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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 |   |
|  | **Contact Information** |
| E-mail |  | E-mail |  faris.fouad@uod.ac |
| 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**  |
| FromD/M/Y | ToD/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 |
|  |  |
|  |  |
|  | **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  |  |  |