

Navid Mollae

PhD in Management
MBA (Strategic Management)

Personal Details

Nationality: Iranian **Date of Birth:** 22 September 1983
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Teaching & Lecturing Experience

Fall 2012 - Present **Tehran Institute of Technology** (Iran) – Business Department
Sales, CRM and Consumer Behavior - for DBA and MBA students

Spring 2018 - Present **Shahid Beheshti University** (Iran) – MBA Department
Consumer Behavior, CRM - for special courses trainees and MBA students

Summer 2014 - Present **Business Training Center of Institute for Trade Studies and Research** (Iran)
Consumer Behavior, Marketing Psychology and CRM - for marketing trainees

Summer 2013 - Present **University of Applied Science and Technology** (Iran)
Strategic Thinking and Specialized English - for BA students

Spring 2014 - 2016 **University of Tehran** (Iran) - Faculty of Economics
Consumer Behavior and Marketing English - for MBA students

Winter 2014 - 2016 **Mahan Higher Education Institute** (Iran) - PhD Department
Neuro-Marketing and Consumer Behavior - for PhD candidates

Winter 2008 - 2017 **Mobin Higher Education Institute** (Iran)
Microeconomics, Mathematics, Specialized English for Marketing and MBA,
Fundamentals of Human Resources Management, Management theories,
Managerial Economics, Strategic Management and for **M. A.** degree candidates

Fall. 2008 to Fall 2012 **GMAT** (Graduate Management Admission Test) for **MBA** and **PhD** candidates.

Teaching Assistantships:

Spring 2007 Teaching assistant of Professor Dr. A. M. Tehranchian in Mathematics, spring semester, faculty of economics, Mazandaran University

Research Activities

A. Research Interests and University Seminars

- *Benchmarking* (definition, different types of benchmarking and their effects and specifications).
- *Evidence Based Management* (different aspects of EBM, its concept and specifications)
- *The Ethical Dimension of Project Management* (Ethics theories and code of conduct for Project management)

- *A Postmodern View on Strategic HRM* (linking the concept of strategy to Human Resource Management)
- *Evaluating the Main Policies and Implications on After-Sales Services* (the role and importance of after-sales services in car producers)
- *World Trade Organization as Symbol of Globalization* (the principles of WTO and Globalization effect on Iran Economy)
- *Shell Strategies, the 1st ranked in Fortune Ranking 2009* (Explanation of Shell strategies, its values, responsibilities as a leading brand)

B. Selected Projects

- Marketing and strategy plan project for Saipa Diesel Co. at Persia Media Co.
- Developing software specifications for planning, executing and evaluating digital marketing campaigns and designing CRM, named PayamGostar at Septa Co.

Books:

- **Mollaee, N.**, Hakimifar, N., *Translation of Paradox of Choice*, Commercial Printing & Publishing Company, ISBN: 978-964-468-659-7, *Tehran, Iran.* (2018)
- **Mollaee, N.**, Kandi, M., *Holdings and Optimum Structure for Privatization in Petrochemical Industry*, Sokhanvaran publication, ISBN: 978-600-383-051-6, *Tehran, Iran.* (2018)
- **Mollaee, N.**, Rezaei, N., *Customer Behaviorology in Modern Marketing*, Dibagaran publication, ISBN: 978-600-124-738-5, *Tehran, Iran.* (2017)
- **Mollaee, N.**, Bakhshmand, A., *Translation of predictive Marketing*, by Omer Artun & Dominique Levin, Dibagaran publication, ISBN: 978-600-124-777-4, *Tehran, Iran.* (2017)
- **Mollaee, N.**, Kordestani, N., *Translation of A framework for marketing management*, by Philip Kotler & Kevin Keller, Dibagaran publication, ISBN: 978-600-124-714-9, *Tehran, Iran.* (2017)
- **Mollaee, N.**, *M.B.A Admission Test Book*, Specialized and general English comprehensive answers, Modarresan -e- Sharif institute publication, *Tehran, Iran.* (2008)
- Budrillard J., *Post Modernism*, Edited by **Mollaee, N.**, Rasesh publication, *Ahwaz, Iran.* (2006)

Conference Papers Publication and Selected Presentations:

- *Parenting Style for Petrochemical Holdings: Evidence from Iranian Petrochemical Holding Companies*; accepted at spring Conference of University of Riverside, *Los Angles, USA.*(2011)
- *E-commerce Adoption Impediments in Iran: The Strategic Role of Firms in EC Deployment*; accepted at the ICEBMM 2011: International Conference on Economics, Business Management and Marketing, *Paris, France.* (2011)
- *Organizational Ethics Modelling Based on Ethical Practice in Public Life: A Benchmark Approach*; accepted at 2nd Global Conference: Ethics and Public Life, *Salzburg, Austria.*(2010)
- *Global Warming; Consequences on Human Activities & Water Resources*; published at International Meeting on Health and Environment (IMHE), *Rome, Italy.* (2009)

- *New Policy for Reduction of GHG Emission in Developing Countries: Feasibility Study on Application of Biofuels and Their Environmental Performance*; published at 6th International Conference on Innovation and Management (ICIM), São Paulo, Brazil. (2009)
- *Developing a Benchmark Approach to a Successful Change in Firms Strategies*; presented and published at IAMB international conference, Istanbul, Turkey. (2009)
- *Promotion of Upward Safe Behaviour, An Essential Step in Successful Implementation of HSE Culture*; presented and published at IASK international conference (Global Management), Seville, Spain. (2009)
- *New Method for Effective Benchmarking in Health, Safety & Environmental Management*; accepted at Environment seminar, Abu Dhabi, United Arab Emirates. (2009)
- *Conforming Benchmarking to Project Management*; presented and published at 5th International Conference on Innovation and Management, Maastricht, Netherlands. (2008)
- *Successful Project Management*; presented and published at 1st HSE Engineering National Student Conference, Abadan, Iran. (2006)

Journal Papers:

- **Mollaee, N.,** Kandi, M., E-Commerce Adoption Impediments in Iran; The Strategic Role of Firms in EC Deployment, *International Journal of academic research (ISSN 2075-4124)*, Vol. 7, No. 1, January 2015. (ISI Indexed)
- **Mollaee, N.,** & Ashrafi, V., Evidence-based management vantage point, *Journal of Management Value & Ethics (ISSN 2249-9512)*, Vol. 3, No. 3, pp. 5-22.
- **Mollaee, N.,** Kandi, M., & Damroudi, M., Development in BSC Strategy: A Benchmark Approach, *Journal of Forum Scientiae Oeconomia (ISSN 2300-5947)*, Vol. 1, No. 1, pp. 112-126.

Professional Affiliations and Memberships

A. Keynote Speech / Invited Talks

- **Invited Keynote Speaker**, GLAFAD-International Conference on Good Governance, Conflict Resolution, Decentralisation and Socio-economic Development, Johannesburg, **South Africa**.
- **Invited Keynote Speaker**, the Global Symposium on Social Science (IBSSS 2014), Phuket, **Thailand**.
- **Invited Keynote Speaker**, International conference on Management and Engineering (ETEEEM 2014), Guangzhou, **China**.
- **Invited Keynote Speaker**, National Seminar on Customer Relationship Management and New Methods in Market Leadership, Mashhad, **Iran**.
- **Invited Keynote Speaker**, National Seminar on Modern Management, IRIB Conference Hall, Tehran, **Iran**.
- **Invited Keynote Speaker**, 8th International Conference on Advances in Social Sciences (ICASS 2015), Istanbul, **Turkey**.
- **Invited Keynote Speaker**, National Seminar on Personnel Management and Business Leadership, Mashhad, **Iran**.

B. Conference

- **Technical Committee Member**, 3rd International Conference on Marketing, Business and Trade (ICMBT 2018), San Diego, **USA**.

- **Committee Member**, *2nd International Conference on Education, Management and Systems Engineering (EMSE2017)*, Beijing, **China**.
- **Technical Committee Member**, *7th International Conference on History and Society Development (ICHSD 2017)*, **Honk Kong**.
- **International Scientific Committee Member**, *International 4th International Conference on Advanced Education Technology and Management Science (AETMS2017)*, Shenzhen, **China**.
- **Technical Committee Member**, *International Conference on History and Society Development (ICHSD 2016)*, Tokyo, **Japan**.
- **Editorial Board Member**, *International Conference on Advances in Management, Economics and Social Science (MES 2015)*, Rome, **Italy**.
- **International Advisory Panel**, *International Conference on Business, Management, Tourism and Hospitality (BIZMATOUR 2015)*, Melaka, **Malaysia**.
- **Advisory Board Member**, *Asia Conference on Economics & Business Research (ACEB 2015)*, **Singapore**.
- **International Committee Member**, *International Academic Conference on Social Sciences and Management (IACSSM 2015)*, Okinawa, **Japan**
- **Reviewer**, *International Convention on Learning, Design, and Technology, Association for Educational Communication and Technology (ACET 2014)*, Florida, **USA**.
- **Technical Committee Member**, *International Conference on e-Education, e-Business and Information Management (ICEE 2014)*, Shanghai, **China**.
- **International Program Committee Member**, *International Conference on Education Technologies and Computers (ICETC 2014)*, Lodz, **Poland**.
- **Technical Program Committee Member**, *International Conference on E-Education, E-Business, E-Management and E-learning (IC4E 2014)*, Nirjuli, **India**.
- **International Committee Member**, *International Symposium on Business, Banking, Marketing and Economy (ISBBME 2014)*, Singapore, **Singapore**.
- **Technical Committee Member**, *International Conference on Advanced Education Reform and Management Innovation (AERMI 2014)*, Tianjin, **China**.
- **Editorial Review Board Member & Reviewer**, *International Conference on European Integration - New Challenges (EINCO 2014)*, University of Oradea, Bihor, **Romania**.
- **Technical Program Committee Member**, *International Conference on Advances in Economics, Management and Social Study (EMS 2014)*, Kuala Lumpur, **Malaysia**.
- **Technical Committee Member**, *International Conference on Information, Business and Education Technology (ICIBET 2014)*, Beijing, **China**.
- **Editorial Board Member**, *International Conference on Advances in Management, Economics and Social Science (MES 2014)*, Rome, **Italy**.
- **International Committee Member**, *International Conference on Decision Sciences and Management (ICDSM 2014)*, Istanbul, **Turkey**.
- **Advisory Board Member**, *Asia Conference on Economics & Business Research (ACEB 2014)*, **Singapore**.
- **International Committee Member**, *International Conference on Social Sciences (ICSS 2014)*, Chengdu, **China**.
- **International Committee Member**, *International Conference on Business Strategy and Organizational Behaviour (ICBSOB 2014)*, **Singapore**.

- **Technical Program Committee Member**, *International Bio-metrics & Smart Government Conference (IBMSGGS 2014)*, Dubai, **UAE**.
- **Technical Committee Member & Reviewer**, *International Conference on System Engineering and Management Science (ICSEMS 2014)*, Beijing, **China**.
- **Editorial Board Member**, *International Conference of Materials, Methods and Technologies (MMT2014)*, Burgas, **Bulgaria**.
- **Session Chair**, *International Conference on Industrial Engineering and Operations Management (2014 IEOM)*, Bali, **Indonesia**.
- **International Committee Member**, *International Conference on E-Management and E-Education (EMEE 2014)*, Beijing, **China**.
- **Reviewer**, *2013 National Communication Association Annual Convention*, Association for Business Communication, Washington, D.C., **USA**.
- **Technical Committee Member & Reviewer**, *3rd International Conference on Information Communication and Management (ICICM2013)*, Paris, **France**.
- **Reviewer**, *2013 Annual Meeting of the Society for Business Ethics (SBE 2013)*, Florida, **USA**.
- **Reviewer**, *User Experience Design Conference (UX Australia 2013)*, Melbourne, **Australia**.
- **Technical Committee Member & Reviewer**, *IEEE Conference on e-Learning, e-Management and e-Services (IC3e 2013)*, Sarawak, **Malaysia**.
- **Technical Committee Member & Reviewer**, *3rd International Conference on Human Resource Management Professional Development for the Digital Age (HRM&PD 2013)*, **Singapore**.
- **Technical Committee Member & Reviewer**, *5th IEEE International Conference on Computational Intelligence, Communication systems and networks (CICSyN 2013)*, Madrid, **Spain**.
- **International Committee Member**, *International Conference on E-Business and E-Education (ICEE 2013)*, Shanghai, **China**.
- **Editorial Review Board Member & Reviewer**, *International Conference on European Integration - New Challenges (EINCO 2013)*, University of Oradea, Bihor, **Romania**.
- **Technical Committee Member & Reviewer**, *IEEE Symposium on Humanities, Science & Engineering Research (SHUSER 2013)*, Penang, **Malaysia**.
- **International Committee Member**, *International Symposium on Management and Social Science 2013 (ISMSS 2013)*, Beijing, **China**.
- **Scientific Committee Member**, *International Conference Tradition and reform, 2nd edition, Social reconstruction of Europe*, Bucharest, **Romania**.
- **International Committee Member & Reviewer**, *the second International Conference on E-Learning and E-Technologies in Education (ICEEE 2013)*, Technical University of Lodz, **Poland**.
- **International Committee Member**, *International Conference on Decision Sciences and Management (ICDSM 2013)*, Bangalore, **India**.
- **International Committee Member**, *International Symposium on Business, Banking, Marketing and Economy (ISBBME 2013)*, Taipei, **Taiwan**.
- **International Scientific Committee Member & Reviewer**, *International Conference Logos Universality Mentality Education Novelty (LUMEN 2013)*, Petre Andrei University of Iasi, **Romania**.
- **International Committee Member**, *International Conference on Information, Business and Education Technology (ICIBET 2013)*, Beijing, **China**.

- **Technical Committee Member & Reviewer**, *IEEE Symposium on Business, Engineering & Industrial Applications (ISBEIA 2013)*, Kuching, **Malaysia**.
- **Program Committee Member & Reviewer**, *International Conference on E-Technologies and Business on the Web (EBW 2013)*, University of the Thai Chamber of Commerce, Bangkok, **Thailand**.
- **Program Committee Member**, *International Conference on e-Education, e-Business and Information Management (ICEBIM 2013)*, Beijing, **China**.
- **Program Committee Member & Reviewer**, *IEEE AFRICON - Sustainable Engineering for A Better Future (AFRICON 2013)*, **Mauritius**.
- **Reviewer**, *Colloquium of Administrative Science and Technology (CoAST 2013)*, Kuching, **Malaysia**.
- **Academic Committee & Review Board Member**, *Paris International Congress of Humanities and Social Sciences Research 2012*, Paris, **France**.
- **Technical Committee Member**, *Proceedings of the National Conference on Information Technology and Computer Science (CITCS 2012)*, Lanzhou, **China**.
- **Scientific Committee Member**, *IASK International Conference (GM 2010)*, Oviedo, **Spain**.
- **Chairperson**, Marketing Management session, *International Academy of Management and Business (IAMB- Fall 2009) conference*, Istanbul, **Turkey**.

C. Journals

- **Review Board**, *American Journal of Industrial and Business Management*, ISSN Print: 2164-5167, **USA**.
- **Reviewer**, *Journal of Management Development*, ISSN: 0262-1711, Emerald Group Publishing Limited, **United Kingdom**.
- **Scientific Council**, *Quarterly Scientific Journal of Forum Scientiae Oeconomia*, ISSN: 2300-5947, Academy of Business in Dąbrowa Górnicza, **Poland**.
- **Editorial Board**, *Science Journal of Business and Management*, ISSN: 2331-0626, **USA**.
- **Editorial Board**, *Athens Journal of Business & Economics*, ISSN: 2241-794X, **Greece**.
- **Editorial Board**, *Scholedge International Journal of Management & Development*, ISSN: 2394-3378, **India**.
- **Editorial Board**, *International Journal of Business and Management Study*, ISSN: 2372-3955, **USA**.
- **Editorial Board**, *International Journal of Creativity and Business innovation*, ISSN: 2351-6186, **Lithuania**.
- **Editorial Board**, *Journal of Human Resource Management*, ISSN: 2331-0707, **USA**.
- **Editorial Board**, *International Journal of Social Science and Human Behavior Study*, **USA**.
- **Editorial Board**, *International Journal of Engineering Sciences Paradigms and Researches (IJESPR)*, ISSN: 2319-6564, **India**.
- **Editorial Board**, *International Journal of Multidisciplinary Education Research*, **USA**.
- **Editorial Board**, *IJMRS's International Journal of Engineering Sciences*, ISSN: 2277-9698, **India**.
- **Editorial Board**, *International Journal of Engineering, Management, Humanities and Social Sciences Paradigms (IJEMHS)*, ISSN: 2347-6017, **India**.
- **Editorial Board**, *International Journal for Small and Medium Enterprises*, ISSN: 2278-3164, **India**.
- **Editorial Board**, *International Journal of Accounting & Management Education, Research & Practice*, University of Cordilleras, **Philippines**.

- **Reviewer**, *Journal of Virtual Worlds Research*, ISSN: 1941-8477, **USA**.
- **Reviewer**, *International Journal of Business Management & Research*, ISSN: 2249-8036, **India**.
- **Reviewer**, *Quarterly Journal of Research in Electronic Commerce Frontiers*, ISSN Print: 2330-1821, **USA**.
- **Guest Reviewer**, *iBusiness quarterly journal*, ISSN Print: 2150-4075, **USA**.
- **Guest Reviewer**, *Journal of Human Resource and, Sustainability Studies*, Scientific Research Pub., **USA**.
- **Guest Reviewer**, *Open Journal of Leadership*, ISSN Print: 2167-7743, **USA**.
- **Guest Reviewer**, *Journal of Smart Grid and Renewable Energy*, ISSN Print: 2151-4844, **USA**.
- **Guest Reviewer**, *Journal of Technology and Investment*, ISSN Print: 2150-4059, **USA**.

D. Other Memberships

- **Expert Reviewer**, CRDF Global - an organization for international scientific and technical collaboration, Arlington, Virginia, USA.
- **International Board Advisory & Scientific Consultant**, Lumen Research Centre in Social and Humanistic Sciences, Iasi, Romania.
- **Research Agency member / member** of the Conference Master Resources, Selangor, Malaysia. **Scientific Board**, Institution for Engineering Research and Publications (IFERP), India.
- **Social Sciences Committee Member**, Creative Research and Consulting (CRC) community, Thailand.
- **Member**, Scientific and Technical Committee and Editorial Review Board on Humanities and Social Sciences - World Academy of Science, Engineering & Technology (WASET).
- **Founder & Head**, MBA scientific council, University of Science and Culture, Iran.
- **Member**, International Association of Iranian Managers.
- **Member**, Strategic Management Society (SMS).
- **Member**, Society of Petroleum Engineers (SPE).
- **Member**, IRSPRC Society - Iranian Society for Protecting the Rights of Children.
- **Member**, MAHAK Charity Organization - Society to Support Children from Cancer.
- **Editorial Board Member**, university magazines and journals such as *Dr. Oil*, *Sho'le*, *Rouyesh*, *Vajeh*, *Ghalam* (Petroleum University of technology).
- **Head**, students' council at Petroleum University of Technology, Abadan, for 15 months.
- **Member**, Abadan Institute of Technology (AIT) alumni association.

Honors and Awards

- Best Lecturer (Years 2013 & 2014), Mobin Higher Education Institute.
- Best Lecturer (Years 2015 - 2017), Business Training Center of Institute for Trade Studies and Research.
- Awarded 15days trip with the most talented students and best professors of Iranian universities, Mecca, Saudi Arabia.

Language Proficiency:

Persian (Native),

English (Speaker and Lecturer),

French (Basic Learner)

Computer Literacy:

Operating Systems: DOS, Windows 95/98/2000/ME/XP/Vista/Seven/Eight/10

General Software Packages: MS Office, MS Visio, Microsoft Project,

Professional Software Packages: LINDO (OR), LINGO (OR), Vensim (SD)

Hobbies

Swimming, Ping-Pong, Reading Psychology books.

References: Available upon request.