

Name: Luma Majid Hameed Mozan

Place of residence: Baghdad

Place and date of birth: Baghdad - Rusafa (5/12/1986)

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Qualification

have a **Bachelor of Science degree** in Industrial Management, with a rate of (93.75), in the **first sequence**, from the College of Administration and Economics / University of Baghdad in 2008.

have a **Master of Science degree** in Industrial Management at a rate of (83.30) with a specialization in (Marketing Management) from the College of Administration and Economics / University of Baghdad in 2011.

Title of the thesis (**industrial market segmentation and its impact on targeting the market - an analytical descriptive study of the views of a sample of industrial companies in Iraq**)

have a **PhD in Business Administration** with a specialization in (Strategic Management) from the College of Business Studies / Sudan University of Science and Technology in 2019.

Thesis title (**the mediating role of strategic vigilance in the relationship between competitive intelligence and entrepreneurial performance - a field study of some of the private colleges in Iraq**)

Experience

I worked as an **external lecturer** at the College of Administration and Economics / University of Baghdad in the departments of business administration and industrial management of materials (supply management - marketing management) 2011-2012

I worked as a **teacher at Al-Mamoun University College** / Department of Business Administration for the years 2012-2021 and taught subjects (principles of business administration - supply management - quality and environment management - history of administrative thought - project management)

I worked as a **teacher at Imam Jaafar Al-Sadiq University** / College of Administrative and Financial Sciences / Department of Business Administration for the years 2021-2023 and taught subjects (strategic management - principles of business administration)

I held the position of **Secretary of the Council of the College** of Administrative and Financial Sciences / Imam Jaafar Al-Sadiq University.

I held the position of **Advisor to the President of Imam Jaafar Al-Sadiq University** for Administrative Development.

training courses

Course name	training place
Teaching methods	Ibn Rushd College of Education / Continuing Education Unit
Teaching methods and testing validity	Al-Nahrain University / Continuing Education Center
Computer course for scientific promotions	Ibn Rushd College of Education / Continuing Education Unit
Arabic safety course	Iraqi University / Center for Development and Continuing Education
Classroom management skills course	Al-Mamoun University College
Modern teaching strategies course	Al-Mamoun University College
Professional training to apply the vocabulary of blended learning	Al-Mamoun University College

Training lectures that I have provided

Developing the skills of middle management for the employees of the Ministry of Labor and Social Affairs
ISO 9001 standards for administrators at Imam Jaafar Al-Sadiq University

scientific promotions

I have an academic promotion to the rank of teacher from the University of Baghdad on 12/9/2016

Published research

- **Customer Relationship Management and its Impact on Achieving Strategic Success: An Exploratory Study at Al-Mamoun University College**

Publisher: Al-Mamoun University College

- **Segmentation of the industrial market and its impact on targeting the market: a descriptive analytical study on a sample of industrial companies in Iraq**

Publisher: University of Baghdad - College of Administration and Economics

- **Green marketing and its impact on the environment**

Publisher: Al-Mamoun University College

- **The relationship between the intensity of competition and total quality management: an exploratory study of the opinions of a sample of managers in some governmental and private hospitals in Baghdad.**

Publisher: Baghdad College of Economic Sciences

- **Measuring the level of banking performance according to the requirements of total quality management and electronic marketing: an exploratory study in a sample of private banks**

Publisher: University of Baghdad - College of Administration and Economics

- **The relationship between competitive intelligence and entrepreneurial performance by mediating strategic vigilance: a field study of a sample of private colleges in Iraq.**

Publisher: Higher Institute for Financial and Accounting Studies

▪ **The Impact of Job Satisfaction in Achieving Strategic Agility through the Mediating Role of Knowledge Sharing**

Publisher: Webology

Researches published in Scopus

▪ **Organizational health between theory and practice field research in the General Company for Petroleum Products**

Publisher: Emerald publishing Limited

▪ **Employees Retention Strategy and its Impact on Organizational Memory: An Exploratory Research for the opinion of Faculty Members at Private Colleges on Baghdad**

Publisher: RICHTMANN publishing

literature

Marketing Management Book - Strategies, Concepts and Case Studies for the year 2022

Conferences

I participated in the third international scientific conference of the Iraqi Academics Union for Humanities and Social Sciences on the tenth and eleventh of March 2023 with a research titled (E-learning in Iraq from Defensive to supportive Strategies: Facts and Obstacles)