorship

I provide voluntary student guidance and mentorship – on academic, career and life among other areas.

REFEREES

1. Prof. Charles Ombuki, Dean School of Business and Economics, Machakos University, Tel. 0724-435246
2. Prof. Alloys Ayako, Director Research, Innovation and Graduate Training, The Catholic University of Eastern Africa, Tel 0727-287425, email: ayakoab2@yahoo.com
3. Prof. Peter K'Obonyo, College of Humanities and Social Sciences, University of Nairobi, Tel. 0722531092, email: pkobonyo@uonbi.ac.ke