

CURRICULUM VITAE

Personal Information

<i>First name \Middle name \Surname</i>	Alaa Dawoud Zayed	
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	Namra Street Behind Hebron Hospital P. O. Box: 248 Hebron, West Bank, Palestine	Al-Quds Open University Faculty of Administrative and Economic Sciences Dura Branch Dura, Hebron, West Bank, Palestine
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<i>E-mail</i>	a0zayed@gmail.com	azayed@qou.edu
<i>Marital Status</i>	Married	
<i>Nationality</i>	Palestinian	
<i>Date of birth</i>	12 of April, 1982	

Work Experiences

- Date* **September, 2011 - Present**
Occupation Faculty Member
Employer Faculty of Administrative & Economic Sciences, Al-Quds Open University, Dura Branch.
Address Hebron, West Bank, Palestine.
Duties Teach science courses assigned, develop and prepare of scientific materials and study plans for courses that achieve educational goals. Develop educational strategies to suit the different needs of students. Use of technological education and teaching skills to raise the level of benefit to the student. Supervise on students' projects.
- Date* **February, 2011 - 2013**
Occupation Part Time Instructor
Employer Hebron University
Address Hebron, West Bank, Palestine.
Duties Teach science courses assigned, develop and prepare of scientific materials and study plans for courses that achieve educational goals
- Date* **February, 2010 - 2018**
Occupation Part Time Instructor
Employer Palestine Polytechnic University
Address Hebron, West Bank, Palestine.
Duties Teach science courses assigned, develop and prepare of scientific materials and study plans for courses that achieve educational goals, supervise on students' projects
- Date* **September, 2009 - February, 2010**
Occupation Teaching & Research Assistant
Employer Palestine Polytechnic University
Address Hebron, West Bank, Palestine.
Duties Discuss tutorials Lessons & seminars, analyze cases studies & teach some business topics. Make some researches. Monitor students' projects

Academic Qualifications

- Date** October, 2008 - July, 2009
Qualification M. Sc., Business Economics & Management
Institution Business Economics & Management Department, Mediterranean Agronomic Institute of Chania (MAICh), Chania, Crete, Greece.
- Date** October, 2007 - June, 2008
Qualification DSPU, Business Economics & Management
Institution Business Economics & Management Department, Mediterranean Agronomic Institute of Chania (MAICh), Chania, Crete, Greece.
- Date** September, 2002 - January, 2006
Qualification B.A, Contemporary Business Administration
Institution College of Administrative Science and Informatics, Palestine Polytechnic University (PPU), Hebron, West Bank, Palestine.
- Date** September, 1999 - June, 2000
Qualification Tawjihi Certificate, scientific field
Institution AL-Hussein bin Ali school, Hebron, West Bank, Palestine.

Training Courses have been Taught

- Date** Sep 10, 2018 – Oct 10, 2018
Course Taught Business Plan
Period 25 hours
Organization SPARK, a Foundation from the Netherlands
- Date** Sep 1, 2017 - Feb 1, 2018
Course Taught Entrepreneurship, Life skills training, business communications, marketing, customer service, business fundamentals, sales techniques
Period 60 hours
Organization Continuing Education Department, Palestine Polytechnic University
- Date** Jan 15, 2017 - Feb 2, 2017
Course Taught Business model canvas
Period 15 hours
Organization IT Center of Excellence, Palestine Polytechnic University
- Date** April 25, 2014 - May 5, 2014
Course Taught Business Model Canvas
Period 10 hours
Organization IT Center of Excellence, Palestine Polytechnic University
- Date** February 28 , 2013 - March 10, 2013
Course Taught Entrepreneurship & Business Model
Period 10 hours
Organization IT Center of Excellence, Palestine Polytechnic University

Training Courses have been Taught

- Date** April 12, 2013 - May 2, 2013
Course Taught Management Processes
Period 18 hours
Organization IT Center of Excellence, Palestine Polytechnic University
- Date** June 26, 2013 - July 20, 2013
Course Taught Entrepreneurship & Business Plan
Period 20 hours
Organization IT Center of Excellence, Palestine Polytechnic University
- Date** February 15, 2012- March 3, 2012
Course Taught Project Management
Period 25 hours
Organization IT Center of Excellence, Palestine Polytechnic University
- Date** April 22, 2012 – May 12, 2012
Course Taught Entrepreneurship & Business Plan
Period 20 hours
Organization IT Center of Excellence, Palestine Polytechnic University
- Date** September 14, 2012 - October 1, 2012
Course Taught Leadership & Creativity
Period 20 hours
Organization Career Development & Entrepreneurship Center, Palestine Polytechnic University
- Date** August 8, 2011- September 25, 2011
Course Taught Business Plan writing & Entrepreneurship
Period 40 hours
Organization IT Center of Excellence, Palestine Polytechnic University
- Date** June 4, 2011- July 30, 2011
Course Taught Business Plan writing & Entrepreneurship
Period 40 hours
Organization IT Center of Excellence, Palestine Polytechnic University

Workshops & Seminars

- Date** Sep, 2012 – Aug 2018
Subjects Implemented many workshops and seminars in contemporary business issues and social science such as:
1. Economic indicators and monitoring and evaluation tools.
 2. Electronic marketing.
 3. Health sector as government companies.
 4. Banking awareness.
 5. Health administration specialization reality in Palestine.
 6. Training is imperative for the society development.
 7. Leadership & Creativity.
 8. Business Model Canvas.
- Organization** Al-Quds Open University, Dura Branch.

Training & Special Courses Passed

Date May 1, 2011 - June 1, 2011

Subject TOT (Training of Trainers) Business Plan writing & Entrepreneurship

Period 40 Hours

Organization Birzet university, project implemented by Najjad Zeenni Information Technology Center of Excellence and funded by Spark.

Location Birzet, Ramallah, West bank, Palestine.

Content Training of trainer full course, entrepreneurship and business plan writing.

Date Jul 1, 2011 - Aug 1, 2011

Subject Technology commercialization

Period 20 Hours

Organization Birzet university, project implemented by Najjad Zeenni Information Technology Center of Excellence and funded by Spark.

Location Birzet, Ramallah, West bank, Palestine.

Content Technology entrepreneurship & innovation, technology marketing, business models' generations and technology entrepreneurship financing.

Date Jul 1, 2007 - Aug 9, 2007

Subject Employment Generation Program

Period 192 Hours

Organization Palestine Trade Center (Paltrade), Palestinian Enterprises Development (PED) project implemented by Development Alternatives Inc. (DAI) and funded by the United States Agency for International Development (USAID).

Location Galaxy Information System, Ramallah, West bank, Palestine.

Content Project management, computer skills training, business communications, marketing, export and import procedures, customer service, business fundamentals, sales techniques and forecasting, labor law and business ethics and Business etiquette.

Date Nov 28, 2005 - Nov 30, 2005

Subject Cost & Profitability Workshop

Period 24 hours

Organization Conduct by the Palestinian Enterprises Development (PED) project funded by the United States Agency for International Development (USAID) and implemented by Development Alternatives Inc (DAI).

Location Bethlehem, West bank, Palestine.

Content The importance and core concepts of accounting. Profit and cost analysis. How to use the financial statements and other information, to set objectives, make appropriate decisions and improve the financial situation.

Date Aug 20, 2005 - Aug 27, 2005

Subject Preparing Managers for Election Advertisement

Period 18 hours

Organization Palestinian Center for Mass Communication & Palestinian Youth Club Center

Location Hebron, West Bank, Palestine.

Content The efficiency of public relation and the mass media on the elections camping and advertisement successes.

Research Projects

2009 Zayed, A. & Pitsoulis, "Implementation of a Branch & Bound Algorithm to Solve Binary Integer Optimization Problems", M. Sc. Thesis, Department of Business Economics and Management, Mediterranean Agronomic Institute of Chania, Greece.

Books

Title Binary Integer Optimization Problems
Sub-title Implementation of a Branch and Bound Algorithm to Solve Binary Integer Optimization Problems
Links <https://www.lap-publishing.com/catalog/details/store/gb/book/978-3-8443-8892-3/binary-integer-optimization-problems?locale=gb>

Memberships

2008 _ 2009 Member of MAICh students council in charge of president, Mediterranean Agronomic Institute of chania (MAICh), Chania, Crete, Greece.

2018 _ 2019 Member of the Economic Council, Dura Municipality, Dura, West Bank, Palestine.

Skills & Competences

Mother tongue languages Arabic
English: pretty well in listening, reading, writing and speaking.
Computer Skills Programming languages: (Pascal, Turbo C, C++ and Visual Basic). Microsoft office (Word, Excel, Access, PowerPoint and outlook). Good command of computer skills.

Skills & Competences

Special Skills Excellent communication and interpersonal skills. Analytic, problems solving skills and good research skills. Working both as an individual and as one of teamwork. I am reliable innovational, and quick to learn. Working under job pressure. Adapting with change directly and dealing with multinational environment.

Driving license Valid Driving license.

References

Name Dr. Feryal Amro
Occupation Faculty Member, Al Quds Open University
Address Dura, Hebron, West Bank, Palestine
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Name Mr. Abedel Munem Maraqa
Occupation Faculty Member, Al Quds Open University
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Name Dr. Akram Ihshish
Occupation Head of Administrative Sciences Department, Palestine Polytechnic University
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