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Personal Statement

During the past years, **Dr. Ghazi Samawi** gathered **international knowledge and experience** through the academic and career choices I have pursued. Majoring in **International Business**, I made sure to solidify the knowledge I have through worldwide **lectures, trainings** and **consultations**. Having started an early career in academics Organizational Learning Center, I have been teaching at several renowned institutions such as the **German Jordanian University** and **Talal Abu Ghazaleh College of Business**; two of the most prestigious business schools in Jordan. During this time, I have held a few major administrative roles as well – **Head of Management** Sciences department, **Vice Dean** of the School of Management and Logistic Sciences, and the Industrial **links Coordinator and Training Officer** for bridging the gap between academia and industry.

I have managed to obtain several local, regional and international certificates during my course of work. Moreover, I have been a visiting professor in Institutions in **Turkey** and **Germany** as well as an external examiner in a few Jordanian institutions. I have successfully Scientific Conferences and participated in many workshops over the past 6 years. Alongside, I have conduct research in a variety of fields, all of which have qualified me to train in institutions such as the **USAID, KAS** and others in areas such as **Total Quality Management, Management Communication, Innovation Management, Strategic Management...** etc.

Academic Position and University

September 2009 – Present Assistant Professor of International Business, Quality and Change Management.

University: The German-Jordanian University - GJU

Education

Ph.D. in International Business:	The Degree of Doctor of Philosophy in International Business & Economics
Country / University:	England. Salford University
Date of Graduation:	February. 2009
Major Specialization:	International Business, Trade and Globalization.

MBA	Master of Business Administration
Country / University:	England. Coventry University
Date of Graduation:	September. 2002
Major Specialization:	International Business.

BSc.	Economics
Country / University:	Jordan. Applied Science University
Date of Graduation:	June. 2000
Major Specialization:	Economics

Other Certificates

- Training of Trainers- Corporate Social Responsibility Blended Learning Course / inWent: Cairo 2010.
- Training of Trainers for Economic Information/ USAID Jordan 2010.
- Market –Driven Innovation Management / University of Leipzig Germany November 2011.
- Success factors of Innovation Management , Management tools for Customer Integration in the Innovation Process, Product Model Development, Price –to-Market and Time –to-Market Management, Innovation Management in Services / University of Leipzig Germany April 2012.

Languages

Good command of English (Excellent), French (Good), and Arabic (Mother Tongue)

Employment History

- October 2016 to October 2017: Industrial Link Coordinator.
- September 2014 to September 2016: Vice Dean School of Management and Logistics Sciences, the German Jordanian University, Jordan
- September 2012 – September 2014: Head of Managerial Sciences Department, School of Management and Logistics Sciences, the German Jordanian University, Jordan
- German Jordanian University (GJU) September 2009-Present: Assistant Professor/ German Jordanian University

- Talal Abu Ghazaleh College of Business: Part time lecturer at Talal Abu Ghazaleh College of Business/ MBA, in the field of International Business and Globalisation
- OLC (Europe) Limited Organisational Learning Centre December (England) 2004-April 2008: Worked, as a consultant, with staff at OLC (Europe) Limited Organisational Learning Centre. OLC is a spin out Company from the University of Salford and has an extensive portfolio of short occupationally based training courses, formal educational study and professional development programs. Moreover, OLC has a full range of training programmes and courses that can be tailored to individual organizational requirements.

Taught Management & Business Modules: Undergraduate & Graduate Programs:

Undergraduate Programme

- International Business
- Organisational Development and Change (OD & Change)
- Change Management
- Principles of Management
- Total Quality Management (TQM)
- Organisational Behaviour
- Consumer Behaviour
- Marketing Principles
- Research Methodology
- Introduction to Macro Economics

Graduate Programme

- International Business & Globalization
- Organisational Development and Change (OD & Change)
- Change Management
- Principles of Management
- Quality Philosophy and Tools
- Organisational Behaviour
- Consumer Behaviour
- Research Methodology

Delivery and Teaching Methods

1. Lecturing and Teaching
2. Critical Thinking and Research
3. Case Study and Braining Storming

Visiting Professorship

Visiting Professor Free University Berlin/ Germany Summer 2012/2013, 2013/2014.

Visiting Professor Mugla University/ Turkey 2015.

Visiting Professor Wurzburg University/ Germany Fall 2016.

External Examiner Experiences/ Arbitration: 2010– Present

External Examiner for master theses.

- Middle East University MEU-Jordan
- Arab Open University – Jordan
- Al-Balqa University- Jordan

Reviewing Experience

- International Journal of Emerging Markets, reviewer.

Coordination and foundations

- Mevlana Exchange Program Coordinator December 2013 – 2016. Izmir/ Turkey.
Mevlana Exchange Program is a program which aims the exchange of students and academic staff between the Turkish higher education institutions and higher education institutions of other countries.
- German Jordanian Insurance Center GJIC October 2013 – August 2014 / Founder
German Jordanian Insurance Center (GJIC) is concerned with the professional training and consultation in insurance field, the centre is joint venture between the German Jordanian University and the Jordan Insurance Federation (JOIF).

Work Shops Participants

- JIB and KOICA workshop titled “Refining the Strategic Approaches to Investment Promotion in Jordan”. Moderator for the “Strategies for attracting investments in Energy Sector” Session with Dr. Sung-Chul Shin, Prof., Hanyang University, Korea. Amman January - July 2011. “Strategies for attracting

- investments in Natural Resources in Jordan” Session with Dr. You-Dong Kim, Prof., Chosun University, Korea, Amman January - July 2011.
- Economic Systems in Comparison: Free Market versus Social Market Economy Workshop organized by KAS Amman and Talal Abu Ghazaleh March 13th and 14th 2010, deliver a presentation about the Characteristics of the Jordanian Economy
 - Economic Systems in Comparison: Free Market versus Social Market Economy Workshop, Talal Abu Ghazaleh College of Business – Amman, KAS Amman, March 13th and 14th 2010. Trainer of the topic “Social Market Economy – A Model for Jordan.
 - Challenges and Transformations in the Wake of the Arab Spring Addressing Social and Political Change through Teaching and Research. GJU 11th – 15th March.
 - Winter Academy 2014: Democracy and its Institutions: Role, Responsibilities and Participation of Academics and Science Gummersbach, Aachen, Eupen, Maastricht, Duisburg, Bochum, Düsseldorf, Cologne and Bonn, 13 December – 21 December 2014.
 - Economic Freedom of the Arab World Conference Amman, November 18-19, 2014 Landmark Amman Hotel.
 - “International Entrepreneurship Promotion at Higher Education Institutions” Leipzig, Germany, 17th—18th November 2016.
 - “The Social Entrepreneurship Summit 2017” Lebanon, ESA Business School , 17th -18th of March 2017.

Scientific Conferences

- International Conference for Economic, Business, and Financial Challenges in MENA & GCC Countries, 2012. 16-18 May 2012. Dead Sea, Jordan.
- Arab Revolutions and Beyond: Change and Persistence, 12 – 13 November 2013, Tunisia. Within the framework of the DAAD funded program Challenges and Transformations in the Wake of the Arab Spring”
- The 33rd International Business Research Conference Dubai, UAE from 4 – 5 January 2016.
- 21st International Conference on “Business, Economics, Social Sciences & Humanities” (BESSH-2016) Kuala Lumpur, September 2016.

- Annual Spain Business Research Conference in Barcelona, Spain in September 2017, paper title “Energy Cost and the Sustainability of the Manufacturing Sector: Turning Waste Tires into Energy”, awarded the best paper.

Training Experience

Have a long experience in training with many institutions like the USAID, KAS and others in the following areas:

- Total Quality Management/ Management perception
- Change Management
- Organisational development
- Corporate social responsibility
- Management communication
- Leadership
- Team work & Communication
- Innovation Management
- Strategic Management
- International Trade Strategies

Training, Consultation & Problem Solving experience

- 2010 – 2011 USAID: Economic & Business Information training for fresh graduated students (Press & Media graduated students), trainer.
- 2014-2016 NELL Academy: Mini MBA, Strategic planning, Marketing & change management training courses, trainer.
- 2016-2017 EBC Academies: International Trade policies and planning training course, trainer.
- 2017 Telecommunications Regulatory Commission (TRC-Jordan): Customer Relationship Management (CRM), trainer.
- 2013 – 2017: Consultation experience, for local and global companies and corporates, the main tasks were (conducting market research, market planning, needs assessment, business planning and preparing quality manuals).

Research Achievements

- The Impact of Joining the WTO on the Jordanian Economy (**Master Dissertation**).
- Intellectual Property, Trade and Investment: A Study of the Pharmaceutical Industry with Special Reference to Jordan (**PhD Thesis**).

- Samawi, G., Maghableh, I., and Arabiyat, T. (2011). “Do WTO and TRIPs Agreements Attract FDI. A case study of the Jordanian Pharmaceutical Sector. Middle Eastern Finance and Economics. Iss:15,pp.92-100
- Mamoun N. Akroush, Amjad A. Abu-ElSamen, Ghazi A. Samawi, Abdelhadi L. Odetallah, (2013) "Internal marketing and service quality in restaurants", Marketing Intelligence & Planning, Vol. 31 Iss: 4, pp.304 – 336
- Abutayeh, B., Samawi, G., Yousef, F., and Al-Qatawneh, M. (2016) “The Effect of Leadership Style on the Process of Organizational Change in a Developing country”. I J A B E R, Vol. 14, No. 3, (2016): 1881-1895
- Samawi, G., Abutayeh, B., Yousef, F., Madanat, M. (2016) “Formal versus Informal Financing of SMEs in the Libyan Context: The Case of Gharian City”. Journal of Business and Economics. July 2016. Vol.7, No.7.
- Salhie, L., Mdanat, M., Al-Shboul, M., Samawi, G., (2017) “Transportation Landed Cost as a Barrier to Intra-regional Trade”. Journal of Borderlands Studies, Routledge.
- Ghazi A. Samawi, Metri F. Mdanat, Talah S. Arabiyat, (2017) “The role of energy supply in economic growth: Evidence from oil importing countries”. International Journal of Energy Economics and Policy 7 (6), 193-200.
- L Salhie, M Mdanat, M Al-Shboul, G Samawi “Transportation Landed Cost as a Barrier to Intra-regional Trade”. Journal of Border Lands Studies, Vol. 32 No. 3, May 2017.
- M. Mdanat, M. Shotar G. Samawi and J. Mulot (2018) “Tax Structure and Economic Growth in Jordan, 1980–2015”, EuroMed Journal of business, Vol 13, Issue1.
- Ghazi A Samawi, Bandar K Abutayeh, Fathi I Yosef, Metri F Madanat, Manar I Al-Qatawneh (2018) “Relation between TQM practices and business excellence: Evidence from private service firms in Jordan”, International Review of Management and Marketing, Vol 8, No1.

Doctoral Training Programme attended 2004- 2009 / Salford Business School (England)

Subject Title	Tutor
The PhD Process and Procedures	Dr Gordon Fletcher
Writing the Literature Review	Dr Tony Conway
Research Methodolgy – Lessons from Sociology	Dr David Kreps
Research Design	Prof Andrew Newman
The Ethical Approval Process	Dr Frances Bell
Introduction to Quantitative Research Methods	Dr Peter Schofield
Introduction to Qualitative Research	Dr Sudi Sharifi
In-Depth Interviews	Agata Maccarrone-Eaglen
Evidence and PhD Research	Dr Maria Kutar
Case Study Research	Dr John Davies