

VIVEK SAH

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Department of Real Estate
Robinson College of Business Administration
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EDUCATION

Ph.D. Candidate in Real Estate, Georgia State University (Expected Graduation, May 2009)
M.B.A in Finance, Institute of Management Technology, Ghaziabad, India, May 2002
Bachelor of Engineering, National Institute of Technology, Rourkela, India, May 2000

DISSERTATION

“Asset Acquisition Criteria: A Process Tracing Investigation in Real Estate Investment Decision Making Amongst Investors”

AREAS OF SPECIALIZATION

REITs
Real Estate Finance & Investments
Real Estate Mutual Funds
Real Estate Behavioral Research
Real Estate Derivatives

FELLOWSHIPS, AWARDS AND HONORS

John H. Cowart scholarship recipient in 2006 & 2008
Industrial Development Research Council Scholarship recipient in 2007
Winner of National Association of Industrial and Office Properties Case Challenge, 2006, South East Chapter held in Atlanta
Winner of REIAC Challenge 2006, held at Georgia State University

ACADEMIC EXPERIENCE

Graduate Teaching Assistant, Department of Real Estate, Georgia State University, 2006-Present. Responsible for teaching an average of two courses per semester

- Real Estate Concept and Principles
 - Average of 30 undergraduate students
 - Spring 2006, Summer 2007, Fall 2007, Summer 2008, Fall 2008
- Real Estate Finance
 - Average of 50 undergraduate students
 - Fall 2006, Spring 2007, Summer 2007, Spring 2008, Fall 2008, Spring 2009

- Real Estate Investment Analysis
 - Core course for real estate majors
 - Spring 2009

Argus software seminar, Georgia State University

- Argus is a financial analysis tool widely used in American real estate industry
- Initiated the Argus seminar in 2006, and now has become a regular offering every semester by the Real Estate Department, GSU
- Train average 30 people from Georgia State University and real estate industry every semester
- Design real estate evaluation and cash flow projection cases

BUSINESS EXPERIENCE

ICICI Bank, June, 2002- June, 2005

Manager – Research & Consulting

- Primary responsibilities included generating research publications for the Bank on retail, office and residential real estate markets of India
- Worked on more than ten feasibility studies ranging from mixed used developments , technology parks to retail malls across different cities in India

REFEREED PUBLICATIONS

- “Hurricanes and REITs” with A. Ziobrowski and B.Ziobrowski
Journal of Real Estate Portfolio Management, Volume 14, Number 1, 2008
- “Evaluating Tiers of Real Estate Publications in the U.S.” with K. Gibler
Journal of Real Estate Practice and Education, Forthcoming

WORKING PAPERS

- “The Impact of Familiarity In Real Estate Investment Decisions” with P. Gallimore
- “Morningstar Ratings: Their Determinants and Predictive Ability in Real Estate Mutual Funds” with Alan O. Tidwell and A. Ziobrowski

PRESENTATIONS AT PROFESSIONAL MEETINGS

- “Pricing Effects of Hurricanes on Public REITs” at the 2007 American Real Estate Society Meeting in San Francisco, California
- “A Tiered Approach to Quality Rankings of Real Estate Journals in the U.S.” at the 2007 American Real Estate Society Meeting in San Francisco, California
- “The Rationality of a Preference for Local Real Estate Investments” at the 2008 American Real Estate Society Meeting in Captiva Island, Florida

References

- Julian Diaz III, Ph.D.
Chair and Professor
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Atlanta, Georgia 30303
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- Alan J. Ziobrowski, Ph.D.
Associate Professor and Head of Doctoral Program
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- Roy T. Black
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