

Curriculum Vitae

Name Abdel Hafiez Ali Hasab Allah Ibrahim
Date of birth Sudan 21/7/1963
Citizenship: Sudanese
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Business Studies, Sudan University of Science &
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ACADEMIC QUALIFICATIONS:

2004 PhD Strategic Marketing, Universiti Sains Malaysia
(Malaysia)
Study Title: RELATIONSHIP CONTEXTUAL VARIABLES,
PSYCHIC DISTANCE AND EXPORT PERFORMANCE: THE
ROLE OF TRUST AND COMMITMENT AS MEDIATING
VARIABLES
“A STUDY ON MALAYSIAN MANUFACTURING FIRMS”

1992 M. A. Mohan Lal Sukhadia University (India)

1990 B. A. Mohan Lal Sukhadia University (India)

EXPERIENCE

- 2006** Marketing consultant for DEEM. INT. for Advertising CO. Khartoum Sudan
- 2005 to date** Head Department of Business Administration, college of business Studies, Sudan University of Science & Technology
- 2005** Assistant Professor of Marketing, College of Business Studies, Sudan University of Science & Technology
- 2005** Coordinator for higher diploma program of Public Administration, College of post graduate Studies, Sudan University of Science & Technology
- 2005** Assistant Professor of Marketing Research, College of Technological Science (CTS) Omdorman, Sudan
- 1995** Lecturer, Department of Business Administration, Sudan University of Science & Technology
- 1995- 1997** Part_ time lecturer for Principles of Business Administration, Khartoum Technical College Sudan
- 1998-2000** Part_ time Lecturer for Organizational Behavior & Principles of Business Administration, College of Technological Science, Sudan University of Science & Technology
- 1997-1999** Part_ time Lecturer for principles of Business Administration, Sudan Open University
- 1998-2000** Coordinator for higher diploma program of Business Administration, College of post graduate

AREA OF INTEREST

- ❖ **Marketing Management**
- ❖ **Strategic Marketing**
- ❖ **Relationship Marketing**
- ❖ **International Marketing & Export Performance**
- ❖ **Marketing Research**
- ❖ **Electronic Marketing**
- ❖ **Branding & loyalty**

TEXT BOOK PROJECTS

- | | |
|-------------|---|
| 1997 | Basic Marketing (In Arabic) |
| 1998 | Principles of Administration (In Arabic) |
| 1999 | Organizational behavior (In Arabic) |

WORKSHOPS & TRAINING COURSES

- | | | |
|-------------|------------------|---|
| 2005 | 3-9 Sep | Conduct training course in development of research capabilities, College of Business Studies, Sudan University of Science & Technology |
| 2004 | | Workshop on Scientific Writing (participant) USM Penang Malaysia |
| 2006 | 4-6 March | The Balanced Scorecard as a tool for Business Excellence ,Friendship Hall, Khartoum, Sudan |

INTERNATIONAL CONFERENCES:

- 2003** **5th Asian Academy of Management Conference, Kuantan
Malaysia**
- 2003** **The 1st International conference of the Asian Academy of Applied
Business. Kota Kinabalu, Sabah, Malaysia**
- 2004** ***The 1st international conference of Advanced in Global Business
Research, New Delhi, India***
- 2004** **The International conference on Small and Medium Sized
enterprises in Global Economy “Economic Resilience in East
Asia- Role of SMEs and Stakeholders”, Subang Jaya, Malaysia**
- 2004** **Asia Pacific Economic and Business Conference, Pinang
Malaysia**
- 2004** **The International Borneo Business Conference. Kota Kinabalu,
Sabah, Malaysia.**

PUBLICATIONS:

- Ali Abdel Hafiez, Mohamed O. & Ramayah T. (2003). Exporting to Arabic speaking nations: a preliminary analysis. *Proceeding of the 5th Asian Academy of Management Conference, Kuantan Malaysia Vol. (2) 107-114.*
- Joseph O., Ali Abdel Hafiez & Mohamed Osman (2003). Exporting to Arabic speaking nations: Evidence from Malaysia. *The Proceeding of the 1st International conference of the Asian Academy of Applied Business.* Kota Kinabalu, Sabah, Malaysia, 166-177.
- Mohamed Osman, Ali Abdel Hafiez & Ramayah T. (2004) Malaysian Export to Arabic Speaking Nations: The Financial Performance. *The Proceeding of the 1st*

*international conference of Advanced in Global Business Research, 7-9 January
New Delhi, Vol. 1(1) 114-119.*

- Mohamed Osman, Ali Abdel Hafiez & Leen Yeap Ai Jasmine (2004). The importance of the relational variables in exporting to Arabic Speaking Nations: Comparing Low Vs. High Performers. *The proceeding of the International conference on Small and Medium Sized enterprises in Global Economy “Economic Resilience in East Asia- Role of SMEs and Stakeholders” 6-7 July 2004, Subang Jaya, Malaysia.*
- Ali Abdel Hafiez, Osman Mohamed & Ramayah T. (2004). Towards Globalization: Exporting to Arabic Speaking Nation. Asia Pacific Economic and Business Conference, 7-9 October, Pinang Malaysia.
- Ali Abdel Hafiez, Mohamed Osman, T. Ramayah & Abelslam Nafad, (2004). Psychic distance and export performance among Malaysian firms exporting to Arabic speaking Nations. *The Proceeding of the International Borneo Business Conference.* Kota Kinabalu, Sabah, Malaysia, 1179-1187.

FORTHCOMING PUBLICATIONS

- The impact of the relational variables on export performance: A study on Malaysian firms exporting to Arabic speaking Nations
- Psychic distance measurement validation