

**ALIA ALI MOHAMED HASSAN FARAG**

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Othman Ebn Afan St,  
Neighborhood 92/13,  
New Damietta, Egypt

**EDUCATION:**

- 2021 - **Doctor of Philosophy (Ph.D.) -** Mansoura,  
Expected **Business Administration** Egypt  
graduation Faculty of Commerce, Mansoura University.  
(2024)  
*Thesis title:* (The Mediating Role of Psychological Ownership in the Relationship Between Gameful Experience and Online Mobile Gaming Adoption).
- 2019 **Master of Science (MSc) -** Damietta,  
**Business Administration.** Egypt  
Faculty of Commerce, Damietta University  
*Thesis title:* “The Effect of Entrepreneurial Marketing on Marketing Performance in Small and Medium Size Companies in the Data Region.”
- 2013 **Bachelor of Commerce - Business Administration.** Cairo,  
Faculty of Commerce, Al-Azhar University Egypt

**ACADEMIC POSITIONS:**

- Feb. 2020 - Present **Assistant Lecturer** - Department of Management - Faculty of Business Administration - English Section - Horus University - Egypt (HUE)
- Sept 2018 – Jan. 2020 **Demonstrator** - Department of Management - Faculty of Business Administration - English Section - Horus University - Egypt (HUE)
- Sep 2015 – Sep 2016 **Demonstrator** – Department of Business Administration at the Workers University of Ras El-Bar

## NON-ACADEMIC EXPERIENCE:

- Sep. 2016 – 2018 **Office Director of president of Horus university- Member of international relations office - Horus University - Egypt (HUE).**
- Sep. 2022 Unit Now **An International Labor Organization (ILO) SIYB (Start and Improve your Business) Trainer.**

## PEER REVIEWED PUBLICATION:

- 1- Farag, A. (2019), “The Effect of Entrepreneurial Marketing on Marketing Performance in Small and Medium Size Companies in the Data Region”, **Journal of Financial and Business Research**, 2(20).

## TEACHING EXPERIENCE

University	Course Code	Course Title	Semester	Frequency of course	Hours /week
Horus University	MGMT.202	Production and Operations Management	Fall 2019 - Summer 2023	5	6
	ITBU.201	Computer Application (1)	Spring 2019 - Summer 2023	5	6
	MGMT.101	Principles of Management	Fall 2019 - fall 2023	4	4
	MGMT.302	Purchasing and inventory Management	Spring 2020 - Summer 2023	4	6
	MKTG.201	Principles of Marketing	Fall 2019 - Fall 2020	2	4
	MKTG.202	Marketing Management	Fall 2023	1	2
	MGMT.404	Quality Management	Spring 2020	1	2
	MGMT.403	Project Management	Fall 2020	1	2
	MGMT.102	Managing Organization Behavior	Spring 2022	1	4
	MATH.101	Mathematics of Finance	Spring 2018	1	4
	BUSI. 301	Business Research Methods	Fall 2021	1	2
	UMC.203	Information Technology	Spring 2018	1	4
	-----	Graduation Project (1)	Fall 2021 - Summer 2023	2	4
	-----	Graduation Project (2)	Spring 2021 - Summer 2023	2	4
Workers University	-----	ادارة الجودة الشاملة	2015	1	2
	-----	التخطيط الاستراتيجي	2015	1	2
	-----	بحوث تسويق	2015	1	2
	-----	اصول الادارة	Fall 2021	1	2

## ADMINISTRATIVE EXPERIENCE:

- Leading academic training sessions to help new faculty members and supporting staff to use software packages and other academic resources.
- Develop and administer assessment tools to evaluate specific learning objective at the course and program levels.
- Develop and update faculty of business website.

- Creating academic calendar and course schedules for the academic years between 2018/2019 – 2023/2024.
- Explanation of academic planning of the light load students for the academic advisors.
- Served as an academic advisor for 54 students (level 1 - 14 students; level 4 40 students).
- Served as a member of the international students' marketing committee at the university level.
- As required by the course coordinator or senior staff, I served as a mentor to enrolled students to provide feedback on their submitted work and projects.
- As required by the course coordinator or senior staff, I assist in grading student tests using a pre-defined marking criterion.
- In accordance with the needs of the course coordinator or senior staff, I make sure that the tools are in good working order and/or that the exercises and demonstrations are ready before the session begins.
- As needed, I participate in preparing Academic advising guidelines for current and new students.

### COURSES AND PROFESSIONAL CERTIFICATES:

Period	Name of institute	Official Event Title	Speakers
31.3.2018	Training and E-learning center – Horus University in Egypt	Absence system - Barcode	Eng. Ahmed Abousteet
5.3.2018		How to write a research proposal	Prof. Dr. Hussien Elsubbagh
26.2.2018		How to write a publishable article	
14.12.2017 7.12.2017		Word Skills workshop	Mr. Yasser Elsherbiny
2.10.2017		Contents of the course file	Prof. Dr. Shaza Hamad
26.9.2017		Credit hours system	Prof. Dr. Farag Abdelmonem
12.7.2017		PowerPoint skills	Dr. Lasheen Saad, MD
5.9.2023		New Registration system	Eng. Mohammed lotfy

### ACADEMIC COURSES:

Date	Location	Event Title	Speakers
7.12.2017 14.12.2017 21.12.2017	Training and E-learning center – Horus University in Egypt	Advanced MS word Workshop for Teaching Assistants	Mr. Yasser Elsherbiny College Administrator
12.7.2017		Advanced MS PowerPoint Workshop for Teaching Assistants	Dr. Lashin Saad Lashin, MD

13.10.2020		Business Research Methods	Prof. Dr. Abdelaziz Mekhaimer
7.7.2022		Research Skills	Prof. Dr. Ahmed El-Stouhi
4.8.2022		IETLS Preparation Workshops	Dr. Shaimaa Hassanin
19/21-9-2023		Self-evaluation of educational programs for the higher education institutes	DR. Reham Ezz
23/25-9-2023		Courses / programs specifications for the higher education institutions	DR. Khalaf eldeeb Othman
26/28-9-2023		Self-evaluation for the higher education institutions	DR. Talaat Mez

### ADDITIONAL SKILLS:

#### 1. Languages:

- **Arabic:** Mother tongue.
- **English:** Excellent in reading and writing - Excellent in speaking and translation.

#### 2. Computer skills:

- Excellent in Computer skills such as Windows, Microsoft Office, ASc Timetables.

### CONFERENCES AND WORK SHOPS:

Date	Location	Event Title	Speakers
12.8.2022	Training and E-learning center – Mansoura university	-Scientific Research Method - Effective Presentation Skills	Dr. Shaza Hemdan
12.12.2022 - 14.12.2022	Steigenberger Hotel	Conference “Egypt Entrepreneurship Summit 2022 – Digitizing Industry: Going Global ”	DR. Winslow Sargeant MR. Jonathan Ortman Prof. Manal Awad MR. Magdy Wahba
23.5.2023 – 26.5.2023	-American University in Egypt -Nile University -Arab Academy for Science,	Conference in Entrepreneurship	PROF.Sherif Kamel DR. Hala Barakat DR. Ghada Hafez PROF. Alaa Edris DR. Mohamed Abass

	Technology and Maritime Transport -Itida TIEC		Dr. Wael Eldesoky DR. Hossam Othman
28.3.2023	Horus University	Conference in Entrepreneurship	MR. Magdy Wahba

## VOLUNTEERISM:

Coordinating workshops for small project managers under the name Entrepreneurship from January 9, 2022, until knowledge.

## RECOMMENDATION RESOURCES

<i>Name</i>	<i>Job</i>	<i>Phone</i>
<b>Prof. Dr. Mohamed Mekhaimer</b>	<ul style="list-style-type: none"> <li>Assistant Professor of Finance, St. John Fisher University, Rochester, NY Email: <a href="mailto:mmekhaimer@sjf.edu">mmekhaimer@sjf.edu</a></li> </ul>	+15853096156
<b>Prof. Dr. Abdel Aziz Ali Hassan</b>	<ul style="list-style-type: none"> <li>Professor of Marketing and Head of Business Administration Department - Faculty of Commerce – English Section - Mansoura University</li> </ul>	01008398883
<b>Prof. Dr. Ahmed El-Stouhi</b>	<ul style="list-style-type: none"> <li>Associate Professor of Human Resources Department of Business Administration Faculty of Commerce – English Section Mansoura University</li> </ul>	01028373914
<b>Dr. Mohammed Hani</b>	<ul style="list-style-type: none"> <li>Lecturer of Business Administration Faculty of Commerce – English Section - Mansoura University</li> </ul>	01006746940

**Documentations would be furnished upon request.**