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EDUCATION:

Doctor of Business Administration, United States International University, San Diego, California, June 1991. Specialization: Marketing. Dissertation Title: Marketing Practices and Financial Performances of the Banking Industry in Jordan.

Master of Business Administration, United States International University, Europe, England, June, 1985. Specialization: Marketing.

Bachelor of Business Administration, United States International University, Europe, England, June, 1984. Specialization: Management.

Bachelor of Business Administration, The American College of Greece, Deree College, Athens, Greece, June, 1984. Major emphasis: Marketing, Minor emphasis: Finance.

EXPERIENCE:

First semester 2006/2007: German-Jordan University, taught a course "Marketing Management" for the master degree students.

First and second semester 2005/2006: Institute of Banking Studies, taught a course "Bank Marketing"

Second semester 2002/2003: Jordan Institute of Diplomacy, taught a course MAR#644 "Strategic marketing" for the master degree students in International Trade,

First semester 2002/2003: Jordan Institute of Diplomacy, taught a course "International Marketing" for the master degree students in International Trade,

September 2001 to present: The University of Jordan, Tutor in the following subjects: Principles of Marketing (English course), Consumer Behavior (Arabic and English), Advertising & Promotion (English course), New Product Development Stages (Arabic), Bank Marketing (Arabic course), International marketing (English), Internet Marketing (English), Specialized Studies in Marketing (English) Personal Selling (English), Sales Management(English),Service Marketing(English and Arabic Courses). International Marketing for a Master degree students.

February 1994 to September 2001; Applied Science University, Amman, Jordan. Assistant Professor, teaching the following subjects: Marketing Strategy; Service Marketing; Bank Marketing; Marketing Research; Principles of Marketing; International Marketing (English course); Marketing Studies (English course); Principles of

Management, Research methodology, Management studies (English course) Personal Selling, Consumer Behavior.

February 1992 to September 1993; strategic telesis; San Diego; California; Product/ market Researcher and Analyst; conducting research activities such as, studies of advertisement effectiveness, new product acceptance, and determination of market characteristics.

October 1990 to January 1992, AON corporation, San Diego, California. Area/ Sales manager with the following main responsibilities: coordinating staff information updating; recruiting sales personnel; goal setting; assignment planning and control; field training, setting up meeting agenda; developing human relations program; and building sales force motivation.

January 1990 to June 1990; United States International University, San Diego, California. Served in a temporary position as a computer specialist, assisting students in learning computer operations and applications, as well as. routine computer center administrative processes.

February 1986 to April 1986; Royal Scientific Society; Amman, Jordan. Trainee at the economic Research department , assisted in data collection, tabulation, analysis, and industrial project evaluation.

April 1985 to December 1985, United States International University, Europe, England; taught courses in Corporate Finance.

Consultancy works and Research Studies:

January 1998 to January 1999; Dar al-Mashura for Real-Estate Investment; Amman, Jordan; Marketing consultant; designed a marketing system for the company to encourage regional and international investment in Jordan.

October 1996 to October 1997; Kenary Shirts Factory; Amman, Jordan; Marketing consultant, performed duties such as factory's SWOT analysis, consumers purchasing behaviors, and marketing strategy design.

April 1987 to July 1990; First Commercial Co. , San Diego, California. Marketing Consultant, performing the following duties: Analyzing the company's SWOT; designing a strategic marketing plan of action, and putting together promotional campaigns

SEMINARS:

September 15th 1997 to September 18th 1997, Jordan University, participated in the fifth Jordanian science week on the topic of “Enhancing Jordan Competitiveness” through quality, productivity, transparency and accountability.

January 1997, Applied Science University, addressed a group of tutors on the topic of “GATT, ISO9000, and Intellectual Property Rights and their Challenges to Marketing Jordan International”:

May 20th 1997 to May 23th.1997, Jordan Export Development & Commercial Centers Corporation, participated in a seminar titled “Implementing ISO 9000”. Speaker Dr. Barry Fisher from Loughborough University of Technology/England.

1991, participated in the annual meeting of the AMA American Marketing association, Lucky enough to meet the pioneer Philip Kotler, the father of Marketing Knowledge.

JOURNAL ARTICLES :

Rana Mohammad Sheahadeh, Mahmoud Maqableh, Mohammad Orsan Al-Zoubi, Abdel hakim O. Akhorshaideh, Majed Khalil Al-Shami (2016) “Review the Operational Excellence Factors of Service Firms: A Literature Review” European Journal of Business and Management, Vol 8, Issue 3, Pages (1-11)

Al-Zu’bi, Z.M.F., Awad, T., Al-Shami, M., and Rumman, G.A., 2015, Impact of trade liberalization on economic growth and the balance of trade: the case of Jordan, Journal of Economic Issues.

G. Omet, M. Shami, A. Bino and B. Abu Khalaf (2015) " Entrepreneurship in Jordan: Regional Analysis and Envisaged Role" Research Journal of Business and Management, Volume: 2, Issue: 3.

M. Shami, G. Omet, A. Bino and B. Abu Khalaf (2015) " Banks Offer Lottery Prizes: What Are The Implications?" Journal of Management, Marketing and Logistics, Volume: 2, Issue: 3.

B. Abu Khalaf, G. Omet, M. Shami and A. Bino (2015) "The Financing Choice of Listed and Non-Listed Firms In Jordan: Does More Visibility Make A Difference" Journal of Business, Economics and Finance, Volume: 4, Issue: 3.

MF Zu’bi, Hani Al-Dmour, Majed Al-Shami, RawanNimri (2015) “integrated Green Purchase Model: An Empirical Analysis on Jordan”, Management Journal, Vol 4, Issue 2, (139-151)

H Al-Dmour, Ibrahim M Issa, Majed K Alshami (2012), "The Impact of Innovation in Jordanian Chemical and Pharmaceutical Industries on Export Performance", Studies in Business and Economics, Qatar University, Vol 16, No 2 (73-100)

CONFERENCE PAPERS:

Zubi Al-Zu'bi, Ghaleb Aburumman, Majed Al-Shami, Rima Al Hasan., 2014. A Comparative Study into Quality v.s Price-based Criteria on Supply Chain Performance. Business Dilemma: Green, Ethical, and Performance Requirements. The Second International Conference, University of Jordan, 27-29 May 2014

Adel Bino, Majed Shami, Ghassan Omet., 2014. Determinants of Regional Entrepreneurship in Jordan: Some Empirical Analysis. Business Dilemma: Green, Ethical, and Performance Requirements. The Second International Conference, University of Jordan, 27-29 May 2014

Majed Al-Shami, Ghassan Omet, Adel Bino., 2014. The Capital Structure of Quoted and Non-Quoted Jordanian Firms: Does Higher visibility Make a Difference? Business Dilemma: Green, Ethical, and Performance Requirements. The Second International Conference, University of Jordan, 27-29 May 2014

Majed Al-Shami., 2014. Performance implications of Adopting a Depositor-focused Marketing Tool: The Case of the Jordanian Banking Sector? Business Dilemma: Green, Ethical, and Performance Requirements. The Second International Conference, University of Jordan, 27-29 May 2014

NEWSPAPER COLUMNS:

القضية الفلسطينية الحائرة بين مستنعم ومستطرش ومستخرس، جريدة الراي، 23-3-2001

الضمير الانساني ومجازر الاطفال الفلسطينيين، جريدة الدستور، 20-10-2000

وداعا يا ايها الملك الاجل، جريدة الدستور، 11-2-1999

المؤسسية الفكرية واستراتيجيات التسويق، جريدة الراي الاقتصادي، 12-11-1997

اعتماد التسويق الدولي في الشركات المساهمة العامة واثره في اداء السوق المالي، جريدة الدستور الاقتصادي، 5-6-1996

اين نحن والعالم من التسويق الدولي، جريدة الراي الاقتصادي، 10-3-1996

ضرورة استحداث وزارة للتسويق الدولي، جريدة الدستور الاقتصادي، 8-2-1996

قمة عمان الاقتصادية في اطار مفهوم التسويق الدولي، جريدة الراي الاقتصادي، 30-10-1995

PUBLICATION:

Writing a book about Bank *Services Marketing* to be ready by the end of 2017.

SOCIAL EVENTS:

Active Participant in many social events to help put a smile on the face of the poor and orphan kids especially during Ramadan month, at Petra Academy

Hosted Ramadan Eftar at Zahr Illoz restaurant, extended invitation to all members in the school of Business and management, University of Jordan, and was at the honor of the president of the University Dr Ekhlef Tarawneh, Ramadan 2015

Planned and organized an “Open Day” in the University of Jordan, School of Business and Management, which was in an effort to foster our mission towards the adopted slogan “Say No to Violence, Yes To Social responsibility”. 15 May 2014

Planned and organized a university exhibition sloganed “Say No to Violence, Yes To Social responsibility”. It was inaugurated by the president of the University Dr Ekhlef Tarawneh, 2014.

Above mentioned exhibition sloganed “Say No to Violence, Yes To Social responsibility”, was then hosed by Applied Science University and was inaugurated by the president of the university Dr Mahfouz Joudeh. 2014

Appeared on Kaifa T.V, a one hour show, Responding to questions related to the department of marketing, courses offered, and future opportunities awaiting the graduates, 7/11/2012

Hosting Mr Gassan Nuqol, the general manager of the Nuqol Group, to address the students of the school of business about the essentiality of time management in business success, University of Jordan, Abdelhamed Sharaf Hall, University of Jordan 2002

Hosting Mr Rajai Salfiti, The head of Union Tabaco and member of many Board of directors of public shareholding companies, to address the students of the school of business about their success story in the creation of public shareholding companies, University of Jordan, Abdelhamed Sharaf Hall, University of Jordan 2002

Hosting Mr Elia Nuqol, the Head of the Nuqol Group, to address students of the school of business about Nuqol success story in Business, Applied science private University, 1999.

ACADEMIC AWARDS:

Trophy, School of Business, in an appreciation for the generous contribution in social and humanitarian acts to the benefits of the school of business, University of Jordan 2015.

Trophy, Student Union/University of Jordan, in an appreciation for the Knowledge that contributed to the fair being of the student and the University, University of Jordan 2015.

Trophy, School of Business/University of Jordan, in an appreciation for the "First Open day" of the school of business, headed the preparation committee of that event, University of Jordan 2014.

Trophy, Applied science Private University, in an appreciation for the Exhibition Sloganed "Say NO to Violence, Yes to Social Responsibility, Which was organized in their University upon their request from the president of the University of Jordan, Dr Ekhlef Tarwaneh,. Applied science Private University 2014

Trophy, School of Business/University of Jordan, in an appreciation for supporting "The Second International Conference" (Business Dilemma: Green, Ethical, and Performance Requirements) for the School of Business, University of Jordan May 2014.

BUSINESS AWARDS:

W. Clement Stone (WCS); Club initial award; Winner's Health score award; WCS bust award.

SPECIAL CERTIFICATES & LICENSES:

Department of Insurance License of California; Combined Institute for Career advancement Certificate; and Management Training Certificate of Achievement.

SPECIAL SKILLS:

Communicate fluently in English, French, Greek, and some Spanish. Also knowledgeable in computer.