

Dear Committee Members,

I wish to apply for the NBER Productivity, Innovation and Entrepreneurship Program Post-Doctoral Fellowships (2014-02\_111451158) at Cambridge, MA, UNITED STATES. I am PhD candidate (waiting for the viva) in Business and Entrepreneurship (Research assistant) at the University Kebangsaan Malaysia (UKM) at Bangi in the department of Education. My thesis work focused on impulse buying behavior, I have published several papers in referee, and *ISI indexed* journals. Furthermore, I had around 5 years teaching experience as a part time lecturer in deferent universities such as Islamic Azad University (Iran), Limkokwings (Malaysia), and teacher assistant(University Kebangsaan Malaysia UKM). My teaching and interesting area is Consumer behavior, Business research methods, Business statistics, and entrepreneurship.

Beyond my research successes (including 14 papers to date and others in preparation) I have been fortune to obtain a wide-range of teaching experiences. As my CV indicates, my teaching role has included teaching assistant, instructor, and guest lecturer. My experience with outstanding mentors has made me realize just how important one good teacher can be to a student. I will work hard to be the best teacher I can.

Enclosed are my CV and publications, letter of recommendation is sent being separate cover, if desired I would be happy to provide letters in support of my teaching. Please do not hesitate to contact me if further information is needed.

*Sincerely,*

*Amir Foroughi*

*PhD Candidate of Business and Entrepreneurship Education  
University Kebangsaan Malaysia (UKM)*

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