

Curriculum Vitae

Dr. Marwan Al Qur'an

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Education:

Ph.D, with distinction, in **Business**, Curtin Business School (EQUIS and AMBA accredited), Curtin University of Technology, Australia, February, 2006.

Major Field: Marketing and International Business.

Specialization: International Marketing, International Business, Strategic and International Management.

I received Grade **A** from the two external examiners, as no amendments were required. The grade **A** is the highest grade in the Ph.D examination and grading system in the Australian universities. Also, the PhD thesis received a commendation to the university's Vice Chancellor for excellence. Additionally, I received a highly competitive and most prestigious international award (Emerald/EFMD Highly Commended Award, 2006) for my outstanding doctoral research. I was only one of two doctoral students in Australia and only one of the seven students in the world to be internationally recognized by Emerald/EFMD (European Foundation for Management Development) in the management category. More information about this award is available at <http://www.emeraldinsight.com/info/researchers/funding/awards/doctoral/2006winners.jsp>. The PhD thesis is available at <http://adt.curtin.edu.au/theses/available/adt-WCU20060310.093745/>.

Coursework undertaken as a component of the PhD program: "Business Research Methods 600" (25 points credit, Grade: Distinction (US Grade (A))). In addition, I had attended and participated in sessions of two courses: International Management and Global Business.

MIB, Master Degree in International Business, University of Western Sydney (UWS), Australia, 2000. Achievement: Credit Average, US Grade (B). Ranked among the top students.

B.Sc/B.A, Bachelor of Science in Business Administration (Hons), Applied Science University (ASU), Jordan, 1997. Achievement: Excellent (85.1%), Australian Grade (High Distinction, First Class Honours), US Grade (A). Ranked the second among all business administration's graduates for the year 1997.

Other Education:

Diploma in English Language for Academic Purposes, Australian Centre for Languages, Sydney, Australia, 1999.

DSH Certificate in German Language, (Deutsche Sprachprüfung für den Hochschulzugang), Siegen University, Germany, 1998. (Completed the DSH certificate within one year which usually takes one and a half year).

Academic Positions and Teaching Experience:

Current Position

Senior Assistant Professor of Marketing, Strategy and International Business, Department of Management & Marketing, College of Industrial Management (AACSB Accredited), King Fahd University of Petroleum & Minerals, Saudi Arabia (KFUPM), (September, 2007- present). I taught the courses: International Marketing, Retail Management, Service Marketing, Principles of Marketing and Sales Management.

Previous Positions

Assistant Professor of Business Administration, Business Department, Al Yamamah University, Riyadh, Saudi Arabia, (September, 2006- September, 2007). I taught three courses at undergraduate level: Introduction to Marketing; Introduction to Management and Quality Management.

Lecturer (equivalent of Assistant Professor in North America), UWA Business School, the University of Western Australia, Australia, (Semester 1, 2006 (March 2006- August 2006)). I taught two courses: International Management and Information Technology and Systems.

Sessional Lecturer, Curtin Business School, Curtin University of Technology, Australia, (Semester 2, 2005 (July 2005- December 2005)). I taught the course 'Business Capstone 301' at undergraduate level which involved 3 hours weekly seminar (1 hour lecture and 2 hours tutorial/laboratory and team work for business simulation game).

Sessional Lecturer, Curtin Business School, Curtin University of Technology, Australia, (Semester 2, 2003 (July 2003- December 2003)). I taught the course 'Management 100' at undergraduate level.

Course Development:

All the curriculums, course materials and syllabus of the courses that I had taught at King Fahd University of Petroleum & Minerals, Saudi Arabia (KFUPM) as well as Al Yamamah University were developed by me. Copies of the course outline (syllabus) are available upon request.

Research Supervision:

I had so far supervised successfully four research projects and currently supervising two projects at King Fahd University of Petroleum & Minerals, Saudi Arabia (KFUPM). I was also a committee member of many project examination panels.

Academic Teaching Competency and Interests:

I have a strong academic knowledge and background in Business Administration and Marketing as my doctoral, master and bachelor degrees are purely in that combined field. Therefore, I can teach competently a wide range of Marketing and Strategy units at both undergraduate and postgraduate levels such as, International Management, Strategic Management, International Business Strategy, International Business Management, Principles of Marketing, International Marketing, Retail Management, Strategic Marketing, Marketing Management, Sales Management and Service Marketing. I can also teach competently business research method and in particular the qualitative and case study research method at undergraduate and postgraduate levels and provide a good quality of supervision for research students at honours, master and Ph.D levels as I have a substantial research experience gained during my academic journey evidenced by receiving a highly competitive and most prestigious international award (Emerald/EFMD Highly Commended Award, 2006) for my outstanding doctoral research in addition to receiving Grade A from the two external

examiners of my PhD dissertation with a recommendation for an award from the Chancellor of the University for excellence in research. Besides, I was and currently involved informally in assisting some doctoral students in their Ph.D studies in Australia.

Refereed Publications:

Book

1. Al Qur'an, M.N. 2009, "How to select a profitable country for foreign direct Investments". VDM Verlag Dr. Müller Aktiengesellschaft & Co. KG, Saarbrücken, Germany, ISBN 978-3-639-19201-8.

Refereed Book Chapters

2. Al Qur'an, M.N. 2008, "The Arabian cultural attitude towards organizational decision-making theories" in A. Ahmed, (ed.), *Business excellence and competitiveness in the Middle East and North Africa (GTSD-BECMENA)*, Vol. 6, No. 1, Inderscience Publishers, UK, pp. 286-294, ISBN : 0-907776-38-8.

***3. Al Qur'an, M.N & Dickie, L.** 2005, "How can international firms select beneficial foreign locations for their operations?" in A. Ahmed, (ed.) *World sustainable development outlook 2005, Global competitiveness: A common goal in a digital society*, Vol. 2, No.1, Emerald Group Publishing Limited, Bradford, UK, pp. 89-102, ISBN: 1-903721-00-8.

*Note: The article of this book's chapter was extracted from my Ph.D dissertation and was selected, as the best paper along with other 24 papers, for publication as a chapter from among over 100 papers submitted to the book series editor during 2004 to 2005.

Refereed Journal Articles

4. Al Qur'an, M.N. 2009, "The development of location decision factors as a critical managerial procedure involved in the foreign investment decision-making process: Three exploratory case studies", *Journal for International Business and Entrepreneurship Development, Vol 4, No. 1/2, pp.147-159.*

5. Al Qur'an, M.N. 2009, "Strategic Decision-Making in International Business: The Case of the Internationalization Decision", *Journal for International Business and Entrepreneurship Development, Vol 4, No. 4, pp.302-313.*

6. Al Qur'an, M.N. 2010, "How to use multiple case studies in international business research: methodological aspects", *International Review of Business Research Papers, Vol 1, No 1, pp.104-119.*

7. Al Qur'an, M.N. 2010, "Determinants of Successful International Expansion of Professional Service Firms: A Case Study of the Arabian Firms", *World Journal of Entrepreneurship, Management and Sustainable Development, Vol. 6, No. 1/2, pp.119-132.* (Previously, World Review of Entrepreneurship, Management and Sustainable Development).

8. Al Qur'an, M.N. 2009, "A Cross-Cultural Perspective on Strategic Management: An Islamic Outlook", *World Journal of Management, vol.2, No 3, pp.1-9.*

Papers Published in Refereed Conference Proceedings

9. Al Qur'an, M.N. 2010, " A Cross-Cultural Perspective on Strategic Management: An Islamic Outlook" Proceedings of *12th International Business Research Conference*, Dubai, UAE, 8-9 April, 2010.

- 10. Al Qur'an, M.N.** 2009, "How to Use Multiple Case Studies in International Business Research: Methodological Aspects" Proceedings of *11th International Business Research Conference*, Sydney, Australia, 2-4 December, 2009.
- 11. Al Qur'an, M.N.** 2009, "Determinants of Successful International Expansion of Professional Service Firms: A Case Study of the Arabian Firms" Proceedings of *11th International Business Research Conference*, Sydney, Australia, 2-4 December, 2009.
- 12. Al Qur'an, M.N.** 2008, "The internationalization process of the Arabian firms: The case of the Saudi firms" Proceedings of the *Fifth Annual World Congress of the Academy for Global Business Advancement (AGBA) on Business and Entrepreneurship Development Across GCC-6 in a Globalized Era*. Manama, Bahrain, 16-18 November, 2008. *Published in Advances in Global Business Research*, ISSN 15499332.
- 13. Al Qur'an, M.N.** 2007, "The importance of the location decision factors in the selection of a profitable foreign country for international manufacturing operations" Proceedings of the *Joint World Congress of the Academy for Global Business Advancement (AGBA) and the Asian Academy of Management on 'Business and Entrepreneurship Development in a Globalized Era'*, Penang, Malaysia, 21-25 May, 2007. *Published in Advances in Global Business Research*, ISSN 15499332.
- 14. Al Qur'an, M.N.** 2006, "A review of the assumptions of strategic decision-making theories from an Islamic perspective" Proceedings of the *Third Annual World Congress of the Academy for Global Business Advancement (AGBA) on 'Business Entrepreneurship Development in a Globalized Era'*, Kuala Lumpur, Malaysia, 4-6 January, 2006. *Published in Advances in Global Business Research*, ISSN 15499332.
- 15. Al Qur'an, M.N.** 2006, "The development of location decision factors as a critical managerial procedure involved in the foreign investment decision-making process: Three exploratory case studies" Proceedings of the *Third Annual World Congress of the Academy for Global Business Advancement (AGBA) on 'Business Entrepreneurship Development in a Globalized Era'*, Kuala Lumpur, Malaysia, 4-6 January, 2006. *Published in Advances in Global Business Research*, ISSN 15499332.
- 16. Al Qur'an, M.N & Dickie, L.** 2005, "How can international firms select beneficial foreign locations for their international operations?" Proceedings of the *Third International Conference of World Association for Sustainable Development on 'Globalization, Technology and Sustainable Development'*, College of Business and Economics, United Arab Emirates University, Al Ain, 21-23 November, 2005. *Published in Globalisation, Technology and Sustainable Development Series, Volume 1*, ISSN: 1747-1036.

Scholarly Work in Progress (To be Published in International Refereed Journals)

- 17.** Al Qur'an, M.N., "A review of the Maslow's need theory from an Islamic perspective: An Islamic Conceptual Model".
- 18.** Al Qur'an, M.N., "The Process of International Market Selection: The Case of the Arabian International Firms".

Other Conferences Attended

Curtin Business School Research Colloquium, Curtin University of Technology, Perth, Australia, September 2004.

2nd Conference on Planning & Development of Education and Scientific Research in the Arab States. King Fahd University, Dhahran, Saudi Arabia, 24- 27 February, 2008.

Research Grants:

Junior Faculty Research Grant for the research project entitled: "*The Process of International Market Selection: The Case of the Saudi International Firms*". (11 months), 2008-2009, (US\$ 13,500). Completed

Internal Research Grant, joint research with Dr. Abdallah Elamin, (16 months), 2010/2011, (US\$ 20,000). Research project title: "*Relationships among organizational justice, trust and organizational citizenship behavior: A study of employees in manufacturing private and state-owned enterprises in Saudi Arabia*".

Training Programs and Workshops Attended:

Workshop on Good Teaching & Effective Lecturing, Speaker: Dr. James E. Groccia, the Director of Biggio Center for the Enhancement of Teaching and Learning, Auburn University, Alabama, USA, King Fahd University, Dhahran, Saudi Arabia, November 14, 2007.

Workshop on Faculty Development, Al Yamamah University, Riyadh, Saudi Arabia, 5-7 February, 2007.

Research Interests:

Management and marketing from an Islamic perspective;
Strategic marketing;
Corporate and international business strategy;
International and cross-cultural management;
International and cross-cultural marketing;
Strategic international management.

Honors, Awards and Scholarships:

Emerald/EFMD Highly Commended Award for my outstanding doctoral research, Emerald and EFMD, UK, October, 2006. The 2nd Annual Emerald/EFMD Outstanding Doctoral Research Awards 2006, Management Decision; Vol, 45, No. 2, 2007.

A recommendation from the Ph.D external examiner for an award from the Chancellor of Curtin University for excellence in research, Curtin University of Technology, Australia, February, 2006.

"AGBA 2006 Best Doctoral Student Paper Award", Third Annual World Congress of the Academy for Global Business Advancement (AGBA), Kuala Lumpur, Malaysia, 4-6 January, 2006.

"AGBA 2006 Distinguished Young Scholar Award", Third Annual World Congress of the Academy for Global Business Advancement (AGBA), Kuala Lumpur, Malaysia, 4-6 January, 2006.

The paper which I presented at the Third International Conference of World Association for Sustainable Development (WASD) was selected as the best paper along with other 24 papers from among over 100 papers submitted to the WASD during 2004 to 2005 and hence published as a chapter in the book "World Sustainable Development Outlook 2005".

Curtin University Doctoral Completion Scholarship, Curtin University of Technology, Australia, 2005.

Ranked the second among all business administration's graduates for the year 1997, Applied Science University (ASU), Jordan, 1997.

Listed in the Honor list of the Faculty of Economics and Administration Sciences at Applied Science University, Jordan for four consecutive semesters during 1993 to 1997.

Professional Affiliations and Services:

Member of the Academy for Global Business Advancement, USA, (2005 to present).

Fellow of World Business Institute, Australia, (2009 to present).

Member of editorial board, the International Journal of Islamic and Middle Eastern Finance and Management, published by Emerald.

Reviewer - African Journal of Business Management.

Reviewer- International Journal of Global Business, published by GSMI, USA.

Reviewer- Journal of Marketing and Management, published by GSMI, USA.

Reviewer - Journal of Management & Organization, the official journal of the Australian and New Zealand Academy of Management (ANZAM), Australia.

Ad-Hoc reviewer- Journal of International Business Studies, USA.

Ad-Hoc reviewer- Proceedings of the 35th Conference of European International Business Academy (EIBA) on '*Reshaping the Boundaries of the Firm in an Era of Global interdependence*', The University of Valencia, Valencia, Spain, 13-15 December 2009.

Ad-Hoc reviewer - Proceedings of the Fifth International Conference of World Association for Sustainable Development on '*Managing Knowledge, Technology and Development in the Era of Information Revolution*', Griffith Business School, Griffith University, Brisbane, Australia, 29 - 31 October 2007.

Chair for two conference tracks; Marketing, and International Business and Trade tracks. WASD Seventh International Conference, "*The Impact of the Global Financial Crisis on the Environment, Energy and Sustainable Development*", 9 - 11 November 2009, Manama, Bahrain.

General Conference and track chair, Second Annual International Conference on Global Business, "*Applying Global Business Strategies to address the effects of the Global Economic Crisis*", Organized by Global Strategic Management Inc. (GSMI), USA, June 16-18, 2010, Riyadh, Saudi Arabia.

Chair for two conference tracks; Marketing, and International Business and Trade tracks. WASD Eighth International Conference, "*Towards Epistemic Sovereignty: (Re)-thinking Development in a Changing Global Political Economy*", 22 - 24 November 2010, University of the West Indies at St. Augustine, Trinidad & Tobago.

Academic and Administrative Activities

Standing Committees

Member of the Department of Management and Marketing Council, CIM, King Fahd University of Petroleum & Minerals, Saudi Arabia, 2007-present. It also covers the AACSB accreditation and quality assurance issues.

Member of the Marketing Textbooks Committee, CIM, King Fahd University of Petroleum & Minerals, Saudi Arabia, 2008-2009, 2010–present.

Member of the Marketing Program curriculum Affairs Committee, CIM, King Fahd University of Petroleum & Minerals, Saudi Arabia, 2009-Present.

Member of Master Schedule Committee, CIM, King Fahd University of Petroleum & Minerals, Saudi Arabia, 2009-Present.

Ad-Hoc Committees

Member of the Marketing review and revision committee, CIM, King Fahd University of Petroleum & Minerals, Saudi Arabia, 2008- present.

Member of the "Excellence in Academic Advising Award 2008-2009" committee, CIM. King Fahd University of Petroleum & Minerals, Saudi Arabia.

Member of the faculty promotion committee, CIM, King Fahd University of Petroleum & Minerals, Saudi Arabia, 2010.

Member of the "Excellence in Academic Advising Award 2009-2010" committee, CIM. King Fahd University of Petroleum & Minerals, Saudi Arabia.

Professional Industry Experience:

-Business Manager, City Convenience Store company Pty. Ltd, Sydney, NSW, Australia (September 2000- December 2002).

City Convenience Store (CCS) is an Australian owned food retailing company which was established 15 years ago. Currently, the company has more than 70 stores around Australia covering most of the Australian states. Throughout my employment period with CCS, many assignments were given to me to manage and improve the performance of several stores in Sydney. Precisely, during my employment, I managed three large to medium stores in different locations in Sydney. The store monthly turnover ranged from AU\$ 120,000-140,000. I was fully responsible for managing the entire store activities relating to financial, human resource, purchasing, marketing, customer service, promotion and training activities. In addition, I provided inputs in the strategic planning of the company and the business development issues.

- Marketing Officer, Distinguished Diaries Pty. Ltd., NSW, Australia, (August 1999- August 2000).

Distinguished Diaries is an Australian owned company which deals with importing various types of stationary and diaries from Asian countries and distribute them within the Australian market. I assisted the company in the marketing and customer services activities undertaken to market their products within the Australian market.

Professional Consultancy:

I provided significant business consultancies to a Jordanian import and export company. The company was established 16 years ago and it deals with importing various building materials as well as plastic and paper products. The company is a main importer and distributor for these products in the Jordanian and neighbouring markets. The areas of consultancies that I provided to included organizing and administrating managerial and marketing activities of the company such as marketing planning, market segmentation, selling activities and supplier selection strategy.

Research and Data Analysis Related-Skills:

Qualitative and quantitative analysis software (Nvivo) and (SPSS).

Computer Literacy:

Microsoft Office (MS Excel, MS Word, PowerPoint), Internet Explorer, Blackboard and WebCT (Online Learning and Management System), Oasis (Online Access to Student Information Services), GroupWise Web access (Staff e-mail access) and Business Strategy Simulation.

Languages:

In addition to English, I can speak Arabic and German at a good level.

Personal Particulars:

Citizenship: Australian
Marital Status: Married with one child
Year of Birth: 1972

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Data\Microsoft\Templates\Normal.dot
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