# King Talal School of Business Technology



# Faculty Curriculum Vitae (CV) 2020-2025

#### **I. Personal and Contact Information**

| Full Name:                 | Shafig Al-Haddad  |
|----------------------------|---|
| Current Rank:              | Professor   |
| Faculty Type               | <ul><li>☑ Core Faculty</li><li>☑ Non-Core Faculty</li><li>Non-Core Faculty (Adjunct, Visiting, Practitioner)]</li></ul> |
| Date of Appointment:       | 14-10-20214   |
| Academic Discipline/Field: | <b>Business administration- Marketing</b>   |
| Professional Email:        | s.haddad@psut.edu.jo  |
| ORCID:                     | https://orcid.org/0000-0001-8498-1827 Scopus ID: 57197801119  |

### II. Education and Qualifications

Please list all relevant degrees and professional certifications, starting with the highest degree (Ph.D./DBA).

| Degree/Certification          | Institution               | Country     | Year<br>Completed | Academic<br>Discipline |
|-------------------------------|---------------------------|-------------|-------------------|------------------------|
| Ph.D./DBA                     | Adamson<br>University     | Philippines | 1988              | Marketing              |
| Master's                      | Far Eastern<br>University | Philippines | 1986              | Marketing              |
| Bachelor's                    | Mosul University          | Iraq        | 1984              | Accounting             |
| Professional<br>Certification |                           |             |                   |                        |
| Professional<br>Certification |                           |             |                   |                        |
| Professional<br>Certification |                           |             |                   |                        |

# III. Teaching and Pedagogical Activities

## A. Courses Taught (Last 5 years)

| Course Name                          | Program Level (UG/Master's) | Credit<br>Hours | ERS Integration (Y/N) |
|--------------------------------------|-----------------------------|-----------------|-----------------------|
| [Advanced marketing management]      | [Master]                    | [3]             | [Yes]                 |
| [Entrepreneurial marketing strategy] | [Master]                    | [3]             | [Yes]                 |
| [Marketing Management]               | [UG]                        | [3]             | [Yes]                 |
| [Global marketing strategy]          | [UG]                        | [3]             | [Yes]                 |
| [Marketing research]                 | [UG]                        | [3]             | [Yes]                 |
| [Product and brand management]       | [UG]                        | [3]             | [Yes]                 |

# **B.** Student Supervision

| Year | Student Name                 | Role<br>Supervisor/<br>Co-sup | Thesis Title  | Status<br>Ongoing/Completed |
|------|------------------------------|-------------------------------|---|-----------------------------|
| 2025 | Razan Aymen<br>Rafe Azzam    | Supervisor                    | The Impact of YinYang User<br>Experience Design on Brand<br>Perception Mediated by User<br>Interpretation   | Ongoing                     |
| 2025 | Noor Ghazi Awad<br>Elayyan   | Supervisor                    | The impact of entrepreneurial marketing on enhancing SMEs performance moderated by the entrepreneur's experience and competitive intensity        | Ongoing                     |
| 2025 | Bushra Aser<br>Hmoud Alzu'bi | Supervisor                    | The effect of chatbot usability on customer satisfaction in the telecommunication sector moderated by customer empowerment and emotional support. | Ongoing                     |

| 2025 | Eynour Ibrahim<br>Hasan Abulaban           | Supervisor | The Impact of Augmented<br>Reality on Consumer Purchase<br>Decisions of Local Brands in<br>Jordan Moderated by Brand<br>Trust                        | Completed |
|------|--|------------|--|-----------|
| 2025 | Madeleine Ma'an<br>Mohammad<br>Kamal       | Supervisor | The impact of Al-generated content on customer engagement mediated by perceived authenticity   | Completed |
| 2024 | Diana Munthir<br>Rakan Hijazat             | Supervisor | The Impact of Mobile Banking<br>Services on Customer E-<br>satisfaction in the Jordanian<br>Commercial Banks Moderated<br>by Artificial Intelligence | Completed |
| 2024 | Rama Zuhier<br>Abdel Latif Idries          | Supervisor | The Impact of Augmented<br>Reality in Social Media<br>Marketing on Buying Intention<br>in the Retail Industry Mediated<br>by Digital Literacy        | Completed |
| 2024 | Reem Abdel<br>Salam<br>Mohammad<br>Thawabi | Supervisor | The impact of green marketing MIX on green brand image in cosmetics products moderated by social media marketing activities                          | Completed |
| 2023 | Basima Abdalla<br>Roushdy El-saka          | Supervisor | The Impact of User-Generated<br>Content on Private Schools<br>Enrolment Decision-Making<br>Process in Jordan Moderated<br>by Credibility             | Completed |
| 2023 | Sarah Nabil<br>Mesbah Eldurini             | Supervisor | The influence of mixed reality on purchase intentions in the real-estate sector in Jordan: Customer awareness moderating variable                    | Completed |
| 2022 | Lina Samih Mosa<br>Al-momani               | Supervisor | The Moderating role of<br>Entrepreneurial Orientation on<br>the Impact of Innovation on<br>SMEs' Performance   | Completed |

| 2021 | Lubna Basem<br>Mohammed<br>Dodin          | Supervisor | The Impact of Entrepreneurial<br>Marketing on the Performance<br>of Jordanian Commercial<br>Banks: Managing Resources as<br>a Mediating Variable | Completed |
|------|---|------------|--|-----------|
| 2021 | Samah Amin<br>Mohammad<br>Toubasi         | Supervisor | Effect of Intrapreneurship on<br>the Performance of Telecom<br>Operators: An Empirical Study<br>on Orange Jordan                                 | Completed |
| 2021 | Dareen Hatem<br>Mahmoud<br>Hanoun         | Supervisor | The Effects of Entrepreneurial Marketing on SME's Performance: The Technological Turbulence as a Moderating Variable                             | Completed |
| 2020 | Dina Samih<br>Barakat Khreis              | Supervisor | Entrepreneurial Bricolage<br>Fostering New-Product<br>Development: Mediating Role<br>of Entrepreneur's Creativity                                | Completed |
| 2020 | Dua'a Azam<br>Ahmad Al-bao                | Supervisor | Creating Educational Content<br>Incorporating Mayer's<br>Cognitive Theory to Prepare<br>Jordanian Children to Future<br>Challenges               | Completed |
| 2020 | Rasha<br>Mohammad<br>Zeidan<br>Abdelsalam | Supervisor | Factors Influencing the<br>Emergence of Nascent<br>Mumpreneurs in Jordan   | Completed |
| 2020 | Farah Najib<br>Moh'd Alloush              | Supervisor | The Impact of Entrepreneurial<br>Competencies on Firms<br>Performance in Jordan  | Completed |
| 2019 | Neda' Rabie<br>Mohammad<br>Kharoub        | Supervisor | The Impact of Entrepreneurship on Political Stability, Unemployment as a Mediating Variable.   | Completed |

#### C. Teaching Innovation and Recognition

Describe any significant new course/program development, use of innovative pedagogical methods (e.g., simulations, blended learning, use of case study method), and list any teaching awards.

During the past five years at Princess Sumaya University, I taught courses in the entrepreneurial master's program at the Department of Business Administration, as well as the programs in E-Marketing and Social Media, at both the bachelor's and master's levels. I consider teaching a

crucial component of academic life, and I am committed to developing a strong and diversified teaching agenda. My qualifications, professional marketing experience, and research background strongly qualify me for teaching advanced courses such as entrepreneurial marketing strategy and Supervising MA students.

- My role as a professor is to enable my students to obtain a marketing context through which they can understand and evaluate the major concepts in Entrepreneurship and Marketing. My goal is to demonstrate that studying Marketing Research, Strategic Marketing Management, Marketing Management, product management, and brand management are creative processes. With my help, therefore, students begin to engage in their own marketing conversations with me and with each other, creating a process that enriches the understanding of the modern concept of marketing.
- I am a proponent of active learning and use a variety of methods to encourage discussion and interaction on the issues presented in the course. One method that I frequently use in small classes is to assign students through a combination of teaching methods, including lectures, class discussions, individual and or group projects, business games, case studies, and inviting guest speakers.
- As part of this process, I ask students to base their point of view on specific new product development to demonstrate that those experiencing the same events often believed and acted upon. Students are also empowered to take responsibility for their own learning by preparing their own questions and presentations to promote class discussion. Additionally, they help other students learn by preparing and presenting short analyses of specific readings or cases to initiate class discussions or collaborative research projects.
- I facilitate the organization of study and peer review groups as well. By distributing a short outline of the main issues raised in each class and using data to present important points raised by the students through discussion, or incorporating other active learning techniques during a lecture, without sacrificing coverage of important course material.
- I am a proponent of requiring students to engage in extensive written, as well as spoken, discourse. Short lists, or quickly written responses to a central question, have often helped to begin or facilitate a discussion.
- I am very committed to providing a learning environment that is both exciting and rigorous for students in pursuing learning. I devise various assessment strategies that enable me to fairly evaluate student learning, as outlined in the syllabus. I treat my students with the utmost respect, creating an environment where they feel safe discussing topics that might otherwise make them hesitant. For all my classes, I take pride in learning the names of my students and treating each one as an individual.

### IV. Research and Intellectual Contributions (IC)

#### A. Peer-Reviewed Journal Publications

Classify your intellectual contributions (IC) into the three categories: Disciplinary/Basic Scholarship (DS), Applied/Practice-Oriented Scholarship (AS), and Pedagogic Scholarship (PS). ERS (Ethics, Responsibility, and Sustainability)

| IC Type<br>(DS/AS/PS) | Full Citation (Journal, Book, Case Study, etc.)  | Publication<br>Date | Journal<br>Indexing/ IF<br>(If<br>Applicable) | ERS<br>Focus<br>(Y/N) |
|-----------------------|--|---------------------|---|-----------------------|
| AS                    | Dina Khreis, Shafig Al-Haddad,<br>Entrepreneurial Bricolage, New-<br>Product Development, and<br>Entrepreneurs' Creativity.<br>International Journal of Business<br>Excellence 37(1)   | 2025                | Scopus Q3                                     | Y                     |
| AS                    | Shafig Al-Haddad, Abdel-Aziz Ahmad Sharabati, Ahmad Yacoub Nasereddin, Ahmad El-Hafez, and Rashid Al-Rawashdeh. The Impact of Logistical Competences on Organizational Performance in Small and Medium Enterprises Moderated by Competitive Advantages in Social Media Campaigns. Sustainability, 17(13), 1-18 | 2025                | Scopus Q1                                     | Y                     |
| AS                    | A. Sharabati, S. Al-Haddad, R. Ayyed, K. Albakri, S. Aborome, and A. Ali. The impact of ChatGPT service on students' performance: Moderated by training. International Journal of Data and Network Science, 9(3), 513-524  | 2025                | Scopus Q1                                     | Y                     |
| AS                    | Mohammad Alkhasawneh, Shafig Al-Haddad, Esraa Odeh, Dana Alsarabi, Marah Barkat, Emily Sweis, and Yara Batarseh. The Impact of Instagram Influencers on Customers' Purchase Intentions. International Journal of Business Excellence, 36(2), 272-294   | 2025                | Scopus Q3                                     | Y                     |

| AS | Shafig Al-Haddad. The Impact of Brand Personality of Smartphones on Customer Loyalty: The Mediating Role of Brand Awareness. Jordan Journal of Business Administration, 21(2), 195-219.   | 2025 | Scopus Q3 | Y |
|----|---|------|-----------|---|
| AS | D Hanoun, S Al-Haddad, AAA Sharabati, M Al-Khasawneh, "The Moderating Role of Technological Turbulence in the Effect of Entrepreneurial Marketing on SMEs' Performance" WSEAS Transactions on Business and Economics, 21, 2609-2625   | 2024 | Scopus Q2 | Y |
| AS | Shafig Al-Haddad, S., Sharabati, A., Nasereddin, A., Alyah, M., Mehyar, O., Ali, A. The impact of Instagram content marketing on cognitive engagement, affection, and behavior, <i>International Journal of Data and Network Science</i> , 8, 2685-2700.  | 2024 | Scopus Q1 | Y |
| AS | Al Haj Eid, M., Abu Hashesh, M., Sharabati, A., Khraiwish, A., AL-Haddad, S., Abusaimeh, H. Conceptualizing ethical AI-enabled marketing: Current state and agenda for future research, <i>International Journal of Data and Network Science</i> , 8(4), 2291-2306.   | 2024 | Scopus Q1 | Y |
| AS | Omeish, F., Sharabati, A., Abuhashesh, M., Al-Haddad, S., Nasereddin, A., Alghizzawi, M., Badran, O., The role of social media influencers in shaping destination image and intention to visit Jordan: The moderating impact of social media usage intensity. <i>International Journal of Data and Network Science</i> , 8(3), 1701-1714. | 2024 | Scopus Q1 | Y |

| AS | Badran, R., Abuhashesh, M., Sharabati, A., Omeish, F., Al-Khasawneh, M., Al-Haddad, S. Enhancing user adoption and satisfaction: A study of factors influencing CliQ payment service in the fintech market, <i>International Journal of Data and Network Science</i> , 8(4), 2241-2254 | 2024 | Scopus Q1 | Y |
|----|--|------|-----------|---|
| AS | Al-Haddad, S., Sharabati, A., Alzubi, B., Quirem, Z., Rihani, R. The effect of marketing via Instagram on generation Z's preference for gyms and the role of brand image as a moderating variable, International Journal of Data and Network Science, 8(3), 1493-1500                  | 2024 | Scopus Q1 | Y |
| AS | Khasawneh, M., Al-Rousan, M., Al-Haddad, S., Sharabati, A., Sewan, R. Factors affecting consumers' behavioral intentions to use and adopt digital wallets, International Journal of Data and Network Science, 8(2), 1197-1212.   | 2024 | Scopus Q1 | Y |
| AS | Sharabati, AAA., Ghaith, A., Morshed, A., Abusaimeh, H., AL-Haddad, S. Balanced Scorecard and Competitive Strategies of Small and Medium Manufacturing Organizations, WSEAS TRANSACTIONS on BUSINESS and ECONOMICS 21 (1), 79-94   | 2024 | Scopus Q2 | Y |
| AS | Idries, R., Al-Haddad, S., AAA Sharabati, AAA. How Customer Satisfaction Moderate the Correlation between Brand Personality and Customer Loyalty. <i>Migration Letters</i> 21 (2), 790-808   | 2024 | Scopus Q2 | Y |
| AS | Khasawneh, MHA, Al-Haddad, S., Mbaideen, R., Ghazi, R., Irshaid, T., Alnaimi, H. Investigating the impact of social media marketing on research online and purchase offline for fashion luxury brands. <i>International Journal of Business Excellence</i> 32 (1), 25-49               | 2024 | Scopus Q3 | Y |

| AS | Khasawneh, M., Al-Rousan, Mbb., Al-Haddad, S., Sharabati, A., Sewan, R. Factors affecting consumers' behavioral intentions to use and adopt digital wallets. International Journal of Data and Network Science 8 (2), 1197-1212                                | 2024 | Scopus Q1 | Y |
|----|--|------|-----------|---|
| AS | Al-Haddad, S., Al-Khasawneh, M., Sharabatib, A., Haddad, H., Ali, J., Abu Halaweh, A. The effect of Instagram on millennials consumer's purchase intentions in the fashion industry. <i>International Journal of Data and Network Science</i> 7 (4), 1885-1900 | 2023 | Scopus Q1 | Y |
| AS | El-Okah, A.; Al-Haddad, S.; Sharabati, A., The impact of promotion on purchase intentions in Jordan: Video game industry, <i>International Journal of Data and Network Science</i> 7(4), 1525-1534.  | 2023 | Scopus Q1 | Y |
| AS | Sharabati, AAA., Al-Haddad, S., Abu Naba, R., D Hijazat, D., AA Alalwan, A. How Consumers' Consciousness Moderates the Corporate Social Responsibility Effect on Apparel Industry Brand Image. <i>Sustainability</i> 15 (14), 10955                            | 2023 | Scopus Q1 | Y |
| AS | Al-Momani, L., Al-Haddad, S., Sharabati, AAA., Hashesh, M. The Moderation Role of Entrepreneurial Orientation on the Influence of Innovation on Pharmaceutical SMEs' Performance. Journal of Open Innovation: Technology, Market, and Complexity 9 (2), 100074 | 2023 | Scopus Q1 | Y |
| AS | Shaheen, N., Al-Haddad, S., Marei, A., Daoud, L. The Effect of Creativity on Entrepreneurial Behavior: The Moderating Role of Demographics. <i>Information Sciences Letters</i> 12 (3), 1365-1372  | 2023 | Scopus Q2 | Y |

| AS | El-Okah, A.; Al-Haddad, S.; Sharabati, A., The impact of promotion on purchase intentions in Jordan: Video game industry, <i>International Journal of Data and Network Science</i> 7(4), 1525-1534.  | 2023 | Scopus Q1 | Y |
|----|--|------|-----------|---|
| AS | Sharabati, AAA., Al-Haddad, S., Abu Naba, R., D Hijazat, D., AA Alalwan, A. How Consumers' Consciousness Moderates the Corporate Social Responsibility Effect on Apparel Industry Brand Image.  Sustainability 15 (14), 10955                                  | 2023 | Scopus Q1 | Y |
| AS | Al-Momani, L., Al-Haddad, S., Sharabati, AAA., Hashesh, M. The Moderation Role of Entrepreneurial Orientation on the Influence of Innovation on Pharmaceutical SMEs' Performance. Journal of Open Innovation: Technology, Market, and Complexity 9 (2), 100074 | 2023 | Scopus Q1 | Y |
| AS | Shaheen, N., Al-Haddad, S., Marei, A., Daoud, L. The effect of creativity on Entrepreneurial behavior: the moderating role of demographics. <i>Information Sciences Letters</i> 12 (3), 1365-1372  | 2023 | Scopus Q2 | Y |
| AS | Al-Khasawneh, M., Al-Haddad, S., Sharabati, AAA., Al Khalili, H., Azar, L., Ghabayen, F., Jaber, L., Ali, M., Masa'deh, R. How Online Communities Affect Online Community Engagement and Word-of-Mouth Intention. <i>Sustainability</i> 15 (15), 11920         | 2023 | Scopus Q1 | Y |
| AS | Al Khasawneh, M., Sharabati, A., Al-Haddad, S., Al-Daher, R., Hammouri, S., Shaqman, S. Consumer's Attitude towards Display Google Ads. <i>Future Internet</i> 15 (4), 1-19  | 2023 | Scopus Q2 | Y |

| AS | Al-Haddad, S., Sharabati, AAA., Al Khasawneh, M., Mazahreh, SA., Kawar, Y. Behavioral Acceptance of Electronic Government in Jordan. International Journal of Electronic Government Research (IJEGR) 19 (1), 1-26  | 2023 | Scopus Q2 | Y |
|----|--|------|-----------|---|
| AS | Al-Haddad, S., Al-Baw, D., Sharabati, AAA., Altamimi, D. How does customer loyalty to sustainability affect entrepreneurship? Problems and Perspectives in Management 21 (1), 1-12   | 2023 | Scopus Q2 | Y |
| AS | Al Khasawneh, M., Al-Haddad, S., Tahboub, M., Al Ouri, ST., Al Arabi, DA., Abu Sumaqa, L., Rihani, A. (2022) The Effect of Intrinsic and Extrinsic Motivations on Social Media Engagement and Customer Likelihood to Share Content on Facebook. <i>International Journal of Cyber Behavior, Psychology and Learning</i> (IJCBPL) 12(1) 1-24. | 2022 | Scopus Q2 | Y |
| AS | Albaw, D., Al-Haddad, S., and Sammour, G. (22) Creating Educational Content to Prepare Jordanian Children for Future Challenges, "Dirasat"- Human and Social Sciences, 49 (5), 32-46   | 2022 | Scopus Q3 | Y |
| AS | Al-Haddad, s., Sharabati, AAA., Harb, L., Husni, A., Abdelfattah, M. (2022) E-WOM and consumers' purchase intention: An empirical study on Facebook. <i>Innovative Marketing</i> , 18 (3), 149-158   | 2022 | Scopus Q3 | Y |
| AS | Abdelsalam, R., Al-Haddad, S., Sharabati, AAA. (2022) Relationship between Maslow's hierarchy of needs and mumpreneurial intentions. <i>Problems and Perspectives in Management</i> 20 (3), 387-399  | 2022 | Scopus Q3 | Y |

| AS | Al-Haddad, S., Sharabati, AA., Al-Khasawneh, M., Maraqa, R. Hashem, R. (2022). The Influence of Corporate Social Responsibility on Consumer Purchase Intention: The Mediating Role of Consumer Engagement via Social Media. Sustainability 14 (6771), 1-17 | 2022 | Scopus Q1 | Y |
|----|--|------|-----------|---|
| AS | Khasawneh, M., Al-Haddad, S., Salhieh, L.A., Katawa, H., Alsayyed, Y. (2022). The impact of user-generated content on visiting intention to a destination. <i>International Journal of Technology Marketing</i> 16 (3), 275-299                            | 2022 | Scopus Q2 | Y |
| AS | Al-Khasawneh, M., Sharabati, AA., Al-Haddad, S., Tbakhi, B., Abusaimeh, H. (2022). The adoption of the TikTok application using the TAM model. International Journal of Data and Network Science 6 (4), 1389-1402  | 2022 | Scopus Q2 | Y |
| AS | Alloush, F., & Al-Haddad, S. (2022) The impact of entrepreneurial competencies on firms' performance.  International Journal of Business Performance Management 23 (4), 399-421  | 2022 | Scopus Q3 | Y |
| AS | Toubasi, S. & Al-Haddad, S. (2022)<br>The impact of intrapreneurship on<br>operators' performance of<br>Jordanian Telecom organizations.<br>Problems and Perspectives in<br>Management 20 (2), 551-563   | 2022 | Scopus Q2 | Y |
| AS | Sharabati, AAA., Al-Haddad, S., Al-Khasawneh, M., Nababteh, N. (2022) The Impact of TikTok User Satisfaction on Continuous Intention to Use the Application. Journal of Open Innovation: Technology, Market, and Complexity 8 (3), 125. PP. 1-20           | 2022 | Scopus Q1 | Y |

| AS | A Mareia, A., Al-Haddad, S., Daoudb, L., Habashneh, A., Fariz, R. (2022) The impact of innovation on customer satisfaction in the commercial banks: Business performance as a mediating variable. <i>Uncertain Supply Chain Management</i> 10 (3), PP. 887–894   | 2022 | Scopus Q3 | Y |
|----|--|------|-----------|---|
| AS | Sharabati, AA., Al-Haddad, S., Judeh, M., Al-Badaw, B. (2022) Brand extension and purchase intention of Jordanian banks' clients, <i>Innovative Marketing</i> 18 (2), 60-71  | 2022 | Scopus Q2 | Y |
| AS | AL-Haddad, S., Ayesh, O., Al-Hassan, S., Abu Taleb, J., Abu Taleb, F., Al Otaibi, L., (2022). The Impact of Social Media Advertisements on Purchase Intentions: An Empirical Study on Food Industry in Jordan, Jordan Journal of Business Administration, 17 (4), 611-624  | 2022 | Scopus Q3 | Y |
| AS | Alfarraj, O., Alalwan, A., Obeidat, Z., Baabdullah, A., Aldmour, R., Al-Haddad, S. (2021). Examining the Impact of Influencers' Credibility Dimensions: Attractiveness, Trustworthiness, and Expertise on the Purchase Intention in the Aesthetic Dermatology Industry. Review of International Business and Strategy, 31(3), pp 355-374 | 2021 | Scopus Q2 | Y |
| AS | Masa'deh, R.; AL-Haddad, S.; Al Abed, D.; Khalil, H.; AlMomani, L.; Khirfan, T. (2021) The Impact of Social Media Activities on Brand Equity. <i>Information</i> 12, 477   | 2021 | Scopus Q2 | Y |

| AS | Abdelsalam, R., AL-Haddad, S., and Zeqiri, J., (2021) Influence of Work-Family Conflict on The Emergence of Nascent Mumpreneurs Community in Jordan. <i>Journal of Enterprising Communities: People and Places in the Global Economy</i> , 15(3). 414-431 | 2021 | Scopus Q2 | Y |
|----|---|------|-----------|---|
| AS | Zghoul, H., & Al-Haddadm S., (2021). The Influence of Product Innovation on Customer Satisfaction in the Pharmaceutical Sector in Jordan. International Journal of Applied Research on Public Health Management (IJARPHM), 6(1), p 45-63                  | 2021 | Scopus Q4 | Y |

## **B.** Conference Presentations, Book chapters, and Research Grants

| Activity                   | Title/Topic   | Funding Body/Conference<br>Name  | Year |
|----------------------------|---|--|------|
|                            | The impact of artificial intelligence on Jordanian companies' innovation performances         | Resilient future: Bridging innovation, business intelligence, and sustainability in modern business (FBCC-2024)                      | 2024 |
|                            | Consumer Engagement on Facebook and Purchase Intention.                                       | The 38 <sup>th</sup> International Business Information Management Association Conference: Madrid, Spain                             | 2021 |
| Conference<br>Presentation | The Impact of Packaging Elements on<br>Consumer Buying Behavior in Food Industry              | The 36 <sup>th</sup> International Business<br>Information Management<br>Association Conference: pp<br>(9319-9329). Madrid, Spain    | 2020 |
|                            | The Effect of Culture and E-Word of Mouth on Customers' Attitude toward Facebook Advertising. | The 34 <sup>th</sup> International Business<br>Information<br>Management Association<br>Conference: pp (9319-9329).<br>Madrid, Spain | 2019 |
|                            | The Impact of Perceived Risk on Online<br>Purchase Intention in Jordan                        | The 34 <sup>th</sup> International Business<br>Information Management<br>Association Conference: pp<br>(5959-5966). Madrid, Spain    | 2019 |
| Book<br>Chapters           | The Impact of Artificial Intelligence on Jordanian Companies' Innovation Performances.        | Emerald Publishing Limited. 79-91  | 2025 |

|                   | Entrepreneurial Marketing: An Approach-Based Paradigm Shift to Marketing. The Effect of Information Technology on Business and Marketing Intelligence Systems, Vol. 1056, 1529-1557   | Springer  | 2023 |
|-------------------|---|---|------|
|                   | Governance Reform in Higher Education<br>Institutions in the Arab World: An Institutional<br>Initiative. 83-104   | Springer  | 2018 |
|                   | Motivation of Faculty Members in Jordanian Universities to Conduct Scientific Research  | Applied Science University                              | 2015 |
| Research<br>Grant | The Extent to which Ministries and Public Institutions. The Winners of King Abdullah II Award for Excellence on Government Performance and Transparency Achieve Culture of Excellence, from the Perspective of Employees and Clients. | Scientific Research Support<br>Fund, MHE. Amman, Jordan | 2014 |

## V. Professional Experience and Relevance

### A. Non-Academic Work Experience

List significant full-time non-academic employment, especially if relevant to your teaching and research.

| Company/Organization | Title/Role | Start<br>Date | End<br>Date | Key<br>Responsibilities/Achievements |
|----------------------|------------|---------------|-------------|--------------------------------------|
| Creative House       | GM         | 2001          | 2011        | Advertising Agency                   |

### **B.** Professional Engagement

| Activity                                  | Organization/Client   | Role/Nature of<br>Work | Dates (Start-<br>End) |
|---|---|------------------------|-----------------------|
| Professional<br>Association<br>Leadership | AACSB Middle East and North Africa Advisory<br>Council (MENAAC) | Member                 | [2015-2017]           |
| Board<br>Membership                       | Board of Trustees. Irbid University                             | Member                 | [2022-<br>present]    |

## VI. Service and Engagement

List your service contributions, distinguishing between internal (University/School) and external (Community/Societal) roles.

| Service Type | Committee/Role | Organization/Body | Dates (Start-<br>End) |
|--------------|----------------|-------------------|-----------------------|
|--------------|----------------|-------------------|-----------------------|

|                              | Dean  | King Talal School of<br>Business Technology,<br>PSUT | Sep. 2015-<br>Sep. 2017 |
|------------------------------|---|--|-------------------------|
|                              | Acting President  | Applied Science<br>University                        | 9/2012 –<br>7/2013      |
| University/School<br>Service | Vice President  | Applied Science<br>University                        | 8/2011 -<br>9/2014      |
|                              | Dean of Scientific Research & Graduate Studies.   | Applied Science<br>University                        | 9/2010 –<br>9/2014      |
|                              | Chairman of Marketing Dept  | Applied Science<br>University                        | 4/2001 -<br>8/2011      |
| Editorial Service            | The Jordan Journal of Applied<br>Science (Science and Humanities), the<br>Applied Science University. | Editor   | 9/2010-9/2014           |
|                              | Jordan Journal of Business<br>Administration (The University of<br>Jordan)                            | Board member   | 9/2012-9/2010           |
|                              | Wiley   | Reviewer   | 9/2025-Presen           |
|                              | Inderscience journals   | Reviewer   | 1/2025-Presen           |
|                              | Jordan Journal of Business<br>Administration  | Reviewer   | 9/2016-Preser           |
| Reviewer Activity            | Journal of Enterprising Communities   | Reviewer   | 8/2021-Preser           |
|                              | "Dirasat"- Human and Social Sciences.   | Reviewer   | 7/2020-Presen           |
|                              | International Business Research   | Reviewer   | 6/2014-Preser           |
|                              | Computers in Human Behavior   | Reviewer   | 8/2017-Preser           |
|                              |   |  |                         |