



Tarbiat Modares University

Sayed Hamid Khodadad Hosseini- PhD



Curriculum Vitae

Personal Information

Name: Seyed Hamid Khodadad Hosseini, Ph.D.

Academic Rank: Full Professor of Business Management

Affiliation: Faculty of Management & Economics, Tarbiat Modares University (TMU)

Address: Tehran, Iran | P.O. Box: 14155-337

Email: Khodadad@modares.ac.ir

Educational Background

Degree	University	Field of Study	Year of Graduation
Bachelor's Degree	Allameh Tabataba'i University Iran	Industrial Management	1988
Master's Degree	University of Tehran, Iran	Business Administration	1991
Doctoral Degree (Ph.D.)	Royal Melbourne Institute of Technology (RMIT University), Australia	Business Administration	1996

Academic Executive & Institutional Governance

Academic Executive Appointments

- Vice President for Planning, Monitoring, and Information Technology, Tarbiat Modares University (2022–2024)
- Dean, Faculty of Management and Economics, Tarbiat Modares University (2009–2023)
- Founding Dean, Faculty of Management and Economics, Tarbiat Modares University (2007–2009)
- Vice Dean for Academic Affairs, Faculty of Humanities, Tarbiat Modares University (2007–2009)
- Head, Department of Business Management, Tarbiat Modares University (2023–Present)
- Head, Department of Management, Tarbiat Modares University (2003–2007)
- Research & Development Centers
- Director, Entrepreneurship Center, Tarbiat Modares University (2003–2020)
- Director, Center for Management and Technology Development Studies (Affiliated with Tarbiat Modares University) (2001–2009)

Strategic Governance & Oversight Committees

- Chair, Board of Trustees, Rahbord-e Shomal Higher Education Institute (2025–Present)
- Member, Board of Trustees, Institute for Management and Planning Studies (2021–2025)
- Member, Standing Commission of the Board of Trustees, Tarbiat Modares University (2022–2025)
- Member, Promotion Committee (Board of Trustees), Higher Education and Research Institutes Affiliated with the Judiciary (2025–Present)
- Member, University Promotion Board, Tarbiat Modares University (2006–2012)
- Member, Steering and Oversight Council for University Ranking and Excellence Initiative, Tarbiat Modares University (2021–Present)
- Member, Productivity Committee, Tarbiat Modares University (2024–Present)
- Representative, Executive Recruitment Board, Faculty of Management and Economics, Tarbiat Modares University (2024–Present)
- Advisor, Science and Technology Park, Tarbiat Modares University (2021–2024)

Conference Chairmanship & Scientific Governance

- Conference Chair, *International Management Conference* (Consecutive editions):
- 21st Conference (2025) – Alzahra University
- 20th Conference (2023) – University of Tehran
- 19th Conference (2022) – Tarbiat Modares University
- 18th Conference (2021) – Allameh Tabataba'i University
- 17th Conference (2021) – Shahid Beheshti University

- 16th Conference (2019) – Shahid Beheshti University
- 15th Conference (2018) – Tarbiat Modares University
- Chair of the Policy Council, 3rd International Conference on Industrial Marketing Management (2025).
- Scientific Secretary, National Conference on Employment and the Higher Education System (2005 & 2007).

Advisory & Executive Expertise

- National Representative, Asian Productivity Organization (APO) (2013–2014).
- Strategic Advisor to the CEO, Export Development Bank of Iran (EDBI).
- Economic & Commercial Consultant, SAIPA Yadak Company.
- Chair of the Scientific Committee, Management, Economics & Accounting | Farabi International Festival (Multiple Years).
- Member of the Steering Council, Education & Human Resources Development | Supreme Audit Court of Iran (2016–2021).
- Member of the Research Council, Shahr Bank (2016–2019).

Editorial Leadership (Scientific Journals)

- Editor-in-Chief, Management Research in Iran (Since 2022).

Editorial Board Member of leading peer-reviewed journals, including:

- Management Research in Iran (Since 2007)
- Business Strategies (Since 2011)
- Strategic Management Journal (Since 2015)
- Business Management Studies (Since 2008)
- Journal of Business Management Outlook (Since 2008)
- International Journal of Humanities (Since 2003)
- Entrepreneurship Development (Since 2010)
- Iranian Journal of Management Sciences (Since 2011)

Philanthropy & Social Responsibility

- Vice President, Tarbiat Modares University Foundation of Benefactors and Supporters (Since 2023).
- Board Member, *Hagh-e Ma'loom* Charity Foundation | Tarbiat Modares University.

Research Interests and Areas of Study

- Strategic Management
- Marketing and Market Management
- Industrial Policy
- Organizational Structure and Business Process Reengineering (BPR)
- Research Methodology

Authored and Translated Books

- Strategic Management and Planning: A Comprehensive Approach (Revised & Expanded). *Saffar Publications, Tehran* (5th Edition, 2020).
- E-Business: A Managerial Approach. *SAMT Publications, Tehran* (4th Edition, 2017).
- Ten Selected World Entrepreneurs: Life Stories and Experiences. *Homay-e Danesh Publications* (2009).
- Advertising: From Theory to Practice. *Negah-e Danesh Publications* (2nd Edition, 2018).
- Marketing Excellence: Conceptualization, Modeling, Criteria, and Assessment Methods. *Industrial Management Institute (IMI), Tehran* (2013).
- Comprehensive Brand Management: Schools of Thought, Valuation, and National Brand Development (Authored & Translated). *Cultural Studies Publications* (5th Edition, 2021).
- Brand Management with a Planning Approach. *Negah-e Danesh Publications* (6th Edition, 2022).
- Learning Economy. *Imam Ali University Press* (2015).
- Rethinking Digital Strategy: Leading in Digital Transformation (Translation). *Negah-e Danesh Publications* (2021).
- Continuous Strategy: Creating Continuous Customer Relationships for Competitive Advantage (Translation). *Commercial Printing and Publishing Co.* (2024).

Selected Applied Research and Consulting Projects

1. Development of the Strategic Transformation Document for Iran's Higher Education System — *Project Director*
2. Development of the National Strategic Document for Countering Biological Threats — *Project Director*
3. Development of the National Science and Technology Policy Document — *Team Leader*
4. Development of the Strategic Plan for the National Institute of Genetic Engineering and Biotechnology — *Project Director*

5. Development of the National Mining Sector Strategy — *Deputy Project Director and Head of the Methodology and Project Integration Committee*
6. Design and Development of the Comprehensive Plan for Sarmayeh Bank, including foresight studies, strategic planning, marketing, and competitive advantage — *Project Director*
7. Comprehensive Planning for Sepahan Battery Industrial Group, including organizational diagnosis, optimization, and the design and formulation of national and international strategic plans — *Project Director*
8. Strategic Marketing Plan for Bank Melli Iran — *Project Director*
9. Strategic Planning for Tarbiat Modares University — *Project Director*
10. Design and Development of the Strategy for Ghavamini-NAJA Interest-Free Loan and Savings Fund — *Project Executive*
11. Design and Implementation of the Strategic Planning Process at the Statistical Center of Iran — *Project Director*
12. Development of the Strategic Plan for the Statistical Center of Iran — *Project Director*
13. Development of the Strategic Plan for Bank Sepah — *Project Director*
14. Project for Enhancing the Social Status of Government Employees — *Principal Collaborator*
15. Selection of Talented University Students for Management Skills Training — *Principal Collaborator*
16. Redesign of the Organizational Structure and Operational Processes of the Ministry of Foreign Affairs — *Team Leader*
17. Redesign of the Organizational Structure and Operational Processes of the Ministry of Labour and Social Affairs — *Team Leader*
18. Comparative Study of International Experiences in Public-Private Partnerships (PPPs) for Freeway Construction — *Project Director*
19. Comprehensive Project for Improving the Human Resources Management System of the General Directorate of Financial Affairs and Warehouses, Islamic Republic of Iran Railways — *Team Leader*
20. Performance Evaluation of Government Agencies and Design of an Optimized Performance Management System — *Team Leader*
21. Design of Support Centers for Creativity, Innovation, and Inventions for Creative Individuals and Small Industrial Enterprises (Business Incubators) — *Project Director*
22. Redesign of the Organizational Structure and Operational Processes of the Central Headquarters of the Foundation of the Oppressed and Disabled Veterans of the Islamic Revolution — *Project Director*
23. Design of the Macro-Organizational Structure of the Ministry of Roads and Transportation — *Project Director*
24. Development of Performance Evaluation Indicators for the Law Enforcement Command of the Islamic Republic of Iran (NAJA) — *Team Leader*
25. Development of National Applied Scientific Education Programs — *Project Executive*
26. Redesign of the Organizational Structure and Processes of the Civil Aviation Organization and the Airports Company of Iran — *Project Director*
27. Redesign of the Processes of the Basijian Interest-Free Loan Fund — *Project Director*
28. Redesign of the Macro-Level Structure and Processes of Khuzestan Regional Electric Power Company — *Project Director*

29. Organizational Diagnosis of the Structure and Processes of Bank Maskan — *Project Director*
30. Design of the Detailed Organizational Structure and Processes of Iran Power Grid Company — *Project Director*
31. Redesign of the Organizational Structure and Processes of Tejarat Bank — *Project Director*
32. Implementation of the Productivity Management System (Management Cycle) at the General Directorate of the Ministry of Cooperatives — *Project Executive*
33. Implementation of the Productivity Management System (Management Cycle) at the General Directorate of the National Organization for Registration of Deeds and Properties — *Project Executive*
34. Implementation of the Productivity Management System (Management Cycle) at the General Directorate of the Ministry of Roads and Transportation — *Project Executive*
35. Study of the Challenges Facing Managers in the Southern Oil-Rich Regions — *Consultant and Supervisor*
36. Analysis of the Current State of Iran's Transportation Sector in Crisis Management — *Supervisor*
37. Green Productivity Project at the National Iranian Gas Company — *Consultant*
38. Redesign of Administrative and Operational Processes at Tarbiat Modares University — *Project Director*
39. Investigation of Pricing Mechanisms in Electronic Markets and Their Influencing Factors — *Project Director*
40. Assessment of Agricultural Bank's Brand Strength and Development of Improvement Strategies — *Project Director*
41. Redesign of the Processes of the Executive Headquarters of Imam Khomeini's Order — *Project Director*
42. Redesign of the Processes of the معاونت‌های آموزش، پژوهش و فناوری [Deputies for Education, Research, and Technology] at the Ministry of Science, Research and Technology — *Project Director*
43. Business Process Reengineering and Organizational Structure Redesign for the Organization of Properties and Assets — *Project Supervisor*
44. Redesign of the Organizational Structure of the South Pars Gas Complex — *Project Supervisor*
45. Identification of the Entrepreneurial Marketing Mix in Entrepreneurial Enterprises within the Food Industry — *Project Director*
46. Development of a Productivity Enhancement Management Program for Iran's Administrative System — *Project Director*
47. Redesign of the Macro-Organizational Structure of Tarbiat Modares University (2022) — *Project Director*

Peer-Reviewed Research Articles (Iranian Journals – in Persian)

2026

- Analyzing the Role and Status of Artificial Intelligence Ecosystem Stakeholders in the Iranian Automotive Industry. *Journal of Research in Iran's Management*, Vol. 6, No. 2, Summer 2026, pp. 157–180. (in Persian)
- Designing a Conceptual Model for Innovative Business with an Internationalization Approach (Case Study: Afghanistan's Dried Fruit Industry). *Business Management Journal*, Vol. 18, No. 1, 2026, pp. 1–23. (in Persian)
- Analyzing Artificial Intelligence in the Automotive Industry: Bibliometric Analysis, Systematic Review, and Future Research Horizons. *Journal of New Approaches in Management and Marketing*, Vol. 5, No. 1, Spring 2026, pp. 45–77. (in Persian)
- Designing a Process Model for Business Development in Engineering, Procurement, and Construction (EPC) Companies in the Iranian Downstream Oil and Gas Industry. *Iranian Journal of Trade Studies*, Vol. 30, No. 119, Summer 2026, pp. 47–78. (in Persian)

2025

- The Role of Data-Driven Analysis and Artificial Intelligence in Enhancing Decision Making and Corporate Marketing Capabilities. *New Researches in Decision Making*, Vol. 10, No. 3, Autumn 2025, pp. 57–85. (in Persian)
- Critical Realism and Consumption Transformations: Mechanisms of Purchase Decline with Interdisciplinary Implications. *Consumer Behavior Studies*, Vol. 12, No. 4, 2025, pp. 214–233. (in Persian)
- Bibliometric Mapping of Customer Experience and Artificial Intelligence. *Scientometrics Research Journal*, Vol. 11, No. 2, Autumn/Winter 2025, pp. 91–114. (in Persian)
- Designing a Model for Competitive Resilience (Case Study: Southern Free Trade Zones). *Strategic Management Researches*, Vol. 31, No. 97, Summer 2025, pp. 43–84. (in Persian)
- Presenting a Behavior-Based Startup Lifecycle Model Using Meta-Synthesis. *Journal of Transformation Management Research*, No. 1, Spring/Summer 2025, pp. 1–33. (in Persian)
- The Role of Utilitarian and Hedonic Product Information on Customer Engagement in Online Retailing. *Journal of Management Development and Transformation*, No. 61, Spring 2025, pp. 17–27. (in Persian)
- Scientific Mapping of Customer Experience in the Capital Market during the Coronavirus Epidemic. *Public Service Marketing Quarterly*, No. 2, Summer 2025, pp. 118–134. (in Persian)
- Investigating Factors Affecting the Actual Use of Smart Digital Marketing Technology. *Executive Management Research Journal*, Vol. 17, No. 33, September 2025, pp. 7–40. (in Persian)

- Designing a Fuzzy Inference System Model for Selecting Social Customer Relationship Management Strategies (Case Study: Insurance Industry). *New Researches in Decision Making*, Vol. 10, No. 1, Spring 2025, pp. 67–95. (in Persian)
- A Model for the Adoption of Social Customer Relationship Management in Insurance Companies. *Business Management Explorations*, Vol. 16, No. 37, 2025, pp. 165–185. (in Persian)
- Identifying and Prioritizing Determinants in Financial and Investment Decisions (Case Study: Generation Z Investors). *Business Management Perspective*, Vol. 23, No. 60, March 2025, pp. 136–161. (in Persian)
- Customers' Lived Experience of Product Search Channels and Online Purchase Motivations. *Consumer Behavior Studies*, Vol. 11, No. 3, Autumn 2025, pp. 111–133. (in Persian)

2024

- Analyzing the Role and Position of AI Ecosystem Stakeholders in the Iranian Automotive Industry. *Research in Management in Iran*, Vol. 28, No. 4, January 2024, pp. 136–167. (in Persian)
- The Impact of Strategic Thinking on Digital Marketing Excellence in Banking via Social Media and Innovation Climate. *Business Management Explorations*, Vol. 16, No. 37, Autumn 2024, pp. 148–164. (in Persian)
- Analyzing Structural Components of Decision Making Based on the Thoughts of Jalal al-Din Muhammad Rumi. *New Researches in Decision Making*, Vol. 9, No. 4, Winter 2024, pp. 1–31. (in Persian)
- Analytical Review of Scientific Production on Financial Literacy and Approaches to Improving Customer Experience in the Capital Market with a Scientometric Approach. *Financial Engineering and Securities*, Vol. 15, No. 60, Autumn 2024, pp. 1–30. (in Persian)
- Analyzing Contextual Components of Decision Making Based on the Thoughts of Jalal al-Din Muhammad Rumi. *Interdisciplinary Research in Persian Language and Literature*, Vol. 3, New Series, No. 1, Spring/Summer 2024, pp. 1–25. (in Persian)
- Integrating Business Ecosystem Lifecycle Strategy. *Strategic Management Studies*, Vol. 15, No. 57, Spring 2024, pp. 21–54. (in Persian)
- Designing a Digital Marketing Excellence Model (Case Study: Commercial Banking). *Business Management*, Vol. 16, No. 61, Autumn 2024, pp. 596–617. (in Persian)
- Analyzing Verbal and Visual Features of Products Offered in Online Stores. *Marketing Management*, No. 64, Autumn 2024, pp. 47–66. (in Persian)
- Providing a Scale for Measuring Product Search Channels Based on Hedonic and Utilitarian Buying Characteristics. *Business Strategies*, Vol. 20, No. 21, September 2024, pp. 99–116. (in Persian)
- Integrating Business Ecosystem Lifecycle Strategy. *Strategic Management Studies*, Vol. 15, No. 57, April 2024, pp. 21–54. (in Persian)

2023

- Factors Determining B2B Seller Performance in the Food Industry Based on the Service Ecosystem Perspective. *Executive Management Research Journal*, Vol. 15, No. 29, Spring/Summer 2023, pp. 166–200. (in Persian)
- An Analysis of the Relationship between Brand Feminine/Masculine Personality and Customer-Based Brand Equity on Instagram Pages of Fast-Moving Consumer Goods. *New Marketing Research*, Vol. 13, No. 1, No. 48, Spring 2023, pp. 73–88. (in Persian)
- Designing an Integrated Model of Startup Failure Factors and Providing Entrepreneurial Strategies for Failure Avoidance. *Entrepreneurship Development*, Vol. 16, No. 2, 2023, pp. 112–128. (in Persian)
- Investigating Strategic Robustness of Businesses Active in Iran's Smart Agriculture Sector. *Research in Management in Iran*, Vol. 27, No. 1, Spring 2023, pp. 116–129. (in Persian)
- Explaining the Process Role of Organizational Management in Implementing Innovative Strategic Changes: A Systematic Review. *Business Management*, Vol. 15, No. 2, 2023, pp. 217–247. (in Persian)
- Analyzing the Lived Experience of the Concept of Touch in Buying Product Categories from Physical and Online Stores. *Smart Business Management Studies*, Vol. 12, No. 4, Autumn 2023, pp. 93–139. (in Persian)
- Understanding the Methodological Foundations of Strategic Decision Making Based on Methodological Implications of the Holy Quran (with Surah Al-Anfal Example). *Organizational Culture Management*, 2023. (in Persian)
- Explaining Ecosystem Characteristics Using Meta-Synthesis. *Business Management*, No. 60, Winter 2023, pp. 208–229. (in Persian)
- Identifying Verbal and Visual Features of Online Store Platforms Based on Customers' Lived Experience. *Business Management Explorations*, No. 33, Autumn 2023, pp. 230–262. (in Persian)
- Analyzing Strategic Approaches to Development and Innovation in Iran's Smart Agriculture Sector Using the SIMUS Method. *Organizational Resource Management Researches*, Vol. 13, No. 2, Summer 2023, pp. 105–138. (in Persian)
- Explaining the Role of the Concept of Touch in Customer Buying Behavior in Physical and Online Stores. *Management Development and Transformation*, No. 55, Winter 2023, p. 2. (in Persian)
- The Impact of Customer Temperamental Personality Traits and Product Mental Engagement on Post-Purchase Cognitive Dissonance. *New Marketing Research*, Vol. 13, No. 4, Winter 2023, pp. 27–50. (in Persian)
- Brand Personality Quality: From Bold Brand Personality to Brand Personality Disorder. *Brand Management*, Vol. 10, No. 4, Winter 2023, pp. 67–124. (in Persian)
- Validation of the Brand Citizenship Behavior Development Model among Medical Tourism Personnel. *Health System Management Strategies*, Vol. 8, No. 3, Autumn 2023, pp. 276–292. (in Persian)
- Identifying Dimensions of Brand Excellence with a Thematic Analysis Approach (Case Study: Fast-Moving Consumer Goods Industry). *Business Management Perspective*, Vol. 22, No. 53, Spring 2023, pp. 13–48. (in Persian)

- Identifying and Conceptualizing Drivers of Digital Transformation Strategic Decision Making in Iran's Clothing Retail Organizations. *Research in Management in Iran*, Vol. 27, No. 4, Winter 2023, pp. 59–88. (in Persian)

2022

- Identifying and Prioritizing Factors Affecting the Internationalization of Companies Active in Raw Material Extraction (Case Study: Stone Industry). *International Business Management*, Vol. 5, No. 3, Autumn 2022, pp. 33–48. (in Persian)
- Designing a Model for Developing Brand Citizenship Behavior in Medical Tourism. *Hospital Quarterly*, Vol. 21, No. 3, Autumn 2022, pp. 20–33. (in Persian)
- A Systematic Review of the Role of Organizational Design Dimensions in Implementing Strategic Changes. *Strategic Management Thought*, Vol. 16, No. 1, Spring 2022, pp. 79–128. (in Persian)
- Moderating Role of Open Innovation in the Impact of Website Attractiveness on Customer Behavioral Intentions. *Creativity and Innovation in Humanities*, Vol. 12, No. 2, Autumn 2022, pp. 51–84. (in Persian)
- The Impact of Tourists on Physical Health and Social Welfare in the Historical Town of Masuleh. *Interdisciplinary Studies in Marketing Management*, Vol. 1, No. 2, Autumn 2022, pp. 16–27. (in Persian)
- Sustainable Business Model (SBM) and Networking: A Systematic Review. *Strategic Management Thought*, Vol. 16, No. 4, Winter 2022, pp. 137–166. (in Persian)

2021

- Systematic Literature Review: Comparative Comparison of Purchase Motivation Studies. *Research in Management in Iran*, Vol. 25, No. 1, Spring 2021, pp. 117–135. (in Persian)
- Identifying and Conceptualizing Drivers of Strategic Thinking. *Interdisciplinary Studies of Strategic Knowledge*, Vol. 11, No. 42, Spring 2021, pp. 291–318. (in Persian)
- Identifying and Conceptualizing Drivers of Strategic Thinking. *Interdisciplinary Studies of Strategic Knowledge*, Vol. 11, No. 42, Spring 2021, pp. 291–318. (in Persian)
- Designing an Innovation Excellence Model in Banking Institutions of the I.R. of Iran with a Mixed Approach. *Journal of Innovation Management in Defense Organizations*, Vol. 2, No. 4, 2021, pp. 37–51. (in Persian)
- Modeling Diversification Strategy in Iranian Private Multi-Business Companies. *Business Management*, Vol. 13, No. 1, 2021, pp. 42–65. (in Persian)
- Explaining the Comprehensive Model of Organizational Strategic Transformation in Military Organizations. *Command and Control*, Vol. 5, No. 4, Winter 2021, pp. 60–78. (in Persian)
- Explaining Critical Success Factors in the Supply Chain of Top Pharmaceutical Distribution Companies in Iran Using a Mixed Method. *Research in Management in Iran*, Vol. 25, No. 4, Winter 2021, pp. 159–180. (in Persian)
- Conceptualizing the Decline of Generation Z Purchase from the Perspective of Constructivism Theory. *New Marketing Research*, Vol. 11, No. 4, Winter 2021, pp. 21–34. (in Persian)

- Understanding the Ontological Foundations of Strategic Decision Making from the Perspective of the Quran based on Surah Al-Anfal. *Strategic Management Thought*, Vol. 15, No. 2, Autumn/Winter 2021, pp. 1–44. (in Persian)
- Designing a Product Lifecycle Prediction Model with a Thermodynamic Approach. *New Researches in Decision Making*, Vol. 6, No. 3, Autumn 2021, pp. 79–101. (in Persian)
- Pathology of Brand Studies in Iran with a Focus on the Brand Loyalty Variable: A Meta-Synthesis Approach. *Business Management*, Vol. 13, No. 4, 2021, pp. 887–909. (in Persian)
- Designing an Innovation Management Excellence Model in Banking Institutions of the I.R. of Iran with a Mixed Approach. *Journal of Innovation Management in Defense Organizations*, Vol. 4, No. 14, Winter 2021, pp. 85–114. (in Persian)

2020

- The Impact of Entrepreneurial Marketing Positioning on the Sustainability of Knowledge-Based Companies with an Emphasis on Strategic Renovation. *Entrepreneurship Development*, Vol. 13, No. 3, Autumn 2020, pp. 421–440. (in Persian)
- Designing a Model for Ambidextrous Strategic Learning in Khatam al-Anbia Air Defense Base. *Marine Sciences Education Quarterly*, Vol. 7, No. 2, 2020, pp. 460–480. (in Persian)
- Convergence in Multidimensional Inter-Sectoral and Inter-Organizational Approaches in Performance Evaluation Research: A Systematic Review of B2B Sales Literature. *Business Management*, Vol. 12, No. 2, Summer 2020, pp. 285–314. (in Persian)
- Modeling Diversification Strategy in Iranian Private Multi-Business Companies. *Business Management*, Vol. 13, No. 1, 2020, pp. 42–65. (in Persian)
- Application of Linear Physical Planning in Optimizing Fuzzy Quality Function Deployment. *Research in Operations in Its Applications*, Vol. 17, No. 1, Spring 2020, pp. 1–23. (in Persian)
- Designing a Model for Domestic Product Preference Considering the Role of Consumer Consciousness in the Iranian Beverage Industry. *Consumer Behavior Studies*, Vol. 7, No. 1, 2020, pp. 105–129. (in Persian)
- Investigating Customer Communication Satisfaction. *Management Development and Transformation*, No. 40, 2020, pp. 9–15. (in Persian)
- Designing and Explaining the Consequences of Competitive Collaboration for Market Entry in the Information Technology Industry. *Smart Business Management Studies*, Vol. 9, No. 34, 2020, pp. 137–166. (in Persian)
- Investigating the Effect of Brand Image on Conspicuous Consumption: Considering the Mediating Role of Purchase Values, Purchase Intention, and the Moderating Role of Gender (Case Study: Novin Charm Company). *Brand Management*, Vol. 7, No. 4, 2020, pp. 55–88. (in Persian)
- Explaining the Concept of Ambidextrous Strategic Learning in Khatam al-Anbia Air Defense Base. *Command and Control*, Vol. 3, No. 4, 2020, pp. 92–107. (in Persian)
- Conceptualizing Business Model Adaptation and Its Environmental Drivers in Iran's Information and Communication Technology Industry. *Business Management Perspective*, Vol. 19, No. 41 (Serial No. 74), Spring 2020, pp. 13–37. (in Persian)

- A Meta-Synthesis of Business Models in Smart Cities. *Urban Management Journal*, No. 61, 2020, pp. 7–26. (in Persian)
- The Nature of Entrepreneurial Ethics in Iranian Small and Medium-Sized Enterprises: An Islamic Foundations Approach. *Journal of Executive Management Research*, No. 23, Spring–Summer 2020, pp. 261–287. (in Persian)
- Designing a Model for Electronic Word-of-Mouth Advertising to Encourage Public Participation in Revolutionary Ceremonies. *Basij Strategic Studies*, No. 89, Winter 2020, pp. 41–60. (in Persian)
- Designing a Model for Advertising in Networked and Hierarchical Military Organizations. *Business Management Perspective*, Vol. 4, No. 1, Spring 2020, pp. 23–37. (in Persian)
- Explaining the Cooperative Competition Model for Market Entry in the Information and Communication Technology Industry. *Commercial Management Explorations*, No. 24, Vol. 12, 2020, pp. 511–538. (in Persian)
- The Relationship between Business Intelligence Features and Corporate Competitiveness with the Mediating Roles of Entrepreneurial Orientation, Market Orientation, and Innovation. *Commercial Strategies Journal*, Vol. 17, No. 15, Spring–Summer 2020, pp. 159–178. (in Persian)
- A Meta-Combination of Factors Affecting the Development of Start-Up Technology Businesses in the Entrepreneurial Ecosystem. *Entrepreneurship Development*, No. 43, Spring 2020, pp. 141–160. (in Persian)
- Conceptualization of Competitive Collaboration for Market Entry in the Information and Communication Technology Industry. *Commercial Management Explorations*, No. 24, Vol. 12, 2020, pp. 511–538. (in Persian)
- The Impact of Business Intelligence Features on Firm Competitiveness with the Mediating Role of Entrepreneurial Orientation, Market Orientation, and Innovation. *Commercial Strategies Journal*, Vol. 17, No. 15, 2020, pp. 159–178. (in Persian)

2019

- A Corporate Venture Capital Model in Information Technology Companies. *Strategic Management Thought*, Vol. 13, No. 1, Spring 2019, pp. 255–293. (in Persian)
- Mismatch between Attitude and Purchasing Behavior toward Domestic Products (Case Study: Automobile Market). *Consumer Behavior Studies*, Vol. 6, No. 2, 2019, pp. 90–111. (in Persian)
- The Impact of Nostalgia and Experiential Marketing on Customer Satisfaction through Experiential Values: A Study of Tourist Sites in Isfahan. *Urban Tourism Quarterly*, Vol. 6, No. 2, 2019, pp. 15–32. (in Persian)
- Designing a Banking Marketing Performance Model: Explaining the Role of E-Banking Service Quality and Customer Relationship Management Strategies with the Moderating Role of Culture. *Commercial Strategies*, Spring–Summer 2019, No. 31, pp. 19–38. (in Persian)
- Identifying and Conceptualizing the Drivers of Competitive Collaboration for Market Entry in Iran's Information and Communication Technology Industry. *Strategic Management Studies*, No. 40, Vol. 10, 2019, pp. 19–43. (in Persian)

- A Meta-Synthesis of Factors Affecting the Development of Emerging Technology Startups in the Entrepreneurial Ecosystem. *Entrepreneurship Development*, Spring 2019, No. 43, pp. 141–160. (in Persian)
- The Effect of Brand Imitation on Perceived Similarity by Consumers with the Moderating Role of Consumer Mindset and Brand Loyalty. *Research in Management in Iran*, Vol. 23, No. 1, Spring 2019, pp. 1–24. (in Persian)
- Designing an Implementation Model for Strategy in Governmental Organization Mergers in Iran. *Research in Management in Iran*, Vol. 23, Summer 2019, pp. 151–181. (in Persian)
- Developing a Scale for Customer Clustering in Domestic Product Preference: A Case Study in the Automobile Industry. *Research in Management in Iran*, Vol. 23, No. 4, Winter 2019, pp. 173–196. (in Persian)
- Consumer Alienation and Purchasing Behavior toward Iranian Products. *Strategic Macro Policies Journal*, Vol. 6, Special Issue, May 2019, pp. 824–843. (in Persian)
- Designing a Sustainable Corporate Development Model: Explaining the Role of Corporate Social Responsibility, Corporate Governance, and Shared Value Creation. *Social Capital Management Journal*, Vol. 6, No. 3, Autumn 2019, pp. 305–325. (in Persian)
- The Effect of Workplace Ethics Climate on Customer-Proactive Service Performance and Employee Affective Commitment: The Mediating Role of Systems Policies, Human Resource Development, and Support. 2019, pp. 1–20. (in Persian)
- Identification and Ranking of Factors Affecting the Formation of Various Types of International Strategic Alliances. *Business Management Perspective*, Vol. 18, No. 39, Autumn 2019, pp. 13–34. (in Persian)
- An Index for Assessing the Efficiency of Iran in Competitive Advantage Compared to Selected Countries and a Sensitivity Analysis Relative to Global and Regional Leaders. *Commercial Strategies*, No. 26, Autumn–Winter 2019, pp. 29–42. (in Persian)
- The Effect of Environmental Advertising on Brand Awareness, Brand Preference, and Customer Loyalty in Shopping Malls. *Journal of New Marketing Research*, No. 23, Winter 2019, pp. 1–24. (in Persian)
- Designing a Model for Business Ecosystem Transition and Strategic Strategic Thinking. *Strategic Management Thought*, Vol. 14, No. 1, Spring–Summer 2019, pp. 101–124. (in Persian)
- A Corporate Venture Capital Model in Information Technology Companies. *Strategic Management Thought*, Vol. 13, No. 1, Spring 2019, pp. 255–293. (in Persian)
- Strategic Business Portfolio Management and the Formation of Ambidexterity in Holding Companies. *Strategic Management Researches*, No. 65, Summer 2019, pp. 13–43. (in Persian)
- Strategic Flexibility: From Conceptual Analysis to Process Modeling. *Business Management Perspective*, No. 29, 2019, pp. 13–32. (in Persian)

2018

The Relationship between Social Capital, Organizational Innovation, and Organizational Productivity. *Science and Technology Policy Journal*, Vol. 8, No. 4, 2018, pp. 33–47. (in Persian)

- The Impact of Servant Leadership on Employee Empowerment with the Mediating Role of Organizational Citizenship Behavior: A Case Study of Public Security Police Personnel in Hamadan Province. *Journal of Police Management Researches*, Vol. 13, No. 3, 2018, pp. 485–504. (in Persian)
- The Impact of Business Networks on Achieving Sustainable Competitive Advantage. *Business Management Perspective*, Vol. 17, No. 33, 2018, pp. 51–66. (in Persian)
- Brand Loyalty through Customer Engagement in Online Brand Communities: A Case Study of Instagram Users. *Brand Management*, Vol. 5, No. 1, 2018, pp. 13–34. (in Persian)
- Factors Affecting Acceptance of an Online Food Ordering System from the Customer Perspective. *Journal of Smart Business Management Studies*, Vol. 6, No. 23, 2018, pp. 175–212. (in Persian)
- Cluster Analysis of Customers in Causal Buying Based on Product Type Selected. *Journal of New Marketing Research*, Vol. 8, No. 1, 2018, pp. 75–96. (in Persian)
- The Role of Viral Marketing in Customer-Based Brand Equity in the Tehran Mobile Phone Market. *Business Management Journal*, University of Tehran, Vol. 9, No. 2, Summer 2018, pp. 337–352. (in Persian)
- Sources of Employer Trust in Contractors Based on Contractor Trustworthiness Characteristics. *Quarterly Journal of Welfare and Social Development Planning*, Vol. 8, No. 31, Summer 2018, pp. 26–75. (in Persian)
- The Effect of Electronic Service Quality on E-Loyalty, Perceived Value, and Electronic Word of Mouth: A Case Study of Retail Stores in Tehran. *Journal of New Marketing Research*, Vol. 7, No. 2, Serial No. 25, Summer 2018, pp. 1–16. (in Persian)
- Success of Commercial Complexes from the Perspective of Factors Affecting Customer Shopping Welfare. *Human Resource Management Researches*, Vol. 7, No. 1, Spring 2018, pp. 25–42. (in Persian)
- Barriers to Good Governance of Project Portfolios in Organizations Responsible for Road Infrastructure. *Human Resource Management Researches*, Vol. 7, No. 4, Spring 2018, pp. 130–153. (in Persian)
- Institutional Analysis of Government Interventions in National Information Technology Development. *Public Administration Perspective*, No. 29, Spring 2018, pp. 15–45. (in Persian)
- Discourse Analysis of the Mental Models of Buyers of Counterfeit Luxury Brand Products Based on Q Methodology. *Brand Management Quarterly*, Vol. 5, No. 9, Spring 2018, pp. 13–40. (in Persian)
- Designing Infrastructure and Requirements for International Market Development in the ICT Sector. *Information Technology Management*, University of Tehran, Vol. 9, No. 4, Winter 2018, pp. 729–758. (in Persian)
- A Model for Strategic Transformation in Hierarchical Organizations: A Grounded Theory Approach. *Executive Management Research Journal*, Vol. 10, No. 20, Autumn–Winter 2018, pp. 67–95. (in Persian)
- The Effect of Social Media Marketing on Consumer Behavior: The Mediating Roles of Brand Equity, Brand Relationship Quality, and Brand Attitude. *Consumer Behavior Studies*, Vol. 5, No. 1, Spring 2018, pp. 37–59. (in Persian)

- The Effect of Social Media Marketing on Consumer Behavior: The Mediating Roles of Brand Equity, Brand Relationship Quality, and Brand Attitude. *Consumer Behavior Studies*, Vol. 5, No. 1, Spring 2018, pp. 37–59. (in Persian)
- Political Marketing Mix and Voter Intention Based on Demographic Characteristics: A Case Study of the 10th Islamic Consultative Assembly Elections in Tehran. *Political Strategy Researches*, No. 26, Autumn 2018, pp. 43–70. (in Persian)
- Dynamic Capabilities in Relationship-Based Competitive Advantage Strategy: A Case Study of the Construction Industry. *Commercial Management Explorations*, No. 19, Vol. 10, 2018, pp. 99–121. (in Persian)
- An Analysis of the Relationship between Customer Social Capital, Innovation, and Productivity. *Science and Technology Policy Journal*, Vol. 8, No. 4, 2018, pp. 33–47. (in Persian)
- The Effect of Branding on Perceived Similarity through Consumer Brand Mindset and Loyalty. *Research in Management in Iran*, Vol. 23, No. 1, 2018, pp. 1–24. (in Persian)

2017

- Strategic Flexibility: From Conceptual Analysis to Process Modeling. *Business Management Perspective*, No. 29, 2017, pp. 13–32. (in Persian)
- Methodological Flaws in Islamic Management Research Papers: A Meta-Analysis. *Methodology of Human Sciences*, Vol. 23, No. 92, 2017, pp. 7–44. (in Persian)
- Identifying the Growth Model of Small and Medium Enterprises in the Iranian Food Industry Using Grounded Theory. *Entrepreneurship Development*, Vol. 10, No. 3, 2017, pp. 457–475. (in Persian)
- Designing a Model for Commercializing Financial Services (Case Study: Iran's Banking and Insurance Industry). *Organizational Resource Management Researches*, No. 21, 2017, pp. 1–28. (in Persian)
- Strategic Portfolio Management: Shaping Ambidexterity in Holding Companies. *Strategic Management Researches*, No. 65, 2017, pp. 13–43. (in Persian)
- Employee Voice: Time Bomb or Brand Ambassador? Investigating the Impact of Voice on Employee Commitment. *Business Management Perspective*, No. 64, 2017, pp. 65–82. (in Persian)
- Designing a Model for Infrastructure and Requirements of International Market Development in the ICT Sector. *Information Technology Management*, No. 33, 2017, pp. 729–758. (in Persian)
- Factors Affecting Employee Behavior as Brand Ambassadors in the Hospitality Industry. *Tourism Planning and Development*, No. 20, 2017, pp. 56–74. (in Persian)
- Success of Commercial Complexes from the Perspective of Factors Affecting Customer Shopping Welfare. *Organizational Resource Management Researches*, No. 1, 2017, pp. 25–43. (in Persian)

2016

- The Impact of Packaging Dimensions on Customer Satisfaction and Mental Involvement with Emphasis on the Mediating Role of Attitude towards Packaging. *Iranian Journal of Food Science and Technology*, No. 59, 2016, pp. 109–122. (in Persian)
- The Impact of Visual Dimensions of Environmental Advertising on Brand Awareness, Preference, and Customer Loyalty in Commercial Complexes. *Journal of New Marketing Research*, No. 23, 2016, pp. 1–24. (in Persian)
- The Impact of TV Advertising Attitude on Customer Loyalty to Commercial Complexes (Case Study: Atlas Mall in the TV Series “Paytakht 3”). *Communication Researches*, No. 88, 2016, pp. 125–147. (in Persian)
- Structuring the Problem of Strategy Formulation Using Negotiation Strategy Approaches, Reflection, and Drama Theory. *Journal of Modern Researches in Decision Making*, No. 1, 2016, pp. 103–138. (in Persian)
- Designing a Model for Medical Tourism Orientation in Gilan Province. *Health Information Management*, Vol. 13, No. 3, 2016, pp. 209–215. (in Persian)
- Designing a Behavioral Model for Strategy Implementation. *Research in Management in Iran*, Vol. 20, No. 1, 2016, pp. 103–130. (in Persian)
- Typology of Ambidexterity Strategies in a Portfolio: Grounded Theory in Holding Companies. *Iranian Journal of Management Sciences*, No. 43, 2016, pp. 59–86. (in Persian)
- Designing a Model for Achieving Competitive Advantage from External Social Capital (Organization-Centered and Manager-Centered) by Explaining the Role of Dynamic Capabilities. *Research in Management in Iran*, Vol. 20, No. 1, 2016, pp. 81–101. (in Persian)
- The Impact of Perceived Service Quality and Customer Switching Costs on Loyalty in Private Hospitals. *Health Information Management*, No. 1, 2016, pp. 48–54. (in Persian)

2015

- Designing a Model for Market Performance Based on Dynamic Marketing Capabilities with an Operational Agility Approach. *Research in Management in Iran*, Vol. 19, No. 3, 2015. (in Persian)
- Explaining the Intellectual Foundations of the Business Ecosystem Approach. *Research in Management in Iran*, Vol. 19, No. 2, 2015, pp. 21–40. (in Persian)
- Measuring Good Urban Governance for Global Cities. *Research in Management in Iran*, Vol. 19, No. 1, 2015, pp. 120–140. (in Persian)
- Precedents of Green Tendencies and Their Role in Creating Customer Outcomes. *Business Management Perspective*, No. 23, 2015, pp. 29–48. (in Persian)
- Emergence of Strategic Issues on the Agenda of Key Decision Makers. *Management Improvement Journal*, No. 1, 2015, pp. 5–30. (in Persian)
- Explaining the Position of Organizational Entrepreneurial Orientation in Realizing Competitive Advantages (Case Study: Iranian Banking Industry). *Entrepreneurship Development*, Vol. 8, No. 2, 2015. (in Persian)

- Investigating the Impact of Impulsive Buying Factors on Impulse Buying in Chain Stores. *Business Management*, Vol. 7, No. 4, 2015, pp. 985–1004. (in Persian)
- Identifying Dimensions of Market Orientation in the Banking Service Industry with Emphasis on the Role of Human Resources. *Business Management*, Vol. 7, No. 2, 2015. (in Persian)
- Developing Strategic Goals of the Balanced Scorecard at the Organization and Business Ecosystem Levels in the Iranian Banking Industry. *Strategic Management Thought*, No. 1, 2015, pp. 5–24. (in Persian)
- The Impact of National Pride Dimensions on Attitudes toward Products (Domestic and Foreign) with the Moderating Role of Perceived Economic Threat. *Commercial Management Explorations*, No. 13, 2015, pp. 159–181. (in Persian)
- Study of Brand Equity from the Perspective of Beliefs Forming Consumer Attitudes toward Advertising through Sports (Football). *Sports Management Studies*, No. 28, 2015, pp. 33–54. (in Persian)

2014

- Analysis of the Impact of Cognitive and Emotional Trust on Relational Exchanges between Buyers and Sellers (Case Study: Exporting Food Industry Companies). *Journal of New Marketing Research*, Nos. 10–11, 2014, pp. 167–182. (in Persian)
- The Influence of Executives' External Relations on Competitive Advantage: A Case Study of the Construction Industry. *Business Management Perspective*, No. 9, 2014, pp. 30–55. (in Persian)
- A Model for Improving Self-Organization and Learning in Innovation Networks at the Ahvaz Science and Technology Park. *Innovation Management*, Vol. 3, No. 1, 2014, pp. 47–74. (in Persian)
- A Hybrid Approach for Implementing the Balanced Scorecard (BSC) in a Fuzzy Environment. *Sharif Journal of Industrial Engineering and Management*, Vol. 30, No. 1, 2014, pp. 69–79. (in Persian)
- Investigating the Impact of Business Networks on Competitive Advantage by Explaining the Role of Capability-Building Capabilities (Case Study: Construction Industry). *Business Management*, Vol. 6, No. 1, 2014, pp. 107–124. (in Persian)
- Investigating the Effect of Sports Club Credibility on Fan Behavior Change with a Social Marketing Approach. *Journal of Sports Management*, Vol. 6, No. 4, 2014, pp. 627–642. (in Persian)
- Providing a Framework for the Architecture of the Information Technology Innovation System with an Emphasis on Technology Diffusion. *Majlis and Strategy*, Vol. 21, No. 79, 2014, pp. 37–65. (in Persian)
- Identifying and Explaining the Strategic Goals of the Balanced Scorecard in the Iranian Banking Industry. *Executive Management Research Journal*, No. 12, 2014. (in Persian)
- The Impact of Organizational Learning on Strategy Quality in the Green Supply Chain with the Explanation of Relationship Orientation. *Executive Management Research Journal*, No. 12, 2014. (in Persian)
- Providing a Model for Successful Strategy Execution in Iranian Automotive Companies. *Iranian Journal of Management Sciences*, No. 36, 2014, pp. 1–24. (in Persian)

- Evaluating Dimensions of Innovation Networks (Case Study: Iran's Information Technology Industry). *Human Resource Management Researches*, Vol. 4, No. 1, 2014. (in Persian)
- Analysis of Customer Lifetime Value (CLV) for Segmentation and Profitability Management (Case Study: One of Iran's Commercial Banks). *Iranian Management Researches*, Vol. 18, No. 4, 2014. (in Persian)
- Designing and Formulating the Process Model of Customer Excellence in the Banking and Insurance Sector. *Commercial Strategies Quarterly*, No. 4, 2014, pp. 1–18. (in Persian)
- The E-Commerce Development Model on the Status of Household Appliance Manufacturing Companies. *Commercial Management Explorations*, No. 11, 2014, pp. 53–84. (in Persian)
- The Impact of Urban Competitiveness on National Competitiveness. *Business Management Perspective*, No. 20, 2014, pp. 125–141. (in Persian)
- Conceptualizing a Model for the Realization of Sustainable Marketing in the Iranian Automotive Industry. *Journal of Business Management*, No. 1, 2014, pp. 25–53. (in Persian)
- Designing a Sustainable Marketing Model for the Iranian Automotive Industry. *Journal of Business Management Explorations*, No. 11, 2014, pp. 1–26. (in Persian)
- Investigating the Impact of Emotional Intelligence on Students' Entrepreneurial Tendencies: Emphasizing Ethnic and Gender Characteristics. *Management and Development Process*, No. 2, 2013, pp. 93–118. (in Persian)
- Designing a Brand Identity Model for the Iranian Sports Industry: Case Study of the Premier Football League. *Management Researches in Iran*, No. 4, 2013, pp. 203–223. (in Persian)
- Investigating the Effect of Background Music on Store Shopping with the Mediating Role of Customer Dwell Time. *Journal of New Marketing Research*, No. 9, 2013, pp. 69–84. (in Persian)
- Designing a Sensitivity Analysis Model for the Country's Higher Education Using System Dynamics: Case of the Fifth Development Plan. *Journal of Science and Technology Policy*, No. 4, 2013, pp. 1–18. (in Persian)
- Designing a Customer Profitability Model for the Organization: Electronics Industry in Iran. *Management Researches in Iran*, No. 1, 2013, pp. 73–94. (in Persian)
- Analyzing the Challenge of Higher Education Quality in the Fifth Development Plan. *Cultural Strategy*, No. 21, 2013, pp. 139–172. (in Persian)
- Acceptance of E-Learning in Higher Education: Application of Flow Theory, Technology Acceptance Model, and E-Service Quality. *Research and Planning in Higher Education*, No. 67, 2013, pp. 111–136. (in Persian)
- Conceptualizing the Transition to a Learning Economy in Iran with a Science and Technology Policy Approach. *Majlis and Strategy*, Vol. 20, No. 76, 2013, pp. 139–178. (in Persian)
- Investigating Factors Affecting the Adoption of Information Technologies in Organizations. *Journal of Technology Development Management*, No. 3, 2013, pp. 97–122. (in Persian)

- Designing a Model for the Role of External Social Capital in Gaining Competitive Advantage: Case Study of the Resin Paint Industry. *Organizational Resource Management Researches*, Vol. 3, No. 1, 2013, pp. 69–87. (in Persian)
- Internal Organizational Factors Affecting the Cost Efficiency of Logistics in the Amin Police University of Science and Technology. *Journal of Technology Development Management*, No. 3, 2013, pp. 97–122. (in Persian)
- Designing a Conceptual Model for Strategic Performance Evaluation Based on a Dynamic Strategic Value Creation Chain. *Business Management Perspective*, No. 47, 2013, pp. 115–135. (in Persian)
- Developing a Brand Identity Model for the Iranian Sports Industry: Case Study of the Premier Football League. *Management Researches in Iran*, No. 4, 2013, pp. 203–223. (in Persian)
- Investigating the Impact of Emotional Intelligence on Students' Entrepreneurial Tendencies: Emphasizing Ethnic and Gender Characteristics. *Management and Development Process*, No. 2, 2013, pp. 93–118. (in Persian)
- The Impact of Urban Competitiveness on National Competitiveness. *Business Management Perspective*, No. 20, 2014, pp. 125–141. (in Persian)
- Designing a Sustainable Marketing Model for the Iranian Automotive Industry. *Journal of Business Management Explorations*, No. 11, 2014, pp. 1–26. (in Persian)
- Conceptualizing a Model for the Realization of Sustainable Marketing in the Iranian Automotive Industry. *Journal of Business Management*, No. 1, 2014, pp. 25–53. (in Persian)

2013

- Designing a Brand Identity Model for the Iranian Sports Industry: Case Study of the Premier Football League. *Management Researches in Iran*, No. 4, 2013, pp. 203–223. (in Persian)
- Investigating the Effect of Background Music on Store Shopping with the Mediating Role of Customer Dwell Time. *Journal of New Marketing Research*, No. 9, 2013, pp. 69–84. (in Persian)
- Designing a Sensitivity Analysis Model for the Country's Higher Education Using System Dynamics: Case of the Fifth Development Plan. *Journal of Science and Technology Policy*, No. 4, 2013, pp. 1–18. (in Persian)
- Acceptance of E-Learning in Higher Education: Application of Flow Theory, Technology Acceptance Model, and E-Service Quality. *Research and Planning in Higher Education*, No. 67, 2013, pp. 111–136. (in Persian)
- Conceptualizing the Transition to a Learning Economy in Iran with a Science and Technology Policy Approach. *Majlis and Strategy*, Vol. 20, No. 76, 2013, pp. 139–178. (in Persian)
- Investigating Factors Affecting the Adoption of Information Technologies in Organizations. *Journal of Technology Development Management*, No. 3, 2013, pp. 97–122. (in Persian)

- Designing a Model for the Role of External Social Capital in Gaining Competitive Advantage: Case Study of the Resin Paint Industry. *Organizational Resource Management Researches*, Vol. 3, No. 1, 2013, pp. 69–87. (in Persian)
- Designing a Conceptual Model for Strategic Performance Evaluation Based on a Dynamic Strategic Value Creation Chain. *Business Management Perspective*, No. 47, 2013, pp. 115–135. (in Persian)
- The Impact of Urban Competitiveness on National Competitiveness. *Business Management Perspective*, No. 20, 2014, pp. 125–141. (in Persian)
- Conceptualizing a Model for the Realization of Sustainable Marketing in the Iranian Automotive Industry. *Journal of Business Management*, No. 1, 2014, pp. 25–53. (in Persian)
- Designing a Sustainable Marketing Model for the Iranian Automotive Industry. *Journal of Business Management Explorations*, No. 11, 2014, pp. 1–26. (in Persian)

2012

- A Two-Level Conceptual Model of Sales Force Performance Determinants. *Business Management Perspective*, No. 9, 2012, pp. 61–80. (in Persian)
- Identifying Organizational Capabilities for Company Brand Positioning in the Food Industry Using Grounded Theory. *Strategic Management Thought*, No. 1, 2012, pp. 35–72. (in Persian)
- Conceptualizing the Entrepreneurial Decision-Making Process in SMEs. *Journal of Management Transformation*, No. 8, 2012, pp. 52–69. (in Persian)
- Investigating the Relationship between Emotional Intelligence Capabilities and Organizational Entrepreneurship. *Innovation Management*, No. 2, 2012, pp. 39–64. (in Persian)
- Designing a Performance Evaluation Model for Work Groups: Explaining and Expanding the Data Envelopment Analysis (DEA) Model. *Management Improvement*, No. 18, 2012, pp. 34–56. (in Persian)
- Advancing Innovation in Developing Countries: An Examination of Iran's Economic Development Plans. *Journal of Science and Technology Policy*, No. 3, 2012, pp. 101–119. (in Persian)
- Designing a Customer Agility Model with a Dynamic Organizational Capabilities Approach: Examining the Role of IT Competency, Entrepreneurial Alertness, and Market Acumen. *Journal of New Marketing Research*, No. 4, 2012, pp. 1–24. (in Persian)
- Investigating Factors Affecting the Coordination of Multiple Distribution Channels from the Supplier's Perspective. *Journal of Business Management*, No. 11, 2012, pp. 1–18. (in Persian)
- Designing a Process Model for Robust Strategy Using a Hybrid Approach. *Strategic Management Thought*, No. 2, 2012, pp. 121–151. (in Persian)
- The Place of Religious-Islamic Beliefs of Entrepreneurs in the Entrepreneurial Marketing of SMEs. *Quarterly Journal of Entrepreneurship Development*, No. 4, 2012, pp. 107–128. (in Persian)
- Competition: The Missing Link in the Brand Extension Evaluation Process. *Iranian Journal of Management Sciences*, No. 26, 2012, pp. 49–71. (in Persian)

- Identifying and Prioritizing Public Policy Marketing Mechanisms and Tools in Iran: A Mixed-Methods Approach. *Business Management Perspective*, No. 11, 2012, pp. 35–58. (in Persian)
- Designing a Performance Evaluation Model for Work Groups: A Data Envelopment Analysis (DEA) Approach. *Organizational Resource Management Researches*, No. 3, 2012, pp. 1–22. (in Persian)
- Designing a Model for Organizational Strategic Value Creation Chain. *Modern Thoughts in Management*, No. 3, 2012, pp. 33–64. (in Persian)
- Alternative Approaches to Strategy Design in Conditions of Uncertainty: An Analytical-Comparative Approach. *Public Management Researches*, No. 18, 2012, pp. 45–63. (in Persian)
- Conceptual Mapping of Social Capital in Entrepreneurial Enterprise Marketing: Food Industry. *Organizational Resource Management Researches*, Vol. 2, No. 1, 2012, pp. 67–90. (in Persian)
- Measuring the Orientation towards Internal Marketing in Service Industries (Case Study: Iran's Banking Industry). *Journal of Business Management*, Vol. 4, No. 4, 2012, pp. 93–106. (in Persian)
- Internal Marketing Mix Elements: The Secret to Success in Service Industries (Case Study: Iran's Banking Industry). *Journal of Business Management*, Vol. 4, No. 4, 2012, pp. 93–106. (in Persian)
- Integrated Branding with a Market Globalization Approach Using Grounded Theory. *Journal of Business Research*, No. 68, 2013, pp. 175–199. (in Persian)

2011

- Designing a Strategic Technology Planning Model with a Hybrid Intelligent Approach. *Public Management Researches*, No. 14, 2011, pp. 23–39. (in Persian)
- Effective Factors in Maintaining Supplier-Distributor Cooperation in the Distribution Chain from the Supplier's Perspective. *Journal of Business Management*, 2011. (in Persian)
- Investigating the Relationship between National E-Readiness and the Effectiveness of IT Application in Enterprises with a Meta-Analysis Approach. *Journal of Information Technology Management*, No. 8, 2011, pp. 81–96. (in Persian)
- Technology Development in the Private Sector: Investigating Motivational Factors, Barriers, and Improvement Methods. *Quarterly Journal of Management Development and Transformation*, No. 65, 2011, pp. 128–164. (in Persian)
- Investigating the Impacts of Trade on the Iranian Pharmaceutical Industry in the Event of WTO Accession. *Journal of Health System Research*, Vol. 14, No. 2, 2011, pp. 73–77. (in Persian)
- Conceptualizing the Role of the Entrepreneur in Home-Based Business Marketing. *Journal of Marketing Management*, No. 11, 2011, pp. 63–84. (in Persian)
- Comparative Comparison of Network Markets and Pyramid Structures. *Journal of Business Reviews*, No. 49, 2011. (in Persian)

- A Critical Comparative Analysis of Strategy Design Techniques in Conditions of Uncertainty. *Police Management Studies Quarterly*, No. 2, 2011, pp. 353–374. (in Persian)
- A Two-Level Conceptual Model of Sales Force Performance Determinants. *Business Management Perspective*, No. 9, 2012, pp. 61–80. (in Persian)
- Identifying Organizational Capabilities for Company Brand Positioning in the Food Industry Using Grounded Theory. *Strategic Management Thought*, No. 1, 2012, pp. 35–72. (in Persian)
- Evaluating the Efficiency of State-Owned Banks Compared with Private Banks in Iran. *Business Management Perspective*, No. 6, 2011, pp. 93–116. (in Persian)
- Measuring the Relative Efficiency of Competitive Advantage Based on Porter’s Diamond Model in Comparison with Selected Countries: A Data Envelopment Analysis (DEA) Approach. *Journal of Business Management*, Vol. 3, No. 9, 2011, pp. 91–112. (in Persian)
- Designing a “Marketing Excellence” Model in Manufacturing Industries Using a Mixed-Methods Approach. *Management Research in Iran*, Vol. 15, No. 1, 2011, pp. 290–301. (in Persian)
- Explaining the Role of Ethnic Diversity Management as a Neglected Productivity Factor in the Country’s Macro-Level Cultural Management. *Cultural Engineering Journal*, Nos. 53–54, 2011, pp. 44–59. (in Persian)
- Designing a New Process Model for Sustainable Strategy under Conditions of Uncertainty. *Strategic Management Studies*, No. 5, 2011, pp. 83–110. (in Persian)

2010

- Mapping the Position of Social Capital in Small and Medium-Sized Enterprise Business Strategies Based on Ansoff’s Product–Market Strategies. *Journal of Modern Economics and Commerce*, Nos. 19–20, 2010, pp. 61–82. (in Persian)
- Investigating the Impact of Performance on Human Resource Improvement at the Law Enforcement Command Headquarters. *Police Management Studies Quarterly*, No. 4, 2010, pp. 547–562. (in Persian)
- Determining Information and Communication Technology Components in Physical Education Faculties and Their Relationship with Entrepreneurial Motivation among Iranian Students. *Sports Management Studies*, No. 28, 2010, pp. 13–32. (in Persian)
- The Effect of the Internet on the Orientation of Export Channels in Small and Medium-Sized Enterprises. *Business Management Explorations*, Vol. 2, No. 3, 2010, pp. 1–31. (in Persian)
- Modeling the Marketing Promotion Mix Using a Fuzzy Approach: A Case Study of the Automotive Battery Industry. *Journal of Business Management*, No. 5, 2010, pp. 61–78. (in Persian)
- A Review of Corporate Ranking Approaches: Critique, Assessment, and Model Development. *Modares Journal of Human Sciences*, Vol. 14, No. 3, 2010, pp. 145–172. (in Persian)

- Investigating the Impact of Ethnic Tourism Development on the Social and Cultural Dimensions of Local Communities: A Case Study of Tourism Villages in Kermanshah Province. *Urban and Rural Management*, No. 26, 2010, pp. 163–180. (in Persian)
- Conceptualizing the Marketing Mix in Iranian Small and Medium-Sized Enterprises in the Food Industry. *Business Management Perspective*, No. 2, 2010, pp. 27–42. (in Persian)
- Evaluating Marketing-Mix Components of the Iranian Premier Football League from the Perspective of Physical Education Organization and Football Federation Managers. *Journal of Sports Management*, No. 5, 2010. (in Persian)
- Evaluating Marketing-Mix Components of the Iranian Premier Football League from the Perspective of Physical Education Organization and Football Federation Managers. *Journal of Sports Management*, No. 5, 2010, pp. 5–19. (in Persian)
- Measuring and Analyzing the Sensitivity of the Relative Efficiency of Iran’s Non-Oil Exports in Comparison with Selected Countries: A Data Envelopment Analysis (DEA) Approach. *Journal of Modern Economics and Commerce*, Nos. 17–18, 2009, pp. 119–137. (in Persian)
- Designing the Organizational Performance System of the Law Enforcement Command. *Police Knowledge Quarterly*, Nos. 3–4, 2009, pp. 48–62. (in Persian)
- Conceptualizing International Entrepreneurial Marketing in Iranian Entrepreneurial Firms: The Iranian Food Industry Sector. *Journal of Entrepreneurship Development*, No. 5, 2009, pp. 31–54. (in Persian)
- Conceptualizing “Marketing Excellence” in Manufacturing Companies Using a Qualitative Approach. *Management Perspective*, No. 31, 2009, pp. 43–62. (in Persian)
- Reflections on Paradigmatic Foundations and Paradigm Mapping in Interdisciplinary Studies: The Case of Entrepreneurial Marketing. *Quarterly Journal of Interdisciplinary Studies in the Humanities*, Vol. 2, No. 1, 2009, pp. 119–147. (in Persian)
- Engineering Business Culture in Iran. *Journal of Cultural Research: Culture and Communication Studies*, No. 37, 2009, pp. 39–60. (in Persian)
- Fuzzy Marketing-Mix Modeling: A Case Study of the Automotive Battery Industry. *Journal of Commerce Research*, No. 51, 2009, pp. 241–277. (in Persian)
- Investigating Effective Methods of Supervision and Control by Police Station Chiefs over Employee Performance. *Journal of Supervision and Inspection*, No. 3, 2009, pp. 89–110. (in Persian)
- The National Innovation System: Requirements and Opportunities. *Journal of Management and Development: Science and Technology Policy*, No. 5, 2009, pp. 65–80. (in Persian)
- Technology Market: The Missing Link in Technology Management and Exchange Systems—Designing and Explaining a Comprehensive National Model. *Journal of Management Transformation*, No. 1, 2009. (in Persian)
- Factors Affecting Customer Trust in Business-to-Consumer (B2C) E-Commerce. *Modares Journal of Human Sciences*, No. 2, 2009, pp. 93–118. (in Persian)
- Reforming Consumption Patterns: Concept, Necessity, and the Role of Time Management. *Journal of Supervision and Inspection*, No. 6, 2009, pp. 7–26. (in Persian)

2007-2008

- Designing a Model for Factors Affecting Sales Force Performance Using Structural Equation Modeling. *Management Perspective*, No. 29, 2008, pp. 253–275. (in Persian)
- Individual and Organizational Factors Affecting the Non-Detection of Homicide Cases. *Police Management Studies Quarterly*, No. 4, 2008, pp. 459–473. (in Persian)
- Designing a Fuzzy Integrated Marketing Communications Model: A Case Study of the Medical and Sports Equipment Industry. *Management Perspective*, No. 29, 2008, pp. 89–137. (in Persian)
- Designing a Mathematical Screening Model for Selecting Key Issues in the European Foundation for Quality Management (EFQM) Excellence Model. *Modares Journal of Human Sciences*, Vol. 12, No. 1, 2008, pp. 1–32. (in Persian)
- The Role of Intellectual Capital in Creating Competitive Advantage. *Daneshvar Journal*, No. 32, 2008, pp. 109–124. (in Persian)
- Export Marketing of Iranian Hand-Woven Carpets: Investigation of Influential Factors and Pathology. *Journal of Commerce Research*, No. 43, 2007. (in Persian)
- Intra-Organizational Factors Affecting the Competency of Passport Control Personnel at Imam Khomeini International Airport. *Police Management Studies Quarterly*, No. 3, 2007, pp. 283–295. (in Persian)
- Developing a Model of the Relationship between Information Technology and Business Performance: A Meta-Analysis of Measurement Factors in the Productivity Paradox. *Journal of Commerce Research*, No. 42, 2007, pp. 263–299. (in Persian)

2000 -2006

- Designing a Model for the Impact of Information Technology on Financial Performance Indicators: A Meta-Analytic Approach. *Accounting and Auditing Review*, No. 46, 2006, pp. 61–83. (in Persian)
- Designing a Strategic Model for Entering Global Markets: The Case of Iran's Automotive Industry. *Modares Journal*, No. 1, 2006, pp. 213–243. (in Persian)
- Designing and Explaining an Organizational-Structure Model Compatible with Information Technology and Information Systems in Iran's Automotive Parts Industry. *Modares Journal of Human Sciences, Management Special Issue*, 2006, pp. 1–45. (in Persian)
- Designing and Explaining a Model for Institutionalizing Innovation in the Public Sector. *Daneshvar Journal*, No. 11, 2005, pp. 37–56. (in Persian)
- Identifying Barriers to and Strategies for the Adoption of E-Commerce: The Case of Iran Khodro Company. *Journal of Commerce Research*, No. 37, 2005, pp. 63–89. (in Persian)
- Designing a Strategic Model of Competitive Advantage for Iran's Automotive Industry. *Modares Journal of Human Sciences*, No. 39, 2005. (in Persian)
- Designing an Export Marketing Model for Iranian Hand-Woven Carpets. *Modares Journal of Human Sciences*, No. 42, 2005, pp. 79–100. (in Persian)
- Designing an Employee Performance-Appraisal System in the Banking Sector Using the Analytic Hierarchy Process (AHP). *Daneshvar Journal*, 2005. (in Persian)

- Designing a Model for the Application of Information Systems and Information Technology and Examining Its Impact on the Success of Industrial Organizations. *Daneshvar Journal*, No. 2, 2004. (in Persian)
- Organizational Dimensions and the Application of Information Systems and Information Technology in Successful Industrial Organizations. *Modares Journal*, No. 6, 2002. (in Persian)
- A Method for Prioritizing Iranian Industries Based on Their International Market-Creation Capability in Electronic Commerce. *Journal of Commerce Research*, No. 25, 2002. (in Persian)
- Development of Applied Scientific Education: Concept, Position, and a Conceptual Model. *Journal of Research and Planning in Higher Education*, No. 25, 2002. (in Persian)
- A Study of Administrative Corruption and Its Control Methods. *Modares Journal*, Vol. 5, No. 1, 2001. (in Persian)
- Investigating the Relationship between Technological Innovation and Strategic Position, Organizational Structure, and the External Environment. *Modares Journal*, Vol. 5, No. 2, 2001, pp. 117–122. (in Persian)
- Designing a Model for Organizational Innovation Climate as an Intervening Variable. *Daneshvar Journal*, No. 28, 2000, pp. 57–66. (in Persian)

Peer-Reviewed Research Articles (International Journal)

- A Mixed Integer Goal Programming Model for Multi-period Complex Corporate Financing Problems, *Finance India*, June, Vol. XVII No. 2, 2003, pp.495-509.
- The Intervening Role of Innovative Climate: A Study of Middle Managers in Manufacturing Organizations in Iran, *Public Organization Review: A Global Journal*, 3(2), June 2003, pp. 151-170.
- Employees' social status in Iranian public and governmental organizations: effect of individual, organizational, and social factors. *Singapore Management Review*, Vol. 30, No1, 2008, pp. 76-98.
- Mobile Advertising: An Investigating of Factors Creating Positive Attitude (A Study of Iranian Customers), *Journal of African Marketing Management*, Vol. 5(2), 2011. PP. 394-404
- Conceptualization of Integrated Brand Engagement (IBI) Grounded Theory Strategy: A Case Study of Iran Automobile Industry. *The International Journal of Humanities*. Vol. 18, N0. 2, Spring 2011, pp. 133-150
- Designing the Model of Customer Agility and Competitive Activity. *African Journal of Business Management*, vol. 5, No. 33, 2011, pp. 12915-12928.
- Developing Entrepreneurial Marketing Mix: Case Study of Entrepreneurial Food Enterprises in Iran, *Journal of Knowledge Management, Economics and Information Technology*, issue 5, August 2011, pp.75-91.

- "Identification and Verifying the Entrepreneurial Promotion Mix Via Innovative Approach in Iranian Entrepreneurial Enterprises" Research Journal of International Studies, 23, 2012. pp. 53-69.
- Investigating the Role of Word of Mouth on Consumer Brand Equity Creation in Iran's Cell-Phone Market, Journal of Knowledge Management, Economics and Information Technology, Issue 8, Feb. 2012, pp.1-15
- Multi-Level Analysis of Salesperson Performance, Determinants, Intl. J. of Humanities, 2012, Vol. 19 (4), pp.183-210
- Investigating the effect of emotional and social stimulants of store atmosphere and prices on the customers' satisfaction and loyalty, Management Science Letters, 3, 2013, pp. 1521–1528
- A New Model of Petrochemical Technology Strategic Planning, International Journal of Business Administration, Vol. 4, No. 2; 2013, pp.57-73
- Customer Relationship Management and Organizational Performance: A Conceptual Framework Based on the Balanced Scorecard (Study of Iranian Banks), Journal of Business and Management, V.10, No 6, May. - Jun. 2013, PP 18-26
- Impact of Market Orientation and Entrepreneurial Orientation on Market Orientation on Export Performance, International Journal of Management Research and Review, V. 3, No 5, 2013, pp. 2249-2293.
- The Impact of CRM and Brand Equity on Organizational Performance, International Journal of Market Research, No 5, 2013.
- An Architectural Framework for IT Innovation Systems: A Case Study on IT Diffusion in Iran, European Journal of Scientific Research, Vol. 106 Issue 3. 2013, PP. 1-19.
- Iran's Transition to Learning Economy: Exploring the Intervening Role of Information and Communication Technology, European Journal of Scientific Research, Vol.107 Issue 3, 2013.
- A Survey and Study of Capabilities and Emotional Intelligence of Employees at Work Place: A Case Study of Automotive Industry in Iran, JKL Journal, September 2013, pp. 351-365.
- Rethinking the National Innovation System Functions Based on Viable System Model: A Theoretical Discussion and a Comparative Analysis, Middle-East Journal of Scientific Research, Vol. 16, No. 10, 2013, pp.1383-1392.
- The Comparison of Product and Corporate Branding Strategy: A Conceptual Framework, Journal of Business and Management, Vol. 14, No. 2, 2013, pp. 41-48.
- Higher Education Policy Analysis in the Fifth Development Plan Using System Dynamics, Journal of Science & Technology Policy, Vol. 5, No. 4, Summer 2013.
- Study the Impact of Brand Equity on Impulse Buying: Mediating Role of Product Attributes (Mobile Phone Industry), American Journal of Scientific Research, Jan. 2014, Issue 97, pp-72-82.
- Designing a Model of Brand Equity for Sports Industry of Iran: Football Premier League (A Case Study), International Journal of Academic Research in Business and Social Sciences, November 2013, Vol. 3, No. 1, pp. 681-693
- Brand Identification Model of Sport Industry: A Case Study of Iran Pro-League, Research Journal of Recent Sciences, November 2013, Vol. 3, No. 11, PP. 681-693.
- Designing a Model of Brand Equity for Sports Industry of Iran: Football Premier League (A Case Study). International Journal of Academic Research in Business and Social Sciences. 2013. 681/693.

- Design and Formulation of Branding Strategy Selection Model in Organizations: Multi Business Firms, Journal of Economics and Education, Vol. 6, No. 6, November 2014.
- A Model for Achieving Customer Exultation in Commercial Banks, South Asian Journal of Management Research, Vol. 3 Issue 11, November 2014, pp. 320-339.
- Intellectual Capital: Investigating the Role of Customer Citizenship Behavior and Employee Citizenship Behavior in Banking Industry in Iran, Management and Administrative Sciences Review, Volume 4, Issue 4, July 2015, Pages: 736-747.
- A Comparative View of Globalization: A Political Approach, International Journal of Current Life Sciences, Vol. 4, No. 9, Spetember.2014.
- Customer Satisfaction Measurement in Banking Industry Using Multicriteria Satisfaction Analysis (MUSA) Method, Indian Journal of Science Research, Vol. 4, No. 4, 2014, pp.22-35.
- Study the Impact of Brand Equity on Impulse Buying: Mediating Role of Product Attributes (Mobile Phone Industry), American Journal of Scientific Research, 2014, Issue 97, pp. 72-82.
- Developing the model of customer value and loyalty: The effect of innovation and responsiveness to the customers, International Bulletin of Business Administration, 14, April 2014, pp. 82-94.
- Identification of Effective Factors in Success of Innovation Management System in Iranian Banking and Monetary Institutions Using Principal Component Analysis, Journal of Social Issues & Humanities, Volume 2, Issue 4, April 2014, pp. 45-55.
- Designing Export Performance Model Based on Organizational Orientations, Iranian Journal of Management Studies, Vol. 8, No. 2, April 2015, pp: 265-285
- Investigating the Role of Customer Citizenship Behavior and Employee Citizenship Behavior in Banking Industry in Iran, Management and Administrative Sciences Review, Vol. 4, No.4, July 2015, p.736-747.
- Managing Environmental Uncertainty: From Conceptual Review to Strategic Management Point of View, International Journal of Business and Management. Vol. 10, No. 7, July 2015, pp. 215.
- Business Ecosystem as a New Approach in Strategy, Management and Administrative Sciences Review, Volume: 4, Issue: 1, January 2015, pp. 198-205.
- Formation and Identification of Strategic Issues in Organizations: A Review and Classification of Current Studies, International Technology Management Review, Vol. 5, No. 1, 2015, pp. 28-39.
- Designing Export Performance Model based on Organizational Orientations, Iranian Journal of Management Studies, Vol. 8, No. 2, April 2015, pp: 265-285.
- Survey and Explain the Roe of Sense making in Successful Strategy Implementation Implementation in Iran's Automotive Companies, Verslas: Teorija Ir Praktika / Business: Theory and Practice, Vol. 8, N0.3 July, 2015 pp:201-211.
- Investing What determines Strategic Issues in Organizations: A Qualitative Study, Mediterranean Journa of Sciences Vol. 6, No. 5, September 2015, pp:553-560.
- Explaining and Testing the Aboriginal Model of Shopping Malls' Success: (Case Study: shopping malls in Tehran), Iranian Journal of Management Studies, Vol. 1, 2017, pp. 259-282.
- Developing a Commercialization Model of Financial Services (Case Study: Iranian Banking and Insurance Industry), Management Research in Iran, Vol. 21, Spring 2017, pp. 1-28.

- Brand trust and image: effects on customer satisfaction, *International Journal of Health Care Quality Assurance*, 2017 Aug 14;30(7):580-590.
- Explaining and Testing the Aboriginal Model of Shopping Malls' Success: (Case Study: shopping malls in Tehran), *Iranian Journal of Management Studies*, Vol. 10, No. 1, Winter 2017, pp. 259-282.
- "Investigating the Critical Success Factors in Supply Chain of Leading Pharmaceutical Distribution Companies in Iran Using Hybrid Method", *International Journal of Economic Perspectives*, 2017, Vol 11, Issue 4, pp.
- Critical Success Factors in the Supply Chain an Adaptive Approach", *International Journal of Applied Business and Economic Research*, Vol.15, No.5, April, 2017, pp.367-381.
- "Developing A Digital Banking Framework in the Iranian Banks: Prerequisites and Facilitators", *International Journal of e-Business Research*, Vol. 14, No.4, Oct, 2018, pp.65-77
- "Developing a Framework for the Interactive Prerequisites of Prosumption in the Banking Industry of Iran", *Journal of Organisational Studies and Innovation*, 2019, Vol. 6, No.2, Summer, pp.1-15
- "Designing infrastructures and requirements model of international markets development in ICT industry", *International Journal of Business Information Systems*, Vol. 33, No.3, Summer, 2020, pp.360-382.
- "A model for B2B salesperson performance with service ecosystems perspective :a grounded theory", *Journal of Business & Industrial Marketing*, Vol. 37, No, 6, 2021, pp. 1314-1337.
- Modeling and comparing data mining algorithms for prediction of recurrence of breast cancer, *PLoS One*, 15(10), 2020 Oct, pp. 1-23.
- Success factors of innovation management in the banking industry using the grounded theory approach, *Journal of Industrial Engineering and Management Studies*, Vol. 8, No. 2, 2021, pp. 138-159.
- Knowledge Acquisition in Market by Customer-Seller Interaction Model based on Accepting Seller's Misbehavior by Customer (Case Study: Gold and Jewelry Industry of Iran), *International Journal of Knowledge Processing Studies*, Knowledge Processing Studies. Serial 6, 2(5), 2022, pp. 52-65.
- A qualitative investigation of entrepreneurial marketing dimensions and their effect on brand image on the Instagram platform, *The International Journal of Entrepreneurship and Innovation*, September 27, 2023, pp. 1-13.
- A Model for the Realization of Sustainable Marketing, *Green Economy and Sustainable Development*, Vol. 19 No. 1, 2024, pp. 162-173.

Scientific-Extension / Applied Publications

2024

- Identification and Prioritization of the Risks of International Energy Contracts in Mega Projects of the Oil, Gas, and Petrochemical Industries. *Oil and Gas Exploration and Production Monthly*, Issue 224, October 2024, pp. 59–78. (in Persian)

2022

- Moderating Role of Open Innovation in the Effect of Website Attractiveness on Customer Behavioral Intentions. *Creativity and Innovation in the Humanities*, Vol. 12, No. 2, Autumn 2022, pp. 51–88. (in Persian)
- The Impact of Tourists on Physical Health and Social Welfare in the Historic Village of Masouleh. *Quarterly Journal of Interdisciplinary Studies in Marketing Management*, Vol. 1, No. 2, Autumn 2022, pp. 16–20. (in Persian)

2020

- The Impact of Foreign Consumerism on the Intention to Purchase Iranian Products. *Business Studies Review*, No. 1, Spring–Summer 2020, pp. 10–24. (in Persian)

2019

- Examining the Effect of Brand Gender and Consumer-Based Brand Equity on Loyalty, with Respect to the Role of Satisfaction and Trust (Case Study: Instagram Social Network). *Service Operations Management*, Vol. 1, No. 4, Summer 2019, pp. 71–88. (in Persian)

2016

- Investigating the Effect of Organizational Culture on Performance Effectiveness by Explaining the Role of Commitment and Job Satisfaction of Maintenance and Support Personnel in the Police Command of Isfahan Province. *Ammad Studies Quarterly*, No. 57, Summer 2016, pp. 87–106. (in Persian)

2013

- Internal Organizational Factors Affecting the Cost Efficiency of Logistics Operations at Amin Law Enforcement University. *Human Resources and Support Management Development Quarterly*, No. 28, Summer 2013, pp. 149–176. (in Persian)

2011

- Explaining the Position of Ethnic Diversity Management as a Forgotten Driver of Productivity in Macro Cultural Management. *Cultural Engineering Monthly*, Nos. 53–54, June–July 2011, pp. 44–59. (in Persian)
- Conceptualizing the Role of the Entrepreneur in the Marketing of Home-Based Businesses. *Marketing Management Journal*, No. 11, Summer 2011, pp. 63–84. (in Persian)
- A Comparative Study of Network Marketing and Pyramid Structures. *Business Studies*, No. 49, October–November 2011, pp. 36–52. (in Persian)

- Investigating Internal Organizational Factors Affecting Performance-Based Budgeting at the Law Enforcement University. *Human Resources and Support Management Development Journal*, No. 21, Summer 2011, pp. 125–162. (in Persian)

2009

- Cultural Engineering of Business in Iran. *Cultural Research Letter*, No. 5, Spring 2009, pp. 39–60. (in Persian)
- 2008
- Consumption Pattern Reform: Concept, Necessity, and the Role of Time Management. *Supervision and Inspection Quarterly*, No. 6, Winter 2008, pp. 7–26. (in Persian)

2007

- Pathology of Saipa's Strategic Capacity for Entering Global Markets: Examining Internal Organizational Factors. *Strategic Management Thought Quarterly*, No. 2, Autumn 2007, pp. 29–67. (in Persian)

2005

- Management Development: Typology, Competencies, and Strategies. *Peyk-e Noor Humanities Journal*, No. 3, Autumn 2005, pp. 56–68. (in Persian)

2004

- Designing a National Innovation System: Requirements and Challenges. *Management and Development*, Vol. 5, No. 20, Spring 2004, pp. 8–31. (in Persian)
- Institutional Frameworks in the National Innovation System: A Comparative Approach to the Role of Government and Public Administration. *Management Studies*, Nos. 43–44, 2004, pp. 95–112. (in Persian)

2003

- Identification and Prioritization of Factors Affecting Customer Satisfaction with Iran Khodro Passenger Cars. *Management Message*, Nos. 7–8, Autumn 2003, pp. 47–74. (in Persian)

2002

- The Impact of Information Technology on Marketing: The Role of Advanced Information and Communication Technologies in Changing the Nature of Marketing and Advertising. *Research and Measurement*, No. 29, Spring 2002, pp. 443–457. (in Persian)
- Strategic Innovation: A New Approach to the Competence of Modern Organizations. *Management and Development*, No. 14, 2002. (in Persian)
- Marketing in the Third Millennium: Transformations, Challenges, and Solutions. *Management Studies*, 2002. (in Persian)

1999-2001

- Marketing: Reviewing the Transformations of the Communication Age and Its Role in Marketing. *Management and Development*, No. 8, 2001. (in Persian)
- Customer Orientation: A Path to Success. *Marketing*, No. 7, 2000, pp. 24–29. (in Persian)
- Innovation in Organizations: Concept, Types, and Processes. *Economics and Management*, No. 42, 1999, pp. 47–64. (in Persian)

Conference Papers

Selected Conference Presentations (2026–1996)

2026

1. Designing a Knowledge Management Framework in Project-Based Real Estate Development Projects (Case Study: Real Estate Development Company). 26th International Conference on Management, Economics, and Development, Munich, 2026. (in Persian) 26th International Conference of Modern Researches in Management, Economics and Development. June 2026, Munich, Germany.
2. The impact of AI acceptance on innovation performance with the mediating role of organizational learning capabilities and the moderating role of environmental dynamism. 26th International Conference of Modern Researches in Management, Economics and Development, May 2026, Munich, Germany.
3. A futuristic study on the role of Iran's Industrial and Mining Bank in the mining sector under geopolitical uncertainty. 26th International Conference of Modern Researches in Management, Economics and Development, May 2026, Munich, Germany.
4. Assessment of the capabilities and performance of AI-enhanced software management systems for healthcare facilities with the aim of increasing the efficiency of healthcare centers. 26th International Conference of Modern Researches in Management, Economics and Development, May 2026, Munich, Germany.
5. Designing a marketing model based on positive psychology and behavioral economics with an emphasis on creating a sense of winning in the customer. 26th International Conference of Modern Researches in Management, Economics and Development, July 2026, Munich, Germany.

2025

7. Predicting Customer Purchase Intentions from Online Retailers: The Role of Gamification in Customer Satisfaction and Loyalty. 10th National Conference on Management, Tourism, and Technology, Tehran, May 2025. (in Persian)

8. Analysis of the Impacts of ChatGPT on Web-based Electronic Banking using Grounded Theory (Case Study: Bank Keshavarzi of Iran). 11th National Web Research Conference, Tehran, April 2025. (in Persian)

2024

9. Impact of Financial Literacy Training on Improving Investment Performance and Financial Management. 21st National Conference on Economics, Management, and Accounting, Shirvan, December 2024. (in Persian)
10. Impact of Data-Driven Innovation Capabilities and Big Data Analytics on Competitive Advantage with the Mediating Role of Marketing Agility. 11th National Conference on Interdisciplinary Studies in Management and Engineering, Tehran, December 2024. (in Persian)
11. Impact of Information Technology on Human Resource Empowerment. 21st National Conference on Economics, Management, and Accounting, Shirvan, December 2024. (in Persian)
12. Examining Factors Affecting Store Image on Actual Customer Behavior, Considering the Role of Perceived Value, Brand Awareness, and Purchase Intention. 7th National Conference on New Horizons in Humanities, Economics, and Entrepreneurship, Isfahan, February 2024. (in Persian)
13. Higher Education Financing Methods in Islamic Countries. 5th National Conference on Management, Economics, and Humanities, Tehran, June 2024. (in Persian)
14. The Effect of Interpersonal Communication (Verbal-Nonverbal) on Loyalty and Satisfaction of Tourists in Recreational and Eco-Tourism Accommodations in Gilan Province. 20th International Conference on Management, March 2024. (in Persian)
15. Factors Affecting Startup Success and Failure (Fuzzy Delphi Method). 20th International Conference on Management, March 2024. (in Persian)
16. Improving Corporate Marketing Capabilities through Data-Driven Marketing Analysis and Big Data Capabilities. 20th International Conference on Management, March 2024. (in Persian)

2023

17. Predicting Customer Purchase Intentions from Online Retailers: The Role of Gamification in Customer Satisfaction and Customer Loyalty. 20th National Conference on Management, Tehran, March 2023. (in Persian)

2022

18. Investigating the Impact of Technological and Individual Factors on Repurchase Intention: Explaining the Role of Customer Satisfaction, Loyalty, and Electronic Word-of-Mouth. 11th International Conference on Management and Humanities Research in Iran, Tehran, 2022. (in Persian)

2021

19. Investigating the Role of Brand Dimensions on Online Purchase Intention and Behavior in Social Media. 18th International Conference on Management, Tehran, 2021. (in Persian)
20. Providing a Strategic Decision-Making Framework in Digital Transformation of Small and Medium Enterprises (SMEs). 18th International Conference on Management, Tehran, 2021. (in Persian)
21. Examining the Effect of Social Identity on Brand Loyalty with Emphasis on Personal Identity and Identification with the Brand. 8th National Conference on New Studies and Research in Humanities, Management, and Entrepreneurship of Iran, 2021. (in Persian)
22. Investigating the Impact of Social Media Advertising on Word-of-Mouth Advertising Based on Brand Loyalty and Purchase Intention. 1st International Conference on Management and Industry, 2021. (in Persian)

2020

23. Explaining Factors Affecting Word-of-Mouth Advertising in Social Media (Case Study: Instagram Users). 17th International Conference on Management, 2020. (in Persian)
24. Investigating the Effects of Social Networks and Business on the Performance of Manufacturing Companies Located in Rasht Industrial Town. 17th International Conference on Management, 2020. (in Persian)
25. The Impact of Strategic Green Marketing on Competitive Advantage: Explaining the Role of Innovation and Internal Green Marketing Orientation. 17th International Conference on Management, 2020. (in Persian)
26. Investigating the Impact of Customer Experience on Purchase Intention based on the Mediating Role of Attitude and Customer Outcomes. 17th International Conference on Management, 2020. (in Persian)
27. Investigating the Impact of Quality, Destination Credibility, and Price Fairness on Word-of-Mouth Advertising: Explaining the Role of Satisfaction and Loyalty to the Tourist Destination of Rasht City. 4th National Conference on Research in Accounting and Management, 2020. (in Persian)
28. Providing a Blockchain-based Security Provision Model in Digital Banking (Case Study: Bank Melli Iran). 5th National Conference on Computer Engineering and Blockchain of Iran, 2020. (in Persian)
29. Investigating the Impact of Customer Experience on Traditional and Electronic Word-of-Mouth and Brand Trust with the Role of Brand Attitude (Case Study: Instagram Social Network). 6th National Conference on Applied Research in Management, Accounting, and Health Economics in Banking, Stock Exchange, and Insurance, 2020. (in Persian)
30. Investigating the Impact of Brand Experience on Brand Equity with Emphasis on the Role of Brand Image, Brand Loyalty, and Brand Satisfaction (Case Study: Home Appliance Industry). 6th National Conference on Applied Research in Management, Accounting, and Health Economics in Banking, Stock Exchange, and Insurance, 2020. (in Persian)
31. The Impact of Brand Symbol and Logo on Brand Trust with Emphasis on the Role of Attitude and Brand Reputation (Case Study: Clothing Industry). 6th National Conference

- on Applied Research in Management, Accounting, and Health Economics in Banking, Stock Exchange, and Insurance, 2020. (in Persian)
32. Investigating the Impact of Sensory Brand Experience on Brand Equity and Customer Purchase Intention, with the Explanation of the Role of Customer Satisfaction and Customer Emotional Commitment (Case Study: Saman Insurance Agencies in Gilan Province). 6th National Conference on Applied Research in Management, Accounting, and Health Economics in Banking, Stock Exchange, and Insurance, 2020. (in Persian)
 33. The Impact of Religious Identity on Brand Loyalty with Emphasis on the Role of Purchase Decision Styles, Trust, and Customer Attitude. 6th National Conference on Humanities and Management Studies, 2020. (in Persian)
 34. The Impact of Using Instagram on the Financial and Non-Financial Performance of Housewives considering the Mediating Role of Social Capital. 5th National Conference on Economics, Management, and Accounting, 2020. (in Persian)

2019

35. Investigating the Impact of Quality, Destination Credibility, and Price Fairness on Recommendation Advertising: Explaining the Role of Satisfaction and Loyalty to the Tourist Destination of Rasht City. 16th International Conference on Management, 2019. (in Persian)
36. Personal Value from the Perspective of Social Entrepreneurs: With a Shared Value Creation Approach. 16th International Conference on Management, 2019. (in Persian)
37. The Role of Brand Personality and Gender in Personal Branding (Case Study: Managers and Journalists of High-Circulation Iranian Newspapers). 16th International Conference on Management, 2019. (in Persian)
38. The Impact of Experiential Marketing on Recommendation Advertising: Explaining the Role of Brand Equity and Brand Loyalty (Case Study: Four-Star Hotels in Tehran). 16th International Conference on Management, 2019. (in Persian)
39. Investigating Factors Affecting the Behavior of Consumers of Iranian Goods in Afghanistan (Case Study: Kabul and Mazar-i-Sharif Cities). 4th National Conference on Management, Accounting, and Economics with Emphasis on Regional and Global Marketing, 2019. (in Persian)
40. Investigating the Impact of Website Functionality, Stimuli, and Perceived Risk on Customer Satisfaction and Recommendation Advertising (Case Study: Bank Melli Gilan Province). 2nd National Conference on Management Sciences, Economics, and Islamic Banking, 2019. (in Persian)
41. The Impact of E-Business and Market Orientation on Financial Performance considering the Mediating Role of Organizational Innovation in Food Industry Manufacturing Companies of Gilan Province. National Conference on New Research Achievements in Accounting and Management, 2019. (in Persian)
42. Development of Sustainable Management for Commercialization of Space Technology for Iran's Entry into the Space Economy. 5th International Conference on Management, Psychology, and Humanities with a Sustainable Development Approach, 2019. (in Persian)
43. Investigating the Impact of Brand-Centered Human Resource Management on Customer Loyalty with a Structural-Interpretive Modeling Approach (Case Study: Staff Managers

and Line Employees of Bank Melli Branches in Rasht). International Conference on Management, Accounting, Economics, and Banking in the Third Millennium, 2019. (in Persian)

2018

44. Prioritizing and Determining the Impact of Cultural Intelligence, Spiritual Intelligence, and Job Satisfaction on the Job Performance of Sales Managers with Interpretive Structural Modeling (ISM) and DEMATEL Approaches. 2nd International Conference on Management, Accounting, Economics, and Social Sciences, 2018. (in Persian)
45. Investigating Factors Affecting Bank Customer Loyalty with the Explanation of the Role of Customer Satisfaction and Trust: Case Study of Afghanistan International Bank (AIB). 5th National Conference on Applied Research in Management and Accounting, 2018. (in Persian)

2017

46. Investigating Factors Affecting Electronic Loyalty based on Trust and Electronic Satisfaction among Customers of Ansar Bank Branches in Rasht. 2nd National Conference on Management Economics and Accounting, Khuzestan Industry, Mining, and Trade Organization, 2017. (in Persian)
47. The Impact of Electronic Word-of-Mouth Advertising on Green Purchase Intention: Explaining the Moderating Role of Attitude toward Buying. 1st International Conference and 3rd National Conference on Management and Humanities Research, University of Tehran, 2017. (in Persian)
48. The Impact of Brand Experience on Customer Preferences: A Comparative Study of Customers of Bank Melli and Bank Pasargad in Rasht. 2nd International Conference on Management and Accounting, Tehran, 2017. (in Persian)

2016

49. Factors Affecting Competitive Advantage with Emphasis on Competitive and Organizational Intelligence in the Food Industry of Rasht. 1st International Conference on New Paradigms of Management, Business, and Organizational Intelligence, Tehran, 2016. (in Persian)
50. Investigating the Effectiveness of Creativity in Advertising on Audience Recall based on Demographic Characteristics (Case Study: TV and Billboard Advertising Audiences in Rasht). 1st International Conference on New Paradigms of Management, Business, and Organizational Intelligence, Tehran, 2016. (in Persian)
51. The Impact of Extra-Organizational Rumors on Brand Equity (Case Study: Pegah Gilan Dairy Industry). 1st International Conference on New Paradigms of Management, Business, and Organizational Intelligence, Tehran, 2016. (in Persian)
52. Designing a Model for Export Performance of Food Industry Companies by Explaining the Role of Emotional Commitment, Continuous Commitment, and Organizational Learning Capability. 4th International Conference on Applied Research in Management and Accounting, Tehran, 2016. (in Persian)

53. Providing a Framework for Determining the Relationship between Project Strategy and Organizational Strategy in Project-Oriented Organizations. 11th International Project Management Conference, Tehran, 2016. (in Persian)

2015

54. Providing a Framework for Determining the Relationship between Project Strategy and Organizational Strategy in Project-Oriented Organizations. 11th International Project Management Conference, Tehran, 2015. (in Persian)

2014

55. Investigation and Analysis of the Status of Selecting Medical Tourism Destinations in Gilan Province. 1st National Conference on Geography, Tourism, Natural Resources, and Sustainable Development, Tehran, 2014. (in Persian)
56. Investigating the Prioritization of Factors Affecting Electronic Loyalty: Case Study of Online Companies in Rasht City. 2nd National Business Management Conference, Hamedan, 2014. (in Persian)
57. Investigating Factors Affecting Electronic Loyalty: Case Study of Online Companies in Rasht City. 2nd National Business Management Conference, Hamedan, 2014. (in Persian)
58. Investigating Factors Affecting the Attraction of Medical Tourism in Gilan Province. 1st National Conference on Geography, Tourism, Natural Resources, and Sustainable Development, Tehran, 2014. (in Persian)
59. Designing a Model of Employee Perspectives as Brand Ambassadors in the Hotel Industry. 12th International Management Conference, Tehran, 2014. (in Persian)

2013

60. Investigating the Role of Meaning-Making in Strategy Implementation and Strategic Changes. 10th International Conference on Strategic Management, Tehran, 2013. (in Persian)
61. Investigation and Assessment of Organizational Readiness for Strategy Implementation under Crisis Conditions. 10th International Conference on Strategic Management, Tehran, 2013. (in Persian)
62. Designing and Explaining the Pattern of Strategic Meaning-Making in the Organization. 10th International Conference on Strategic Management, Tehran, 2013. (in Persian)
63. Identifying Parameters Governing Project Portfolio Governance with Organizational Strategy. International Management Conference, Tehran, 2013. (in Persian)

2012

64. Developing Factors of GSCM (Green SCM) while Considering the Impact on Voice of Customers (Case Study Cable Industry). International Conference on Education, Applied Sciences and Management (ICEASM), December 2012, Dubai, UAE.

65. Investigating the Relationship between Entrepreneurial Skills Indicators of Managers (Case Study: Academic Jihad). 1st National Conference on Management and Entrepreneurship, Khansar, 2012. (in Persian)
66. Investigating the Entrepreneurial Skills of Industrial Engineering Graduates. 1st National Conference on Management and Entrepreneurship, Khansar, 2012. (in Persian)
67. A Framework for Formulating Technology Strategy in Developing Countries. 9th International Conference on Strategic Management, Tehran, 2012. (in Persian)

2011

68. Developing Combined Forecasting Models in Oil Industry: A Case Study in OPEC Oil Demand. NCTA 2011, International Conference on Neural Computation Theory and Application, October 2011, Paris, France.
69. Investigating Internal Organizational Factors Affecting Performance-Based Budgeting at the Law Enforcement University. Human Resources and Support Management Development Journal, 2011. (in Persian)
70. Reviewing Future Studies Trends and Integrating Causal Layered Analysis Method and Comprehensiveness Theory. 5th International Conference on Strategic Management and Performance, Tehran, 2011. (in Persian)
71. Comparative-Critical Analysis of Robust Strategy Design Techniques under Uncertainty. 5th International Conference on Strategic Management, Tehran, 2011. (in Persian)
72. Investigating the Effect of Corporate Reputation, Prices, and Costs on Value and Loyalty of Customers of Audio-Visual Products. 1st International Conference on Management and Innovation, Tehran, 2011. (in Persian)
73. Identifying and Explaining the Entrepreneurial Promotion Mix with a Modernist Approach in Entrepreneurial Enterprises. 1st International Conference on Management and Innovation, Tehran, 2011. (in Persian)
74. Developing a Customer Value and Loyalty Model: Investigating the Impact of Product and Service Innovation on the Value and Loyalty of Customers of Audio-Visual Products. 1st International Conference on Management and Innovation, Tehran, 2011. (in Persian)

2010

75. Customer Relationship Management (CRM): An Integrated Approach to People, Processes, and Technology. 6th International Conference on Information and Communication Technology, 2010. (in Persian)

2009

76. Customer Relationship Management. 6th International Conference on Information and Communication Technology, Isfahan, 2009. (in Persian)
77. Modeling the Strategic Management Process: Process Management Approach. 4th International Conference on Strategic Management, Tehran, 2009. (in Persian)

2008

78. Strategic Intelligence in Policy-making for Technology Forecasting. 3rd International Conference on Strategic Management, Tehran, 2008. (in Persian)
79. Investigating the Role of E-Commerce in Supply Chain Management to Gain Competitive Advantage for Organizations. 5th International Conference on Information and Communication Technology Management, Tehran, 2008. (in Persian)
80. Explaining Ethnic Marketing with an Attitude towards Iranian Ethnicities. International Management Conference, Tehran, 2008. (in Persian)
81. Identification and Prioritization of Obstacles and Challenges of Implementing E-Commerce in Iran with a Fuzzy Approach. International Marketing Management Conference, Tehran, 2008. (in Persian)

2007

82. Reviewing Knowledge and Knowledge Management on Research and Development Generations. International Management Conference, Tehran, 2007. (in Persian)

2005

83. Creating a Tech-Market, the Missing Link in the Management and Technology Exchange System. 2nd Technology Management Conference, Tehran, 2005. (in Persian)
84. Analytical Review of the Pattern and Performance Evaluation Model of the Country's Executive Agencies. 2nd International Conference on Total Quality Management (TQM) and Global Trade, Tehran, 2005. (in Persian)

2004

85. Designing a National Innovation System: Requirements and Challenges. 2004. (in Persian)

2003

86. Human Resource Development: Concepts, Standards, and Their Application in Education. 1st Conference on Standard and Standardization in Education, Tehran, 2003. (in Persian)

2002

87. Rapid Response Management: A New Transformation in Military Logistics. 1st Maintenance Items Conference, Imam Hossein University, Tehran, 2002. (in Persian)

1997

88. Organizational Structure, Strategic Posture, and Environment: Their Relationship with Middle Managers' Product and Process Innovation. ANZAM Conference, 1997, Melbourne, Australia.

1996

89. The Impact of Workplace Climate on Middle Managers' Innovation. ANZAM Conference, 1996, Wollongong, Australia.

Scientific Awards and Honors

(2023–2024)

1. Certificate of Appreciation and Award for being selected as an Outstanding Faculty Member, Tarbiat Modares University.

(2022–2023)

2. Certificate of Appreciation from the Deputy Minister for Education, Ministry of Science, Research and Technology, in recognition of service as Head of the Management Discipline Working Group. 1399 (2020–2021)
3. UNESCO Award and Certificate of Appreciation. 1397 (2018–2019)
4. Certificate and Letter of Commendation for recognition as an Outstanding Scientific Association, awarded at the Farabi International Festival. 1396 (2017–2018)
5. Certificate of Appreciation from the Ministry of Science, Research and Technology, in recognition of service as President and Representative of the Iranian Management Sciences Association. 1392 (2013–2014)
6. Certificate of Appreciation and Award for being selected as an Outstanding Faculty Member, Tarbiat Modares University. 1389 (2010–2011)
7. Certificate of Appreciation and Award from the Minister of Cooperatives, Labour and Social Welfare for presenting the Best Paper at the First National Conference on Home-Based Employment Development. 1387 (2008–2009)
8. Certificate of Appreciation and Award for being selected as an Outstanding Faculty Member, Tarbiat Modares University. 1384 (2005–2006)

9. Certificate of Appreciation from the Ministry of Science, Research and Technology for serving as Scientific Secretary of the Second Biennial Conference on Employment and the Higher Education System of Iran.
10. Certificate of Appreciation and Award from the Deputy Minister for Electricity Affairs, Ministry of Energy, and the Managing Director of Tavanir, for presenting the Best Paper at the Second Technology Management Conference.
11. Certificate of Appreciation for presenting the Best Paper at the Second International Conference on Total Quality Management (TQM) and Global Trade.

(2003–2004)

12. Certificate of Appreciation from the Minister of Science, Research and Technology for serving as Scientific Secretary of the First Biennial Conference on Employment and the Higher Education System of Iran.
13. Certificate of Appreciation and Award from the Deputy Minister for Planning and Human Resources, Ministry of Education, for presenting the Best Paper at the First Scientific Conference on Standards and Standardization in Education.
14. Selected as an Outstanding Research Faculty Member in the *Outstanding Researchers of Tarbiat Modares University* book.