

Curriculum Vitae Template

Personal Information

Name	Firas Jamil Al-otoum
Academic Rank	Associate
Nationality	Jordanian
Address	Amman- Aljandweel
Contact Information	
Phone	0799270260
E-mail	Firas.otoum@iu.edu.jo
Research gate	https://www.researchgate.net/profile/Firas_Aloutoum
Google scholar	https://scholar.google.com/citations?hl=en&user=eoGZaGoAAAAI



Academic Qualification

Degree	Major	Awarding University	Duration		Country
			From	Year of Awarding	
PHD	Marketing	University west of Timisoara (SHANGA HAI&QS ranking)	2005	2008	Romania
Master Double major	Marketing	University west of Timisoara	2005	2005	Romania
BSC	Business administration	Yarmouk University	1992	1996	Jordan

Academic Experience

Duration (Years)	University	Position	Main Duties
2008-2010	University of Petra	Assistant.prof	Teaching
2010-2019	Isra university	Associated. prof	Teaching

Professional Experience

Duration (Years)	Institution	Job title	Main duties
1999-2004	Alqarni for general trading	manager	Manage all daily process, setting goals and strategy.

Training Courses

Course	Organizer	Date	Participant/ instructor	language
Mini MBA	Istanbul	2012	instructor	Arabic
Strategic Marketing plans	Istanbul	2013	instructor	Arabic
strategic planning and creativity	Morocco	2015	instructor	Arabic
Marketing of Banking sector	Oman	2017	instructor	Arabic
marketing operations for projects	Oman	2017	instructor	Arabic
Training diploma	Isra university/Jordan river academy	-2014 2016	instructor	Arabic

Publications

Paper title	Journal	ISSN	Vol.	Year	Country
The Role of Installment Buying Plans in Increasing the Impulse Buying Behavior among Jordanian House.	Macrothink institute. Journal of management research.	x899-1941	8	2014	USA
Antecedents of consumers Behavior towards Halal Food among Jordanian Customers: A structural Equation Modeling (SEM) Approach	Journal of Marketing and Consumer Research	2422-8451	12	2015	USA
Antecedents of Environmental Buying Behavior: Case of the Jordanian Market	International Journal of Business and Management	1833-3850	10	2015	CANADA
The role of balanced scorecard indicators in enhancing the marketing performance	European journal of business management	2222-1905	5	2015	USA
The relation of the decision support system and business process re – engineering	Advances in management & applied economics	7544-1792	3	2013	UK

FACTORS ASSOCIATED AFFECTING ORGANIZATION AGILITY ON PRODUCT DEVELOPMENT	International applied science	2076-734X	19	2011	USA
The relation of the decision support system and the business process Re-engineering.	Advance in Management and Applied Economic	1792-7544	3	2013	USA
Clothing Consumption Addictive Motives	Journal of Marketing Management	2333-6080	4	2016	USA

Books

Book Title	Publisher	Country	Edition	Year
Marketing in small enterprises	Dar qiada for publishing	Jordan	1	2014

Conference

Scope	Name	Organizer	Date	Country	Participation (attendance – participate)	Peer-Reviewed
International Conference of The Global Academy of Business and Economic Research	(GABER).	(GABER).	2014	USA	participate	– yes
Communication Institute of Greece	Communication Institute of Greece	ICCM	2015	GREECE	participate	yes
International conference for business administration	University of London Lc	LC conference	2016	UK	participate	yes
International conference for marketing		ICM	2016	Paris, France	participate	yes
International conference for economic and management		ICBE	2017	Venice, Italy	participate	yes

Research Interests

Professional Memberships

Member at Communication Institute of Greece
Certified Trainer from ilm, United Kingdom

Languages

ARABIC : Native

English: good command in English

Postgraduate Supervision

Title	supervisee

Honors/Awards

Best paper award	International Conference of The Global Academy of Business and Economic Research (GABER).Newyork, USA	2014
Certified trainer	Ilm, London, UK	2015
Shield of excellence in Training	Jordan River for training, optimal company for training	2011-2017