

# Majeed M.Mansour

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## **Qualification:**

**March 1994:** Ph.D. Business Administration "Marketing" University of Rajsthan India.  
**Titel of Thesis:** India's Overseas Joint Ventures in Asia and Africa Performance Evaluation.  
**Oct. 1989:** Master of commerce (Business Adm)  
HP University India.  
**July 1987:** Bachelor of commerce.  
Delhi University.

## **Experience:**

**At Present** Asst prof Dept of marketing \_ An- Najah University  
**Sep.98 to Sep 2001:** Head Dept. of Business Admn.  
Head Dept. of Marketing.  
An-Najah National University.  
**Sept 97 To Present:** Asst. Prof. Dept. of Business Adma.  
An-Najah National University.  
**June 95 to Present:** Part Time.  
Al-Quds Open University.  
**Sept 94 to July 95:** Asst. Prof. Institute of Higher Education.  
Derna-Libya. Dept. of Business.  
**Aug. 92 to May 93:** Temporary Assignment (part Time ) in Faculty of management studies M.L Sukhadia University – Udaipur teaching the subject of marketing management and international marketing and personal Management.

**1998 to Present:**

Member of MBA program legislative body.

**2002 to present:**

Member of Taxation Disputes program legislative body

***Seminars and Paper Contributed:***

1. International seminar on management in the 2000 AD. Organized by M.L Sukhadia University Udaipur India.
2. The First International Economic conference in Palestine 1998.
3. Technological Development and its transfer from the third world countries India as a case study.
4. Field study about Factors influencing customers decision in selecting their mobile.
5. Workshop on Enhancement of Quality Assurance and institutional Planning at Arab Universities.  
UNDP/ RBAS project . July (14-17) 2003  
Tunis.
6. Factor influencing consumer buying decision towards mobiles in west bank.
7. Factors, influencing consumer buying decision toward bank services in Palestine.

***Courses may teach:***

- 1.Principles of marketing.
- 2.Principles of management.
3. marketing management for BA and MBA students.
- 4 . Marketing research.
- 5 . Marketing strategies.
- 6 . Promotional management and advertisement.
- 7 . Distribution channels.
- 8 . strategic management for BA and MBA students.
- 9 . Production and Operation manger.
- 10 . Control management.
- 11 . Training and development management.
- 12 . Personel management.
- 13 . Organizational behavior.
- 14 . Management Control.
- 15 . Consumer behavior.
- 16 . Strategic Management.
17. product management and development

***Dissertation Supervision:***

1. I have supervised many dissertations for Business Administration students.

**From 98 present:** 2 . I have supervised many dissertations for marketing. Teaching MBA students. Courses such as Advance Marketing management, Strategic Management and Contemporary Business Issues Human resource management, International Business, organizational theory.

**Trainer:** 1. Studies consultants and technical services center At An-Najah National University  
2. National Institute for Administration/ Ramallah.

**Training Experience:** I have participated ( designer and trainer ) in more than 300 training programs, in the field of management and Marketing.

1. Training program about personnel management.
2. Small Scale Business Management for Ladies with Vocational Training Center.
3. Middle Management, Ministry of local Governorate.
4. Advance Management, Palestine Communication Co.
5. Materials Management, Ministry of local Govern ate.
6. Time Management Palestine Vocational Training Center.
7. Crises management with Palestine Vocational Training Center.
8. Marketing skills.
9. communication skills.
10. Leadership skills.
11. Insurance Diploma.
12. Public Relation.
13. Preparing Management and financial report.
14. Inventory Management.
15. Designing marketing strategies.
16. Management crisis, Ministry of local Governorate.
17. Capacity Building Nur shams, & Tulkarem UNRWA.
18. capacity Building (house business for women) Bisan center.
19. How to start your business for young ladies/ kufor Sur/ Bisan Benter.
20. How to start your business for young men Bisan canter.
21. How to start your business for the newly graduated men and women/ Bisan center.
22. capacity building /Jobs for men and women Save the children.

23. Team work, Communication skills, Negotiation skill strategic management .....etc. National Institute for administration.
24. Managerial skills for Top management An- Najah university.
25. Managerial skill for middle level of management, Jawwal , General for consultancy.
26. At / Job Training – care international.
27. Marketing and managing small business products Dir At- Gosoon / Bisan canter.
28. Pullic Relation and relationship marketing Quds University.
29. Pharmatical Marketing / for medical representative Nablus.
- 30- Marketing Skills. ( How to manage your products and project)-Jenin , Nablus , Ramallah By Development Alternative Inc.
- 31- Strategic planning-Syndicate of psychosocial and social worker -Ramallah.
- 32- Strategic thinking, for top level management of different Palestinian Security leaders. /Ramallah National Institute for Administrations.
- 33- Effective customer services, Alquds electricity company, National institute for Adm.
- 34- Strategic Management and Planning, Alquds electricity Company National institute for Adm.
- 35- Team work management National institute for administration.
- 36- Communication skills and dealing with others Palestinian legislative council.
- 37- Communication skills and dealing with others, National institute for Adm.
- 38- Effective customer services -Government Sector Khadori / Tulkarm.
- 39- Management Skills for Tob ,middle and low level of management Goverment, sector .AI. Khadori - Tulkarm.
- 40- Customer Relationship Management, private Sector.
- 41- Effective Nablus Sales skills AI-Najah University -Private Sector -Nablus
- 42- Customer Satisfaction, for Many middle and small Business leaders –Nablus - Bisan Center

- 43- On Job Training-Care International. / Glopal for consultancy and Training.
- 44- performance Evaluation Training. National Institute for Admn.
- 45- Need Assessment Training. N.I. for Admn.
- 46- Leadership& Management shills for the 21<sup>st</sup> century training for 15 director General of Deferent ministers in Palestine.
- 47- Leadership & management skills for the 21<sup>st</sup> century. Training for 20 managers from different Palestinian companies. Global Academy for specialized Educations 2007.
- 48- How to Stat Your business for Women Askar Camp(Nablus) June 2007. Bisan Centers
- 49- How to Develop Your business – Salem village July 2007 . Bisan Centre
- 50- Human Resource management. Palestinian Federation of Industries PFI and Tatal Abu-Ghazaleh. April 27-28/2008
- 51- Leading Several Needs Assessment Workshops hn the sectors of Industry, Agriculture Education and NGOs, At- Tulkarm Governate, May to December 2007 .managerial and technical center\ Tulkarm
- 52- Marketing Skills for women in Bit Mrean Village \Nablus .June 2008 – YMCA
- 53- Management and Marketing Skills for Women at Anabta Town-July 2008
- 54- Negotiation Skills for UN employees Bir Zait University CCE 2008,
- 55- Tow Workshops- Needs Assessment Tulkarm Municipality August /2008
- 56- Advanced Managerial Skills – Leadership strategic Management, strategic thinking, Decision Making Team Work Communication – (Top Management mangers) Tulkarm Municipality

***Languages :*** Arabic and English.

***Marital Status:*** Married, having three kids.

***Date :***