

CURRICULUM VITA

Assistant Prof. Yousif Masou'd Al-Ghaniam

PERSONAL INFORMATION:

Title : Assistant Professor of Business Administration
Date & Place of Birth : May 14 1950 - Kafer – zaibad - Tulkarm
Nationality : Palestinian
Marital Status : Married , Eight Children
Permanent address : Department of Business Administration, Faculty of Economics
& Administrative Sciences- An- Najah National University,
Nablas, Palestine.
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ADMINISTRATIVE EXPERIENCE

2001- Present Chairman / Business Administration and Marketing Department
2000 - Present member of college council -Faculty of Economics &
Administrative Sciences
1992 - 1994 Chairman, Business Administration Department
1988 - 1990 Chairman, Business Administration Department
1978 - 1979 Administrative manager, management laboratories of America,
University of Dallas , Irving Texas.
1967-1978 Purchasing manager and auditor, Kel-Tex Roofing
company,Eules, Texas- U.S.A
1975-1976 Director of the National Institute of Education, Kuwait.
1974-1975 Accountant Assistant-Sahra'a Trading Company Kuwait.
1971-1974 Assistant manager - food company store, Baghdad, Iraq.

PROFESSIONAL EXPERIENCE

1999-Present: Assistant Professor of Business Administration, College of
Economics and Administrative Sciences- An- Najah National
University Nablus- Palestine.
1981-1999 Full- time Instructor at the College of Economics and
Administrative Sciences -Business Department -An-
Najah National University Nablus- Palestine.
1990-present Part- time Instructor at Aquds Open University, Business Dept
1983-1985 Full- time lecturer – Al-Rawdah
Technical Community College

1984-1985 Nablus-Palestine
Instructor at the Islamic University -College of Economics and
Administrative Sciences, Business Department.

1980-1981 Gaza-Palestine
Instructor at Bethlehem University- Business Department.
Bethlehem, Palestine.

TEACHING EXPERIENCE:

Courses Taught (please see attachment)

EDUCATION:

1974 B.S in Economics- College of Economics and Administrative
Sciences-A Al-Mustansiriyah University. Baghdad ,Iraq.
1976 Pre-MBA program directed by management laboratories of America at
Dallas Irving Texas U.S.A
1977-1978 Courses in Finance and International Management - University of
Texas Riehardson , USA at Dallas.
1979 Master of Business Administration -World Trade Graduate School of
Management.
University of Dallas IrVing Texas . U.S.A.
1999 Ph.D In Business Adminstration.
Graduate College- Aneelain University- Republic of Sudan.

PUBLICATIONS

Principles of Modern Marketing

RESEAREH

Assessment af the Methods Used in Protecting the Palestinian Consumer Against
Goods Violating the Palestinian Standards and Measurements “Unpuplished”.

Employees Benefits Pay Satisfaction in the Banking System in Palestine : An Empirical
Study.

مدى رضى العاملين تجاه الفوائد المصاحبة للأجور في قطاع البنوك العاملة في فلسطين دراسة ميدانية
نحو نموذج إعلاني متكامل لتفعيل وكالات الإعلان الفلسطينية دراسة ميدانية

اتجاهات المستهلك الفلسطيني نحو السلع والخدمات المخالفة للمواصفات والمقاييس
واقع وكالات الإعلان الفلسطينية وأساليب النهوض بها بحث مقدم الى المنظمة العربية للتنمية الإدارية

قطر-الملتقى العربي الثاني تحت عنوان التسويق في الوطن الفروض والتحديات 6-8 اكتوبر تشرين الاول 2003 الدوحة
تقويم الأساليب المستخدمة لحماية المستهلك الفلسطيني من تبادل السلع المعينه المخالفة للمواصفات والمقاييس

The Role of the Advertising Agencies in Palestine through Imperial Field Investigation.

REFERENCES

- Professor Rami Hamddallah , President, An- Najah National University -Nablus-
Palestine Tel : 962-9-23811137, Fax 972- 9- 2387982
- Professor Ali Zedan Abu Zuhri, President of Al-Aqsa University, Gaza - Palstine.
- Professor Tariq Al-Haj- Dean Faculty of Economics & Administrative Sciences-
An- Najah National University. Nablus. Palestine Tel 00972-9-2381113-7 Fax
00972- 9- 2387982

- Professor. Maher Al - Nattshe Vice- President for Academic Affairs, An - Najah National University Tel 00972-9-2381113-7 Fax : 972-9- 2387982

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Courses Taught

Scientific Research Methods
Introduction to Business Administration
Principles of Mangement
Consumer Behavior
Business Correspondence
Human Resources Managememt
International Management
Organization Behavior
Small Business Management
Storage and Purchasing Management
Organization Theory
Research in Business Administration
Comparative Management Systems
Cases Inmanagement
Ptinciples of Marketing
Sales Management
World Trade
Insurance Management
Islamic Management
Public Management
Controlling Management
Marketing Promotion
Reading In Business Adminstration
Marketing Management
Pubic Administration
Management Control
Local Government
Strategic Management
Office and Administrative Management
Marketing Strategies
Personal Selling
Distribtion Channels
Strategic Planning
Strategic Management
International Business Management
Human Resources Management& Development
Organization and Theory
Advanced Marketing
Contemporary Issues in Management

