

Tarbiat Modares University
Faculty of Management & Economics
Department of Business Management

RESUME, 2014

Seyed Hamid Khodadad Hosseini



I. PERSONAL INFORMATION:

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II. EDUCATIONAL RECORDS:

<u>Degree</u>	<u>Institution</u>	<u>Country</u>	<u>Field</u>	<u>Date</u>
Ph.D	RMIT University (Royal Melbourne Institute of Technology University	Australia	Business Administration	
M. A.	Tehran University	Iran	Business Management	
B.A.	Allameh Tabatabaee University	Iran	Industrial Management	

IV. Position(s):

- Dean, Faculty of Management & Economics, Tarbiat Modares University (TMU), From 2009.
- The Head of Entrepreneurship Center, Tarbiat Modares University. From 2003.
- President, Academy of Iran Management Sciences, From 2016.
- President; Iran Management & Productivity Study Center (IMPSC), 2001-2009.
- Head, Department of Management, Tarbiat Modares University, 2003-2009
- The Member, Higher Committee of Academic Staff Promotion (TMU) , 2006-2012.
- The Member of Performance Improvement, Evaluation and Monitoring Committee in TMU, from 2005.
- The Member of KARAD (Promoting Entrepreneurship in Universities) Committee -the Ministry of Sciences, Research and Technology. 2003-2010.
- The Member of Productivity Committee, TMU, from 2003
- The Member of Curriculum Planning, TMU, 2004-2008.
- Advisor of Economic and Commerce, Saipa Yadak (Automobile Spare Parts Production) Company in Iran, 2007-2008.
- Advisor of Managing Director, Export Development Bank of Iran, 2009-2011.
- The Member Board of Iranian Scientific Academy of Marketing
- Head, Committee of Management, Economics and Accounting, Fifth Farabi International Award, 2011.
- Head, Committee of Management, Economics and Accounting, Sixth Farabi International Award, 2012.
- Committee of Management, Economics and Accounting, Seventh and Eighth Farabi International Award, 2016-2017.
- Iran's Representative in APO, 2012-2013.
- Commission's Member and Head of Humanities Journals Reviews in Ministry of Science, Research and Technology, From 2012.
- The Chief Editor of Human Resources and Logistics Journal of Police (NAJA), from 2010
- The Chief Editor of Education and Training Journal of Police (NAJA), from 2013

IV. MEMBERSHIP OF ACADEMICS AND CONFERANCES:

Iranian Academy of Scientific Marketing

Iran Academy of Management

Iranian Academy of Technology Management

International Conference of Strategic Management (Iran)

International Conference of Marketing (Iran)
Iranian Conference of Banking Services
International Conference of Operational Budgeting (Iran)
National Conference of Occupation and Higher Education in Iran

V. MEMBERSHIP OF THE JOURNALS' EDITORIAL BOARD:

- Journal of Management Research in Iran, Tarbiat Modares University
- International Journal of Humanities, Tarbiat Modares University
- Journal of Entrepreneurship Development, Tehran University
- Journal of Organizational Resources Management Research, Iran's Management and Productivity Studies Center
- Journal of Business Management Perspective
- Iranian Journal of Management Science, Academy of Iran's Management Science
- Quarterly Journal of Business Management, Tehran University
- Journal of Strategic Management, Azad University
- Quarterly Journal of Police Management Studies , NAJA

VI. RESARCH INTERESTS:

- ۱) Strategic Management
- ۲) Productivity
- ۳) Business and Marketing
- ۴) Organizational Design and Business Process Reengineering
- ۵) Innovation and Creativity
- ۶) Research Methodology

VII. JOURNAL PAPERS:

- ۱) Innovation in Organizations: Concept, Types, and Processes. *Economics & Management Journal*, 42(1999), PP. 43-64. (in Persian)
- ۲) Designing a Model for Innovative Climate as an Intervening Variable. *Daneshver Journal*, 28(2000), PP. 57-66. (in Persian)
- ۳) Customer Orientation: A Way to Success, *Marketing Journal*, 4 (2000), PP. 24-29. (in Persian)
- ۴) Revolutions in Communication Age and Its Role on Marketing, *Journal of Management and Development*, No.8, 2001. (in Persian)

- ۰) A Study of Administrative Corruption and Its Control Methods, Journal of Modares, Vol. 2, Spring 2001. (in Persian)
- ۱) Marketing, Changes, Challenges and their Implication for New Millennium, Management Studies, No. 33, spring, 2001, PP.25-38. (in Persian)
- ۲) Strategic Innovation: A New Approach in Competency of Organizations, Journal of Management and Development, No. 14, 2002. (in Persian)
- ۳) The Impact of Information Technology in Marketing: The Role of Advanced Information and Communication Technology in Changing Marketing and Advertising Essence, Journal of Research and Evaluation, No. 29, 2002, pp. 443-457.
- ۴) Organizational Dimensions and the Apply of Information Technology and Systems in Successful Industrial Organizations, Humanities Journal of Modares, 6(3), fall 2002, pp. 43-66. (in Persian)
- ۵) Vocational Training Development: Concepts, Situation and Conceptual Model, Quarterly Journal of Research and Planning in Higher Education, No.25, 2002, PP. 118-142.
- ۶) A New Method for Prioritizing of Iran's Industries Based on International Market-Making Capability in Electronic Commerce, Iranian Journal of Trade Studies, Vol. 25, 2002. (in Persian)
- ۷) The Intervening Role of Innovative Climate: A Study of Middle Managers in Manufacturing Organizations in Iran, Public Organization Review: A Global Journal, 3(2), June 2003, PP. 151-170.
- ۸) Prioritizing the Effective Factors on Customer Satisfaction of Automobiles, Journal of Management Payam, NO. 7&8, 2003, pp. 47-74. (in Persian)
- ۹) The Relationship between Technological Innovation and Strategic Position, Structure, and Environment. Humanities Journal of Modares, No.25, Summer 2003, PP. 52-81. (in Persian)
- ۱۰) A Mixed Integer Goal Programming Model for Multi-period Complex Corporate Financing Problems, Finance India, XVII No.2, June 2003.
- ۱۱) The Design of National Innovation System: Necessities and Challenges, Journal of Management and Development, Vol. 5, NO. 20, 2004, pp. 8-31. (in Persian)
- ۱۲) Institutional Bases in National Innovation System: A Comparative Approach to the Role of Government and Public Management, Journal of Management Studies, No. 43&44, 2004, pp. 95-112. (in Persian)
- ۱۳) Management Development: Typology, Competencies, and Strategies, Journal of Humanities Peik Noor, No. 3, 2005, pp. 56-68. (in Persian)
- ۱۴) Design of Export Marketing Model for Iran's Rug (Carpet), Humanities Journal of Modares, Vol. 42, 2005, pp. 79-100. (in Persian)

- ۲۰) Design of Competitive Advantage Model of Iran's Car Industry, Humanities Journal of Modares, Vol. 39, Summer, 2005. (in Persian)
- ۲۱) Designing a Model of the Effect of Information Technology on Financial Performance indexes with Meta Analysis Method, Daneshvar Journal, 2005. (in Persian)
- ۲۲) Identifying Obstacles of Applying Electronic Commerce and Providing Appropriate Solutions for Iran Khodro (Automobile) Company, Iranian Journal of Trade Studies, Vol. 37, 2005, pp. 63-89. (in Persian)
- ۲۳) The Design of a Model for Institutionalization of Innovation in Government Sector, Daneshvar Journal, Vol. 11, 2005, pp. 37-56. (in Persian)
- ۲۴) Designing Appraisal System for Bank's Employees, Applying Analytical Hieratical Process, Daneshvar Journal, 2005.
- ۲۵) Designing a Competitive Advantage Model for Automotive Industry in Iran, Human Sciences Modares, Vol. 2, 2005, p. 189. (in Persian)
- ۲۶) A Strategic Model of Global Market Entry for Iran's Car Industry, Humanities Journal of Modares, Vol. 45, Summer, 2006, (in Persian)
- ۲۷) Designing the appropriate Organizational Structure for IT/IS Systems for Automobile Spare Parts Industry in Iran, Humanities Journal of Modares, spring 2006, pp. 1-45. (in Persian)
- ۲۸) Proposed Pattern Design of Market Technology (the Technology Center of Exchange and Transaction) in National Level, Industrial Technology Management, Vol. 11, 2007, p. 33. (in Persian)
- ۲۹) Designing and Determining an Organizational Design Commensurate with Information Technology and Information System (IT/IS) in Spare Parts Building Industries of Iran's Automobiles, Human Sciences MODARES, Vol. 3, 2007, p. 1. (in Persian)
- ۳۰) Proposing a Strategic International Market Entry Model for Automotive Industry of Iran, Human Sciences MODARES, Vol. 1, 2007, p. 213. (in Persian)
- ۳۱) The Relationship between IT and Firms' Performance: A Meta Analysis on Factors Measurement in Productivity Paradox, Iranian Journal of Trade Studies, Vol. 42, spring 2007, pp.263-299. (in Persian)
- ۳۲) Diagnosing the Strategic Power of SAIPA (Automobile) Company to Inter in Global Markets: The Study of Organizational Internal Factors, Quarterly Journal of Management Thought, No. 2, 2007, pp. 29-67.
- ۳۳) Designing a Model of Mathematical Scanning for Selecting of Key Problem in EFQM, Humanities Journal of Modares, 2007. (in Persian)
- ۳۴) Export Marketing of Iran's Rug (Carpet): A Survey of Effective Factors and Diagnoses, Iranian Journal of Trade Studies, Vol. 43, summer 2007. (in Persian)

- ۳۵) A Survey on Measurement Intermediaries in the Relationship between Information Technology and Firm Performance: A Meta-Analysis Approach, Iranian Journal of Trade Studies, Vol. 11, No. 42, Spring 2007, pp. 263-300. (in Persian)
- ۳۶) Employees' Social Status in Iranian public and Governmental Organizations: Effect of Individual, Organizational, and Social Factors. Singapore Management Review, Vol. 30, No1, 2008, pp. 76-98.
- ۳۷) The Role of Intellectual Property in Creating of Competitive Advantage, Daneshvar Journal, No. 32, 2008, pp. 109-124. (in Persian)
- ۳۸) Designing a Mathematical Screening Model to Select the Key Problems in EFQM Excellence Model, Journal of Modares (Management), Vol. 12, No. 1, Spring 2008, pp. 1-32. (in Persian)
- ۳۹) The Role of Intellectual Property in Competitive Advantage, Journal of Daneshvar, Vol. 32, 2008. (in Persian)
- ۴۰) The Impact of Civil Oversight on the Motivation of Tehran Police Department, Police Management Studies Quarterly (PMSQ), Vol. 3, No. 1, Spring 2008, pp. 40-52. (in Persian)
- ۴۱) Designing a Model of Fuzzy Integrated Marketing Communication: A Case Study of Export and Medical Equipment Industry, Journal of Management Vision, Vol. 29, summer 2008, pp. 89-137. (in Persian)
- ۴۲) Designing a Model of Effective Factors on Salespersons Performance with Structural Equation Approach, Journal of Management Vision, Vol. 29, 2008, pp. 253-275. (in Persian)
- ۴۳) A Survey on the Factors Affecting Export Marketing of Soft ware Products, Journal of Modir, NO. 22 &23, 2008, pp.93-124. (in Persian)
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- ۴۵) National Technomart in Iran; Conceptual Framework and Operational Implications, Strategic Management Thought, Vol. 1, 2008, p. 225. (in Persian)
- ۴۶) Conceptualization of Marketing Excellence in Manufacturing Companies Based on Qualitative Approach, Journal of Business Management, Vol. 31, 2009, pp. 31-53. (in Persian)
- ۴۷) The Role of Intellectual Capital in Competitive Advantage (A Case Study on Two Automobile Maker Companies in Iran), Daneshvar Raftar, Vol. 32, 2009, p. 109. (in Persian)
- ۴۸) Effective Factors of Customers Reliability in Electronic Commerce Based on B2C Model, Humanities Journal of Modares, Vol. 2, 2009, pp. 93-118. (in Persian)
- ۴۹) Engineering the Business Culture of Iran, Journal of Cultural Research Letter, No. 5, 2009, pp. 39-60. (in Persian)

- ۰) Fuzzy Marketing Mix Modeling: A Case Study of Automobile Battery Industries, Iranian Journal of Trade Studies (IJTS), Vol. 13, No 51, Summer 2009, pp. 241-270. (in Persian)
- ۱) Techno-Mart, the Lost Chain of Management System and Technology Transactions: Designing a National Level Model, Journal of Management Research, Vol. 1, 2009, pp. 133-155. (in Persian)
- ۲) Conceptualizing of Marketing Excellence in Manufacturing Industries with Qualitative Approach, Journal of Management Perspective, No. 31, Summer 2009, pp. 43-62. (in Persian)
- ۳) Designing the Organizational Performance System of Police (NAJA), Quarterly Journal of Police Knowledge, Vol. 3 &4, Fall and Winter 2009, pp. 48-62. (in Persian)
- ۴) Measurement and Sensitivity Analysis of Relative Efficiency in Non Petroleum Export Countries, A DEA Approach, Quarterly Journal of New Economy & Commerce, Vol. 5, N0, 17& 18, Summer and Fall 2012, pp. 119-137. (in Persian)
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- ۶) Fuzzy Integrated Marketing Communication: The Case Study of Sport and Medical Equipment Industries, Management Vision, Vol. 8, No, 29, Winter 2009, pp. 89-137. (in Persian)
- ۷) Conceptualization of International Entrepreneurial Marketing in the Iranian Entrepreneurial Firms: Food Industry Sector, Journal of Entrepreneurial Development, Vol. 2, No. 5, Autumn 2009, pp. 31-54. (in Persian)
- ۸) Conceptualization of Marketing Mix for Iranian Food SMEs, Business Management Perspective, Vol. 9, No. 2(35), 2010, pp. 27-42. (in Persian)
- ۹) The Influence of the Internet on Channel of Export in SMEs, Journal of Business Administration Research, Vol. 2, No. 3, Spring & Winter 2010, pp. 1-31. (in Persian)
- ۶۰) Mapping of Social Capital in Small and Medium Enterprise Strategies Based on the Ansof Product Market, Quarterly Journal of New Economy & Commerce, Vol. 5, N0, 19,20, Winter and Spring 2010, pp. 61-82. (in Persian)
- ۶۱) Deliberation in Paradigmatic Foundation and Paradigm-Mapping of Inter-Disciplinary Studies: A Case of Entrepreneurial Marketing, Interdisciplinary Studies in the Humanities, Vol. 2, No, 1, Winter 2010, pp. 119-148. (in Persian)
- ۶۲) A Review and Critique of the Corporate Ranking Streams, Management Research in Iran (Modares), Vol. 14, No, 3, Fall, 2010, pp. 145-172. (in Persian)

- ٦٣) The Impact of Performance on Human Resource Improvement in Police Department (NAJA), The Quarterly Journal of Police Management Studies, No. 4, Winer 2010, pp. 547-562. (in Persian)
- ٦٤) Evaluation of Marketing Mix in Iran's Football Super League: Perspective of Managers in Sport Organization and Football Federation, Journal of Sport Management, No. 5, Summer 2010, pp. 5-19. (in Persian)
- ٦٥) The Study of Firms' Ranking Approaches: A Critical Review and Model Development, Humanities Journal of Modares, Vol. 14, No3, 2010, pp. 145-172. (in Persian)
- ٦٦) Determining the Technology Information and Communication of Sport Faculties and Their Relationship with Entrepreneurial Emotion of Iranian Student, Journal of Sport Management Reviews, No. 28, Autumn 2010, pp. 13-23. (in Persian)
- ٦٧) The Study of Internal Factor of Organization on Operational Budgeting in Police University, Journal of Human Resource Management Development and Logistic, NO. 21, 2010, pp. 125-162. (in Persian)
- ٦٨) Promotion Mix Modeling by Fuzzy Approach (A Case Study of Automobile Battery Industry), Quarterly Journal of Business Management, Vol. 5, 2010, p. 41. (in Persian)
- ٦٩) The Evaluation of Marketing Mix Factor (7P) in Iran Football Premier League from Physical Education Organization and Football Federation Managers' Viewpoints, Sport Management, Vol. 5, 2010, p. 5. (in Persian)
- ٧٠) Explaining the Status of Ethnic Diversity Management as a Forgotten Factor of Productivity in the Country Cultural Macro Management, Journal of Cultural Engineering, VOL. 5, NO. 53&54, 2011, pp. 44.59, (in Persian)
- ٧١) Conceptualizing the Role Entrepreneur in Home Business Marketing, Journal of Marketing Management, NO. 11, 2011, pp. 63-84. (in Persian)
- ٧٢) Network Marketing and Pyramid Structure, Commercial Surveys, VOL. 9, NO. 49, 2011, pp. 20-36. (in Persian)
- ٧٣) Efficiency Evaluation of Competitive Advantage in Iran with Compare to Selected Countries Based on Porter's Diamond Model: DEA Approach, Journal of Business Management, Vol. 3, No. 9, Autumn 2011, pp. 91-112. (in Persian)
- ٧٤) Evaluate the Efficiency of Public Banks Compare to Privat Bank in Iran, Journal of Business Management Perspective, Vol. 10, No., 6 (39), Summer, 2011, pp. 93-116. (in Persian)
- ٧٥) Design of the Marketing Excellence Model in Manufacturing Industries Based on Mixed Approach, Journal of Management Research in Iran (Modares), Vol. 15, No. 1, Spring 2011, pp. 209-230. (in Persian)
- ٧٦) Conceptualization of Integrated Brand Engagement (IBI) Grounded Theory Strategy: A Case Study of Iran Automobile Industry. The International Journal of Humanities. Vol. 18, NO. 2, Spring 2011, pp133-150.

- ۷۷) Investigating Internal Organizational Factors Affective on Operational Budget in Police University, Quarterly Development Management of the Human Resources and Logistics, Vol. 6, No. 21, Autumn 2011, pp. 135-162. (in Persian)
- ۷۸) Mobile Advertising: An Investigating of Factors Creating Positive Attitude (A Study of Iranian Customers), Journal of African Marketing Management, Vol. 5(2), 2011. PP. 394-404.
- ۷۹) Design of Marketing Excellence Model in Manufacturing Industries Based on mixed Approach, Management Research in Iran, Vol. 1, 2011, p. 209. (in Persian)
- ۸۰) Impact of Performance Appraisal on Human Resources Development in the IRI Police Headquarter, Police Management Research, Vol. 4, 2011, p. 547. (in Persian)
- ۸۱) Effects of Ethnic Tourism Development on Social and Cultural Issues: a Study of Tourism Target Villages in Kermanshah Province, Urban Management, Vol. 26, 2011, pp. 163-180. (in Persian)
- ۸۲) Designing the Model of Strategic Planning in Technology with Combined Intelligent Approach, Journal of Public Management Research, No. 14, Winter 2011, pp. 23-39. (in Persian)
- ۸۳) Designing the Model of Customer Agility and Competitive Activity. African Journal of Business Management, Vol. 5, No. 33, 2011, pp. 12915-12928.
- ۸۴) Design the Model of Customer Agility with Organizational Dynamic Capabilities Approach, New Marketing Research Journal, No. 4, Spring 2012, pp. 1-24. (in Persian)
- ۸۵) Identification and Verifying the Entrepreneurial Promotion Mix Via Innovative Approach in Iranian Entrepreneurial Enterprises, Research Journal of International Studies, 23, 2012. pp. 53-69.
- ۸۶) Conceptualization the Entrepreneurial Decision Making Process in Entrepreneurial Small & Medium Size Enterprises, Journal of Change Management, No. 8, Winter 2012, pp. 52-69. (in Persian)
- ۸۷) Organizational Capabilities and Company Brand Positioning: A Grounded Theory Approach, Journal of Strategic Management Thought, Vol. 6, No. 1, Spring and Summer 2012, pp. 35-72. (in Persian)
- ۸۸) Competition: A Missing Link in Brand Extension Evaluation Process, Iranian Journal of Management Sciences, Vol. 7, No. 26, 2012, pp. 49-70. (in Persian)
- ۸۹) Investigating the Role of Word of Mouth on Consumer Brand Equity Creation in Iran's Cell-Phone Market, Journal of Knowledge Management, Economics and Information Technology, Issue 8, Feb. 2012, pp.1-15.
- ۹۰) Identify and Prioritize Public Policy Marketing Mechanisms and Tools in Iran: Mixed Method Approach, Journal of Business Management Perspective, No. 11, autumn 2012, pp. 35-58. (in Persian)

- ۹۱) Identifying and Verifying Entrepreneurial Marketing Mix From Islamic Religious Viewpoints of the Top Entrepreneurs in Small and Medium Sized Enterprises, Journal of Entrepreneurship Development, Vol. 5, No. 4, Winter 2012, pp. 107-128. (in Persian)
- ۹۲) Alternative Approaches for Strategy Designing in Uncertain Conditions: An Analytical – Comparative Approach, Journal of Public Management Research, No, 18, winter 2012, pp. 45-63. (in Persian)
- ۹۳) The Conceptual Mapping of Social Capital in Entrepreneurial Firms Marketing, Organizational Resource Management Journal, Vol. 2, No 1, spring 2012, pp. 67-90. (in Persian)
- ۹۴) The Promotion of Innovation in Developing Countries: A Review on Economic Development in Iran, Journal of Science and Technology Policy, No. 3, Spring 2012, pp. 101-119.
- ۹۵) The Two-Level Conceptual Model of Salespersons Performance Determinants, Journal of Business Management Perspective, Vol. 2, No. 9, spring 2012, pp. 61-80.
- ۹۶) The Design of Organizational Strategic Value Creation Model, Journal of New Thought in Management, No. 3, Spring 2012, pp. 33-64.(in Persian)
- ۹۷) The Design of Customer Agility Model with Organizational Dynamic Capability Approach: A review of IT Competency Role, Entrepreneurial Intelligence, Journal of New Marketing Research, Vol. 1, No. 4, Spring 2012, pp. 101-119. . (in Persian)
- ۹۸) Designing of Work Groups Performance Evaluation Model: Multi Level DEA Approach, Organizational Resources Management Research, Vol. 2, No.3, fall 2012, pp. 1-22. (in Persian)
- ۹۹) Designing the Evaluation Model of Work Groups Performance: Verification and Extension Model of Robust Data Envelopment Analysis, Journal of Management Improvement, Vol. 4, No. 18, pp. 34-56, winter 2012. (in Persian)
- ۱۰۰) Effective Factors of Corruption in Sport Organizations (Case Study: Football Federation of I.R Iran), Sport Management, Vol. 14, 2012, p. 109. (in Persian)
- ۱۰۱) An Investigation of Factors Affecting on the Coordination of Multi-Channel Distribution from Manufactures Perspective, Journal of Business Management, Vol. 11, 2012, p. 1.. (in Persian)
- ۱۰۲) Measuring Relative Efficiency of Competitive Advantage Iranian Using Quantitative Porter Diamond Model, Comparing to Selective Countries - DEA approach, Journal of Business Management, Vol. 9, 2012, p. 91. (in Persian)
- ۱۰۳) The Relationship between Country e-Readiness and Effectiveness of Applying Information Technology in Firms using Meta-Analysis Approach, Journal of Information Technology Management, Vol. 8, 2012, p. 81. (in Persian)
- ۱۰۴) Technology Development of the Non-Governmental Sector in Iran: Investigation the Motivational Factors, Barriers and Enhancement Methods, Management Studies (Improvement and Change), Vol. 65, 2012, p. 127. (in Persian)

- ۱۰۵) The Influence of the Internet on Conduct the Channel of Export in SMEs, Business Management Research, Vol. 3, 2012, p. 1. (in Persian)
- ۱۰۶) Designing the Process Model of Robust Strategy under Uncertainty, Journal of Strategic Management Strategy, Vol. 2, No, 5, Spring 2012, pp- 83-110. (in Persian)
- ۱۰۷) Identification and Explanation of Effective Factors on Iran's Transition to Learning Economy, Quarterly Journal of Economic Strategy, Vol. 2, No. 5, summer 2013, pp. 155-192. (in Persian)
- ۱۰۸) An Analysis of Quality Challenges In Higher Education, Journal of Strategy of Culture, No. 1, Spring 2013, pp.173-2006. (in Persian)
- ۱۰۹) The Impact of Music on Customer purchase with Mediating Role of The Retain Time of Customer in Store, Journal of New Marketing Research, Vol. 9, Summer 2013, pp. 69-84. (in Persian)
- ۱۱۰) Azizi, Shahriar Kodadad Hosseini, Hamid, and Roosta, Ahmad, Multi-Level Analysis of Salesperson Performance, Determinants, Intl. Journal of Humanities, 2012, Vol. 19 (4), pp.183-210.
- ۱۱۱) Rethinking the National Innovation System Functions Based on Viable System Model: A Theoretical Discussion and a Comparative Analysis, Middle-East Journal of Scientific Research, Vol. 16, No. 10, 2013, pp.1383-1392.
- ۱۱۲) The Comparison of Product and Corporate Branding Strategy: A Conceptual Framework, Journal of Business and Management, Vol. 14, No. 2, 2013, pp. 41-48.
- ۱۱۳) Study the Impact of Brand Equity on Impulse Buying: Mediating Role of Product Attributes (Mobile Phone Industry), American Journal of Scientific Research, Accepted for Publication, Issue 97.
- ۱۱۴) Higher Education Policy Analysis in the Fifth Development Plan Using System Dynamics, Journal of Science & Technology Policy, Vol. 5, No. 4, Summer 2013. (in Persian)
- ۱۱۵) Designing a Model of Brand Equity for Sports Industry of Iran: Football Premier League (A Case Study) , International Journal of Academic Research in Business and Social Sciences, November 2013, Vol. 3, No. 1, pp. 681-693.
- ۱۱۶) Brand Identification Model of Sport Industry: A Case Study of Iran Prologue, Research Journal of Recent Sciences, Accepted for Publication.
- ۱۱۷) Designing Customer Profitability Model for Organizations: A Case Study of Electronic Industry in Iran, Journal of Management Research in Iran (Modares), Vol. 17, No. 1, spring 2013, pp. 73-94. (in Persian)
- ۱۱۸) A Study of Reliability in Sport Clubs on Cohorts with Social Marketing Approach, Journal of Sport Management, Accepted for Publication, 2013. (in Persian)

- ۱۱۹) Developing the model of customer value and loyalty: The effect of innovation and responsiveness to the customers, International Bulletin of Business Administration, 14, April 2014, pp. 82-94.
- ۱۲۰) Investigating the effect of emotional and social stimulants of store atmosphere and prices on the customers' satisfaction and loyalty, Management Science Letters, 3, 2013, pp. 1521–1528.
- ۱۲۱) A New Model of Petrochemical Technology Strategic Planning, International Journal of Business Administration, Vol. 4, No. 2; 2013, pp.57-73.
- ۱۲۲) Customer Relationship Management and Organizational Performance: A Conceptual Framework Based on the Balanced Scorecard (Study of Iranian Banks), Journal of Business and Management, Vol. 10, No. 6, May. - Jun. 2013, PP 18-26
- ۱۲۳) Impact of Market Orientation and Entrepreneurial Orientation on Export Performance, International Journal of Management Research and Review, Vol. 3, No. 5, 2013, pp. 2249-2293.
- ۱۲۴) An Architectural Framework for IT Innovation Systems: A Case Study on IT Diffusion in Iran, European Journal of Scientific Research, Vol. 106, No. 3. , 2013.
- ۱۲۵) Iran's Transition to Learning Economy: Exploring the Intervening Role of Information and Communication Technology, European Journal of Scientific Research, Vol. 107 No. 3. 2013.
- ۱۲۶) A Survey and Study of Capabilities and Emotional Intelligence of Employees at Work Place: A Case Study of Automotive Industry in Iran, JKL Journal, September 2013, pp. 351-365.
- ۱۲۷) Conceptualization of Integrated Brand Engagement (IBE) with Globalization Approach and Grounded Theory Strategy (The Case of Automotive Industry), Iranian Journal of Trade Studies (IJTS), Vol. 68, 2013, pp. 203-23. (in Persian)
- ۱۲۸) The Effect of Music on Store Shopping: Mediating Role of the Time Spent of Customer in Store, Journal of New Marketing Research, Vol. 2, 2013, pp. 175-199. (in Persian)
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- ۱۳۰) Internal Marketing Orientation Measurement in Service Industry Case Study: Iran Banking Industry, Journal of Business Management, Vol. 14, 2013, pp. 93-106. (in Persian)
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- ۱۳۷) The Effects of Emotional Intelligence on Entrepreneurship among Post-Graduate Students: Examining Gender-related and Ethnic Variables, Journal of Management and Development Process, Vol. 84, 2013, pp. 93-117. (in Persian)
- ۱۳۸) Designing Conceptual Model for Strategic Performance Assessment: Based on Dynamic Strategic Value-Creation Chain, Journal of Business Management, Vol. 14, 2013, p. 115. (in Persian)
- ۱۳۹) Designing the Prescriptive Process Model of Robust Strategy Using Mix Method, Strategic Management Thought, Vol. 2, 2013, pp. 121-151. (in Persian)
- ۱۴۰) Conceptualizing Transition to Learning Economy in Iran Based on a Scientific and Technological Approach, Quarterly Journal of Majlis and Rahbord, Vol. 20, No. 76, winter 2013. pp. 139-178. (in Persian)
- ۱۴۱) Conceptualizing the Model for Realization of Sustainable Marketing in I.R. Iran's Automotive Industry, Management Research in Iran, Vol. 18, No. 1, spring 2014, pp. 25-54. (in Persian)
- ۱۴۲) Designing the Brand Identity Model of Iranian Sports Industry (Case Study: Football Premier League), Management Researches in Iran, Vol. 17, No. 4, winter 2014, pp.203-224.
- ۱۴۳) Designing the Entrepreneurial Branding Processing Model in Small and Medium Sized Business in Food Industry, Journal of Brand Management, Vol. 1, No. 1, spring 2014, pp. 13-44. (in Persian)
- ۱۴۴) Assessment of Innovation Networks: Information Technology Industry Case Study, Researche of Organizational Resources Management, Vol. 1, 2014, pp. 1-27. (in Persian)

- ۱۴۵) Surveying the Factors that Affect Electronic Commerce in Appliance Industry, Business Management Research, Vol. 11, 2014, pp. 53-84. (in Persian)
- ۱۴۶) Designing a Model for Realization of Sustainable Marketing in I.R. Iran Automotive Industry with Emphasis on Effective Marketing Models, Business Management Research, Vol. 11, 2014, pp. 1-26. (in Persian)
- ۱۴۷) Designation of Sustainable Marketing Fulfillment Model of Iranian Automobile Industry, Business Management Strategy, Vol. 3, 2014, pp. 61-82. (in Persian)
- ۱۴۸) Proposing a Model for Improving Self-organization and Learning of Innovation Networks in Ahwaz Science and Technology Park, Innovation Management, Vol. 1, 2014, p. 47. (in Persian)
- ۱۴۹) An Integrated Approach for Implementing BSC in a Fuzzy Environment, Sharif Industrial Engineering & Management, Vol. 1, 2014, pp. 69-79. (in Persian)
- ۱۵۰) Investigating the Impact of Business Networks on Competitive Advantage by Explaining the Role of Capability of Building Capabilities Case Study: Construction Industry, Journal of Business Management, Vol. 19, 2014, pp. 107-124. (in Persian)
- ۱۵۱) Effective Factors of Collaboration between Supplier – Distributors in Supply Chain from Supplier's View, Journal of Business Management, Vol. 4, winter 2014, pp. 43-60. (in Persian)
- ۱۵۲) Investigation of the Factors Affecting IT Diffusion in Organizations, Management of Technology Development, Vol. 3, 2014, pp. 43-60. (in Persian)
- ۱۵۳) Designing a Market Performance Model Based on the Marketing Dynamic Capabilities with Operational Agility Approach, Management Research in Iran, Vol. 3, 2015, p. 139. (in Persian)
- ۱۵۴) Studying brand equity in terms of beliefs shaping consumers' attitudes toward advertising through sport (football), Management Sport Reviews, Vol. 28, April and May 2015, pp. 33-54. (in Persian)
- ۱۵۵) The Impact of External Relations of Manages and Organization on Competitive Advantage through Articulating Roles of Firm Image and Brand Credibility (case Study: A Construction Company), Journal of Brand Management, Vol. 1, 2015, p. 77. (in Persian)
- ۱۵۶) Market Orientation in Iran Banking Industry "with Emphasis on" HR Roles, Business Management Research, Vol. 24, 2015, pp. 295-314. (in Persian)
- ۱۵۷) The Impact of Ethnocentrism on Attitude towards Domestic and Foreign Products with the Moderator of Perceived Economic Threat, Business Management Research, Vol. 13, 2015, pp. 159-181. (in Persian)
- ۱۵۸) Identifying the Position of Organizational Entrepreneurial Orientation in Fostering Competitive Advantage; Case Study: the Banking Context of Iran, Entrepreneurial Development, Vol. 28, 2015, pp. 233-252. (in Persian)

- ۱۵۹) Explaining the Basic Principles of Business Ecosystem Approach, Research Management in Iran, Vol. 2, 2015, p. 139. (in Persian)
- ۱۶۰) Developing Balanced Scorecard Strategic Objectives Based on Business Ecosystem in Iranian Banking Industry, Strategic Management Thought, Vol. 1, 2015, pp. 5-24. (in Persian)
- ۱۶۱) Measuring the World/Global City Good Governance, Research Management in Iran, Vol. 1, 2015, p. 147. (in Persian)
- ۱۶۲) Studying Brand Equity in Terms of Beliefs Shaping Consumers' Attitudes toward Advertising through Sport (Football), Journal of Sport Management Review, Vol. 28, 2015, pp. 33-54. (in Persian)
- ۱۶۳) Designing Export Performance Model based on Organizational Orientations, Iranian Journal of Management Studies, Vol. 2, 2015, pp. 265-285. (in Persian)
- ۱۶۴) The Impact of Sport Clubs Reputation on Changing of fans Behavior with Social Marketing Approach, Sport Management, Vol. 23, 2015, pp. 627-642. (in Persian)
- ۱۶۵) Analysis of Impact Cognitive and Affective Trust between Interactions Buyers and Sellers (a case study Companies in Iranian Industry Food Ingredients), Journal of New Marketing Research, Vol. 4, 2015, pp. 167-182. (in Persian)
- ۱۶۶) Designing a Framework for Architecting the IT Innovation System with Emphasis on IT Diffusion, Quarterly Journal of Majlis and Rahbord, Vol. 79, 2015, pp. 37-65. (in Persian)
- ۱۶۷) Explanation of Mediator Role of Dynamic Capabilities in Relational View of Competitive Advantage Strategy, Journal of Strategic Management Studies, Vol. 28, 2016, pp. 169-189. (in Persian)
- ۱۶۸) Designing the Medical Tourism Trends Model in Guilan Province, Iran, Health Information Management, Vol. 3, 2016, pp. 209-215. (in Persian)
- ۱۶۹) The Impact of Packaging Dimensions on Customer Satisfaction and Involvement with Emphasis on the Mediating Role of Attitudes Towards Packaging, Iranian journal of Food Sciences and Industries, Vol. 10, 2016, pp. 109-122. (in Persian)
- ۱۷۰) The Effects of Customer Perceived Service Quality and Switching Costs on Customer Loyalty in Selected Private Hospitals in Tehran, Iran, Health Information Management, Vol. 2016, p. 48 (in Persian)
- ۱۷۱) Strategy Making Problem Structuring with Journey Making and Drama Theory (Case Study: Green Gas Supply Chain), New Decision Making Research, Vol. 1, 2016, pp. 130-138. (in Persian)
- ۱۷۲) Designing the Competitive Advantages Model Based on Organizational Oriented and Managerial Oriented External Social Capital, with Clarifying the Roles of Dynamic Capabilities Dimensions, Management Research in Iran, Vol. 1, 2016, p. 81. (in Persian)

- ۱۷۳) Exploring the Effects of Buyer Impulsivity Factors and In-Store Environment Factors On Impulse Buying In Chain Stores, Business Management Research, Vol. 26, 2016, pp. 985-1004. (in Persian)
- ۱۷۴) Explaining Interactive Strategic Objectives of Iranian Banking Industry by Applying Business Ecosystem Concept, Management Research in Iran, Vol. 4, 2016, p. 101. (in Persian)
- ۱۷۵) A Study of Factors Effecting on Employees Behavior as Brand Ambassadors in Hotel Industry of Shiraz, Tourism Planning and Development, Vol. 20, 2017, pp. 56-74 (in Persian)
- ۱۷۶) Shopping Mall Success in Terms of Factors Affecting on Customers' Shopping Welfare, Organizational Resources Management Research, Vol. 1, 2017, pp. 25-43 (in Persian)
- ۱۷۷) Explaining and Testing the Aboriginal Model of Shopping Malls' Success: (Case Study: Shopping Malls in Tehran), Iranian Journal of Management Studies, Vol. 1, 2017, pp. 259-282
- ۱۷۸) The Impact of Attitude to TV Advertising on Customer Loyalty Toward The Commercial Complexes A Case Study of Atlas Mall Complex in TV Serial Paytakht 3, Communication Research, Vol. 23, No 88, 2017, pp. 125-147.
- ۱۷۹) The Impact of Consumption Values on Purchase Intention (Case Study: Hamrahe Aval and Iran cell), Organizational Resources Management Research, Vol. 4, 2017, 171-188. (in Persian)
- ۱۸۰) Developing a Commercialization Model of Financial Services (Case Study: Iranian Banking and Insurance Industry), Management Research in Iran, Vol. 21, spring 2017, pp. 1-28.

VIII. PAPERS CONGRESSES AND SEMINARS:

- ۱) The Impact of Workplace Climate on Middle Managers' Innovation, ANZAM Conference, Wollongong, 1996.
- ۲) Organizational Structure, Strategic Posture, And Environment: Its relationship with Middle Mangers' Technological Innovation, Australian and New Zealand Academy of Management (ANZAM), Melbourne, Australia, 1997.
- ۳) Human Resource Development: Concepts, Standards, and Application in Training and Education System, The First Conference Standard and Standardization in Training and Education, The Ministry of Training and Education, Tehran, 2003.
- ۴) An Analytical Model for Performance Evaluation in Country's Administrative Organizations, Second International Conference of TQM and World Trade, Tehran, 2005.
- ۵) The Study of Electronic Commerce Role in Supply Chain Management to Obtain Competitive Advantage of Company, 5th International Conference of ITC Management, Tehran, 2008.
- ۶) A study of Ethnic Marketing for Iranian Ethnic Group, International Conference of Management, Tehran, 2009.
- ۷) Identifying and Prioritizing of Obstacles and Challenges in Implementing Electronic Commerce in Iran with Fuzzy Method Approach, International Conference of Marketing Management, Tehran, 2008.
- ۸) Strategic Intelligent in Policy Making of Information Foresight, 3rd International Conference of Strategic, Tehran, 2008.
- ۹) The Role of Commercial Electronic in Supply Chain Management to Make Organizational Competitive Advantage, 5th International Conference of Information Communication and Technology Management, Tehran, 2008.
- ۱۰) Explaining the Ethnic Marketing with Iranian Ethnic, International Management Conference, Tehran, 2008.
- ۱۱) Identifying and Prioritizing of Challenges and Obstacles in Implicating of Commercial Electronic in Iran with Fuzzy Approach, International Conference of Marketing Management, Tehran 2008.
- ۱۲) The Modeling of Strategic Management with Process Management Approach, 4th International Conference of Strategic Management, Tehran, 2009.
- ۱۳) Comparative-Critical Analysis of Designing the Robust Strategy Techniques in Uncertainty Conditions, 5th International of Strategic Management, Tehran, 2010.
- ۱۴) The Effect of Company Reputation, Prices, and Costs on Customer Value and Loyalty, 1st International Conference of Management and Innovation, Tehran, 2010.

- ۱۵) Identifying and Explaining the Entrepreneurial Promotion with new Approach in Entrepreneur Enterprises, 1st International Conference of Management and Innovation, Tehran 2010.
- ۱۶) Developing of Customer Value and Loyalty: Exploring the Effect of Innovation, 1st International Conference of Management and Innovation, Tehran 2010.
- ۱۷) Developing Combined Forecasting Models in Oil industry: A Case Study in OPEC Oil Demand, NCTA 2011, International Conference on Neural Computation Theory and Application, 24-26 October 2011, Paris.
- ۱۸) Exploring the Skill Indexes of Entrepreneur Managers: A Case Study of Jahad Daneshgahi, 1st Conference of Management and Entrepreneurship, Khansar, 2012.
- ۱۹) The Study of Entrepreneurship Skills of Industrial Engineering Educates, 1st Conference of Management and Entrepreneurship, Kansar, 2012.
- ۲۰) Developing Factors of GSCM (Green SCM with) with Considering the Impact on Voice of Customers (Case Study Cable Industry), International Conference on Education, Applied Sciences and Management (ICEASM'), Dubai, 2012.
- ۲۱) Developing Factors of GSCM (Green SCM With) With Considering the Impact on Voice of Customers (Case Study Cable Industry), International Conference on Education, Applied Sciences and Management (ICEASM'2012) December 26-27, 2012 Dubai (UAE)
- ۲۲) Designing and Explaining the Model of Organizational Strategic Sense Making, 10th International of Strategic Management, Tehran, 2013.
- ۲۳) Survey and Assessment Organizational Preparedness for Strategy Implementation at Crises, 10th International of Strategic Management, Tehran, 2013.

IX. RESEARRCH PROJECT:

A. As A Team Manager

- ۱) Re-Engineering the Organizational Structure and Processes of the Ministry of Foreign Affairs
- ۲) Re-Engineering the Organizational Structure and Process of the Ministry of Labor and Social Affairs
- ۳) The Study of Social Status Improvement Plan for Government Employees
- ۴) Designing of Performance Evaluation System for Public Organizations in Iran
- ۵) Determining Performance Measurement Indices for NAJA (Iran's Police Sector),
- ۶) The Strategic Plan of Mining Sector in Iran

B. As Project Manager

- ۱) A Comparative Study of the Public and Private Sector Participation of Building Highways
- ۸) Re-engineering the Organizational Structure and Processes of Bonyad-e Mostazafan and Janbazan-e Enghelab-e Islami's Headquarter (Iran)
- ۹) Designing the Ministry of Transportation Organizational Structure and Business Process Reengineering (Iran)
- ۱۰) Designing Support Centers for Innovation-Creativity of Small Businesses in Iran (Small Business Incubators)
- ۱۱) Designing the Plan of Vocational Training Development in Higher Education in Iran
- ۱۲) Business Process Reengineering and Organizational Design for Civil Aviation Organization and Country Airport Corporation of Iran
- ۱۳) Strategic Planning of Ghavvaamin Fund and Saving Institution
- ۱۴) Strategic Planning of Tarbiat Modarres University (Iran)
- ۱۵) Strategic Planning of Iran Tourism Investment Company
- ۱۶) Re-Engineering the Organizational Structure and Processes of the Electricity Company of Khozestan (Iran)
- ۱۷) Studying and Diagnosing of the Bank of Maskan (Housing) Organizational Structure and Business Processes (Iran)
- ۱۸) Designing Organizational Structure and Business Process Reengineering of the Iran's Electric Network Company
- ۱۹) Designing Organizational Structure and Business Process Reengineering of the Bank of Tejara (Trad) in Iran
- ۲۰) Implementation of Productivity Management System in the General Office of Ministry of Cooperation (Taavon) in Iran
- ۲۱) Implementation of Productivity Management System in the General Office of Ministry of Electric Power in Iran
- ۲۲) Business Process Reengineering of Tarbiat Modarres University (Iran)
- ۲۳) The Study of Pricing in Electronic Markets and Its Effective Factors (Iran)
- ۲۴) Strategic Planning of the Iran's National Institution of Genetic Reengineering and Bio-Technology
- ۲۵) Design of Strategic Plan for Higher Education Sector in Iran
- ۲۶) Evaluation of Band Position for Keshavazi (Agriculture) Bank of Iran and Providing Appropriate Implications
- ۲۷) The Design of Strategic Plan on Sepah Bank of Iran

- ۲۸) Business Process Reengineering of the Ministry of Sciences Research and Technology in Iran (Training and Research and Technology Departments).
- ۲۹) Strategic Plan of Sepahan Battery Company
- ۳۰) Improvement the System of Public Administration Productivity Plan in Iran
- ۳۱) Strategic Plan of Statistical Center of Iran

C: As Advisor

- ۳۲) The Study of Managers Challenges of Oil Region in South of Iran
- ۳۳) Green Productivity of the National Gas Company of Iran
- ۳۴) Reengineering the organizational Structure of South Pars Gas Company

X. BOOK (IN PERSIAN)

- ۱) Strategic Management, A comprehensive Approach, Second Edition, Safar Publication, Tehran, 2012.
- ۲) E-Business and Commerce: A Managerial Perspective, Second Edition, SAMT Publication, 2017.
- ۳) Advertising: From Theory to Practice, Neghah-e Danesh Publication, Tehran, 2016.
- ۴) Brand Management: Schools, Value Setting, and National and International Brand, Second Edition, Cultural Research Bureau Publication, Tehran, 2016.
- ۵) Brand Management, Planning Approach, Neghah-e Danesh Publication, 2016.
- ۶) Marketing Excellence: Conceptualizing, Modeling, Measures and Evaluation Method, Industrial Management Organization Publication, 2013.

XI. RESEARCH STUDENTS SUPERVISED:

- ۱) A Survey for Selecting an Appropriate Promotion Mix for Research Marketing Institutions Based on Group Decision-Making Model. (M.Sc.)
- ۲) A Study of the Factors of External Environment Affecting the Chain Stores, Success. (M.Sc.)
- ۳) Participative Management Systems and Its Role for Productivity in Air-Line Organization of Iran. (M.Sc.)
- ۴) A Study of the Internal Environment Factor Affecting the Chain Stores' Success. (M.Sc.)
- ۵) A Method for Prioritization of Iran Industries on the Basis of International Market Making Potential in Electronic Business. (M.Sc.)
- ۶) Evaluation of Causes and Ways of the Controlling of Administrative Corruption. (M.Sc.)

- ۷) The Role of Quality Awards in Organizational Learning. (M.Sc.)
- ۸) Investigating the Appropriate Methods of Marketing in the Tourism Industry (Case: the City of Mashhad). (M.Sc.)
- ۹) Designing a Fuzzy Model to Forecast the Price of Car. (M.Sc.)
- ۱۰) Identifying the Main Problems to Develop Electronic Commerce in Iran. (M.Sc.)
- ۱۱) A Study of Advertising Effectiveness to Increase Deposit of Customers in the Bank of Refah (Welfare). (M.B.A)
- ۱۲) Technology/Information Systems (IT/IS) and their Impact on Manufacturing Organization Success. (Ph.d)
- ۱۳) Design and Explanation of a Model for Institutionalization of Innovation in Iranian Public Organizations. (Ph.d)
- ۱۴) Designing a Strategic Model for Entering of Automobile Industries to Global Market. (Ph.d)
- ۱۵) Designing a Model of Competitive Advantage for Automobile Industries in Iran. (Ph.d)
- ۱۶) Designing the Components of Marketing Mix for Computer Using TOPSIS and AHP Techniques. (M.S.c)
- ۱۷) A Study of the Effect of Iran's Membership to WTO on the Exporting of Food Industries. (M.S.c)
- ۱۸) A Study of the Effectiveness of Organization Structure of Tarbiat Modarres University. (M.S.c)
- ۱۹) Designing a Continues Learning Model for Managers in Jihad-Sazandigi Ministry. (Ph.d)
- ۲۰) A Study of Management Systems in Jihad-Sazandegi Organization in Qum Province. (M.S.c)
- ۲۱) The Evaluation of Employees Empowerment Methods: Birjand University. (M.S.c)
- ۲۲) A Study of Prioritization of the Impact of Marketing Mix Components on Foreign Goods Consumption. (M.S.c)
- ۲۳) Explaining a Model for the Relationship between Organizational Dimensions with the Employee Participation. (Ph.d)
- ۲۴) Designing a Model for Technology Development of Car Industry in Iran with Regard to Export Development Strategy. (Ph.d)
- ۲۵) Designing an Interactive Model for Strategy-Culture and Environment in Industrial Organizations. (Ph.d)
- ۲۶) Designing a Model for Selecting of Vertical Integration Strategy in Manufacturing Organizations. (Ph.d)

- ۲۷) Designing a Dynamic Model of Productivity Based on Data Envelopment Analysis (DEA) for Tile Industry. (Ph.d)
- ۲۸) Designing a Model of Policy Making for Tourism Industry Markets in Iran.(Ph.d)
- ۲۹) Designing a Model for Iranian Carpet (Rug) Export. (Ph.d)
- ۳۰) Determining a Model of Organizational Structure based on IT/IS in Automobile's Spare Parts Industry in Iran (Ph.d)
- ۳۱) A Model of Effective Factors in Measurement of the Relationship between Information Technology and Firm's Financial Performance: applying a Meta Analysis. (Ph.d)
- ۳۲) The Design of Excellent Model of Marketing: A Study of Food Industries in Iran (Ph.d)
- ۳۳) The Model of International Entrepreneurship Marketing For Iranian Industrial Companies (Ph.d)
- ۳۴) Knowledge Management Effects on Privatization Passenger Railway Traveling (RAGA) (M.Sc.)
- ۳۵) Evaluation of Effectiveness Knowledge Management Factors on CRM: A Study of Iran Khodro Company (M.Sc.)
- ۳۶) Designing a Model for the Effective Factors of Attracting People in Pyramid Companies: Based on Diffusion of Innovation Theory (M.Sc.)
- ۳۷) The Impact of Strategic Intent on Entrepreneurial Action, A Case Study of Small And Medium Enterprises in Food Industry (M.Sc.)
- ۳۸) Designing an Efficiency Model for a Sales Network of Insurances: A Study for Iran Insurance Company Using Method
- ۳۹) The Fitness model of innovation Strategies With the effectiveness Strategies of the organization (M.Sc.)
- ۴۰) Prioritize of Export Target Markets of Kerman Province Agriculture Products by AHP Method (M.Sc.)
- ۴۱) Prioritize of Export Target Markets of Kerman Province Agriculture Products by AHP Method (M.Sc.)
- ۴۲) Customer Lifetime Value (CLV) Analysis for Customer segmentation and Profitability Management (M.Sc.)
- ۴۳) Improving Organizational Distinctive Competencies through External Knowledge of Organization and Knowledge Chain Model (M.Sc.)
- ۴۴) Organization and Knowledge Chain Model (M.Sc.)
- ۴۵) Developing the Model of Customer Loyalty: Exploring the Impact of Experiential Marketing (M.Sc.)
- ۴۶) The thesis presented for Degree of Master of Public Administration Identifying Policy Marketing tools in Iran (M.Sc.)

- ٤٧) Identifying Entrepreneurial Marketing Mix of food Industry Enterprises (M.Sc.)
- ٤٨) Measuring Efficiency of Iran in Comparison with Selected Countries (M.Sc.)
- ٤٩) Based on Non–Petroleum Exports (DEA Approach) (M.Sc.)
- ٥٠) The Role of Internal Marketing on Organizational Development (M.Sc.)
- ٥١) The Study of Success Factors of Sales Force In Sale Level Improvement: A study of Golestan Company (M.Sc.)
- ٥٢) Studying the Effect of Organizational Factors (Structure, Culture and Technology) on Personnel Performance in West Azerbaijan Province (M.Sc.)
- ٥٣) Mapping of Social Capital at Enhancement of Entrepreneurial Marketing Activities in Small and Medium Size Food Enterprises (M.Sc.)
- ٥٤) Evaluation of the Factors Influencing Customer Satisfaction and Measuring the Level of Customer Satisfaction in the Tejarat Bank (M.Sc.)
- ٥٥) Export Development based on Targeted subsidies and Present the Fit Model: The Course of Food Products (M.Sc.)
- ٥٦) Comparative Study of Brand Equity in Public and Private Banks (M.Sc.)
- ٥٧) The Effect of Ethnic Tourism Development with Emphasis on Social and Cultural Issues: A study of Tourism Target Villages of Kermanshah Province (M.Sc.)
- ٥٨) Prioritizing the Skill Indicators of Entrepreneur Managers in Jihad Daneshgahi (M.Sc.)
- ٥٩) Determining the Style of Consumer Decision Making In Different Lifestyles (VALS) (M.Sc.)
- ٦٠) A Comparative Study of Brand Equity in Telecommunication Companies in Iran: Case Study of Iran cell and Hamrahe Aval (Mobile Company) (M.Sc.)
- ٦١) Designing the Model of Entrepreneurial Marketing Elements in Small and Medium Enterprises (M.Sc.)
- ٦٢) The Interaction Model of Business with Research and Development Strategy and Effect of this Interaction on Organizational Performance in Iran’s Pharmacy Industry (M.Sc.)
- ٦٣) Designing a Model of the Influence of Children on Parents Purchasing (M.Sc.)
- ٦٤) Analysis of Influential Factors on Customers Attitudinal and Behavioral loyalty Toward Cell Phone (M.Sc.)
- ٦٥) Identifying Required Skills for Industrial Engineering Graduates to Enter the Field of Business (M.Sc.)
- ٦٦) The Influence of Brand Social Power in Relation to Relation to Brand Equity By Analysis of Structural Equations: A Study Pictorial Doorkeeper Industry (M.Sc.)
- ٦٧) Studying Customer Perception of Competition and Its Effects on Brand Extension Evaluation (M.Sc.)

- ٦٨) Explaining Organizational Pruning Theory in Iran Banking Industry: Grounded Theory Strategy (M.Sc.)
- ٦٩) Designing a Mathematical Model for Prioritizing the Factor Affecting Success of Small-Medium High-Tech Enterprises (High-Tech SMEs) in Iran (M.Sc.)
- ٧٠) Evaluating the Commercial Web Sites in IRAN (M.Sc.)
- ٧١) Investigating the Organizational Internal Factors on Efficiency of Operational Budgeting in Police University (M.Sc.)
- ٧٢) A Model for Customer Price Perception: A Study of Iran Automobile Market (M.Sc.)
- ٧٣) Model of Factors Effect Salespeople Performance: Sales Organization Approach (M.Sc.)
- ٧٤) Survey on Network Marketing Possibilities in Service Companies: A study of Hotels, Publications and Home Services in Tehran (M.Sc.)
- ٧٥) Investigation on Suitable Promotion Mix for Pakshoo Products Based on Consumers View in Tehran by Topsis Method (M.Sc.)
- ٧٦) Codification Component of Knowledge Management Productivity: A Study of National Organization Civil Registration (M.Sc.)
- ٧٧) Designing a Model of Performance Relationship with Brand Equity and Customer Relationship Management (M.Sc.)
- ٧٨) The Design of Entrepreneurship Model in Information Technology Sector (PhD)
- ٧٩) The Role of Intellectual Capital and Social Capital in Competitive Advantage: A Case Study on Two Automobile Companies in Iran (PhD)
- ٨٠) Exploring the Model of Assessment Moderators in Information Technology and Firms-level Firm-level Financial Performance Relationship (PhD)
- ٨١) Designing a Mathematical Screening Model to Select Key Problems in EFQM Excellence Model in Industrial Organization (PhD)
- ٨٢) The Model of Selection and Retention of Supplier & Distributor Companies from Mutual Perspective by Using Capability Approach (PhD)
- ٨٣) Coordinating the Multi Channels of Distribution by Using Capability Approach (PhD)
- ٨٤) Developing Firm Export Performance Model: The Effect of Export promotion programs Environmental Factor(PhD)
- ٨٥) Designing an International Entrepreneurial Marketing Pattern in IRAN Industrial Firms, Mix Method Approach(PhD)
- ٨٦) Designing of Sport Marketing Model in Football Premier League in Iran (Ph.D)
- ٨٧) Model Designing of Integrated Brand Engagement (IBE) Based of Globalization Approach: The case of Iran Automobile Industry(PhD)
- ٨٨) Developing a Policymaking Model for Advertising Effectiveness in Iran Insurance Industry (Ph.D)

^9) Designing Technology Strategic Planning Based on Hybrid Intelligence (Case Study: Petrochemical Industry) (Ph.D)

90) Designing Model of effects of Emotional Intelligence on Customer Satisfaction with Consideration the role of Marketing Effectiveness (Ph.D)

XII. Courses, Seminars, and Workshop Taught:

Strategic Management	M.B.A. & Ph.D Workshop
Advanced Marketing Management	M.B.A. & Ph.D Workshop
Research Methods	M.B.A. & Ph.D Workshop
Productivity Management	Ph.D, Workshop
Strategic Management of Project	Ph.D
Strategic Management of Science and Technology	Ph.D
Innovation Management	Ph.D, Workshop
