

## Curriculum Vitae

### **Abdulrahman Al-Aali, Ph.D.**

Professor of International Business & Marketing  
Chairman, Council of Graduate Programs in Business  
College of Business Administration, King Saud University  
Trustee, Al-Baha Private College of Science  
Trustee, Gulf Colleges  
Trustee, Horizon Colleges

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#### **EDUCATION:**

- Ph.D. Business Administration, Georgia State University, Atlanta, GA, 1987. Major: International Business. Minor: Marketing. Thesis Title: "The Performance of American Manufacturing and Service Joint Ventures in Saudi Arabia".
- M.B.A. Georgia State University, Atlanta, Georgia, 1982. Major: International Business.
- B.B.A. Georgia State University, Atlanta, Georgia, 1980. Major: Management.

#### **ACADEMIC EXPERIENCE:**

Visiting Research Scholar, Indiana University of Pennsylvania, USA, 2010-2011, 2014-2015.

Visiting Scholar, Simon Fraser University, Canada, 2010-2011.

Professor of International Business & Marketing, Department of Marketing, College of Business Administration, KSU, 2000-present.

Adjunct Professor, Higher Institute for Security Studies, King Fahd Security College, 1995.

Fulbright Fellow, George Washington University, 1993-1994.

Associate Professor of International Business & Marketing, Department of Business Administration, College of Administrative Sciences, KSU, 1992-2000, promoted with Academic Distinction.

Adjunct Professor, King Faisal Air Force Academy, 1988, 1991-1998.

Assistant Professor of International Business and Marketing, Department of Business Administration, College of Administrative Sciences, KSU, 1987-1992.

Graduate Research Assistant, Institute of International Business and Department of Marketing. Graduate Teaching Assistant, Institute of International Business, taught International Business courses. Georgia State University, Atlanta, GA, 1982-1986.

#### **ADMINISTRATIVE POSITIONS:**

Trustee, Horizon College, Najran, Saudi Arabia, 2016-present.

Trustee, Gulf Colleges, Hafr Al-Batin, Saudi Arabia, 2016-present.

Trustee, Al-Baha College of Sciences, Al-Baha, Saudi Arabia, 2013-present.

Trustee, Prince Sultan College of Tourism & Business, Jeddah, Saudi Arabia, 2005-2008.

Dean, King Abdullah Research & Consulting Institute, KSU, 2001-2005 (2 terms).

Vice-Dean, King Abdullah Research & Consulting Institute, KSU, 1997-2001 (2 terms).

Executive Council Member, Saudi Export Development Center (SEDC), Council of Saudi Chambers of Commerce & Industry, 1998-1999, 2003-2011.

Chairman, Department of Business Administration, College of Administrative Sciences, KSU, 1994-1998.

Saudi Arabian Coordinator, Saudi-Australian Joint Ministerial Committee, 7<sup>th</sup> Round, Ministry of Commerce, held in Canberra, Australia, 15-17 Oct. 1996.

Member of The Official Saudi Arabian Delegation to the Accession of Saudi Arabia to the World Trade Organization (WTO), Geneva, 2-3 May 1996 and 5-8 November 1996.

Chairman of the Board of Trustees, 1987 and President, 3-terms, 1983-1986, Saudi Arabian Students Club of Georgia, Atlanta, Georgia.

Vice-President, Golden Key National Honor Society, GSU Chapter, 1980.

Treasurer, American Marketing Association, GSU Chapter, 1979.

Treasurer, Pi Sigma Epsilon, Sales & Marketing Fraternity, GSU, Alpha Chapter, 1978.

#### **ADMINISTRATIVE EXPERIENCE:**

Director, EMBA Program, KSU, 2014-2017.

Chairman, Council of Graduate Programs in Business, 2008-present.

Member, Council of Graduate Studies, Deanship of Graduate Studies, KSU, 2008-2010.

Director, Ph.D. Program in Business, KSU, 2008-2016.

Director, Master of Business (MBus) Program, KSU, 2008-2010, 2011-2013.

Director, MBA Program, KSU, 1991-1993, 2007-2010, 2011-2017.

Vice-Chair, Permanent Executive Committee, King Abdullah Research & Consulting Institute, 1998-2002.

Acting Chairman, Department of Business Administration, KSU, July-Sept. 1992.

Member, College of Administrative Sciences Council, 1990-1991, 1994-1998.

Member, Research Center Council, College of Administrative Sciences, two 2-year terms, 1989-1993.

#### **BUSINESS & CONSULTING EXPERIENCE:**

Advisor, College of Administrative Sciences, Najran University, 2011-2013.

Advisor, Saudi World Expo 2010 in Shanghai Commission, Ministry of Municipal and Rural Affairs, 2005-2011.

Project Leader, evaluated the academic curriculum of several MBA Programs at several private Colleges, King Abdullah Research & Consulting Institute, KSU, 2007-2008.

Advisor, Ministry of Municipal and Rural Affairs, 2005-present.

Project Co-Leader, prepared the feasibility study of three health colleges and a teaching hospital, Sulaiman Al-Rajhi Colleges in Al-Bekairia, 2004-2005.

Project Leader, designed the academic curriculum of Ibn Sina Health Colleges, Jeddah, 2003-2004.

Project Co-Leader, designed the academic curriculum of Al-Watan College of Science & Technology, Riyadh, 2002-2003.

Project Leader, prepared three feasibility studies to establish technology colleges in Riyadh, Qassim, and Jeddah, 2002.

Chair, Panels of Experts on the bankruptcy of an investment exceeding \$10 million in France, Board of Grievances, Saudi Arabia, 2000-2002.

Advisor, Riyadh Municipality, 1999-2005.

Project Leader, designed the academic curriculum for Prince Sultan University, Riyadh, 1999-2002.

Consultant, FedEx of Saudi Arabia, a SMSA company, 1999-2000.

Project Leader, Marketing Study of Prince Sultan Cultural Center, KSU, 1999-2000.

Project Leader, evaluated organization, accounting & financial procedures, and human resources management of The International Systems Engineering Co. (A Boeing-Saudi JV Company), 1998-1999.

Project Co-Leader, prepared The Strategic Plan of the Saudi Export Development Center, 1998.

Project Co-Leader, prepared The Strategic Orientation and Strategic Plan of the Saudi Council of Chambers of Commerce & Industry, 1998.

Independent Evaluator, United Nations Development Program (UNDP), 1997.

Project Leader, Feasibility Study to Establish KSU-wide Research and Consulting Institute, KSU, 1996.

Consultant, United Nations Development Program (UNDP) on WTO issues, 1996-1997.

Advisor, Ministry of Commerce, Saudi Arabia, 1996-1997.

Advisor, Ministry of Higher Education, Saudi Arabia, 1995-1996.

Consultant, The Philip Dew Consultancy Ltd., Bahrain, developed export opportunities and strategies for Saudi Arabian products in six West African states, 1993.

Consultant, Council of Saudi Chambers of Commerce & Industry, since 1992.

Consultant, Saudi Export Development Center (SEDC), since 1990.

Team Member, Research Center of the College of Administrative Sciences, KSU, prepared ten feasibility studies for The Riyadh Chamber of Commerce & Industry, 1990-1992.

Consultant, Rupert/Jensen & Associates, Atlanta, GA, helped prepare promotional materials in Arabic for company products, 1986.

Consultant, Bell South Corporation, Atlanta, GA, evaluated the marketing of an Arabic computer system to the Arab market, 1985.

Conducted several market and feasibility studies for business firms/investors in Saudi Arabia. Studies carried out include manufacturing ball-point pens, starch from wheat, and mirror from glass sheets; establishing pharmacies and cosmetics wholesale operations; market testing of several consumer products.

Consulted several Saudi Ministries and private firms in Saudi Arabia and the U.S. on various issues and projects.

#### **PROFESSIONAL ACTIVITY:**

Member, Evaluation Committees for Private Universities and Colleges, Ministry of Higher Education, 2010-present

Member of the Civil Society Delegation that Accompanied the King of Saudi Arabia's State Visit to China, 16-24 Jan. 2006.

Member, Visitation Teams and Evaluation Committees, National Council for Academic Assessment & Accreditation (NCAAA), 2005-2006.

Member, Committee on National Report on Scientific Research and Volume Editor, Ministry of Higher Education, 2000-2001.

Member, Training and Manpower Committee, Riyadh Chamber of Commerce & Industry, 1995-1997.

Member, Academy of International Business, International Academy of Business Disciplines, American Society for Competitiveness, and Saudi Management Association.

Designed & participated in several executive development programs on Management Development, Marketing Strategy, Marketing Research, Export Management, and Negotiations offered by: King Saud University, Riyadh Chamber of Commerce & Industry, Jeddah Chamber of Commerce & Industry, Middle East Center for Human Development, Saudi Export Development Center, and The University of Pittsburgh (IMDI).

#### **TEACHING & CURRICULUM DEVELOPMENT:**

##### *Thesis Supervised/Examined*

Main Supervisor, doctoral dissertation of Ruwaida Albrahim, "Influence strategies and consumer right channeling: An Analytical Study", College of Business Administration, King Saud University, expected to be completed 2017.

Main Supervisor, doctoral dissertation of Mohammed Salem, "Determinants and Consequences of Consumer Adoption of Marketing Activities Using Mobile Phone", College of Business Administration, King Saud University, expected to be completed November 2015.

Main Supervisor, doctoral dissertation of Soad Al-Meshal, "The Impact of e-CRM Implementation on Creating Brand Adoption: An Empirical Study on Franchising System in Saudi Arabia", College of Business Administration, King Saud University, June 2015.

Main Supervisor, master thesis of Kholoud Al-Enazi, "Technology Acquisition Negotiations in the Petroleum Industry in Kuwait", Technology Management Program, Arab Gulf University, Bahrain, 1999-2002.

External Examiner, Master Thesis titled "Factors Determining Customer Preferences for Commercial Banks", Dept. of Business Administration, King Abdulaziz University, Jeddah, 12 May 1999.

External Examiner, Master Thesis titled "Purchasing Motives and Attitudes of Saudi Consumers for Home Appliances", Dept. of Business Administration, King Abdulaziz University, Jeddah, 2 December 1998.

#### Courses Taught:

Doctoral: Theory Development in Business Administration and Current Issues in Management.

MBA: International Business, Global Business Management.

Bachelor: Marketing Management, International Business, International Marketing, Export Management, Comparative Business Systems, Management of Multinational Corporations.

#### Curriculum Development:

Chairman, Ph.D. Program in Business Curriculum Development Committee, 2009-2010.

Chairman, Master of Business (MBus) Curriculum Development Committee, 2009.

Project Leader, designed the academic curriculum of the undergraduate programs of College of Business Administration, King Salman University, 2008.

Member, Ph.D. Program in Business Curriculum Development Committee, 2004-2005.

Member, MBA Curriculum Development Committee, 1989-1992.

Member, Undergraduate Diploma in Marketing Curriculum Development Committee, 1989-1992.

Member, Undergraduate Business Curriculum Development Committee, 1988-1990.

Established undergraduate major in International Business at KSU, the only International Business Program in the entire Arabian Gulf Area, 1992.

#### **UNIVERSITY COMMITTEES & ASSIGNMENTS:**

Member, Attracting Unit of Distinguished University Staff (AUDUS), 2010-present.

Member, Scientific Cooperation and Knowledge Exchange Committee, College of Business Administration, KSU, 2009-2013.

Member, Accreditation Committee, College of Business Administration, KSU, 2008-present.

Chairman, Researcher Recruiting Committee, College of Business Administration, KSU, 2007-present.

Chairman, Faculty Recruiting Committee, College of Business Administration, KSU, 2006-present.

Team Leader, MBA Program Self-Evaluation, Deanship of Graduate Studies, KSU, 1999-2000.

Member, Steering Committee for the Establishment of Prince Sultan Cultural Center at King Saud University, 1999-2001.

Member, Permanent Committee for University and Community Week, 1999-2001.

King Saud University Representative, Task Force to Coordinate the GCC-Wide Business Colleges Self-Evaluation Project, General Secretariat, GCC, 1998.

Member, Permanent Committee for Training and Missions, KSU, 1997-2002.

Member, Tri-Partite Committee to Establish A University-Level Research and Consulting Institute, KSU, 1996.

Chair, University-Wide Transportation Problem Study Committee, KSU, 1996-1997.

Member, King Saud University Organization Restructuring Committee, 1994-1996.

Member, King Saud University Permanent Higher Consultative Committee for University Development, 1994-1996.

Member, 5-year Plan Committee, Dept. of Business Administration, 1993.

Member, Graduate Studies Committee, College of Administrative Sciences, 1992-1993.

Senior Member, College Reorganization and Restructuring Committee, College of Administrative Sciences, 1992-1993.

Member, Student Advisement Committee, Dept. of Business Administration, 1990-1993.

Member, Foreign Graduate Business Schools Evaluation Committee, Dept. of Business Administration, 1990-1992.

King Saud University Representative, Committee for the Unification of the Requirements of the Undergraduate Programs in Business Administration, General Secretariat, GCC, 1990-1991.

Member, Committee to Advise Students on the Revised Undergraduate Program, College of Administrative Sciences, 1990-1991.

Member, Symposium Organizing Committee "Interaction of Government Agencies and Public Organizations with the Requirements of the Current Development Efforts in the Kingdom of Saudi Arabia", organized by The College of Administrative Sciences, KSU, 24-27 Nov. 1990.

Secretary, Graduate Studies and Research Committee, Dept. of Business Administration, 1989-1993.

Member, Marketing Program Group, Dept. of Business Administration, 1988-1993.

Chairman, Foreign Educational Missions and Graduate Assistants Committee, Dept. of Business Administration, 1988-1992, 2000-2002.

Member, Students Affairs Committee, College of Administrative Sciences, 1988-1989.

Member, Finance Program Group, Dept. of Business Administration, 1988-1991.

Member, Faculty & Staff Hiring Committee, Dept. of Business Administration, 1988-present.

Coordinator, International Business Program, Dept. of Business Administration, 1987-1992.

#### **EDITORIAL & REVIEW ACTIVITIES:**

Member, Editorial Review Board, Journal of Competitiveness Studies, 2014-present

Member, Editorial Review Board, Caspian Journal of Applied Sciences Research International, 2012-2016.

Member, Editorial Review Board, International Journal of Commerce and Management, published by Emerald, 2010-2015.

Member, Editorial Review Board, King Saud University Journal (Administrative Sciences), 1996-2001.

Member, Editorial Review Board, Benchmarking: An International Journal, MCB Press (UK), 1996-2001.

Member, Editorial Review Board, International Journal of Commerce and Management (USA), 1994-1996.

Member, Editorial Board, Journal of Teaching in International Business, published by Haworth Press (USA), 1989-1995.

Reviewed for many journals and scientific councils for promotion inside and outside Saudi Arabia.

#### **CONFERENCES & PRESENTATIONS:**

Attended, "The 6<sup>th</sup> Annual Saudi Technology incubation Conference", Organized by King Abdulaziz City for Science & Technology, Riyadh, 20-21 Jan. 2015.

Presented, "Effects of Green Marketing Claims and Consumer Involvement on Environmental Purchasing", 5<sup>th</sup> International Journal of Arts and Sciences Conference, Harvard University, Cambridge, MA, 26-30 May 2014 (co-authored).

"Awareness of Corporate Social Responsibility in an Emerging Economy", 2<sup>nd</sup> International Conference on Business, Management and Governance, Kuala Lumpur, Malaysia, 29-30 Dec., 2013 (presented by co-author, Muhammad Khurshid).

Presented, "Corporate Social Responsibility Awareness: An Exploratory Study among MBA Students", 4<sup>th</sup> International Journal of Arts and Sciences Conference, Harvard University, Cambridge, MA, 26-30 May 2013.

"Audit Committee Effectiveness: Evidence from an Emerging Market Economy", American Accounting Association, Ohio Region Meeting, Huron, OH, USA, 9-11 May 2013 (presented by co-authors, Hassan HassabElnaby and Kathryn Chang).

"Developing an Islamic Corporate Social Responsibility Scale (ICSR)", Business Information Management Conference (19<sup>th</sup> IBIMA), Barcelona, Spain, 12-13 Nov., 2012 (presented by co-author, Muhammad Khurshid).

Presented, "Executives' Perceptions of Corporate Social Responsibility in a Society in Transition", American Society for Competitiveness Conference, Washington, D.C., USA, October 25-27, 2012.

"From Unfettered to Constructive Competition", 71<sup>st</sup> Annual Meeting of the Academy of Management, San Antonio, TX, 12-16 Aug, 2011 (presented by co-author, Abbas Ali).

"Islamic Perspectives on Profit Maximization", American Society for Competitiveness Annual Meeting, Washington, D.C., 28-30 October, 2010 (presented by co-author, Abbas Ali).

Chair of Scientific Committee, 1<sup>st</sup> International Entrepreneurship Conference, Organized by King Saud University, 25-26 Oct. 2009.

Chaired a session, "Tourism Marketing in Saudi Arabia: Its Importance and Strategies Workshop", Organized by King Saud University, 23-25 March 2009.

Chaired a session, "Partnership between Universities and the Private Sector in R&D", Organized by King Saud University, 10-12 April 2005.

Chaired a session, "The 7th Annual Meeting of the Saudi Mathematical Sciences Society", Prince Sultan University, 7-8 April 2004.

Co-Presented a paper, "Analyzing the Current Situation and Future Vision", The First Meeting of Academic Chairs at KSU, 27 May 2003.

Chaired a session, "GCC Economies: 21st Century Opportunities Conference", Organized by King Faisal University, Al-Ahsa, 13-15 February 2001.

Presented, "Scientific Research at King Saud University: Current Situation and Future Aspirations" (co-authored with S. Sedrani and A. Al-Ghamdi). Scientific Research at GCC Countries. King Abdulaziz City for Science & Technology (KACST), Riyadh, 12-14 November 2000.

Attended, "The 2nd Saudi E-Commerce Forum", Organized by MEGA, Riyadh, 4-6 Nov. 2000.

Presented, "Commercial Developments between Saudi Arabia and the EU". Italian-Saudi Relations and Europe: Development, Cooperation and Common Concerns Conference. Organized by the Institute of International Relations in Italy, Rome, 3-5 March 1999.

Attended, "Research Planning and Management", King Abdulaziz City for Science & Technology (KACST), Riyadh, 16-18 November 1998.

Presented, "Scientific Research and Universities" (co-authored with A. Aal-Sheikh). Saudi Universities Cultural Days at the Moroccan Universities, 4 cities in Morocco, 26 October - 3 November 1998.

Presented, "Saudi Non-Oil Export: The Challenges and Prospect". The 31st Annual Meeting of the Middle East Studies Association of North America (MESA), San Francisco, 22-25 November 1997.

Attended, WTO Agreement on the Application of Sanitary and Phytosanitary Measures Seminar. World Trade Organization and other sponsors, Dubai, UAE, 15-16 December 1996.

Presented, "Japanese, German and American Global Business Leadership: Perceptions of International Executives." Academy of International Business Annual Meeting, Seoul, Korea, 15-18 November 1995 (co-authored with Abbas Ali).

"A Lack of Creativity: Executives Speak Out". American Society for Competitiveness Annual Meeting, Dallas, TX, 19-21 October 1995 (presented by co-author, Abbas Ali).

Presented, "Exporting from Saudi Arabia: A View from the Saudi Export Development Center". Profiting from New Business Opportunities in Saudi Arabia Conference, organized by Institute of International Research, Dubai, UAE, 23-25 October 1995.

Presented, "Management Assessment of Export Obstacles in an Arab Country." Academy of International Business Annual Meeting, N.E. United States Region, Scranton, PA, 2-4 June 1994.

Panelist, "Globalperson" - The Perfect Manager for the 21st Century. Annual Conference of the International Academy of Business Disciplines, Pittsburgh, PA, 7-10 April 1994.

Commentator in a session entitled "Enhancing U.S. Competitiveness: Strategies and Resources to Internationalize Business Education", American Society for Competitiveness Annual Meeting. Also,



chaired a session entitled "Foreign Direct Investment and Multinational Corporations." Washington, D.C., 7-9 October 1993.

Attended, Academy of International Business Annual Meeting, Brussels, Belgium, 20-22 November 1992.

Presented, "The Competitiveness of Japan: A View from Saudi Arabia". Industrial Management: Japanese Experience Symposium. King Fahd University of Petroleum & Minerals, Dhahran, Saudi Arabia, 15-18 December 1991.

"Cross-National Perspective on Competitiveness of U.S. and Japan: A Survey". Academy of International Business Annual meeting, Toronto, 11-14 October 1990 (presented by co-author, Abbas Ali).

"Cross-National Perspective on Strategic Behavior and Environment". The Third International Conference on Comparative Management. Kaohsiung, Taiwan, 3-5 June 1990, (with R.C. Camp and Abbas Ali, presented by a colleague).

"Corporate Assessment of Joint Ventures in a Non-Western Country". Midwest USA region of the Academy of International Business Annual Meeting in collaboration with Midwest Business Administration Association, Chicago, 14-17 March 1990 (presented by co-author, Abbas Ali).

"Manager's Evaluation of Joint Ventures Performance in Saudi Arabia." The International conference of The International Academy of Management and Marketing, Pittsburgh, 31 March- 2 April 1989 (presented by co-author, Abbas Ali).

#### **PUBLICATION: ARTICLES**

1. Abbas J. Ali and Abdulrahman Al-Aali. Human Capital and Crisis Management. Journal of Transnational Management, 2016, Vol. 21, No. 4, pp. 200-216 (Scopus Indexed).
2. John H. Heinrichs, Abdulrahman Al-Aali, Jeen-Su Lim, and Kee-Sook Lim. Gender Moderating Effect on e-Shopping Loyalty Behavior: A Cross-Cultural Study of the United States and Saudi Arabia. Accepted for publication, Journal of Global Marketing, 2016, Vol. 29, No. 2, pp. 85-97 (ISI Indexed, no JIF, Scopus).
3. Durga Prasad Samontaray and Abdulrahman Al-Aali. Etihad Etisalat (Mobily) – "A". Journal of Competitiveness Studies, 2016, Vol. 24, No. 1&2, pp. 61-78.
4. Yasser Mahfooz and Abdulrahman Al-Aali. The Perfect Saudi Retail Recipe? Food For Thought. Journal of Competitiveness Studies, 2016, Vol. 24, No. 1&2, pp. 16-34.
5. Abdulrahman Al-Aali and Sobia Ayoub. Yatooq: A Saudi Female Entrepreneur Innovates Arabian Coffee. Journal of Competitiveness Studies, 2015, Vol. 23, No. 3, pp. 90-102.
6. Kukko Randheer and Abdulrahman Al-Aali. What, Who, How and Where: Retailing Industry in Saudi Arabia. Journal of Competitiveness Studies, 2015, Vol. 23, No. 3, pp. 54-69.
7. Abdulrahman Al-Aali and Mostafa M. Kamel. Saudi Telecom Company: Rapid International Investments and Divestments. Journal of Competitiveness Studies, 2015, Vol. 23, No. 3, pp. 38-53.
8. Abdulrahman Al-Aali, Kukko Randheer, and Shafiullah Hasin. Do the subcomponents of country of origin trigger purchase intentions?: A conceptual model of consumer perceptions.

International Journal of Commerce and Management, 2015, Vol. 25, No. 4, pp. 627-640 (Scopus Indexed).

9. Jeen-Su Lim, Abdulrahman Al-Aali, and John H. Heinrichs. Impact of Satisfaction with e-Retailers' Touch Points on Purchase Behavior: The Moderating Effect of Search and Experience Product Type. Marketing Letters, 2015, Vol. 26, No. 2, pp. 225-235, (ISI Impact Factor: 0.642).
10. Abbas Ali and Abdulrahman Al-Aali. Marketing and Ethics: What Islamic Ethics Have Contributed and the Challenges Ahead. Journal of Business Ethics, 2015. Vol. 129, No. 4, pp. 833-845 (ISI Impact Factor: 1.326).
11. Abdulrahman Al-Aali, Kathryn J. Chang, and Hassan R. HassabElnaby. Audit Committee Effectiveness: Evidence from an Emerging Market Economy. International Research Journal of Applied Finance, 2014, Vol. 5, No. 11 (November), pp. 1323-1342.
12. Muhammad Khurshid, Abdulrahman Al-Aali, Ahmed Soliman, and Salmiah Amin. Developing an Islamic Corporate Social Responsibility Model (ICSR). Competitiveness Review, 2014, Vol. 24, No. 4, pp. 258-274 (Scopus Indexed).
13. Kokku Randheer, Abdulrahman Al-Aali and Ruwaida Al-Ibrahim. Environmental Purchasing: From the Perspective of Claims, Involvement, and Societal Structure. The Journal of American Academy of Business, 2014, Vol. 19, No. 2, pp. 336-343.
14. Abdulrahman Al-Aali and David J. Teece. International Entrepreneurship and the Theory of the (Long-Lived) International Firm: A Capabilities Perspective. Entrepreneurship Theory and Practice Journal, Vol. 38, No. 1, 2014, pp. 95-116 (ISI Impact Factor: 2.242).
15. Jeen-Su Lim, Abdulrahman Al-Aali, John H. Heinrichs, and Kee-Sook Lim. Testing Alternative Models of Individuals' Social Media Involvement and Satisfaction. Computers in Human Behavior, Vol 29. No. 6, 2013, pp. 2816-2828 (ISI Impact Factor: 2.067).
16. Muhammad Khurshid, Abdulrahman Al-Aali, Ahmed Soliman, Omair Malik, and Tanvir Khan. Awareness of Corporate Social Responsibility in an Emerging Economy. Life Science Journal, 2013, Vol. 10, No. 4, pp. 2229-2240 (ISI Impact Factor: 0.165, 2012).
17. David J. Teece and Abdulrahman Al-Aali. Knowledge, Entrepreneurship, and Capabilities: Revising the Theory of the MNE. Universia Business Review, 2013, No. 40, 4<sup>th</sup> Quarter, pp. 18-32 (ISI Impact Factor: 0.138, 2012; Scopus).
18. Abbas Ali, Abdulrahman Al-Aali and Abdullah Al-Owaidan. Islamic Perspectives on Profit Maximization. Journal of Business Ethics, Vol. 117, No. 3, 2013, pp. 467-475 (ISI Impact Factor: 1.326).
19. Abdulrahman Al-Aali and David J. Teece. Towards the (Strategic) Management of Intellectual Property: Retrospective and Prospective. California Management Review, Vol. 55, No. 4, 2013, pp. 15-30 (ISI Impact Factor: 1.667).
20. Abdulrahman Al-Aali, Jeen-Su Lim, Tanvir Khan, and Muhammad Khurshid. Marketing Capability and Export Performance: The Moderating Effect of Export Involvement. South African Journal of Business and Management, Vol. 44, No. 3, 2013, pp. 59-70 (ISI Impact Factor: 0.111).
21. Abbas J. Ali and Abdulrahman Al-Aali. Corporate Social Responsibility in Saudi Arabia. Middle East Policy Journal, Vol. 19, No. 4, 2012, pp. 40-53 (ISI Impact Factor: 0.481).

22. Muhammad Khurshid, Abdulrahman Al-Aali, Ahmed Soliman, and Salmiah Amin. Developing an Islamic Corporate Social Responsibility Scale (ICSR). Proceedings of Business Information Management Conference (19<sup>th</sup> IBIMA), Barcelona, Spain, 12-13 Nov. 2012, pp. 1263-1269 (*ISI Indexed Conference*).
23. Abdulrahman Al-Aali, Jeen-Su Lim, and Hisham Al-Aali. Perceived Export Barrier Differences Among Exporters: A Less Developed Economy Evidence. African Journal of Business and Management, Vol. 6, No. 36, 2012, pp. 9945-9956 (*ISI Impact Factor: 0.107, 2010*).
24. Sundaram Nataraja and Abdulrahman Al-Aali. The Exceptional Performance Strategies of Emirate Airlines. Competitiveness Review, Vol. 21, No. 5, 2011, pp. 471-486, (Scopus Indexed).
25. Abdulrahman Al-Aali, Muhammad Khurshid, Najeeb Nasir, and Hisham Al-Aali. Measuring the Service Quality of Mobile Phone Companies in Saudi Arabia. King Saud University Journal-Administrative Sciences, Vol. 22, No. 2, 2011, pp. 43-55.
26. Abdulrahman Al-Aali, et al. Toyota's Strategy in Managing its Crisis in the U.S. Market: An Analytical Study. King Saud University Journal-Administrative Sciences, Vol. 22, No. 1, 2011, pp. 67-103.
27. Abdulrahman Al-Aali, Fouad Al-Rumaihi, and Kholoud Al-Enazi. Managing Technology Negotiation: An Empirical Study of the Kuwaiti Oil Industry. King Saud University Journal-Administrative Sciences, Vol. 17, No. 2, 2005, pp. 93-147.
28. Saleh Sedrani, Abdulrahman Al-Aali and Ali Al-Ghamdi. Scientific Research at King Saud University: Current Situation and Future Aspirations. Proceedings of Scientific Research at GCC Countries Symposium. Organized by King Abdulaziz City for Science & Technology (KACST), Riyadh, 2000, pp. 57-81.
29. Abdulrahman Al-Aali and Ahmed A. Ahmed. Internationalization of Business Curricula at Universities and the Views of Executives in Saudi Arabia. King Saud University Journal-Administrative Sciences, Vol. 11, No. 1, 1999, pp. 29-61.
30. Abdulrahman Al-Aali. Obstacles Perceived by Exporters in Saudi Arabia. King Saud University Journal - Administrative Sciences, Vol. 11, No. 1, 1999, pp. 19-38.
31. Abbas Ali and Abdulrahman Al-Aali. A Lack of Creativity: Executives Speak Out. Management Research Review (previously, Management Research News), Vol. 20, Number 6, 1997, pp. 1-8, (Scopus Indexed).
32. Abdulrahman Al-Aali and Ahmed A. Ahmed. The Successful Negotiator from the Viewpoint of Executives in Saudi Arabia. Arab Journal of Administrative Sciences, Vol. 4, No. 2, 1997, pp. 185-203.
33. Abbas Ali and Abdulrahman Al-Aali. Japanese, German, and American Global Business Leadership: Perceptions of International Executives. Journal of Transnational Management Development, Vol. 2, No. 3, 1996, pp. 37-57.
34. Abdulrahman Al-Aali. Alcave Coffee: An Innovative Way for a Traditional Drink. Competitiveness Review, Vol. 6, No. 2, 1996, pp. 81-86, (Scopus Indexed).
35. Ahmed A. Ahmed and Abdulrahman Al-Aali. Pre-Negotiation Planning by Executives in Saudi Arabia. Public Administration Journal, Vol. 36, No. 2, 1996, pp. 253-282.

36. Abdulrahman Al-Aali. Obstacles Facing Saudi Arabian Food and Chemical Exporters. International Journal of Commerce and Management, Vol. 5, No. 3, 1995, pp. 17-31.
37. Abdulrahman Al-Aali. Performance and Export Strategy of Saudi Arabian Manufacturing Firms. Public Administration Journal, Vol. 34, No. 4, March 1995, pp. 555-586.
38. Abbas Ali, Abdulrahman Al-Aali, and Robert C. Camp. A Cross-National Perspective on Strategic Behaviour and Business Environment. International Journal of Management, Vol. 9, No. 2, June 1992, pp. 208-214.
39. Abdulrahman Al-Aali. Political Risk Management: An Emerging Function for Multinational Corporations. King Saud University Journal-Administrative Sciences, Vol. 4, No. 1, 1992, pp. 65-91.
40. Abbas Ali and Abdulrahman Al-Aali. Expatriate and Saudi Managers' Perceptions of the Competitiveness of Japanese and U.S. Firms: A Survey. Business Horizons, Vol. 34, No. 6, November-December 1991, pp. 35-42 (*ISI Impact Factor: 1.416*).
41. Abdulrahman Al-Aali and Abbas Ali. US Corporate Assessment of Joint Ventures in a Non-Western Country. Journal of Global Marketing, Vol. 5, No. 1 & 2, 1991, pp. 125-144 (*ISI Indexed*).
42. Abdulrahman Al-Aali. The Competitiveness of Japan: A View from Saudi Arabia. Proceedings of the Industrial Management: Japanese Experience Symposium. King Fahd University of Petroleum & Minerals, Dhahran, Saudi Arabia, December 1991, pp. 170-184.
43. Abbas Ali, Abdulrahman Al-Aali, and Robert C. Camp. Cross-National Perspective on Strategic Behavior and Environment. Proceedings of the Third International Conference on Comparative Management. Kaohsiung, Taiwan, 3-5 June 1990, pp. 144-149.
44. Abdulrahman Al-Aali. A Comparative Study of Arab and Non-Arab Joint Ventures in Saudi Arabia. Arab Journal of Administration, Vol. 14, No. 1, 1990, pp. 64-81.
45. Abdulrahman Al-Aali. Characteristics of Exporting and Nonexporting Joint Ventures in Saudi Arabia. Journal of Global Marketing, Vol. 3, No. 2, 1990, pp. 61-75 (*ISI Indexed*).

#### **PUBLICATION: BOOKS & CHAPTERS IN BOOKS**

1. David J. Teece and Abdulrahman Al-Aali. Knowledge Assets, Capabilities and the Theory of the Firm, A Chapter in Handbook of Organizational Learning and Knowledge Management, 2<sup>nd</sup> Edition, Edited by Mark Easterby-Smith and Marjorie A. Lyles, Wiley, 2011, pp. 505-534.
2. Abbas J. Ali, Abdulrahman Al-Aali, and Fred David. Case Instructor's Manual for Strategic Management (Arab World Edition), Pearson, UK, 2011.
3. Fred David, Abbas Ali, and Abdulrahman Al-Aali. Strategic Management: Concepts and Cases, 1<sup>st</sup> Arab World Edition, Pearson, UK, 2011.
4. Abdulrahman Al-Aali, Salem S. Alqahtani, Sunila Lobo, and Ahmed Al-Motawa. "King Saud University – The Strategic Transformation of King Saud University by 2030", a case in Fred David, Abbas Ali, and Abdulrahman Al-Aali, Strategic Management: Concepts and Cases, 1st Arab World Edition, Pearson, UK, 2011, pp. 264-275.
5. Sundaram Nataraja and Abdulrahman Al-Aali. "Emirates Airline – 2010", a case in Fred David, Abbas Ali, and Abdulrahman Al-Aali, Strategic Management: Concepts and Cases, 1st Arab World Edition, Pearson, UK, 2011, pp. 237-250.

6. Abdulrahman Al-Aali, Sundaram Nataraja, and Durga Samanraray. "Cohesion Case: SABIC - Saudi Basic Industries Corporation", a case in Fred David, Abbas Ali, and Abdulrahman Al-Aali, *Strategic Management: Concepts and Cases*, 1st Arab World Edition, Pearson, UK, 2011, pp. 32-48.
7. Abdulrahman Al-Aali. Saudi-EU Trade and Economic Relations. A Chapter in *Arabia Saudita Cent'anni: Cooperazione, sicurezza, identità*. Editors, Roberto Aliboni e Daniela Pioppi (Italian), Institute of International Relations, Rome, Italy, 2000, pp. 193-202.
8. Abdulrahman Al-Aali. Perceptions of Executives in Saudi Arabia Concerning the Impact of Saudi Membership in the World Trade Organization: An Empirical Study in Riyadh. Research Center of the College of Administrative Sciences, KSU, Riyadh, Saudi Arabia, 1999.
9. Yousif Al-Saadon and Abdulrahman Al-Aali. World Trade Organization: Past, Present and Future. Al-Riyadh Book No. 58, October 1998. Al-Yamamah Press, Riyadh.
10. Abdulrahman Al-Aali. Saudi Arabian Export Strategy: A Micro-Level Analysis. A Chapter in Business and Economic Development in Saudi Arabia, edited by J. W. Wright, Jr. Macmillan Press, Ltd., London, 1996, pp. 152-169.

#### **PUBLICATION: REPORTS**

Al-Saadon, Y.T. and al-Aali, A. Y. 1997a. The Kingdom of Saudi Arabia: Development of an international commercial information system. SAU/95/007. In-depth terminal evaluation. United Nations Development Program (UNDP).

Al-Saadon, Y.T. and al-Aali, A. Y. 1997b. The Kingdom of Saudi Arabia: Establishment of an integrated trade and investment system. SAU/94/00. In-depth terminal evaluation. United Nations Development Program (UNDP).

#### **HONORS & AWARDS:**

*Top Researcher in ISI Journals*, College of Business Administration, King Saud University, 2013 & 2014.

*Best Teaching Award*, King Saud University, 2009.

*Medal of Merit, 3<sup>rd</sup> Class*, Royal Court, The Government of the Kingdom of Saudi Arabia. 1997.

*Fulbright Fellowship*, spent at The George Washington University, 1993-1994.

*Promoted to Associate Professor with Academic Distinction*, Scientific Council, KSU, 1992.

*Beta Gamma Sigma*, National Business Honorary, 1988.

*Golden Key*, National Scholastic Honorary, 1986.

*Omicron Delta Kappa*, National Leadership Honorary, 1979.

*Blue Key*, National Service Honorary, 1979.

*Alpha Lambda Delta*, National Freshmen Honorary, 1977.

*Dean's List*, Georgia State University, several times.

*Scholastic Excellence*, Saudi Arabian Educational Mission to the U.S. & Canada, several times.

**RESEARCH INTERESTS:**

Corporate Strategies, Export Management and Promotion, eCommerce and Online Shopping, Corporate Social Responsibility, and Negotiation Behaviors and Strategies.

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