

Zakaria Saad Gadelrab Hegazy, Ph. D, M.A, B.A, CT

Personal Information

Full Name: Zakaria Saad Gadelrab Hegazy,

Academic Title / Associate Professor

Department: Management

College / School: Ahmed Bin Mohammed Military College

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Professional Summary

Research interests include financial markets, corporate finance, international finance, and Islamic banking and finance. Training and teaching interests include TOT, strategic management, communication skills, and various subjects of management.

1. Academic Qualifications

- **Degree: Ph.D. (Doctor of Philosophy) Finance**

Started: October 1995 , Graduated: July 1998

Thesis Topic: "Price Performance and Egyptian Stock Market Efficiency: An Initial Public Offering Perspective." The University Of Strathclyde, (www.strath.ac.uk), 16 Richmond Street, Glasgow, G1 1XQ, Scotland, United Kingdom, +44 141 552 4400. <http://ethos.bl.uk/OrderDetails.do?uin=uk.bl.ethos.312104>

- **Degree: M.A (Master of Arts) in Development Studies**

Specialization: Labor and Development,

Started: September 1989, Graduated December 1990.

Dissertation Topic: "Workers' Participation in Management: Its Functioning In Egypt."

Grade: B+ (Dissertation 88%, Synthesizing Policy-Oriented Papers, 87%),
Institute of Social Studies (ISS) (www.iss.nl), Kortenaerkade12, P.O.Box 29776, 2502
LT The Hague, The Netherlands, 0031-0-4260460.

- **Degree: Pre-Master (Diploma) /Business Administration**

Started: October 1984, Graduated: June 1986, with Grade: B+

Helwan University (www.helwan.edu.eg)

Faculty of Commerce and Business Administration

Post Office 11795, Helwan University, Cairo, Egypt.

2. Academic Appointments

- Emeritus Professor of Financial Management, at the Faculty of Commerce and Business Administration Helwan University, Egypt,(2022+)
- Appointed as Associate Professor at Qatar Armed Forces, ABMMC, Qatar. (2009+)
- Director of FLDP Center at Helwan University, Cairo, Egypt (2008-2009)
- Business development consultant and board member (2007-2008)
Saudi Egyptian Holding Co. for Investment, 7th floor World Trade Center , 1191 Cornish el Nile street, Hotline: 19027 or 19037,
Tel: 002-02-25792360 and 002-02-25792360, Fax: 002-02-25792360
- Academic Coordinator of Higher Education Students, Department of Business Administration, Helwan University
- Research Fellow: (College of Business & Economics, National Center for Economic Research, University of Qatar, (www.eq.edu.qa), October 2001-August 2002), I searched: Structure and Performance of GCC Capital Markets.
- Lecturer at Management Department (Faculty of Commerce and Business Administration- Helwan University, Cairo, Egypt, I taught: International Finance (for 4th yr students, 2nd term 2000 and 2007),
Financial Markets and Exchanges (for 3rd yr students, 2nd term 2007),
Production and Operations Management (for 2nd yr students, 1st term 2007),
Operations Research (for 4th yr students, 1st term 2000)
- Head of Marketing Department: (Institute of Technological and Development Studies, Helwan University, Cairo, Egypt. Fall 1998- Winter1999), with Dr. Sâmi Hatem Afifi (Professor of Economics in Helwan University)
- Teaching Assistant at Management Department (Faculty of Commerce and Business Administration- Helwan University, Cairo, Egypt.
- Demonstrator at Management Department (Faculty of Commerce and Business Administration- Helwan University, Cairo, Egypt

3. Intellectual Contributions

3.1 Publications in Refereed Journal Articles

- How do Islamic equity markets respond to good and bad volatility of cryptocurrencies: The case of Bitcoin, in process.
- Repurchase Agreements and their Sharia Complaint Alternatives: An Analytical Perspective within Liquidity Management Context, The Australasian Journal of Islamic Finance and Business, Volume 2, Issue 2, October 2016, pp. 105-118. <http://www.ajifb.net.au/>
- Using Internal Marketing in Improving Training Quality: A case of NCFLD," Scientific Journal of Commercial Research, Faculty of Commerce and Business Administration, Helwan University, Vol.2, 2009.
- Using Cointegration Techniques in examining the relationship between inflation and Stock Market in Egypt". Journal of Management, Accounting, and Insurance, Cairo University, 2007.
- "Using Logistic Regression Model in Determining the Factors of Switching Credit Cards," Scientific Journal of Commercial Research, Faculty of Commerce and Business Administration, Helwan University, Vol.1, 2004.
- "Examining the Relationship between real interest rate and stock market performance" Journal of Business and Finance, Faculty of Commerce, Bani Sowif Branch of Cairo University, Vol. 2, July 2003.
- "Predictability of Doha Stock Market: A Box-Jenkins Approach," Scientific Journal of Commercial Research, Faculty of Commerce and Business Administration, Helwan University, Vol.2, 2002, pp. 1-34.
- "An Examination of the Relationship between Dividend Policy and Agency Cost in the Egyptian Securities Market," Scientific Journal of Commercial Research, Faculty of Commerce and Business Administration, Helwan University, Vol.2, 2001, pp.
- "Modeling the Capital Structure of Islamic Banks," in New Trends in Management, the second Annual Scientific Conference, Cairo, Egypt, 2000.

3.2 Conference Presentations

- Optimizing Success in Military-Academic Colleges: A Multifactor Model, 8th International Symposium of Military Academies (ISOMA), October 2-3, 2023, Qatar.
- Examining the relationship between the midterm results and the results of exams in the ABMMC, Working paper, September 2013.

- “Underpricing and Long-Term Performance of Egyptian Privatization Initial Public Offerings,” in Arab Management in Tomorrow’s World, Arab Management Unit Conference, Bradford, UK, 1997, 239-254.

3.3 Working Papers / Under Review

- “Labor-Management Practices in Multinational Management,” ISS, The Hague, 1990.
- “Decentralization Policy Control versus Empowerment,” ISS, The Hague, 1990.
- “Multinational Corporation Incentives for Third World Operations,” ISS, The Hague, 1990.
- “Working Participation in Management,” Working Paper, ISS, The Hague, 1990.
- “Enterprise-Level Labor-Management Relations and the Effectiveness of any Social and Economic Policy,” ISS, The Hague, 1990.
- “The Relationship between Labor and Development in Egypt, 1970-1979”, ISS, the Hague, 1990.
- “Ruler-Industrialization and Employment Dimensions and Labor Relations,” ISS, The Hague, 1989.
- “The Role Conflict in the Work Environment,” ISS, The Hague, 1989.
- “The Problem of Workers in The Process of Production,” ISS, The Hague, 1989.

3.4 Books / Book Chapters

- Co-author with Prof Baha Saad of Studies in Financial Markets and Exchanges (Cairo: Helwan University, 2007).
- Co-author with Prof Baha Saad of Introduction to Production and Operations Management (Cairo: Helwan University, 2006).
- Coordinator of Managerial Programs in FLDP, Helwan University, 2006-2007.
- Lectures in International Finance, (Cairo: Helwan University, Faculty of Commerce and Business Administration, 2000).

3.5 Projects

- “Training Program: Effective Writing of Technical Proposal” project plan provided to Helwan University as a requirement for fulfillment of IBCT certification, February 2008.
- Structure and Performance of GCC Capital Markets. National center for Economic Research, University of Qatar, Sponsored by Qatar National Bank, May 2002.

- Consumers' Attitudes of Using Credit Cards in the State of Qatar, National center for Economic Research, University of Qatar, Sponsored by Qatar National Bank, August 2002.
- Feasibility Studies of Producing and Marketing of Fruits between Egypt and Canada, Sponsored by International Office of Financial and Economic Studies, 96 Mohamed Mathhar Street, Zamalek, Cairo Egypt, 1989.

4. Teaching Experience

I am involved teaching various subjects in the area of management including: Financial Management, Finance and Investment, International Finance, Stock exchanges and Financial Markets, Financial Institutions and Markets, Commercial Banks, International Financial Management, Financial Derivatives, Management Information Systems, Strategic Planning, Feasibility Studies, Human Resource Management, Production Management, Risk Management, Principles of Management, Organizational Behavior, Marketing management, Management In Islam, and many other subjects in management area. Some of these subjects are as follows:

- At ABMMC I have taught the following subjects since 2009-up to present:
 - Strategic Management, Financial markets, Organizational Behavior, Financial Management, Principles of Management, Financial Markets and Exchanges, Crisis Management, Principles of Marketing, Principles of Finance, Marketing Management, and Financial Analysis.
- Taught the course of "Introduction to Business," at West Bay campus, Community College of Qatar, Spring 2014.
- Taught the "Investment" course at British University in Egypt (BUE), (2008+): for the Honor's level.
- At Cairo Academy- Egypt (2007), I taught:
 - Principles of managerial finance (for the 2nd yr students-2nd term 2007),
 - Financial investment and risk management (for the 4th yr students-2nd term 2007),
 - Working Capital management (for the 4th yr students-1st term 2007),
 - Capital Structure (for the 4th yr students-1st term 2007).
- At the Faculty of international Business-MIU-Egypt (2007) I taught:
 - Principles of managerial finance(1st term 2007).
- At the College of Islamic Law in Al-Ahsa -Al-Imam M. Bin Saud Al-Islamic University- Kingdom of Saudi Arabia, (October 2002 - 2006), I taught,
 - Principles of management (for 1st level students, 1st term 2002),
 - Financial Management (for 8th level students, 1st term 2002),
 - Risk management (for 4th level students, 1st term 2003),
 - Management in Islam (for 2nd level students, 1st term 2003),
 - Management of financial institutions (for 6th level students, 2003-2006),

- HRM (for 5th level students, 2004-2006),
 Marketing Management 1 (for 3rd level students, 2004-2006),
 Marketing Management 2 (for 4th level students, 2004-2006),
 Human relations and organizational behavior (for 5th level students, 2004-2006).
- At the Management Department (Faculty of Commerce and Business Administration- Helwan University, Cairo, Egypt, I taught:
 International Finance (for 4th yr students, 2nd term 2000 and 2007),
 Financial Markets and Exchanges (for 3rd yr students, 2nd term 2007),
 Production and Operations Management (for 2nd yr students, 1st term 2007),
 Operations Research (for 4th yr students, 1st term 2000),
 - At the High Institute of Economics and Environment, October 6 University, Cairo, Egypt. Spring 2000), I taught : Principles of Managerial Finance (for 4th yr students, Spring 2000)
 - At the Faculty of International Business. Misr International University, Cairo, Egypt): I taught: Financial Management (Spring 2000)
 - At the Faculty of Economics and Management, October 6 University, Cairo, Egypt), I taught: Financial Management (for 4th yr students, Winter 1999).
 - At the High Institute of Economics and Environment, October 6 University, Cairo, Egypt) I taught: International Financial Management (for 4th yr students, Winter 1999),
 - At the IRTI & Maastricht School of Management, Cairo, Egypt. Summer 1999), I taught: Financial Management (for MBA students, Summer 1999).

5. Research Grants and Awards

- **Training of Trainers (TOT)**, Under the Supervision of Supreme Council of Egyptian Universities, (2007).
- **The training program of "Designing Syllabus Contents"** under Supervision of (FLDP), (August 2006), at Helwan University.
- **The training program of "Credit Hours" under Supervision of (FLDP)**, (August 2006), at Helwan University.
- **The training program of "Using Multimedia Technologies in Teaching"** under Supervision of (FLDP), (August 2006), at Helwan University.
- **The training program of "Evaluation Skills"** under Supervision of Faculty Leadership Development Program (FLDP), (6th 9 August 2005), at Helwan University.
- **Egyptian Government** Scholarship awarded to complete my Ph.D. Degree in the University of Strathclyde, Glasgow, U.K. (1995/1998).

- **Dutch Government** Fellowship awarded while completing my M.A. Degree in the Institute of Social Studies, The Hague, The Netherlands, (1989/1990)

6. Service and Leadership

6.1 Institutional and Professional Services

- International Certified Trainer and HRD consultant (<http://www.ibct-global.com/>)
- Head of the Promotion Committee of Staff Members (ABMMC)
- Head of the Strategic Planning Committee (ABMMC).
- Committee member of establishing Master Degree for Joaan Bin Jassim Joint Command and Staff College , 9 January 2017.
- Representative and committee member of the academic partners to set the academic program of the NSA (National Service Academy) in Qatar, November 2016- up to now.
- Committee member of evaluating the applicants for Qatari officers' positions in the MOD, 2015-2016.
- Committee member of establishing English proficiency center in ABMMC, 2013-2014.
- Committee member of visiting the National Defense Academy, Toque, Japan, June 2015.
- Responsible for preparing the e-learning proposal of ABMMC, 2015.
- Committee member to prepare English Language Center proposal for ABMMC, 2013-2014.
- Chairperson of Symposiums Committee at ABMMC, Doha, Qatar, 2012-up to now.
- Chairperson of Organizational Restructure Committee at ABMMC, Doha, Qatar, 2011-2013.
- Chairperson of Conference Preparing Committee at ABMMC, Doha, Qatar, 2012-2013.
- Member of Upgrading Committee of Staff Members at ABMMC, Doha, Qatar, 2011-2013.
- Member of Professional Development Committee Members at ABMMC, Doha, Qatar, 2011-2013.
- Member of Upgrading Committee of Staff Members at ABMMC, Doha, Qatar, Spring 2011.

- Member of Professional Development Committee Members at ABMMC, Doha, Qatar, 2011.
- Chairperson of Organizational Restructure Committee at ABMMC, Doha, Qatar, Spring 2011.
- Chairperson of Strategic Plan Committee at ABMMC, Doha, Qatar, 2010-2011.
- Focal Point member of FP7 and RDI –Helwan University and Ministry of Higher Education and Scientific Research, 2006-2007.
- Member of management of the FLDP center -Helwan University, 2007.
- Participating in designing the website of Management Department –College of Business Administration, Helwan University, summer 2007. (with Prof. Mahmoud El-Khateeb)
- Participating in designing the training programs for Ghantot Center for consultancy, Training, and Conferences, U.A.E., 2007. (With Dr. Samir Ishmael).
- Participating in Making the Budget of Focal Point of Helwan University. 2007. (with Prof. Amr M. Amen)
- Setting the long-term investment strategy of the “Saudi-Egyptian Holding Company for investment,” (July 2007), with Dr. Essam Elmola.
- Participating in setting the organizational Structure and the work plan for establishing a consultancy company in the United Kingdom of Saudi Arabia. With Prof. Baha Saad and Dr. Essam Elmola, July 2007.
- Setting the budget of research project under FP7 with Dr. Aly abd el-Moemen and Dr. Manal Fawzi, July 2007.
- Participating in discovering the problems and their solutions in the “Saudi-Egyptian Holding Company for Investment” July 2007.
- Making a Development Model of Effectiveness in “Saudi-Egyptian Holding Company for Investment” July 2007.
- Participating in setting the syllabus and program of Management Department at College of Islamic Law in Al-Ahsa, 2006. (with Dr. Saleh El-Molhem)
- Training the staff members on using e-learning and multimedia at the College of Islamic Law in Al-Ahsa -Al-Imam M. Bin Saud Al-Islamic University-Kingdom of Saudi Arabia 2005-2006.

7. Relevant Professional Competencies

• Training Qualifications

- Certified trainer at IBCT (www.IBCT-global.com), 27 February 2008.
 - Certificate of "Training of Trainers (TOT2), NCFLD, January-February 2008.
 - Certificate of "Strategic Planning Workshop," 8-9 April 2008.
 - Certificate of "Training of Trainers (TOT1), NCFLD, 10-13 February 2007.
 - Certificate of "Designing Syllabus Workshop," FLDP, Helwan University, 11-13 July 2006.
 - Certificate of "Technology in Training Workshop," FLDP, Helwan University, 16-18 July 2006.
 - Certificate of "Credit Hours Workshop," FLDP, Helwan University, 19-20 July 2006.
 - Certificate of "Teaching Evaluation Workshop," FLDP, Helwan University, 8-10 June 2005
 - Certificate of "Evaluation Skills Workshop," FLDP, Helwan University, 6-9 August 2005.
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- Software & Programming: Stata, EViews, MATLAB. CAT, RAT.
 - Languages: English (Fluent)

8. Supervision and Coaching

- Coach for Prof. Mona Hugrus, Faculty of Engineering, Ain Shams University, for attaining the International Certified Trainer, under supervision of NCFLD and IBCT, 2008.
- Coach for Prof. Mustafa Al-Faramawi, Vice-dean of Environmental Affairs, Faculty of Social Work, Helwan University, for attaining the International Certified Trainer, under supervision of NCFLD and IBCT, 2008.
- Coach for Prof. Adel Abdel Shakoor, Faculty of Science, Suize Canal University, for attaining the International Certified Trainer, under supervision of NCFLD and IBCT, 2008.
- Mr. Jamal Abd-Alhameed has successfully completed his Master degree under my supervision, Helwan University, 2001.

9. Professional Development Activities

Trainer and HRD Consultant

Participated and provided the following in the area of training:

- Committee member of development and training in the Qatari Association of Certified Accountants, 9 January 2017+.
- "Time management," to Qatari Army Forces Officers, two-day training, 28-29 December 2016.
- "Investment Activities in Military Sector," to Qatari Army Force Officers, training session, May 3, 2012.
- "Strategic Planning Skills," to Qatari Army Force Officers, Two days training course, May 2011.
- Trainer and Examiner at Qatar Debates, Qatar Foundation, 23-28 April 2011.
- "Successful School Management," Professional Development Day, at Saad Bin Waqas Independent Model School, Doha, Qatar 21st May 2011
- "Communication skills," ABM Military College, Qatar, 27 Oct., 5 and 12 November 2009.
- "Finance for Non-financials," Qatari Accounting Association, Qatar, 10-14 May 2009 and 15-19 November 2009.
- "Effective Communication Skills Program –FLDP- Helwan Uni.", 19 June 2009.
- "A Suggested Model of Distinctive Leader Skills," ABM Military College, Qatar, 7 May 2009.
- "The Habits of Highly Successful Managers," for Administrative managers at Helwan University, 31 December 2008.
- Examiner of International Certified Trainers (Round 4), University of Ain-Shams, 13 December 2008.
- "Principles of Financial Technical Analysis," for Graduate Students of Post Office Section, at Helwan University, One-day training, 13 Oct. 2008. Under coordination of Prof. Einas Nabawi Ismail, Vice-dean for Environmental Affairs- Faculty of Commerce and Business Administration.
- "SWOT analysis and Customer satisfaction." Red Sea Hospital, Egypt, 27-29 August 2008.
- "Effective negotiation skills." Size Canal Institution, Ismailia, Egypt, 1-4 June 2008, with coordination of Prof. Emad Assaf Office and Dr. Sayed El Badawi.
- TOT trainer at NCFLD, Cairo, Egypt.

- Accredited Trainer at Ghantot Center for Consultancy, Conferences, and Training, U.A.E. since May 2007.
- "Finance for Non-financial Managers", ADNOC, U.A.E., May 2007.
- One member of Quality Assurance Unit in the faculty of Business -Administration, Helwan University, 2006-2007.
- “Effective Communication Program –FLDP- Helwan Uni.”, 2006.
- Trainer of Effective Presentation Program –FLDP- Helwan Uni., 2006.
Jadara International Training Center, General Organization for Technical Educational and Vocational Training, Kingdom of Saudi Arabia,
Tel: ++966 (3) 5817174 (jadarah@hotmail.com)
- Ministry of Defense and Military Production, 23rd July Street, Kobry Al Kobba, Cairo Egypt,
Tel: +20 2 834345 (www.mmc.gov.eg)
Topics of training: Job satisfaction, Job design, Job description, Training Plans,
- Training Design and Training Evaluation.
ALEXANDRIA BANK
49, Kasr El Nil St., Downtown,
Cairo, Egypt, Tel. +202-3916079, (www.arabchamber.com).
Topics: Investment Portfolio Analysis & Risk and Return Analysis.

T.V. Programs and interviews

- CNBC Arabia: Options to Investment Horizons and Opportunities in Egypt (Business Session Program) 17/7/2007.
- CNBC Arabia: Problems and Solutions of Small and Medium Size Enterprises in Egypt (An Eye on Egypt) 21/7/2007.
- CNBC Arabia: The Influence of Sale (Occasion) on internal Trade in Egypt (Business Session Program) 4/8/2007.
- CNBC Arabia: The Impact of Mortgage Default in USA on the Arab and Egyptian stock Exchanges 20/8/2007.
- El Najah 2: The impact of CASE 30 index on the Egyptian Stock Market Performance (Al Boursa day-by-day program). 16/10/2007.
- El Khlegiyah: Training and trainers in Egypt and Middle East, Tareek El-Tamayoz (the way of distinction), 7th July 2008.

- <http://www.youtube.com/watch?v=8TMPuAc2Azc>
- http://www.youtube.com/watch?v=oFN_jpr6t1Q&feature=related
- <http://www.youtube.com/watch?v=IPQlu2vNgGU&feature=related>

YouTube and Internet Activities

YouTube channel

<https://www.youtube.com/channel/UCtTbRCpWdWAARlGo99cPw/playlists>

-Some Research and writings For online Education :

<http://www.scribd.com/ZakariaHegazy>