

SHARABATI, ABDEL-AZIZ, AHMAD

PERSONAL INFORMATION

Title	Assistant Professor
Academic Rank	
Date & Place of Birth	7 July, 1958 Hebron
Nationality	Jordanian
Address	P.O.Box: 143980 Amman 11814 Jordan
Phone No.	00962.796675764
e-mail	APharmaArts@Gmail.Com

ACADEMIC QUALIFICATIONS

Duration 2004-2008	Degree	Ph.D. Management	
		University: Amman – Arab University	Country: Jordan
		for Postgraduate.	
		Field: Management	
Duration 1998-2000	Degree	MBA	
		University: Jerusalem (Abu-Dees)	Country: Palestine
		University	
		Field: Administration	
Duration 1979-1983	Degree	B.Sc. Pharmacy	
		University: Shivaji University	Country: India
		Field: Pharmacy	

TEACHING EXPERIENCE

Duration: April, 2012 – up to Now Position: Assistant Professor

Organization: Middle East University

Duties: Teaching

Duration: 1998-2005 Position: Head of Scientific Office/Country Manager

Organization: Novartis Pharma Services

Duties: Managing, Marketing and Training

Duration: 1995-1997 Position: Head of Scientific Office/Country Manager

Organization: Sandoz Pharma Services

Duties: Managing, Marketing and Training.

Duration: 1985-1994 Position: Medical Representative and Product Specialist.

Organization: Sandoz Pharma Services

Duties: Detailing, marketing and training.

POSTGRADUATE SUPERVISION

Degree: Master Student name: Nasser Sajed Al-Shamari Year: 2013

Area: Intellectual Capital

Organization: Middle East University

Degree: Master Student name: Abdel-Rahman Khaled Radi Year: 2013

Area: Intellectual Capital

Organization: Middle East University

Degree: Student name: Saed Jamal Fukaha Year:
Master 2013

Area: Strategic Management

Organization: Middle East University

TRAINING COURSES ATTENDED

Date: 16- Location: Middle Title: Academics Members Performance
18/03/2013 East University, Development Programs
Amman - Jordan

TRAINING COURSES OFFERED

Date: 16- Location: Middle Title: Academics Members Performance
18/09/2013 East University, Development - I
Amman - Jordan

TRAINING COURSES OFFERED

Date: Location: Title:

FOR MORE TRAINING COURSES ATTENDED, PARTICIPATED AND ORGANIZED SEE TABLE BELOW

PUBLICATIONS

JOURNALS

Intellectual capital and business performance in the pharmaceutical sector of Jordan. *Management Decision*, Vol. 48 pp 105- 2
Abdel-Aziz Ahmad Sharabati, ©Emerald Group No. 1, 131, 0
Shawqi Jawad & Nick Bontis, Publishing Limited. 1

The Impact of Information Technology on Knowledge Management Practices. Dr. *International Journal of Business, Humanities and Technology*, Vol. 2, pp. 102- 2
Kamel Mohamad Hawajrwh and No. 7, 107. 0
Dr. Abdel-Aziz Ahmad Sharabati, 1

The Impact of Organizational *International* Vol. 3, pp. 121- 2



	Information on Knowledge Management Practices. Dr. Abdel-Aziz Ahmad Sharabati and Dr. Kamel Mohamad Hawajreh,	<i>Journal of Business and Social Science,</i>	No. 24, 126.	0 1 2
٤	The Relationship between Human Capital and Jordanian Pharmaceutical Organizations' Business Performance. Dr. Abdel-Aziz Ahmad Sharabati,	<i>International Journal of Academic Research in Business and Social Sciences,</i>	Vol. 3, pp. 260-279. No. 1,	2 0 1 3
٥	Structural Capital Development within Middle East University. Dr. Abdel-Aziz Ahmad Sharabati and Prof. Dr. Abdul-Naser Ibrahim Noor,	<i>Journal of Advanced Social Research (JASR),</i>	Vol. 3, PP. 30-54. No. 1,	2 0 1 3
٦	Intellectual Property Rights (IPRs) and Pharmaceutical Manufacturing Organizations' Business Performance. Dr. Abdel-Aziz Ahmad Sharabati and Prof. Dr. Abdul-Naser Ibrahim Noor,	<i>Journal of Business Studies Quarterly (JBSQ),</i>	Vol. 4, pp. 112-128. No. 3,	2 0 1 3
٧	The Relationship between Human Capital Development and Middle East University's Business Performance. Dr. Abdel-Aziz Ahmad Sharabati and Prof. Dr. Abdul-Naser Ibrahim Noor.	<i>European Journal of Business and Management (EJBM),</i>	Vol.5, pp. 104-120. No.6,	2 0 1 3
٨	THE RELATIONSHIP BETWEEN STRUCTURAL CAPITAL AND PHARMACEUTICAL ORGANIZATIONS' PERFORMANCE. Abdel-Aziz Ahmad Sharabati.	<i>Far East Journal of Psychology and Business (FEJPB),</i>	Vol. pp. 33-49. 11, No 1,	2 0 1 3
٩	The Impact of Intellectual Capital on Jordanian Telecommunication Companies' Business Performance. Dr. Abdel-Aziz Ahmad Sharabati, Prof. Dr. Abdul-Naser Ibrahim Nour, and Nasser Sajid Shamari,	<i>American Academic & Scholarly Research Journal,</i>	Vol. 5, pp. 32-46. No. 3, Special Issue,	2 0 1 3

١٠	The Relationship between Amman Stock Exchange (ASE) Market and Real Gross Domestic Product (GDP). Dr. Abdel-Aziz Ahmad Sharabati.	<i>European Journal of Business and Management,</i>	Vol. 5, No. 16,	pp. 51-63.	2 0 1 3
١١	The Relationship between Amman Stock Exchange (ASE) Sectors and ASE General Index Performance. Dr. Abdel-Aziz Ahmad Sharabati, Prof. Dr. Abdul-Naser Ibrahim Noor & Dr. Abdul-Aziz Farid Saymeh.	<i>European Journal of Accounting Auditing and Finance Research,</i>	Vol. 1, No. 2,	pp. 67-96.	2 0 1 3
١٢	Relational Capital and Jordanian Pharmaceutical Manufacturing Organizations' Business Performance. Dr. Abdel-Aziz Ahmad Sharabati, Prof. Abdul-Naser Nour & Dr. Sameer Mousa Jabali.	<i>European Journal of Business and Innovation Research,</i>	Vol. 1, No. 2,	pp. 85-100.	2 0 1 3
١٣	The Impact of Intellectual Capital on Jordanian Tourism Sector's Business Performance. Dr. Abdel-Aziz Ahmad Sharabati, Abdel-Rahman Khaled Radi, Prof. Abdul-Naser Ibrahim Noor, Prof. Abdel-Bari Ibrahim Dorra & Prof. Kamel Mohammad Moghrabi.	<i>American Journal of Business Management,</i>	Vol. 2, No. 3,	pp. 210-221.	2 0 1 3
١٤	Intellectual Capital Development: A Case Study of Middle East University. Dr. Abdel-Aziz Ahmad Sharabati and Prof. Dr. Abdul-Naser Ibrahim Noor and Dr. Yacoub Adel Naser Eddin.	<i>Jordan Journal of Business Administration,</i>	Volum e 9, No. 3,	pp. 567-602.	2 0 1 3
١٥	Relationship between Direct-to-Consumer Advertising and Consumers' Decision Making. Dr. Abdel-Aziz Ahmad Sharabati, Dr. Hamzeh Salim Khraim and Rami Atta Khateeb,	<i>International Journal of Pharmaceutical and Healthcare Marketing,</i>	Waiting Publish ing		2 0 1 3
١٦	The Impact of Intellectual Capital on Kuwait's	<i>International Journal of Business Performance</i>	Waiting Publish		2 0 1 3

Telecommunication Industry's Business Performance. Dr. Abdel-Aziz Ahmad Sharabati, Nasser Sajid Shamari, Abdul-Naser Ibrahim Noor, Prof. Abdel-Bari Ibrahim Dorra & Prof. Kamel Mohammad Moghrabi.

Management.

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Title	Journal	Issue	Pages	Year
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CONFERENCES

1	The Effect of Intellectual Capital on Jordanian Pharmaceutical Organizations. Dr. Abdel-Aziz Ahmad Sharabati.	<i>Joint Pharmaceutical Conference and Jordanian Pharmaceutical Conference,</i>	<i>Arab</i> Amman – Jordan, 10-12 April, 2008.	2008
2	The Role of Pharmacist in Pharmaceutical Care Quality Assurance.	<i>Joint Pharmaceutical Conference and Jordanian Pharmaceutical Conference,</i>	<i>Arab</i> Amman – Jordan, 10-12 April, 2008.	2008
3	The Influence of Intellectual Capital on the Performance of Jordanian Pharmaceutical Organizations. Prof. Dr. Shawki Jawad Najj and Dr. Abdel-Aziz Ahmad Sharabati.	<i>Intellectual Capital Development Conference,</i>	Kuwait, 18-20, January, 2010, pp. 564-579. Ministry of Islamic Affairs, Planning and Development Sector,	2010
4	The Relationship between Intellectual Capital and Business Performance of Pharmaceutical Manufacturing Organizations in Jordan. Dr. Abdel-Aziz Ahmad Sharabati.	<i>International Pharmaceutical Conference,</i>	Amman – Jordan 17-19 October 2012, (ZTIPC 2012), p. 35.	2012
5	The Impact of Intellectual Capital on Jordanian Telecommunication Companies' Business Performance in the Light of External Environment.	<i>International Conference on Information Systems and Technology Management for Innovation and Regional</i>	Amman – Jordan 27-28 March, 2013. Middle East University,	2013

	Dr. Abdel-Aziz Ahmad Sharabati, Prof. Dr. Abdul-Naser Ibrahim Nour and Nasser Sajid Shamari.	<i>Development,</i>		
٦	Human Capital Indicators within Middle East University. Dr. Abdel-Aziz Ahmad Sharabati and Prof. Dr. Abdul-Naser Ibrahim Noor.	<i>Human Capital in Knowledge Economy Conference,</i>	Amman – Jordan 22-25 April, 2013. Al-Zaytoonah University,	2 0 1 3
٧	The Effect of Human Capital and Research and Development on the Performance of Jordanian Pharmaceutical Sector. Dr. Abdel-Aziz Ahmad Sharabati and Prof. Dr. Abdul-Naser Ibrahim Noor.	<i>Second International Conference for the Faculty of Business Administration,</i>	Amman – Jordan 23-25 April, 2013. Mu'tah University,	2 0 1 3
٨	Relational Capital Development within Middle East University. Dr. Abdel-Aziz Ahmad Sharabati and Prof. Dr. Abdul-Naser Ibrahim Noor..	<i>The 2nd International Conference for Economics, Business, and Financial Challenges in MENA & GCC Countries (ISJSE),</i>	29-31 May, 2013. Istanbul - Turkey	2 0 1 3
٩	The Impact of "Innovation and Creation", "Research and Development" and "Intellectual Property Rights" on Jordanian Pharmaceutical Manufacturing Industry's Business Performance. Dr. Abdel-Aziz Ahmad Sharabati and Prof. Dr. Abdul-Naser Nour..	<i>First International Conference on Understanding Global Business Environment: Its Economic, Financial, Accounting, Marketing, and IT Dimensions,</i>	30-31 October, 2013, University of Jordan. Amman – Jordan	2 0 1 3
	Title	Conference	Location	D a t e

BOOKS

Title	Publisher	ISBN	Date
Title	Publisher	ISBN	Date

MEMBERSHIPS

Member of the Jordanian Pharmaceutical Association.	Amman - Jordan	Date
Member of Indian Graduates Co-operation Society – Jordan.	Amman - Jordan	Date
Member of Medical Association – Gaza – Palestine.	Palestine	Date
Member of Thalassaemia Society (Board) – Ramallah – Palestine.	Palestine	
Jordanian Gaucher Association (Member and Consultant) – Shnelar Camp – Jordan.	Amman - Jordan	
Member of the Licensing Executives Society (LES) – Arab Countries.	Amman - Jordan	
Member of Novartis Management Team for the Middle East and Africa from 1998 to 2005.	International	

COMMITTEES

Scientific Research Committee (Registrant)	Middle East University	Date
SWOT Analysis Committee (Registrar)	Middle East University	Date
Syllabus Review committee (Member)	Middle East University	Date

Quality Committee (Member)	Middle East University
Quality Assurance Committee (Registrar)	Middle East University
Local Society Committee	Middle East University
Conference Organization Committee	Middle East University
Conference Financial Committee	Middle East University
Scientific Day Committee (Registrar)	Middle East University
Scientific Day (Money Laundry) Organizing Committee (Registrar)	Middle East University
Scientific Day (Money Laundry) Master of ceremonies	Middle East University
International Tourism Conference (Organizing Committee) (member)	Middle East University
International Tourism Conference (Financial Committee) Member	Middle East University
Head of Business College General Competences Test Committee (Higher Education Accreditation Commission)	Middle East University
Head of Business College Management Science & Business Competences Test Committee (Higher Education Accreditation Commission)	Middle East University
Head of Sputtering (Unsurpassed) Students Committee.	Middle East University
Master of Ceremony "Money Laundry Scientific Day 08 May, 2013", at MEU	Middle East University
Co-Chair "The 2 nd International Conference for Economics, Business, and Financial Challenges in MENA & GCC Countries	Middle East University

(ISJSE), 29-31 May, 2013", at
Istanbul - Turkey.

PROFESSIONAL EXPERIENCE

Duration: **April 2012 until Now** Position: Assistant Professor,

Organization: Business College, Middle East University, Amman – Jordan.

Duties: Teaching

Duration: **2005 to 2011** Position: General Manager

Organization: Pharma Arts Company: Healthcare Wholesale Company

Duties: Marketing, Detailing and Training

Duration: **1998-2005** Position: Head of Scientific Office / Country Manager,

Organization: Novartis Pharma Services

Duties: Marketing, Management and Training. Preparing plans.

Duration: **1996-1997** Position: Head of Scientific Office / Country Manager,

Organization: Sandoz Pharma Services.

Duties: Marketing, Management and Training. Preparing plans.

Duration: **1985-1995** Position: Medical Representative and Product Specialist,

Organization: Sandoz Pharma Services.

Duties: Marketing, Detailing and Training.

Duration: Position: Pharmacy in Charge

1983-1985

Organization: Military Services

Duties: Pharmacy in Charge

Journal Reviewer (Referee) at:

1. International Journal of Educational Research and Development.
<http://academeresearchjournals.org/journal/ijerd>.
2. Int. J. of Business Performance Management. <http://www.inderscience.com>
3. Int. J. of Business Performance and Supply Chain Modeling.
<http://www.inderscience.com>.
4. Int. J. of Management Development. <http://www.inderscience.com>.
5. Int. J. of Intellectual Property Management. <http://www.inderscience.com>.
6. Int. J. of Healthcare Technology and Management.
<http://www.inderscience.com>.
7. African Journal of Business Management. www.academicjournals.org/
8. Research in Business and Management Journal.
9. Herald Journal of Geography and Regional Planning.
www.heraldjournals.org/hjgrp.
10. Innovation: Management, Policy & Practice. <http://ojs.e-contentmanagement.com/index.php/IMPP>.
11. International Journal of Learning and Intellectual Capital (IJLIC).
<http://www.inderscience.com/ijlic>.
12. Academic Journals: Academic Research Journals. Human Resource Management Academic Research Society Journals include
<http://hrmars.com/index.php/pages/detail/Journals>:
13. International Journal of Academic Research in Business and Social Sciences
14. International Journal of Academic Research in Accounting, Finance and Management Sciences.
15. International Journal of Academic Research in Economics and Management Sciences.
16. International Journal of Academic Research in Progressive Education and Development.
17. Multilingual Academic Journal of Education and Social Sciences (MAJESS).

Editorial Board

1. International Journal of Modern Business Issues of Global Market (IJMBIGM).

RESEARCH INTERESTS

Research Interests

Intellectual Capital Management, Innovation Management, Operation Management, International Business Management, and Marketing Pharmaceutical Products.

LANGUAGES

Arabic (Native language)

English

Hindi

COMMUNITY ACTIVITIES

A lot. Member of many groups and bodies.

AWARDS RECEIVED

Achievement and Professional Awards:

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|-------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 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. |
| 1999 | Novartis Award for Best performance for 1998 |
| 2001 | Novartis Pharma Services Award for Excellent performance for 2000 from Basel, Switzerland, awarded at Nairobi, Kenya. |
| 2013 | Middle East University Shield |

REFERENCES

Activities:

Attended and participated in 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

NB: Organized many local Scientific congresses/conferences and seminars not included in the mentioned above list.