

## 2017-2023 AACSB CV

Faculty Member Name: Abdel-Aziz Ahmad Sharabati

Faculty of Business

Academic Rank: Prof. Dr.

Department Name: Business

AACSB Status: SA / PA / SP / IP

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### RESEARCH PROFILE

Profile	Link	No. of Citations	h-index
Google Scholar	<a href="https://scholar.google.com/citations?user=hQIbqrEAAA&amp;hl=en">https://scholar.google.com/citations?user=hQIbqrEAAA&amp;hl=en</a>	3685	17
Scopus ID	<a href="https://www.scopus.com/authid/detail.uri?authorId=35424614700">https://www.scopus.com/authid/detail.uri?authorId=35424614700</a>	512	8
ORCID	<a href="https://orcid.org/my-orcid?orcid=0000-0001-9074-5564">https://orcid.org/my-orcid?orcid=0000-0001-9074-5564</a>		
Web of Science ResearcherID:	<a href="https://www.webofscience.com/wos/author/record/P-5156-2018">https://www.webofscience.com/wos/author/record/P-5156-2018</a>	476	6

### EDUCATION

Year	Degree	Major	Institution
2008	Ph.D. Business	Intellectual Capital/Pharmaceutical Ind.	Amman – Arab University - Jordan
1998	MBA	Administration	Al-Quds (Abu Dees) University - Palestine
1983	BSc. Pharmacy	Pharmacy	Shivaji University - India

### ACADEMIC POSITIONS

Year	Academic Title	Institution
2022	Professor	Middle East University, Amman, Jordan
2016	Associate Professor	Middle East University, Amman, Jordan
2012	Assistant Professor	Middle East University, Amman, Jordan

### ADMINISTRATIVE POSITIONS

Year	Title	Institution
2022- Now	Head of Business Administrative Department, Business Faculty	Middle East University, Amman – Jordan
2016-2017	General Manager of Jordan River Pharmaceutical Manufacturing Company in Jordan.	Jerusalem Pharmaceutical Manufacturing Group, Palestine
2015-2016	Director of Information (Assessment and Evaluation) Office of Middle East University.	Middle East University, Amman, Jordan
2015-2016	Consultant Jordan River Pharmaceutical Manufacturing Company in Jordan	Jerusalem Pharmaceutical Manufacturing Group, Palestine
2014-2015	Head of Business and Marketing Department, Business Faculty	Middle East University, Amman, Jordan
2006-2012	General Manager of Pharmaceutical Store	Pharma Arts Pharmaceutical Drugstore
1988-2004	Country Manager/Head of Scientific Office	Novartis Pharma Services-Switzerland
1984-1988	Country Manager/Head of Scientific Office	Sandoz Pharma Services-Switzerland
1985-1984	Medical Representative/Product Specialist	Sandoz Pharma Services-Switzerland

## PROFESSIONAL CERTIFICATIONS AND MEMBERSHIPS

Year	Certification	Institution
2015 until now	Founder and Trustees of IRI – Islamic Reporting Initiative - <a href="https://islamicreporting.org/about-iri/">https://islamicreporting.org/about-iri/</a>	Recognized by UNIDO NETHERLANDS.
2016-2017	Member of the American Association of International Researchers (AAIR).	American Association of International Researchers (AAIR), New York, United States of America
2014-2018	Head of Indian Graduates Co-operation Society - Jordan	Indian Graduates Co-operation Society
2014 until now	Member of the Pharmaceutical Licenses Committee (Intellectual Property rights)	Licensing Executives Society (LES) – Arab Countries - Talal Abu-Ghazaleh Global
2014 until now	Member of Hebron Forum - Amman - Jordan	Hebron Forum
2002 until now	Member of Indian Graduates Co-operation Society - Jordan	Indian Graduates Co-operation Society
1998-2005	Member of Novartis Management Team for the Middle East and Africa.	Novartis Pharma Services - Switzerland
1995-2005	Founder and Board Member of Thalassemia Society - Palestine.	Private Medical Society
1995 -2005	Member of Medical Association - Gaza - Palestine	Medical Association – Gaza – Palestine
1983 until now	Member of the Jordanian Pharmaceutical Association.	Jordanian Pharmaceutical Association

## BOOKS/BOOK CHAPTERS – Last 5 Years

Year	Book/Chapters	Indexing
2020	<b>Group Work (2020).</b> Impacts of the COVID-19 Pandemic on Life of Higher Education Students: A Global Perspective. <i>Sustainability</i> <b>2020</b> , <i>12</i> (20), 8438; <a href="https://doi.org/10.3390/su12208438">https://doi.org/10.3390/su12208438</a>	Scopus, Clarivate
2021	Chapter in Book: Awad, A. W., Awwad, B. S., & Sharabati, A. A. (2021). Evaluating Mergers as a Tool to Strengthen and Modernize the Palestinian Banking System: An Analytical Study of Palestinian Local Banks 2010-2017. In Albastaki, Y. A., Razzaque, A., & Sarea, A. M. (Ed.), <i>Innovative Strategies for Implementing FinTech in Banking, Chapter 13</i> (pp. 201-221). DOI: 10.4018/978-1-7998-3257-7.ch013.	Scopus I
2022	Chapter in Book: Abdalnaser Ibrahim Nour, Abdel-Aziz Ahmad Sharabati, and Khitam Mahmoud (2022). Corporate Governance and Corporate Social Responsibility Disclosure. <i>Research Anthology on Developing Socially Responsible Businesses. Information Resources Management Association (USA)</i> , Chapter 59 (pp. 1180-1204). IGI Global. DOI: 10.4018/978-1-6684-5590-6.ch059.	IGI Global.

**JOURNAL PUBLICATIONS – Last 5 Years**

Year	Journal Publications	Article Classification (Basic, Applied, Teaching)	Indexing	Quartile	Impact factor	Citations
2019	Alkunsol, W. H., Sharabati, A. A. A., AISalhi, N. A., & El-Tamimi, H. S. (2019). Lean Six Sigma effect on Jordanian pharmaceutical industry's performance. <i>International Journal of Lean Six Sigma</i> , 10(1), 23-43.	Applied	Scopus Clarivate ABDC	Q1	5.686	65
2019	Sharabati, A. A. A., Alhileh, M. M., & Abusaimh, H. (2019). Effect of service quality on graduates' satisfaction. <i>Quality Assurance in Education</i> , 27(3), 320-337.	Applied	Scopus Clarivate.	Q2	0.321	25
2020	Nour, A. I., Sharabati, A. A. A., & Hammad, K. M. (2020). Corporate governance and corporate social responsibility disclosure. <i>International Journal of Sustainable Entrepreneurship and Corporate Social Responsibility (IJSECSR)</i> , 5(1), 20-41.	Applied	N/A	N/A	N/A	49
2020	The Effect of Israeli West Bank Barrier (Wall) Apartheid on Palestinian Society from Economic and Social Aspects. <i>Jordan Journal of Social Science</i> , (المجلة الأردنية للعلوم الاجتماعية) Vol. 13, No. 3, pp. 295-315.	Applied	N/A	N/A	N/A	-
2020	IMPROVING SUSTAINABLE DEVELOPMENT THROUGH SUPPLY CHAIN INTEGRATION: AN EVIDENCE FROM JORDANIAN PHOSPHATE FERTILIZERS MANUFACTURING COMPANIES. <i>INTERNATIONAL JOURNAL OF MULTIDISCIPLINARY STUDIES ON MANAGEMENT, BUSINESS, AND ECONOMY</i> , VOL. 3, ISS. 2, pp. 10-23.	Applied	N/A	N/A	N/A	8
2020	Sharabati, A., & Al-Janabi, S. (2020). Total just in time and operational performance of local fast food restaurants. <i>Uncertain Supply Chain Management</i> , 8(4), 897-910.	Applied	Scopus	Q1	0.357	0
2021	Sharabati, A. A. A. (2023). Lean operations and competitive advantage in the pharmaceutical industry. <i>International Journal of Services and Operations Management</i> , 44(3), 293-316.	Applied	Scopus	Q3	0.318	2
2021	Sharabati, A. A. A. (2021). Green supply chain management and competitive advantage of Jordanian pharmaceutical industry. <i>Sustainability</i> , 13(23), 13315.	Applied	Scopus Clarivate	Q1	3.9	18
2022	Abdel-Aziz, A. S., Al-Haddad, S., Judeh, M., & Al-Badawi, B. (2022). Brand extension and purchase intention of Jordanian banks' clients. <i>Innovative Marketing</i> , 18(2), 60..	Applied	Scopus Clarivate	Q2	1.68	0
2022	The Interrelationships among Governance, Strategic Management, and Decision-Making: a Systematic Literature Review. <i>Journal of the Association of Arab Universities for Higher Education Research (JAARU-RHE)</i> مجلة اتحاد الجامعات	Basic	N/A	N/A	N/A	1

	العربية للبحوث في التعليم العالي, Vol. (42), No. (2), Pp. 497-508. DOI: 10.36024/1248-042-002-026					
2022	Islamic Corporate Social Responsibility and Conventional Corporate Social Responsibility. <b>Journal of the Association of Arab Universities for Higher Education Research (JAARU-RHE)</b> مجلة اتحاد الجامعات العربية للبحوث في التعليم العالي, Vol. (42), No. (2), pp. 209-5017. DOI: 10.36024/1248-042-002-026.	Applied	N/A	N/A	N/A	0
2022	Sharabati, A. A. A., Al-Atrash, S. A., & Dalbah, I. Y. (2022). The use of supply chain control tower in pharmaceutical industry to create a competitive advantage. <i>International Journal of Pharmaceutical and Healthcare Marketing</i> , 16(3), 354-375.	Applied	Scopus Clarivate ABDC	Q2	0.311	13
2022	Al-Haddad, S., Sharabati, A. A. A., Al-Khasawneh, M., Maraqa, R., & Hashem, R. (2022). The influence of corporate social responsibility on consumer purchase intention: The mediating role of consumer engagement via social media. <i>Sustainability</i> , 14(11), 6771.	Applied	Scopus Clarivate	Q1	3.9	15
2022	Al-Khasawneh, M., Sharabati, A., Al-Haddad, S., Tbakhi, R., & Abusaimah, H. (2022). The adoption of TikTok application using TAM model. <i>International Journal of Data and Network Science</i> , 6(4), 1389-1402.	Applied	Scopus	Q1	3.34	9
2022	Abdelsalam, R., Al-Haddad, S., & Sharabati, A. A. (2022). RELATIONSHIP BETWEEN MASLOW'S HIERARCHY OF NEEDS AND MuMPRENEuRIAL INTENTIONS.	Applied	Scopus	Q1	0.242	2
2022	Lean Management and Competitive Advantage: A Systematic Literature Review. <b>Int. J. of Business Excellence. Forthcoming</b>	Basic	Scopus	Q3	2022	
2022	Sharabati, A. A. A., Al-Haddad, S., Al-Khasawneh, M., Nababteh, N., Mohammad, M., & Abu Ghoush, Q. (2022). The impact of TikTok user satisfaction on continuous intention to use the application. <i>Journal of Open Innovation: Technology, Market, and Complexity</i> , 8(3), 125.	Applied	Scopus	Q1	5.91	29
2022	Al-Haddad, S., Sharabati, A. A., Harb, L., Husni, A., & Abdelfattah, M. (2022). E-WOM AND CONSUMERS'PuRCHASE INTENTION: AN EMPIRICAL STuDY ON FACEBOOK..	Applied	Scopus	Q1	0.242	2
2023	How Customers' Loyalty to Sustainability Affects Entrepreneurship. <b>Problems and Perspectives in Management</b> , Vol. 21, Iss. 1, 2023. Accepted	Applied	Scopus	Q1	0.242	2
2023	Al Khasawneh, M., Sharabati, A. A. A., Al-Haddad, S., Al-Daher, R., Hammouri, S., & Shaqman, S. (2023). Consumer's Attitude towards Display Google Ads. <i>Future Internet</i> , 15(4), 145.	Applied	Scopus	Q2	0.793	0

2023	Al-Haddad, S., Sharabati, A. A. A., Al Khasawneh, M., Mazahreh, S. A., & Kwar, Y. T. (2023). Behavioral Acceptance of Electronic Government in Jordan. <i>International Journal of Electronic Government Research (IJEGR)</i> , 19(1), 1-26.	Applied	Scopus Clarivate	Q2	0.342	1
2023	<b>Using Cloud Computing Services to Enhance Competitive Advantage of Commercial Organizations. International Journal of Data Science. Growing Science. Vol. 7, Issue 3, pp. 1349-1360.</b>	Applied	Scopus	Q1	3.34	0
2023	The Moderation Role of Entrepreneurial Orientation on the Influence of Innovation on Pharmaceutical SMEs' Performance. <i>Journal of Open Innovation: Technology, Market, and Complexity</i> , Volume 9, Issue 2, June 2023, 100074, pp. 1-12.	Applied	Scopus	Q1	5.91	1
2023	How Consumers' Consciousness Moderates the Corporate Social Responsibility Effect on Apparel Industry Brand Image: The Moderating Role of Consumers' Consciousness in the Jordanian Apparel Industry. <i>Sustainability</i> , 2023, 15(14), 10955. <a href="https://doi.org/10.3390/su151410955">https://doi.org/10.3390/su151410955</a> .	Applied	Scopus Clarivate	Q1	3.9	0
2023	How Online Communities Affect Online Community Engagement and Word-of-Mouth Intention. <i>Sustainability</i> , 15(15), 11920; <a href="https://doi.org/10.3390/su151511920">https://doi.org/10.3390/su151511920</a>	Applied	Scopus Clarivate	Q1	3.9	0
2023	Instagram Pages Influence on Millennials Consumer's Purchase Intentions: Empirical Study in the Fashion Industry in Jordan. <i>International Journal of Data Science. International Journal of Data and Network Science</i> , 7 (2023) Growing Science. Accepted.	Applied	Scopus	Q1	3.34	0
2023	Competitive Strategy Development through Green Supply Chain Practices. <i>Uncertain Supply Chain Management</i> , 11 (2023) ****_****. Growing Science. Accepted.	Applied	Scopus	Q1	0.357	0
2023	The Impact of Promotion on Purchase Intentions in Jordan: Video Game Industry. <i>International Journal of Data and Network Science</i> , 7 (2023). Growing Science. Accepted.	Applied	Scopus	Q1	3.34	0

### PROCEEDINGS/PRESENTATIONS – Last 5 Years

Year	Presentations	Article Classification (Basic, Applied, Teaching)	Indexing
2018	Impact of Total JIT on Competitive Advantage of Multinational Fast Food Restaurants. Proceeding of New Challenges in Industrial Engineering and Operations Management (12th NCM), p. 140. Ankara, Turkey, 11-12 Sep 2018. <a href="http://WWW.NCMCONFERENCES.COM">WWW.NCMCONFERENCES.COM</a> .	Applied	N/A
2019	The Impact of Public Relations on Citizen's Development. 2nd Middle East International	Applied	N/A

	Conference “Strategic Awareness and Governance”, 1-2nd April 2019, Amman, Jordan.		
2019	Comprehensive Governance. 2nd Middle East International Conference “Strategic Awareness and Governance”, 1-2nd April 2019, Amman, Jordan.	Applied	N/A
2019	Relationship between Strategic Thinking and Strategic Planning. 2nd Middle East International Conference “Strategic Awareness and Governance”, 1-2nd April 2019, Amman, Jordan.	Basic	N/A
2019	Relationship between Strategic Management and Governance. 2nd Middle East International Conference “Strategic Awareness and Governance”, 1-2nd April 2019, Amman, Jordan.	Basic	N/A
	The Effect of Services Quality on Brand Loyalty of Jordanian Hotels. 2nd Middle East International Conference “Strategic Awareness and Governance”, 1-2nd April 2019, Amman, Jordan.	Applied	N/A
2019	Advantages and Disadvantages of Social Media Tools. Fatabayyano Conference, 23 April 2019, Amman Jordan. وسائل التواصل الاجتماعي (نعمة أم نقمة)، الدكتور عبد العزيز أحمد الشرباتي والأستاذ الدكتور محمود الوادي والدكتور محمد عثمان. مؤتمر فتبينوا، 23 نيسان 2019، عمان، الأردن	Basic	N/A
2019	Islamic Ethics in Social Media Communication. Fatabayyano Conference, 23 April 2019, Amman Jordan. الأخلاقيات الإسلامية لاستخدام وسائل التواصل الاجتماعي الحديثة. الأستاذ الدكتور محمود حسين الوادي والدكتور عبد العزيز أحمد الشرباتي. مؤتمر فتبينوا، 23 نيسان 2019، عمان، الأردن	Basic	N/A
2020	Improving Sustainable Development through Supply Chain Integration: An Evidence from Jordanian Phosphate Fertilizers Manufacturing Companies. The 5th International Conference Program (Sustainability, Integrated Development, and Future Prospects) Aswan – Luxor (Attendance – Virtual) 10 – 14 December 2020.	Applied	N/A
2021	The Interrelationships among Strategic Management, Governance, and Decision Making. The Third Arab International Conference on Strategic Awareness and Governance, Amman, Jordan, December 6-7, 2021.	Basic	N/A
2021	Islamic Corporate Social Responsibility and Organizations’ Business Performance. The Third Arab International Conference on Strategic Awareness and Governance, Amman, Jordan, December 6-7, 2021.	Applied	N/A
2023	The Effect of Supply Chain Tracking on Operational Performance in Companies in Jordan. The Fourth International Conference on Strategic Awareness and Governance (Digital Governance), Amman, Jordan, May 20-21, 2023.	Applied	N/A
2023	The Impact of Lean Manufacturing on the Competitive Strategies in Aluminum Companies in Jordan. The Fourth International Conference on Strategic Awareness and Governance (Digital Governance), Amman, Jordan, May 20-21, 2023.	Applied	N/A
2023	The Effect of Total Quality Management on Organizational Performance: Field Study on Aluminum Companies in Jordan. The Fourth	Applied	N/A

	International Conference on Strategic Awareness and Governance (Digital Governance), Amman, Jordan, May 20-21, 2023.		
2023	The Impact of Electronic Transformation on the Recipients' Service Satisfaction (A Case Study of the Greater Amman Municipality). The Fourth International Conference on Strategic Awareness and Governance (Digital Governance), Amman, Jordan, May 20-21, 2023.	Applied	N/A
2023	The Impact of Using Instagram on the Purchase Decision of Pink Marketing Customers: (An Applied Study of the Beauty Centers in Amman). The Fourth International Conference on Strategic Awareness and Governance (Digital Governance), Amman, Jordan, May 20-21, 2023.	Applied	N/A
2023	The Impact of Green Human Resources Management on Organizational Performance: A Field Study in Five-Star Hotels in the Jordanian Capital Amman. The Fourth International Conference on Strategic Awareness and Governance (Digital Governance), Amman, Jordan, May 20-21, 2023.	Applied	N/A

## RESEARCH WORK IN PROGRESS

Year	Work in Progress / Title	Status (Submitted, Accepted)
2023	Balanced Scorecard and Competitive Strategies of Small and Medium Manufacturing Organizations. WSEAS Transactions on Business and Economics. Accepted.	Accepted
2023	The Mediating Role of Employees' Empowerment in the Correlation between Strategic Decision Effectiveness and Organization's Excellence. Uncertain Supply Chain Management. Growing Science. Accepted.	Accepted
2023	AI-Induced Anxiety in the Assessment of Factors Influencing the Adoption of Mobile Payment Services in Supply Chain Firms: A Mental Accounting Perspective. International Journal of Data and Network Science. Growing Science. Accepted.	Accepted
2023	How The impact of FinTech-based Eco-friendly incentives in improving Sustainable Environmental Performance. A mediating-moderating model. International Journal of Data and Network Science. Growing Science. Accepted.	Accepted
2023	The Moderating Role of Technological Turbulence in the Effect of Entrepreneurial Marketing on SMEs' Performance.. WSEAS Transactions on Business and Economics. Accepted.	Accepted
2024	How Customer Satisfaction Moderate the Correlation between Brand Personality and Customer Loyalty. Information Sciences Letters. Arab Journals Platforms.	Submitted
2024	Factors Affecting Consumers' Behavioral Intentions to Use and Adopt Digital Wallets. International Journal of Data and Network Science. Growing Science.	Submitted
2024	Implementing Mobile Application to Create Competitive Advantage in Jordanian Bank's Industry.	Still

## IMPACT OF SCHOLARSHIP

Year	No. of Reviewed Articles
2012 until now	Since 2012 until now I reviewed a lot of research papers in well-known journals such as
	Emerald, Elsevier, Inderscience, and many others

## RESEARCH/EDITORIAL MEMBERSHIPS

Year	Journal/Conference	Role ( <i>editor, associate editor, editorial advisory board member, reviewer, organizing committee chair</i> )
2019	2nd Middle East International Conference “Strategic Awareness and Governance”, 1-2nd April 2019, Amman, Jordan.	Organizing Committee, Scientific Committee
2019	Fatabayyano Conference, 23 April 2019, Amman Jordan.	Organizing Committee, Scientific Committee
2021	The Third Arab International Conference on Strategic Awareness and Governance, Amman, Jordan, December 6-7, 2021	Organizing Committee, Scientific Committee
2023	The Fourth International Conference on Strategic Awareness and Governance (Digital Governance), Amman, Jordan, May 20-21, 2023.	Organizing Committee, Scientific Committee

## GRADUATE RESEARCH SUPERVISION

Year	Thesis title	Role ( <i>Supervisor / Co-supervisor/Examiner</i> )	Degree ( <i>PhD, MSc</i> )	Institution
2013	Abdel-Rahman Ahmad Radi: The Impact of Intellectual Capital on the Organizational Performance in the Jordanian Tourism Sector. May 2013.	Supervisor	MBA	Middle East University
2013	Naser Sajid Al-Shamari: Impact of Intellectual Capital on the Telecommunications Industry's Performance in the Light of External Business Environment: Applied Study in the State of Kuwait. May 2013.	Supervisor	MBA	Middle East University
2015	Riyad Ahmad Al-Osoofi: Project: The Obstacles of the Electronic Trading via the Internet and its Impact on the Performance of Amman Stock Exchange. May 2015.	Supervisor	MBA	Middle East University
2015	Hamza Fadeel El-Manaseer: The Impact of Supply Chain Practices on Operational Performance of Jordanian Companies for Oil and Fuel Services. January 2015.	Supervisor	MBA	Middle East University
2015	William Hanna Al Kunsol: The Effect of Lean Six Sigma on the Jordanian Pharmaceutical Manufacturing Organizations' Business Performance. June 2015.	Supervisor	MBA	Middle East University



2015	Hamza Saleh "Sultan El-Tamimi": The Impact of Supply Chain Integration on Operational Performance at Jordanian Pharmaceutical Manufacturing Organizations. June 2015.	Supervisor	MBA	Middle East University
2016	Naser Mohammad Kharroub: The Impact of E-Business Capabilities on The Performance of Human Resources and Organizational Performance in Jordanian Retail Sector A Case Study: Sameh Mall Investment Group. May 2016.	Supervisor	MBA	Middle East University
2016	Mahmoud Nabil Shukri Nazzal: The Effect of Supply Chain Integration Elements on Sustainable Development of Jordanian Phosphate Fertilizers Manufacturing Companies. June 2016.	Supervisor	MBA	Middle East University
2016	Abdalla Abdel Qader Hadia: Impact of Supply Chain Practices on Competitive Priorities of Jordanian Dairy Manufacturing Companies. July 2016.	Supervisor	MBA	Middle East University
2016	Abdallah Hasan Agha: Achieving Blue Ocean Strategy: An Empirical Study at Jordanian Pharmaceutical Manufacturing Organizations. August 2016.	Supervisor	MBA	Middle East University
2017	Suhaib Ahmad Al-Khawaldah: The Impact of Project Managers' Competencies on Project's Success. January 2017.	Supervisor	MBA	Middle East University
2017	Yasmeen Hatem Hashlamoun: The Effect of Applying the Fundamentals of Lean Manufacturing in Competitive Advantage Strategies in the Jordanian Pharmaceutical Manufacturing Companies. January 2017.	Supervisor	MBA	Middle East University
2018	Abdallah Hussain Darwish: The Effect of Total Just in Time on Competitive Advantage on International Fast Food Restaurants in Jordan. January 2018.	Supervisor	MBA	Middle East University
2018	Dilara Erbil Onal: The Effect of Corporate Social Responsibility on Competitive Advantage: A Field Study at Jordanian Airlines. January 2018.	Supervisor	MBA	Middle East University
2018	Ibrahim Mohammad Siag: The Impact of Human Resource Management Quality on Decision Making Process at Jordanian Medical Diagnosis Laboratories Organizations. January 2018.	Supervisor	MBA	Middle East University
2018	Naiyf Yousef Alaoun: The Effect of Total Quality Management Practices on Competitive Priorities of Telecommunication Companies in Qatar. January 2018.	Supervisor	MBA	Middle East University
2018	Sharief Ahmad Al-Atrash: The Impact of Supply Chain Control Tower on Competitive Advantages of Jordanian Pharmaceutical Manufacturing Industry. July 2018.	Supervisor	MBA	Middle East University

2019	Ahmad Mohammad Zaituon: The Effect of Smartphone Applications on Competitive Strategies in Retail Stores; From Customers View Point. January 2019	Supervisor	MBA	Middle East University
2019	Qusai Mekhled Sharaia: The Effect of Intellectual Capital on Quality of Decision Making at Jordanian Commercial Banks. January 2019.	Supervisor	MBA	Middle East University
2019	Asa'ad Adnan Ghaith: The Impact of Balanced Scorecards on Competitive Strategy: Field Study at Jordanian SMEs Manufacturing Organizations. June 2019.	Supervisor	MBA	Middle East University
2019	Ghassan Yahya Hamarneh: The Impact of Total JIT on Services Quality of Private Hospitals. Zaid Ali Alshawabkeh: The Impact of Total Quality Management Practices on Strategic Agility. June 2019.	Supervisor	MBA	Middle East University
2019	Zaid Ali Abdel-Hadi Al-Shawabkeh: The Impact of Total Quality Management Practices on Strategic Agility in Jordanian Concrete Companies. June 2019.	Supervisor	MBA	Middle East University
2020	Nada Mahmoud Almokdad: Impact of Green Supply Chain on Competitive Advantages of Jordanian Pharmaceutical Manufacturing Industry. January 2020.	Supervisor	MBA	Middle East University
2020	Nour Khalil Abu-Khaled: The Impact of Artificial Intelligence on Employment in Translation Organizations. January 2020.	Supervisor	MBA	Middle East University
2020	Samar Ahmad Sandouqa: The Impact of Enterprise Resource Planning System on Supply Chain Management in Jordanian Pharmaceutical Manufacturing Industries in Amman ,Jordan. January 2020.	Supervisor	MBA	Middle East University
2020	Shahad Ghazi Al-Janabi: The Impact of Just in Time Practices on Organizational Performance: An Empirical Study on Jordanian Fast Food Restaurant. June 2020.	Supervisor	MBA	Middle East University
2020	Riman Amin Jabirou: The Effect of Total Just in Time Practices on Lean Operations in Jordanian Pharmaceutical Manufacturing Companies. June 2020.	Supervisor	MBA	Middle East University
2020	Wafaa Nezar Salah: The Impact of Electronic Procurement on Supply Chain Management Performance: The Moderating Role of Supply Chain Collaboration: A Field Study in Jordanian Retail sector – Amman. December 2020.	Supervisor	MBA	Middle East University
2020	Emad Sulaiman Almoghrabi: The Influence of Situational Leadership Style on Projects Performance: An Empirical Study at Jordanian Chemical	Supervisor	MBA	Middle East University

	Manufacturing Organizations. December 2020.			
2021	Iyas Mahmoud Abu Alrub: The Effect of Supply Chain Tracking on Operational Performance in Companies in Jordan. Jun 2021	Supervisor	MBA	Middle East University
2021	Jony Hani Al-Asbah: The Impact of Lean Manufacturing on the Competitive Strategies in Aluminum Companies in Jordan. June 2021	Supervisor	MBA	Middle East University
2021	Tareq Osama Altoubeh: The Effect of Total Quality Management on Organizational Performance: Field Study on Aluminum Companies in Jordan. June 2021	Supervisor	MBA	Middle East University
2022	Mohammad Nawaf Mohammad AL Shannag. The Impact of Electronic Transformation on the Recipients' Service Satisfaction (A case study of the Greater Amman Municipality). January 2022.	Supervisor	MBA	Middle East University
2022	Lujain Moeen Shattah. The Impact of Supply Chain Integration on Corporate Social Responsibility: An Empirical Study on the Pharmaceutical Manufacturing Industry in Amman-Jordan. January 2022.	Supervisor	MBA	Middle East University
2022	Doaa Khalid AL Duraini. The Impact of Six Sigma on the Quality of Pharmaceutical Services: Field Study on Private Jordanian Hospital Pharmacies. May 2022	Supervisor	MBA	Middle East University
2022	Tania Issam Fannoush. The Impact of Banks Mobile Applications on the Competitive Advantage of Jordanian Commercial Banks. May 2022	Supervisor	MBA	Middle East University
2023	Elaf Al-Hamad. The Impact of Using Instagram on the Purchase Decision of Pink Marketing Customers: (An Applied Study of the Beauty Centers in Amman). January 2023.	Supervisor	MBA	Middle East University
2023	Manar Younis. The Impact of the Medical Supplies Companies Services Quality on Customers' Satisfaction: Field Study on Major Private Hospitals in Riyadh. January 2023.	Supervisor	MBA	Middle East University
2023	Mohanad Qetashat. The Impact of Green Human Resources Management on Organizational Performance: A Field Study in Five-Star Hotels in the Jordanian Capital Amman. January 2023.	Supervisor	MBA	Middle East University
2023	Marah Akroosh. The Impact of Organizational Agility on the Organizational Performance at Jordanian Commercial Banks. January 2023.	Supervisor	MBA	Middle East University
2023	Tamara Ashraf Mahadin. The Impact of Electronic Human Resource	Supervisor	MBA	Middle East University

	Management Practices on Organizational Performance in Vehicle Dealerships in Jordan, May 2023.			
	Ph.D. Thesis Supervision at Bedfordshire - Britain:			
	Ghadeer Talal Husni Khuffash: factors influencing The establishment of Non-profit foundations in Jordan.	Second Supervisor	Ph.D.	Bedfordshire
	Maen Jazi Al Mahameed: Intrapreneurship Implementation Barriers: An Investigation at Jordanian Mobile Service Providing Companies. Running	Second Supervisor	Ph.D.	Bedfordshire
	Dua'a Fawzi Shaker Shubita: The Impact of Ownership Structure and Investment Decision on Capital Structure.	Second Supervisor	Ph.D.	Bedfordshire
	Omar Musa Yada Madadha: The Influence of Servant Leadership and Employees' Perception of Human Resource Management Practices on Affective Commitment and Organisational Citizenship Behaviour: The Mediating Effect of Psychological Contract Fulfilment.	Second Supervisor	Ph.D.	Bedfordshire

## GOVERNANCE/COMMITTEES

Year	Name of Committee /Institution	Role
2013	Organizing Committee and Master of Ceremony "Money Laundry Scientific Day 08 May 2013", MEU, Amman – Jordan	Member
2013	Co-Chair "The 2nd International Conference for Economics, Business, and Financial Challenges in MENA & GCC Countries (ISJSE), 29-31 May 2013", Istanbul - Turkey.	Co-Chair
2016	Middle East University Governance Committee 2016/2017.	Member
2019	Middle East University Council Board 2019-2020.	Member
2019	Member of “Strategic Awareness and Governance” 2019-2020.	Member
2021	Member of “Strategic Awareness and Governance”, 2021-2022	Member

## COMMUNITY SERVICE AND SOCIAL RESPONSIBILITY

Year	Society/Association/ Institution	Role
1983 until now	Member of the Jordanian Pharmaceutical Association.	Member
1998-2005	Member of Novartis Management Team for the Middle East and Africa.	Member
2002 until now	Member of Indian Graduates Co-operation Society - Jordan	Founder and Member
2014-2018	Head of Indian Graduates Co-operation Society - Jordan	Head
2014 until now	Member of Hebron Forum - Amman - Jordan	Founder and Member
1995 -2005	Member of Medical Association - Gaza - Palestine	Member
1995-2005	Founder and Board Member of Thalassemia Society - Palestine.	Founder and Member
2014 until now	Member of the Pharmaceutical Licenses Committee (Intellectual Property rights)	Member
2015 until now	Founder and Trustees of IRI – Islamic Reporting Initiative - <a href="https://islamicreporting.org/about-iri/">https://islamicreporting.org/about-iri/</a>	Founder and Member

2016-2017	Member of the American Association of International Researchers (AAIR).	Member

### Business Events/Workshops

Year	Titel	Significant participation
	Many, see the Table at the end	

### Academic Committees Member

Year	Committee	Role
2022-2023	University Scientific Committee	Member
2022-2023	Quality Assurance Committee at the Faculty Level	Member
2022-2023	AACSB Committee	Member
2014-2022	Head of the Competencies Exam Committee at the Faculty Level.	Head
2014-2022	Member of the Competencies Exam Committee at the University Level.	Member
2019	Member of "Strategic Awareness and Governance" Scientific Committee.	Member
2014-2022	Member of Quality Assurance Committee at the Department Level	Member
2014-2022	Member of the Quality Assurance Committee at the Faculty Level	Member
2016-2017	University Measurements, Assessment and Evaluation Committee.	Head
2016-2017	University Governance Committee 2016/2017.	
2017-2018	International Tourism Conference (Organizing and Financial Committees) (member), MEU, Amman – Jordan.	Member
2013	Organizing Committee and Master of Ceremony "Money Laundry Scientific Day 08 May 2013", MEU, Amman – Jordan.	Member
2013-2014	Business Faculty Programs Planning Committee 2013/2014	Member
2013-2014	Social Cultural Responsibility and Activities Committee 2013/2014	Member
2013-2014	Scientific Research Committee 2013/2014	Member
2013-2014	Academic Programs Efficiency Measurement 2013/2014	Member
2013-2014	Social Affairs Committee 2013/2014	Member
2013-2014	Strategic Planning Committee 2013/2014	Member
2016-2017	University Measurements, Assessment and Evaluation Committee 2016/2017.	Member
2016-2017	University Governance Committee 2016/2017.	Member

### Recognition/ Award Granted

Year	Source	Certificate
1990	Sandoz/Wander Pharma Services Award for Excellent Achievement for 1989, with Special Award as Medical Representative of the year 1989, awarded at Basel, Switzerland.	
1996	Sandoz Pharma Services Award for Good Achievement for 1995, with special thanks from top management, awarded at Basel, Switzerland.	

<b>1999</b>	Novartis Award for Best Performance for 1998	
<b>2001</b>	Novartis Pharma Services Award for Excellent Performance for 2000 from Basel, Switzerland, awarded at Nairobi, Kenya.	
<b>2013</b>	Middle East University Shield	
<b>1990</b>	Sandoz/Wander Pharma Services Award for Excellent Achievement for 1989, with Special Award as Medical Representative of the year 1989, awarded at Basel, Switzerland.	
<b>1996</b>	Sandoz Pharma Services Award for Good Achievement for 1995, with special thanks from top management, awarded at Basel, Switzerland.	

## Activities:

Attended, participated, and delivered more than 70 Scientific and Professional Congresses, Conferences, Symposiums, Seminars, and Courses e.g.:

No .	Training & Courses	Place	From	To	Company
1	Basic Training Course (Products and Skills)	Cairo - Egypt	5-Jan-1986	23-Jan-1986	Sandoz Pharma Services
2	Professional Selling Skills	Amman - Jordan	13-Sep-1986	18-Sep-1986	Sandoz Pharma Services
3	Advanced Selling Training Seminar	Cairo - Egypt	13-Sep-1987	17-Sep-1987	Sandoz Pharma Services
4	Running Successful Meeting & PSS II	Limassol - Cyprus	7-Dec-1987	12-Dec-1987	Sandoz Pharma Services
5	Product Training Symposium (MIA)	Nicosia - Cyprus	19-Apr-1990	20-Apr-1990	Sandoz Pharma Services
6	Effective First Line Manager	Cesme-Izmir-Turkey	6-May-1990	10-May-1990	Sandoz Pharma Services
7	Product Training Seminar (SRD)	Cairo - Egypt	28-Jul-1990	31-Jul-1990	Sandoz Pharma Services
8	Medical Representative Development Seminar	Basel - Switzerland	1-Jul-1991	5-Jul-1991	Sandoz Pharma Services
9	Product Training Seminar (LOM)	Cairo - Egypt	25-Nov-1991	27-Nov-1991	Sandoz Pharma Services
10	Product Training Seminar (LAS)	Cairo - Egypt	17-Feb-1993	18-Feb-1993	Sandoz Pharma Services
11	Representing Ethical Pharmaceutical (REP)	Cairo - Egypt	10-May-1993	13-May-1993	Sandoz Pharma Services
12	Product Advanced Training Seminar (LAS)	Amman - Jordan	1-Apr-1994	2-Apr-1994	Sandoz Pharma Services
13	Product Training Seminar (SIM) Derm.	Cairo - Egypt	6-Nov-1994	8-Nov-1994	Sandoz Pharma Services
14	Product Training Seminar (SIM/Neoral)	Cairo - Egypt	27-Mar-1995	30-Mar-1995	Sandoz Pharma Services
15	Transplantation Training Seminar (Neoral)	Cairo - Egypt	2-Jan-1996	4-Jan-1996	Sandoz Pharma Services
16	Training Seminar (Oncology)	Cairo - Egypt	7-Jan-1996	11-Jan-1996	Sandoz Pharma Services
17	Leadership & Coaching	Cairo - Egypt	17-Jun-1996	18-Jun-1996	Sandoz Pharma Services
18	First Line Management	Cairo - Egypt	21-Jun-1996	22-Jun-1996	Sandoz Pharma Services
19	Negotiation Skills	Cairo - Egypt	30-Jul-1996	1-Aug-1996	Sandoz Pharma Services
20	Product Training Seminar	Amman - Jordan	24-Feb-1997	3-Mar-1997	Novartis Pharma Services
21	Team Building Conference	Limassol - Cyprus	13-May-1998	14-May-1998	Starmanship & Associate
22	Change Management (Changing Paradigm)	Amman - Jordan	29-Jul-1998	30-Jul-1998	Starmanship & Associate
23	Effective Selling	Ramallah	12-Aug-1998	2-Sep-1998	AFAQ Center
24	Novartis Call Excellence - 3	Dead See - Jordan	2-Apr-2001	4-Apr-2001	Novartis Pharma Services
25	Developing Performance: Coaching	Hatta Dubai UAE	13-Nov-2001	15-Nov-2001	Achieve Global

26	Train the Trainer Seminar (Core Selling Skills)	Sharm El-Sheikh - Egypt	26-Jul-2002	29-Jul-2002	Novartis Pharma Services
27	NCE4 - Coaching	Amman - Jordan	24-Sep-2002	26-Sep-2002	Novartis Pharma Services
28	Professional Sales Negotiation (RX)	Dubai - UAE	7-Oct-2002	10-Oct-2002	Achieve Global
29	Professional Sales Negotiations: Institutional Negotiation	Dubai - UAE	3-Jun-2003	4-Jun-2003	Achieve Global
30	Hermann Brain Dominance Instrument (HBDI): Disc®	Beirut - Lebanon	1-Jun-2003	2-Jun-2003	Hermann International
31	Situational Leadership II (SL II): Coaching and Counseling	Beirut - Lebanon	3-Jun-2003	5-Jun-2003	Ken Blanchard
32	Novartis Code of Conduct: Learn it and Live it	Amman - Jordan	1-Oct-2003	2-Oct-2003	Novartis Pharma Services
33	Novartis Promotional Practices and Guidelines (NP4)	Amman - Jordan	1-Oct-2003	2-Oct-2003	Novartis Pharma Services
34	Corporate Citizenship	Amman - Jordan	1-Oct-2003	2-Oct-2003	Novartis Pharma Services
35	NPhS Middle East Board Meeting (Leading Change)	Dubai - UAE	23-Mar-2004	24-Mar-2004	Novartis Pharma Services
36	Performance Frontier: Coaching Program	Amman - Jordan	21-Sep-2004	23-Sep-2004	Novartis Pharma Services
37	Performance Frontier: Becoming the Best in Class	Dubai - UAE	18-Oct-2004	21-Oct-2004	Achieve Global
38	Academics Members Performance Development Programs	Amman - Jordan	16-Mar-2013	18-Mar-2013	Middle East University
39	Academics Members Performance Development - I	Amman - Jordan	16-Sept-2013	18-Sept-2013	Middle East University
40	Project Management Serious Game	Amman - Jordan	8-Nov-2015	11-Nov-2015	Process & Smith Institute

**NB:** All activities after 2015 are not included. Congresses/conferences and seminars Organized by me are not included on the list.