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| **`Personal Information** | | | | | | | | | | |  | | | | | | | | | | |
| Name | | Fairs M. Fouad | | | | | | | | |
| Nationality | | Iraqi | | | | | | | | |
| Date of Birth | | 05/08/1967 | | | | | | | | |
| Place of Birth | | Ninawa | | | | | | | | | Marital Status | | Married | | | | | | |  | | | | |
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| Home Address  **(Permanent Address)** | | | Duho / University Village | | | | | | | | Mobile No. | | | | 00964 750 704 2779 | | | | | | | |
|  | | | | **Education** | | | | | | | | | | | | | | | | | | | | |
| Degree | | | | | Bachelor | | | Master | | | | | | Ph.D. | | | | | Scientific Title | | | | | |
| University Name | | | | | Mosul University | | | Duhok University | | | | | | Duhok University | | | | | Assistant Professor | | | | | |
| Country | | | | | Iraq | | | Iraq | | | | | | Iraq | | | | |
| Date of obtaining degree (Day/Month/Year) | | | | | **1989** | | | **2010** | | | | | | **2019** | | | | |  | | | | | |
| Bachelor **(Major /Specialization)** | | | | | | | | Administration | | | | | | | | | | Industrial Management | | | | | | |
| Master **(Major / Specialization)** | | | | | | | | Business Administration | | | | | | | | | | Marketing Management | | | | | | |
| Ph.d. **(Major/Specialization)** | | | | | | | | Business Administration | | | | | | | | | | Marketing Management | | | | | | |
| **Title of Master Thesis** | | | | | | | | The role of marketing processes based on knowledge in marketing performance: an explorative study of opinions of a selected sample of mineral water producing factories managers in Kurdistan region – Iraq | | | | | | | | | |  | | | | | | |
| **Title of PhD. Dissertation** | | | | | | | | The Modified Role of Marketing Communications Integration in the Influencing Relationship of Core Competencies in Entrepreneurial Orientation: Exploratory Study of the views of a sample of Managers of Five and Four- Star Hotels in the Kurdistan Region – Iraq. | | | | | | | | | |  | | | | | | |
|  | | | | **Experience in University of Duhok- Iraq** | | | | | | | | | | | | | | | | | | | | |
| From  D/M/Y | To  D/M/Y | | | | | |  | | Position /Title | | | | | | | | Nature of work | | | | | | |
| 1994 | 1997 | | | | | |  | | Student Affairs Director | | | | | | | | Manager | | | | | | |
| 1998 | 2012 | | | | | |  | | Director of Human Resources & Researcher | | | | | | | | Director | | | | | | |
| 2013 | 2015 | | | | | |  | | Director of Institutional Research Center | | | | | | | | Director | | | | | | |
| 2020 | present | | | | | |  | | Head of Tourism & Hotels Management Department | | | | | | | | Head of department | | | | | | |
|  | | | | **Courses Taught** | | | | | | | | | | | | | | | | | | | |
|  | | | | Marketing Management / Bachelor | | | | | | | | | | | | | | | | | | | |
|  | | | | Industrial Management/ Bachelor | | | | | | | | | | | | | | | | | | | |
|  | | | | Principles of management and accounting/ Bachelor | | | | | | | | | | | | | | | | | | | |
|  | | | | International Business/ Bachelor | | | | | | | | | | | | | | | | | | | |
|  | | | | Strategic management/ Bachelor | | | | | | | | | | | | | | | | | | | |
|  | | | | Scientific discussions/ Bachelor | | | | | | | | | | | | | | | | | | | |
|  | | | | Tourism Organization management/ Bachelor | | | | | | | | | | | | | | | | | | | |
|  | | | | Marketing Management/ Masters | | | | | | | | | | | | | | | | | | | |
|  | | | | Management and Organization/ Masters | | | | | | | | | | | | | | | | | | | |
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|  | | | | **Activities** | | | | | | | | | | | | | | | | | | | |
| **Scientific Research Published** | | | | | | | | | |  | | | | | | **Journal /Institution** | | | | | **No. and Volume/Year** | | |
| Investing in customer relationship management is contemporary marketing trend. | | | | | | | | | |  | | | | | | Al- Qadisiyah journal of Administration and Economic Sciences. | | | | | No. 2, Vol. 17 | | |
| Diagnosing the extent of availability of comprehensive marketing knowledge dimensions in service organization An exploratory study of the views of a sample of commercial bank managers in the city of Duhok. | | | | | | | | | |  | | | | | | Journal of the College of Management and Economic of Administration Economic, Financial Studies, University of Babylon. | | | | | No. 2, Vol. 7 | | |
| Diagnosing the reality of integrated marketing communication in service organizations An exploratory study of the opinions of a sample of Korek Telecom employees. | | | | | | | | | |  | | | | | | Al-Ghary journal of Economic and Administration Sciences. | | | | | No. 4, Vol. 15 | | |
| Diagnosing the extent of availability of core capacity dimensions in hotel organization An exploratory study of the opinions of number of five-star hotel managers in the Kurdistan Region. | | | | | | | | | |  | | | | | | Journal of Economic Studies. | | | | | No.38 | | |
| Marketing through social networking site Facebook and its role in developing consumer awareness An exploratory study of the views of a sample of durable goods consumer in the city center of Duhok. | | | | | | | | | |  | | | | | | Academic journal of Nowruz University. | | | | | No. 1, Vol. 10 | | |
| A study of the reality and components of marketing intelligence in tourism organization An exploratory study to conduct a sample of managers in five- star hotels in the Kurdistan Region. | | | | | | | | | |  | | | | | | Sura Man Ra a Journal. | | | | | No. 66 | | |
| **Conferences** | | | | | | | | | |  | | | | | | **University-City** | | | | | **Year** | | |
| A workshop on strategic planning held by the University of Dohuk, Duhok Governorate, Ministry of Planning and Naseem Al-Amal Organization. | | | | | | | | | |  | | | | | | Duhok- Duhok | | | | | 2007 | | |
| A workshop to modernize the public sector in Iraq in Dohuk, held by the Ministry of Planning in the Kurdistan Region - Iraq and Dohuk Governorate. | | | | | | | | | |  | | | | | | Duhok- | | | | | 2013 | | |
| A workshop for the modernization of the public sector in Iraq, Erbil, held by the Ministry of Planning in the Kurdistan Region – Iraq. | | | | | | | | | |  | | | | | | Irbil | | | | | 2013 | | |
| Conference on the Role of Democratic Changes in Turkey on the Post-ISIS Kurdish Issue, held by the Center for Democracy in Law School, University of Duhok | | | | | | | | | |  | | | | | | Duhok- | | | | | 2015 | | |
| A workshop on ways to eliminate administrative corruption held by the College of Administration and Economics / University of Duhok . | | | | | | | | | |  | | | | | | Duhok- | | | | | 2017 | | |
| A workshop on a strong Kurdistan that needs a strong government established by the Cultural and Social Center / University of Duhok by participating in a working paper entitled Unemployment, Causes and Treatments. | | | | | | | | | |  | | | | | | Duhok- Duhok- | | | | | 2018 | | |
| Seminar entitled the role of Kurdish parliamentarians in the relationship between Erbil and Baghdad, Cultural and Social Center. | | | | | | | | | |  | | | | | | Duhok- Duhok- | | | | | 2019 | | |
| Presenting a working paper entitled The Role of Tourism Marketing in Attracting Tourists at the symposium held by the General Directorate of Tourism in Duhok Governorate / Rixos Hotel.  Duhok, the capital of the Kurdistan Region - Iraq: a future vision / 2020 established by the General Directorate of Tourism and the University of Dohuk / Conference Hall | | | | | | | | | |  | | | | | | Duhok | | | | | 2019 | | |
|  | | | | **Subjects Teaching** | | | | | | | | | | | | | | | | | | | |
|  | | | |  | | | | | | | | | | | | | | | | | | | |
|  | | | | **Computer Skills** | | | | | | | | | | | | | | | | | | | |
| Software  / Program | | | | | |  | | | | | | Level | | | | | | | | | | | |
| Microsoft word | | | | | |  | | | | | | Good | | | | | | | | | | | |
| Excel | | | | | |  | | | | | | Good | | | | | | | | | | | |
|  | | | | **Language Skills** | | | | | | | | | | | | | | | | | | | |
| Language | | | | | |  | | | | | | Level | | | | | | | | | | | |
| Kurdish and Arabic | | | | | |  | | | | | | Good | | | | | | | | | | | |
| English | | | | | |  | | | | | | Good | | | | | | | | | | | |
| Other | | | | | |  | | | | | |  | | | | | | | | | | | |