

Alireza Chavosh

alireza.chavosh2@unibo.it

Department of Management, University of Bologna
Via Capo di Lucca, 34, Bologna, Italy

Tel.: +39-051-6410408

Mobile: +393888264593

EDUCATION AND TRAINING

2011-present

PhD- General Management (Expected 2015)

Thesis: Patent nonuse: Are patent pools a solution?

Committee:

Advisor: Salvatore Torrisi, University of Bologna

Co-Advisors: Paola Giuri, Laura Toschi, University of Bologna

External advisor: Alberto Galasso, Rotman School of Management, University of Toronto

December 2012 to April 2013

Visiting PhD Student (With Prof. Scott Shane)

Cass Business School, City University of London

Entrepreneurship PhD course (Grad: 95/100)

2007-2010

Master of Business Administration

Faculty of Management, Multimedia University, Cyberjaya, Malaysia

Thesis: Competitive advantage and export performance of selected electronic equipment exporting companies in Malaysia (Grade: 3.87 out of 4)

Supervisor: Dr. C.A Malarvizhi

2002-2007

Bachelor of Science in Electrical & Electronics Engineering

Azad University of Tehran, Tehran, Iran

Thesis: Designing Automobile Suspension System Using ADXL202 accelerometer (Grade : 85 out of 100)

Supervisor: Dr. Razzaghian

ACADEMIC EXPERIENCE

February 2013 - present

Research assistant for Prof. Salvatore Torrasi

Project: Market and non-market mechanisms for the exchange and diffusion of innovation: when do they work, when they do not work, and why should we care?, Programmi di Ricerca di Rilevante Interesse Nazionale (PRIN), 2010-2011 National Coordinator: Alfonso Gambardella, Bocconi, University of Bologna Coordinator: Salvatore Torrasi

Department of Management, University of Bologna

September 2013-January 2014

Teaching assistant for Prof. Salvatore Torrasi

University of Bologna

Strategic Management

Teaching assistant for Prof. Paola Giuri

University of Bologna

International Business

February-Jun 2009

Teaching assistant for Prof. M.V. Shetty

Faculty of Management, Multimedia University

Marketing

April 2011-July 2011

Teacher

Strategic Management & Marketing Strategy

Dibavaran Fars Institute.

Shiraz/Iran

NON ACADEMIC EXPERIENCE

October 2010 – August 2011

Marketing strategist and market researcher

Thunder Electronics Co. (Shiraz/Iran)

October 2004 - October 2006

Sales manager of Lab. Supplies

Parsian Az Teb Engineering Co. Tehran (Iran)

July 2002 - September 2004

Manager of sales and after sales services

Eqlim Danesh Co, Tehran (Iran)

HONORS, AWARDS, & SCHOLARSHIPS

- 1- **Best Paper Award** from 13th International Business Research Conference held in November 2010 in Melbourne, Australia for the paper, "A new model of Online advertising effectiveness on customer responsiveness: a case of laptop companies in Malaysia".
- 2- **Full Doctoral Fellowship** from University of Bologna
- 3- **Brains-In 2013 Full Fellowship** Institute of advanced studies (ISA) fellow
Conferred by Institute of advanced studies, University of Bologna.

PUBLICATIONS

Thesis

- 2010 Competitive advantage and export performance of selected electronic equipment exporting companies in Malaysia, Master
- 2007 Designing Automobile Suspension System Using ADXL202 accelerometer, Bachelor

Selected Papers

- 2012 Reza Sigari Tabrizi, Govindan Marthandan, Pejman Sheibani Esferjani, Alireza Chavosh, Anahita Bagherzad Halimi, "A Study on the Recursive Relationship between BPR and ERP Implementation", Journal of Advanced Materials Research, Switzerland, Vols. 433-440, pp. 4947-4951, 2012.
- 2011 Alireza Chavosh, Anahita Bagherzad Halimi and Shariar Espahbodi, "Comparing the satisfaction with the Banks E-payment Services between Degree Holder and Non-Degree Holder Customers in Malaysia" International Journal of e-Education, e-Business, e-Management and e-Learning, Vol. 1, No. 2, pp. 132-138, June 2011
- 2011 Anahita Bagherzad Halimi and Alireza Chavosh, and Sahar Hosseinikhah Choshali "The Influence of Relationship Marketing Tactics on Customer's

Loyalty in B2C Relationship – The Role of Communication and Personalization”, European Journal of Economics, Finance and Administrative Science, Issue 31, pp 49-56, (2011), ISSN 1450-2275.

- 2010 Arian Ghajarzadeh, Navid Sahebjamnia, Khosro Sahaleh, Alireza Chavosh and Anahita Bagherzad Halimi "A New Model of Online Advertising Effectiveness on Customer Responsiveness: A Case of Laptop Companies in Malaysia." Journal of Business and Policy Research, Volume 5. Number 2, pp237-261, 2010.

CONFERENCES ATTENDED

PhD

- 2013 Alireza Chavosh, “Patent nonuse: Are patent pools a solution?” Research proposal presented in the Summer School on the Economics and Management of Intellectual Property 10–14 June 2013, Alma Graduate School, University of Bologna.
- 2013 Alireza Chavosh, “The drivers of patent nonuse: A theoretical framework” Poster presented in Project Show, April 2013, University of Bologna.

Master

- 2011 Alireza Chavosh, Anahita Bagherzad Halimi, Somayeh Soheylirad, Arian Ghajarzadeh and Amin Nourizadeh, "Customer Responsiveness and Export Performance of Selected Electronic Equipment Export Companies in Malaysia", Proceeding of International Conference on Social Science and Humanity (ICSSH 2011) Singapore (IEEE).
- 2011 Anahita Bagherzad Halimi, Alireza Chavosh, Alireza Sharifi, Javad Namdar, Saeed Behjati “Entrepreneur Women in Iran: A review of challenges and approaches to remove the barriers of women entrepreneurship in Iran". Proceeding of 2011 International Conference on Economics, Business and Marketing Management – EBMM , Shanghai, China (IEEE).
- 2011 Alireza Chavosh, Anahita Bagherzad Halimi, Mehrdad Salehi, Pedram Behyar and Zahra Bayat “Competitive Priorities and Export Success of Semiconductor Equipment Manufacturing Firms in Singapore”, Proceeding of 2011 International Conference on Economics and Finance Research, ICEFR Singapore (IEEE).
- 2010 Arian Ghajarzadeh, Navid Sahebjamnia, Khosro Sahaleh, Alireza Chavosh and Anahita Bagherzad Halimi, "A New Model of Online Advertising Effectiveness on Customer Responsiveness: A Case of Laptop Companies in Malaysia", 13th International Business Research Conference, Melbourne Australia, 2010. (**Best Paper Award**)

WORKSHOPS ATTENDED

PhD

- 2013 Navigating the Journal Publishing Process, Prof. Denny Gioia, Klein Professor of Management at Penn State University, Department of Management, University of Bologna
- 2013 Workshop on “Introducing patent searching”, British Library, London, UK.
- 2013 Interdisciplinary Seminars on Intellectual Property, University of Bologna.
- 2012 PhD Seminars on “The Art and Craft of Managing the Peer Review Process”, Department of Management, University of Bologna.

Master

- 2011 SPSS Workshop (30 hours), organized by University Technology Malaysia.
- 2011 Application of SPSS in Multivariate Data Analysis Workshop, organized by Scientific Core of GIS & Space Information Technology, Faculty of educational Science, University Putra Malaysia.
- 2011 SEM-Amos (Intermediate) software Workshop, organized by Scientific Core of GIS & Space information Technology, Faculty of educational Science, University Putra Malaysia.
- 2011 SEM-Amos (Basic) software Workshop, organized by Scientific Core of GIS & Space information Technology, Faculty of educational Science, University Putra Malaysia.
- 2011 Research Tools 2 , organized by Iranian Students Association Malaysia, University Putra Malaysia.
- 2011 Advanced Endnote Workshop, organized by Iranian Students Association Malaysia, University Putra Malaysia.
- 2011 Advance Word Workshop, organized by University Technology Malaysia.
- 2010 Technique and skill improvement in using the ‘integrated’ SAS and Excel packages in data handling, statistical analysis, and the analysis output and presentation, organized by Faculty of Crop Science, University Putra Malaysia.
- 2010 Workshop on ‘How to publish papers in international journals’, organized by University Technology Malaysia.
- 2010 Endnote 1 Workshop, organized by Scientific Core of GIS & Space information Technology, Faculty of educational Science, University Putra Malaysia.
- 2010 Research Tools 1, organized by Iranian Students Association Malaysia, University Putra Malaysia.

SUMMER SCHOOLS ATTENDED

- 2013 Summer School on the Economics and Management of Intellectual Property
Alma Graduate School, University of Bologna(June 10 – 14).
- 2012 Panel data linear analysis by Prof. Badi Baltagi , Barcelona Graduate School
of Economics,Spain (June 25 - 29).
- 2012 Panel data Ecometrics: theory and applications (Mod.III), by Prof. Roberto
Golinelli, Cide, Bertinoro, Italy(Aug 27- Sept1).
- 2012 Netval Summer School on IP: “Industrial property and innovation processes:
new trends, strategies, tools and supporting initiatives”, Bertinoro, Italy,
(September, 11-14)

RESEARCH SKILLS

Quantitative analysis of survey and market research by SPSS software,
Quantitative analysis and panel data analysis with STATA,Qualitative data
analysis by Nvivo

COMPUTER SKILLS AND COMPETENCES

Statistic software (STATA, SPSS, QM, Nvivo),“C++” programming.Visual
Basic 6 Programming, Electronics engineering software (EWB, PSPICE,
PROTEL), Expert in Conventional MS-Office, Graphical designing via Adobe
Photoshop, Music software (QBASE,CAKEWALK,SONAR, AUDIOPRO)

REFERENCES

Prof. Salvatore Torrasi, Full Professor of Strategic Management and Coordinator, Ph.D in
General Management
Address: Via Capo di Lucca 34 - 40126 Bologna
E-mail: torrasi@unibo.it

Prof. Paola Giuri, Associate Professor of Strategic Management
Address: Via Capo di Lucca 34 - 40126 Bologna
E-mail: paola.giuri@unibo.it

Prof. Alberto Galasso, Associate Professor of Strategic Management, Rotman School of
Management, University of Toronto Mississauga
E-mail: alberto.galasso@rotman.utoronto.ca

Alireza Chavosh

December 2013