

Seyed Hossein Jalali, PhD, CMC

June, 2022

Phone: +989123387183

Email: Jalali.SHosseini@gmail.com

LinkedIn: /SHosseiniJalali

Twitter: @SHosseiniJalali

Website: SHJalali.com

Education

2014-2019	University of Tehran, Tehran <i>PhD / Business Strategy, GPA: 17.33 / 20</i>
2009-2011	Allameh Tabatabai University, Tehran <i>MBA / International Business, GPA: 17.66 / 20</i>
2005-2009	Allameh Tabatabai University, Tehran <i>B.A. / Business Management, GPA: 17.21 / 20</i>

Professional Certificate

CMC Holder

Certified Management Consultant from The International Council of Management Consulting Institutes

Issued 2019, Renewed 2022

Credential ID IR201901052

Executive Experience

2021- Present	TOPIA Consulting Principal Consultant, Strategy & Organization Design
2021- Present	HaftPeikar Strategic Consulting Member of Board of Directors
2021- Present	Kahroba Tarasheh Engineering Member of Board of Directors
2021- 2022	Kayen Management Consulting Principal Consultant, Strategy & Organization Design
2019- Present	AryanaGhalem Publishing Member of Board of Directors
2017- Present	University of Tehran Adjunct Lecturer, Strategic Management
2014- 2019	Aryana Industrial & Research Group Principal Consultant, Strategy & Organization Design

Previously: Co-Founder & Executive Manager in 7 different startup companies from 2007

Professional Services

- Member of Advisory Council of Harvard Business Review (HBR): 2019- Present
 - CMC Committee member of Iranian Management Consultants Association (IMCA): 2019- Present
 - Review Committee member of: Academy of Management (2016- Present), Strategic Management Society (2016- Present), Academy of International Business (2016- Present)
-

Consulting Experiences [Selected]

Sepehr Arman Industrial Group	Saman Insurance Company	Kimyagaran Development Group
BandarAbbas Oil Refinery Co.	ZarrinRoya Group	GoleGohar Mine & Metal Group
Oil Industry Investment Holding	Mahtaab Power Industries	Gohar-Omran Group
TamkarGas Equipments Co	Midhco Mine & Industry Group	Middle East Sugar Mill Co.
Omran Maroon Construction Co.	Bonmano Co.	Maadiran Group
Kimyagaran Chemical Industries	Savola Food Iran (Behshahr Group)	Metil Group
JTG Group	Sobhan Pharmaceuticals Group	IOEC Group
Maani Food Industries Group	IranPharmis Group	BinaTeb Optics
AmnAfzar	Petro Paydar Co.	Nilram
Asan Group	Bahar Ecommerce Co.	Agah Brokerage Co.
Telecom Infrastructure Co.	Afra Technology Group	Sardsaz Auto Parts Co.
Petronad Petrochemical Co.	Almas Nirou	OTC Group
Perforator Tam Pars	Bam Gam Ayegh	Ravizh Group
Petran	Autism Society of Iran	Iran Auditing Organization
IranServers	Iran National Innovation Fund	Arshin
Iran Railways Co.	Sahlan Co.	DigiKimya
SafirKabir	TIECO	Mofid Auditing
Novin Service Wood Industry	Iran E-commerce Association	Parsian Bank Data Processing
Pedram Painting Industries	Matin Computers	Barij Essence Pharmaceuticals

Teaching & Researching

2017- Present	University of Tehran <ul style="list-style-type: none">▪ Adjunct Professor <i>Strategic Management, Organization Theory</i>
2020- Present	Middle East Strategic Studies Center <ul style="list-style-type: none">▪ Research Fellow <i>Oil, Gas & Renewable Energies Department</i>

Books

Strategist Mind: Practical Technics for Strategic Thinking in Individual, Organizational & National Levels. AryanaGhalam Publishing, 2018

Translations:

Your Strategy Needs a Strategy: How to Choose & Execute the Right Approach. by Reeves, M., Haanes, K. & Janmejaya, S., Harvard Business Review Press, 2015.

Playing to Win: How Strategy Really Works. By Lafley, A.G. & Martin, R.L., Harvard Business Review Press, 2013.

The End of Competitive Advantage: How to Keep Your Strategy Moving as Fast as Your Business. by McGrath, R.G., Harvard Business Review Press, 2013.

Publication

English Papers

- Interplay between Cognition and Design: How Performance of Strategic Alliance with Different Design Affected by Cognitive Capabilities?*, International Journal of Management and Decision Making, 2020
- Cognitive Capabilities and the Strategic Alliances' Performance: How Time Frame Matters?*, International Journal of Management and Network Economics, 2019
- How Alliance Partner Characteristics Can Affect Performance? Empirical Evidence from Emerging Economies Context*, International Journal of Strategic Business Alliances, 2017
- Partner Capabilities and Alliance Time Frame: The Analysis of International Strategic Alliances from CEE*, Journal of Entrepreneurship, Management and Innovation, 2017
- How Partner Characteristics Can Affect Performance of Alliances with Different Time Frames?*, Eurasian Journal of Business and Economics, 2017
- The Effect of Export Promotion Programs on Export Performance: Evidence from Iranian Food Manufacturers*, International Journal of Business & Globalization, 2012
- Environmental Determinants, Entrepreneurial Orientation and Export Performance: Empirical Evidence from Iran*, Serbian Journal of Management, 2012
- Export Barriers and Export Performance: Empirical Evidences from Greece and Iran*, South-Eastern Europe Journal of Economics, 2012
- Appraising the role of Strategy Implementation in Export Performance: a Case from Middle East*, Business Intelligence Journal, 2012

Persian (Farsi) Papers

- A Model for Governance in International Strategic Alliances*, Management Research in Iran, 2021
- Industrial Context in Developing the Structure of Strategic Alliances*, Journal of Iranian Business Management, 2021
- Political Capability and Strategic Alliance Formation*, Transformation Management Journal, 2020
- Structural Framework of Strategic Alliances with Alliance performance*, Iranian Journal of Management Science, 2019
- Effective Factors on Selection of Structural Framework in Strategic Alliances*, Journal of Executive Management, 2019
- Strategic Capabilities in the Oil and Gas Industry*, Innovation Management Journal, 2019
- Organization Design in Technology-based International Strategic Alliances*, Innovation Management Journal, 2018
- Transformational Leadership and Strategy Implementation*, Public Management Researches, 2017
- Evaluation of Partner Nationality Origin on Performance of Strategic Alliances*, Management Research in Iran, 2017
- Strategic Alliance Formation from the Institutional Theory*, Journal of Iranian Business Management, 2016
- Knowledge Management and Competitive Position of Top Firms*, Journal of Information Technology Studies, 2015
- Operational Strategy Selection in International Markets*, Journal of Business Management Perspective, 2015
- Strategy Implementation Obstacles in Tourism Industry*, Journal of Tourism Studies, 2014
- Strategic Position of Intellectual Capital in Insurance Industry*, Iranian Journal of Strategic Management Studies, 2014
- Strategic Networks & Business Performance*, Iranian Journal of Management Science, 2013
- Strategy Implementation Obstacles In Energy Industry*, Journal of Industrial Management Studies, 2013
- Strategic Alliances Partner Selection: Case Study of Software Industry*, Iranian Journal of Management Science, 2012
- Assessing the Role of Social Networking on Iran's Tourism Policy*, Journal of Tourism Studies, 2012
- Obstacles Affecting Strategy Implementation in Pharmaceutical Industry*, Journal of Executive Management, 2012
-

Conference Proceedings & Presentations

17th *International Management Conference*, Shahid Beheshti University, 2021
14th *International Project Management Conference*, Iranian Project Management Association, 2019
5th *International Strategic Management Conference*, University of Tehran, 2019
12th *Technology Management Conference*, Iranian Association of Technology Management, 2019
14th *International Management Conference*, Sharif University of Technology, 2017
4th *International Strategic Management Conference*, University of Tehran, 2017
10th *Technology Management Conference*, Iranian Association of Technology Management, 2016
13th *International Management Conference*, Sharif University of Technology, 2016
4th *International Strategic Management Conference*, University of Tehran, 2016
13th *International Management Conference*, Sharif University of Technology, 2015
3rd *International Strategic Management Conference*, University of Tehran, 2015
5th *Executive Management Conference*, University of Tehran, 2015
12th *International Management Conference*, Sharif University of Technology, 2014
1st *National Monetary & Banking Management Conference*, Central Bank of Iran, 2014
1st *New Perspective in Business Management Conference*, University of Tabriz, 2014
6th *Knowledge Management Conference*, OGP Institute, 2014
11th *International Conference of Manufacturing Research*, Cranfield University of UK, 2013
11th *International Management Conference*, Sharif University of Technology, 2013
7th *Technology Management Conference*, Iranian Association of Technology Management, 2013
9th *Human Resources Development Conference*, Industrial Management Institute, 2013
7th *E-commerce Conference*, Iranian E-commerce Association, 2013
1st *National Production & Investment Conference*, Allameh Tabatabai University, 2013
7th *International Conference on E-commerce in Developing Countries*, Isfahan University, 2013
8th *International Project Management Conference*, Iranian Project Management Association, 2013
10th *International Management Conference*, Sharif University of Technology, 2012
6th *Technology Management Conference*, Iranian Association of Technology Management, 2012
4th *International Conference on Intellectual Capital*, IASBS Zanjan, 2012
6th *E-commerce Conference*, Iranian E-commerce Association, 2012
2nd *E-insurance Conference*, Central Insurance of Iran, 2012
1st *Conference on Pharmacy Economics and Pharmacy Management*, IAPME Association, 2012
2nd *Entrepreneurship Conference*, Shahed University, 2012
2nd *Executive Management Conference*, University of Tehran, 2011
1st *International Conference on Entrepreneurship & Innovation*, Shiraz University, 2011

Other Certificates

Growth Strategy, University of Virginia Darden School of Business, 2022
Advanced Valuation & Strategy (M&A, PE, VC). Erasmus University Rotterdam, 2020
Strategic Organization Design, Ludwig-Maximilians-Universität München, 2020

Updated on 2022, June