

Ghazi A Samawi, Ph.D., MBA,BA

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Personal Statement

Dr. Ghazi Samawi is an Associate Professor of International Business at the German Jordanian University. Dr. Samawi earned his PhD in International Business from the University of Salford, United Kingdom. He earned his Master's degree, MBA, from Coventry University, United Kingdom and earned his BSc from Applied Science University in Economics, Jordan. During the past years, Dr. Samawi gathered international knowledge and experience through the academic and career choices that he has pursued. Majoring in International Business, Dr. Samawi made sure to solidify the knowledge he has through worldwide lectures, trainings and consultations. Having started an early career in academics, Organizational Learning Center, he has been teaching at several renowned institutions.

Dr. Samawi has managed to obtain several local, regional and international certificates during his course of work. Moreover, he was headhunted to be a visiting professor in Institutions in Turkey and Germany. Dr. Samawi as well is an external examiner in a few Jordanian institutions. He has successfully participated in Scientific Conferences and many workshops internally and externally over the past years. Alongside, he has conducted research in variety of fields, all of which have qualified him to train in well-known institutions such as the (USAID) United states Agency for International Development, Konrad –Adenauer Stiftung (KAS) and others in different areas and scopes such as Total Quality Management, Management Communication, Innovation Management, and Strategic Management. Moreover Dr Samawi trained staff of different sectors including private and RMS (Royal medical services).

Academic Position and University

- April 2019 – Present – Associate Professor of International Business, Quality and Change Management.
- September 2010 to April 2019 – 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: Septmber 2002
Major Specialization: International Business

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

Other Certificates

- Export Auditor, Go Exporting, UK 2019.
- 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.
- Market –Driven Innovation Management / University of Leipzig Germany November 2011.
- Training of Trainers for Economic Information/ USAID Jordan 2010.
- Training of Trainers- Corporate Social Responsibility Blended Learning Course / inWent: Cairo 2010.

Languages

- Arabic: Tongue language.
- English: Fluent.
- French: Basic.

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 Globalization.
- OLC (Europe) Limited Organizational Learning Centre December (England) 2004-April 2008: Worked, as a consultant, with staff at OLC (Europe) Limited Organizational 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
- Organizational Development and Change (OD & Change)
- Business Contracting and Negotiation Management
- Principles of Management
- Total Quality Management (TQM)
- Organizational Behavior
- Consumer Behavior
- Marketing Principles
- Research Methodology
- Introduction to Macroeconomics

Graduate Programme

- International Business & Globalization
- Quality Philosophy and Tools
- International Marketing
- Research Methodology

Delivery and Teaching Methods

- Lecturing and Teaching
- Critical Thinking and Research
- Case Study and Brain Storming
- Virtual teaching

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/Internal Examiner Experiences/ Arbitration: 2010– Present

- Middle East University MEU-Jordan
- Arab Open University – Jordan
- Al-Balqa University- Jordan
- Graduate School of Business Administration (GSBA)/ German Jordanian University
- Yarmouk University-Jordan

Reviewing Experience

- International Journal of Emerging Markets, Emerald journals, reviewer.
- Journal of Decision making, Emerald journals, reviewer.
- Jordan Journal of Business Administration, reviewer.
- SAGE Open Journal, reviewer
- International Journal of Social Economics, reviewer

Coordination and foundations

- Mevlana Exchange Program Coordinator December 2013 – 2016. Izmir/ Turkey. Mevlana Exchange Program is a program, which aims to 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 center is a joint venture between the German Jordanian University and the Jordan Insurance Federation (JOIF).

Workshops Participations

- 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 German Academic Exchange Service 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.
- Road safety in the Arab countries: Challenges and Solutions. Jordan-Dead Sea, 18 & 19 October 2018

Training Experience

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

- Total Quality Management/ Management perception
- Business Contracting and incoterms
- Change Management
- Organizational 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, marketing plan, needs assessment, business planning and preparing quality manuals**).
- June – October, 2018: Training with Logismed Soft project/ European Logistics Association (ELA), topic: Management Skills and Business Principles- BP.

Research Achievements

- M.Akroush, G.Samawi, M.Mdanat,M.Zurikat (2019) “**Drivers of E-Loyalty in Online Recruitment: The Role of E-Service Quality, E-Satisfaction and E-Trust**”, Information Technology & People, (under review).
- Ghazi Samawi, Ismaiel Abushaikha, Loay Salhieh, Metri Mdanat and Abdelsalam Al-Rashid (2019) “**Aligning Business Strategic Priorities and Purchasing Practices in Industrial Firms: Evidence from an Emerging Economy**”, Theoretical Economics Letters, Vol. 9 No. 3.
- M.Akroush, G.Samawi, M.Mdanat,M.Zurikat Mamoun Akroush, Ghazi Samawi, Majdy Zuriekat, Metri Mdanat, Israa Affara, Shuhd Dawood (2019) “**A Comparison of Service Quality Dimensions in the Mobile Service Market: Evidence from Emerging Markets**”, Theoretical Economics Letters, Vol. 9 No. 2.
- T. Arabyat, M. Mdanat and G.Samawi (2019) “**Trade Openness, Inclusive Growth, and Inequality: Evidence from Jordan analysis**”, The Journal of developing areas, 54(1):121-133
- 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.
- 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.
- L Salhieh, 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.
- 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.

- Salhieh, L., Mdanat, M., Al-Shboul, M., Samawi, G., (2017) "**Transportation Landed Cost as a Barrier to Intra-regional Trade**". Journal of Borderlands Studies, Routledge.
- 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.
- 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
- Mamoun N. Akroush, Amjad A. Abu-EISamen, Ghazi A. Samawi, Abdelhadi L. Odetallah, (2013) "**Internal marketing and service quality in restaurants**", Marketing Intelligence & Planning, Vol. 31 Iss: 4, pp.304 – 336
- 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
- Intellectual Property, Trade and Investment: A Study of the Pharmaceutical Industry with Special Reference to Jordan (**PhD Thesis**).
- The Impact of Joining the WTO on the Jordanian Economy (**Master Dissertation**).