

## CURRICULUM VITAE (CV)

**Name of Staff:** Marouf Aref Issa Dwaikat  
**Profession:** Lecturer / Faculty of Economics and Administrative Sciences,  
An-Najah National University  
**Date of Birth:** 1954  
**Name of Firm:** An-Najah National University  
**Years with Firm/Entity:** 6                      **Nationalities:** Palestinian

### Membership in Professional Societies:

**1992 – 2002:** Member, of the Editorial Board of Bethlehem University Journal, "editor of economics and management".

**1995-1996:** Senior Consultant with Al-Mashreq for Research and Studies for two years, conducted many market researches, feasibility studies, " in the industrial sector " for establishing major projects in the West Bank.

**Detailed Task:** Conduct feasibility studies for many major projects , market research and project evaluation for established projects mainly in the private sector in the West Bank.

### Key Qualifications:

This is a summary of my experience, It summarizes twenty eight years of experience in administrative positions and in teaching different business courses in the fields like: Marketing, Management, Human Resource Management, International Business...etc.

It is a summary of ten years in administrative positions:

**1987**                      Director of Business Development Center.  
**1988**                      Chairman of the Business Department at Bethlehem University.  
**1989**                      Dean of Business Faculty at Bethlehem University.

It is a summary of experience in different fields as a Member of Different Committees, Councils and Teams:

- Experience of eleven years a Member of Editorial Board of Bethlehem University Journal.
- Experience in conducting many marketing research and Feasibility Studies for establishing major projects in Palestine.
- Experience of two years Senior Consultant at Al- Mashreq for Research and Studies.
- Experience of conducting many Training Courses and Workshops.

### Education:

- 1980: MBE, Master of Business Education / IER "Institute of Education and Research "Punjab University / Pakistan.
- 1976: Bachelor of English literature – Punjab University – Pakistan.
- 1973: Al-Jahez Secondary School- Nablus – Palestine.

### Employment Records:

**1980 – 1981:** Insurance employee “Abu Dhabi National Insurance Company”.  
(ADNIC) United Arab Emirates

**1981 – 2002:** lecturer-Faculty of Business Administration/Bethlehem University

**1998 – 2002:** Dean, faculty of Business Administration, Bethlehem University.

**1994 – 1998:** Chairperson of Business Department / Bethlehem University.

**1991 – 1993:** Director, Business Development Centre.

The Business Development Centre was established by the Faculty of Business Administration to render different services to the local business community in the West Bank and Gaza in general and Bethlehem area in particular. The center carried out different activities like workshops, short courses, researches, and feasibility studies, expositions of local products, commercial and industrial directories and consultancies in different fields.

**1992 – 2002:** Member, of the Editorial Board of Bethlehem University Journal, Nominated as a member of the editorial board “editor of economics and management”.

**1995-1996:** Senior Consultant with Al-Mashriq for Research and Studies for two years, conducted many market researches, feasibility studies, "in the industrial sector" for establishing major projects in the West Bank.

**1996-Present:** Conducted different comparative studies like:

- ✓ Comparative study to 8 nongovernmental hospitals in the West Bank.
- ✓ Conducted a comparative study regarding compensation package to 6 nongovernmental organizations mainly in Jerusalem and West Bank.
- ✓ Conducted Market research for the Jordan Vegetable Oil Industries Company in Nablus.
- ✓ Prepared a new program for the Marketing Department at the Faculty of Economics and Administrative Sciences, An-Najah National University.
- ✓ Member of the Acceptance to Major committee – faculty of Economics and Administrative Sciences, An-Najah National University.
- ✓ Chairman of a committee for revision and evaluation of different programs at the Faculty of Economics and Administrative sciences
- ✓ 1996 – 1998 One of the three nominees from Bethlehem University to George Mason University, Virginia, USA, for three years, each year one month to prepare a program to be offered at Bethlehem University, The program is called Conflict Analysis and Resolution.
- ✓ As a part of exchange program between Bethlehem University & Villanova University, Pennsylvania, USA, of both faculty of Business Administration at Bethlehem University and Commerce College at Villanova University. Spent 40 days at Villanova from August 25<sup>th</sup> - October 5<sup>th</sup>, 1996 reviewing the curriculum. I was exposed to different teaching methodologies & comparing academic rules and regulations in the two universities. Another visit to Villanova University for one week to evaluate the exchange program with Bethlehem University.

**Languages:**

- English: Speaking, Reading, and Writing: Excellent
- Arabic (Native): Speaking, Reading, and Writing: Excellent.

**Certification:**

I, the undersigned, certify that to the best of my knowledge and belief, these data correctly describe me, my qualifications, and my experience.

Date:

13/07/2008