

Summary of scientific and executive resume of

OMID FADAEIMANESH

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PhD in Applied Economics, University of Antwerp, Belgium

Master of Business Administration (MBA) Carleton University, Canada

Bachelor of Computer Engineering (Hardware), Iran

Founder & CEO of Fadaeimanesh Management Development Foundation (FMDF)

Co-Founder and Business Coach in “12 Startup Companies and 4 Training Academies”

28 years of experience in scientific and executive activities

Researcher in Management Topics

Member of the Iran Authors Society (with 9 authored books)

Management Professional Lecturer in companies

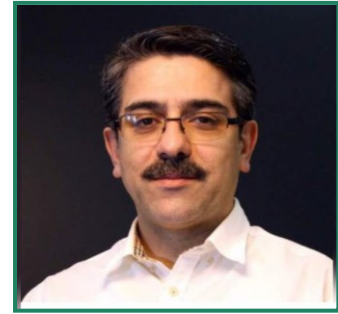
Business Consultant

Holder of Management Certificates from Belgium, UK, and Canada

Oman Resident with a Registered Company

OMID FADAEIMANESH

Business Consultant, Lecturer & Author



Work Experience

FOUNDER & CEO – Fadaeimanesh Management Development Foundation, Iran, 2012 - Now

- CEO
- Consulting & Lecturing

CO-FOUNDER & CEO – Mehrcomon T.F Co., Iran, 2002 - 2012

- CEO
- Consulting & Lecturing

DEPUTY FOR CEO – Kiatel Co., Iran, 2002-2004

PROJECT MANAGER – Novin Sazan Co., Iran, 2000-2002

- Project Manager
- Hardware Engineer

CO-FOUNDER & TECHNICAL MANAGER – RayanMehr D.S Co., Iran, 1997-2000

- Software Manager
- Co-Founder & Board Member

CO-FOUNDER & HARDWARE EXPERT – RayaSystem Shop, Iran, 1995-1997

- Hardware expert
- Co-Founder

Reviewing and Scientific Secretarial Activities

No.	Organization	Activity	Year
1	International Conference WCTR 2013, RIO	Article Reviewer	2013
2	4th Banking Marketing Conference (IRIB International Conference Center)	Article Reviewer	2013
3	Industrial Management Organization	Designing Research and Development (R&D) And Innovation, Major in MBA	2013
4	Parsian Trade Conference Co. (Olympic Hotel)	Scientific Secretary of "The 1st Symposium of Research, Development and Technology Managers"	2013
5	Parsian Trade Conference Co. (Shahid Beheshti University)	Scientific Secretary of "The 2nd Symposium of Research, Development and Technology Managers"	2014
6	Parsian Trade Conference Co. (Shahid Beheshti University)	Scientific Secretary of "The 1st Festival of Excellent Selected of Research, Development & Technology"	2014
7	European Transport Conference	Article Reviewer	2015

No.	Organization	Activity	Year
8	Parsian Trade Conference Co. (Adineh Conference Hall)	Scientific Secretary of "The 2nd Festival of Excellent Selected of Research, Development & Technology"	2015
9	Parsian Trade Conference Co. (Adineh Conference Hall)	Scientific Secretary of "The 3rd Symposium of Research, Development and Technology Managers"	2015
10	Elsevier	Article Reviewer	2016
11	Vice-Presidency For Science and Technology - Iran Nanotechnology Innovation Council (INIC)	Refereeing In Startup Weekend	2017
12	National Conference of Entrepreneurship, National Production and Economic Development (Iran Industrial Management Organization Conference Hall)	Article Reviewer	January 2019
13	Nopajooan Academy	Scientific Secretary of "The 1st Online Symposium of Managers and Experts in Research, Development and Technology of The Country"	January 2021
14	Semantex Academy	Scientific Secretary of "The First National Conference on Commercialization of Inventions and Technologies"	August 2021
15	Faramoney Academy	Scientific Secretary of "National Symposium on Sales and Marketing Managers and Experts of the Country"	November 2021
16	Semim Academy	Scientific Secretary of "The First Specialized Coaching and Mentoring Conference"	January 2022
17	Nopajooan Academy	Scientific Secretary of "The Second Symposium on R&D and Technology Managers and Specialists of the Country"	February 2022
18	Semim Academy	Scientific Secretary of "The Second Specialized Conference of Coaching and Mentoring"	January 2023
19	Nopajooan Academy	Scientific Secretary of "The Third Symposium on R&D and Technology Managers and Specialists of the Country"	March 2023
20		Scientific Secretary of "Innovation in Factory Management"	July 2023
21	Semim Academy	Scientific Secretary of "Challenges and Solutions in Effective Management of Generation Z Employees"	September 2023
22	Nopajooan Academy	Scientific Secretary of "Specialized Conference on Establishment of Innovation System in The Organization"	November 2023
23	Semim Academy	Scientific Secretary of " The First Specialized Conference on Change Management in The Organization"	December 2023
24		Scientific Secretary of The "3rd Specialized Coaching and Mentoring Conference" with The Approach of Organizational Transformation, New Generation (Z), Charismatic Management	January 2024
25	Nopajooan Academy	Scientific secretary of the "4th Specialized Symposium on Research and Development Management of The Country" With The Approach of Integrated Management of R&D projects	February 2024
26	Semim Academy	Scientific Secretary of The Specialized Meeting "Applications of Artificial Intelligence [n Human Resource Management"	August 2024

Holding National Events and Executive Secretarial Activities

No.	Organization	Event Place	Activity	Year
1	Parsian Trade Conference Co.	Shahid Beheshti University	Executive Secretary Of "The 1st Festival of Excellent Selected of Research, Development & Technology"	2014
2	Parsian Trade Conference Co.	Adineh Conference Hall	Executive Secretary Of "The 2nd Festival of Excellent Selected of Research, Development & Technology Units"	2015
3	Bio Market of Iran Co.	National Institute of Genetic Engineering and Biotechnology	Executive Secretary Of "The 1st National Symposium on Bio-Economy, and Bio-Market of Iran"	2016

Skills

Sales					
Learning Skills					
R&D					
Leadership					
Work Under Pressure					
Time Management					
Self-Motivation					
Adaptability					
Conflict Resolution					
Decision Making					
Communication					
Teamworking					
Computer Skills					
Problem Solving					
Mathematical Skills					
Speech & Presentation					
English Writing					
English Listening					
EQ					

Publications

No.	Title	Subject	Publisher	Date	Type
1	3 Article Titles in The Field of Computer Science	-	Computer Era Monthly Magazine	1997	Translation
2	Article, "Knowledge and Necessary fields for Employment In IT"	Management	National Youth Organization	2002	Authoring
3	Article, "R&D Structure: Centralization & Decentralization Structure: Centralization & Decentralization"	Management	Carleton, Carleton University	2002	Authoring
4	Book, "Fieldbus, Principles and Applications"	Electronic	Naqous Press	2003	Authoring
5	Article, "Design and Components of an	Management	International Conference On	2006	Authoring

No.	Title	Subject	Publisher	Date	Type
	Industrial sample Park"		Research and Development Centers, Industries and Mines		
6	Article, "Industrial parks, the model of blossoming research and development in the process of globalization"	Management	International Conference on Research and Development Centers, Industries and Mines	2008	Authoring
7	Book, "Research and Development Management"	Management	Cultural Research Office Publications	2005	Authoring
				2013	Second Edition
8	Article, "Adapting to Five-Generations of R&D and Research Centers in Iran's Ports	Management	Ports & Maritime Organization (Perspective Magazine)	2009	Authoring
9	Article, "Foresight of Innovative Strategy in Organizations Based on the Strategic Reference Points (SRP) Approach"	Management	International Conference On Research and Development Centers, Industries and Mines	2010	Authoring
10	Book, "The Most Iranian Sales, The Most Professional in The World"	Management	Rasa Publication	2010	Authoring
			Ide Negar Publication	2015	Second Edition
11	Article, "The Necessities of Management Knowledge Localization"	Management	New Borders Monthly Magazine	2011	Authoring
12	Book, "Iranian Banking Customer Relationship Management (I.B.CRM)"	Management	Mehrcomon Tose'e Fanavari Co.	2011	Authoring
			Ide Negar Publication	2015	Second Edition
13	Article of "Rail Customer Satisfaction Based on Cultural Theories"	-	International Conference on Railway Engineering of Iran	2012	Authoring
14	Book, "Skillful Iranian business"	Management	Ide Negar Publication	2013	Authoring
				2015	Second Edition
15	Booklet, "The Process of Job Empowerment of Female Household Heads"	Management	Empowerment Headquarters of Tehran Municipality	2014	Authoring
16	Book, "I'm Iranian or We're?"	Sociology	Barge Sabz Publications	2015	Authoring
17	Book, "1 Trick & 100 Techniques (for Management of Iran Travel Agencies)"	Management	Barge Sabz Publications	2015	Authoring
18	Book, "Iranian-style Clinic"	Management	Ide Negar Publication	2015	Authoring
19	Book, "We Iranians"	-	Ide Negar Publication	2015	Authoring
20	Article, "Research and Development Strategies of The Country's Copper Industry"	Management	copper age Monthly Magazine	2015	Authoring

Consulting and Organizational Improvement Projects

No.	Customer	Project Title	Customer's Field of Activity	Category
1	Talaye Daran-E Noor Afagh Institute	Strategic Planning	Cultural	Strategy
2	Bahar-Narenj Wood Industries Co.	Establishment Of Customer Relationship Management System (CRM), Designing Advertising Manuals and Granting Sales Representations	Wood And Furniture	Marketing
3	Teta Co.	Redesigning The Structure and Organization	Electronics	Organizing

No.	Customer	Project Title	Customer's Field of Activity	Category
4	Telsa Co. (Communication Systems Analysis Engineering Company)	Business Process Re-Engineering	Telecommunications	Organizing
5	Pars Electronic and Telecommunication Research Center	Clarification Of the Organizational Structure and Management System of Research and Development (R&D) Projects	Telecommunications	R&D
6	Teta Co.	Designing Research and Development (R&D) Project Management System	Electronics	Project Management
7	Tehran Municipality ICT Organization	Preparation Of RFP For Tehran City Call Center	Information Technology (IT)	Information Technology (IT)
8	Kiatel Co.	Designing The Organizational Structure of the R&D Unit	Telecommunications	R&D
9	Sanat Samane Farda Co. (ICT, Research and Development)	Developing Strategy and Consulting on Product Sales	Electronics	Marketing
10	Ports And Maritime Organization of Iran	Preparation Of RFP And Estimation of Time and Cost of Customer Relationship Management (CRM) Project in Bushehr Port	Transportation	Marketing
11	Teta Co.	Conducting Marketing Research, Developing Marketing Strategy and Plan	Electronics	Marketing
12	Part Poushesh Sazeh Iranian Co.	Designing Marketing Plan and Sales Strategy	Interior Decoration	Marketing
13	Fath Co.	Designing A Marketing and Customer Relationship Plan	Automotive Industry	Marketing
14	Tarh Paydar Khesht Co.	Developing Strategy and Market Development Consulting	Architecture	Marketing
15	Ahang-E Danesh Afarin Co.	Developing Strategy and Market Development Consulting	Laboratory Equipment	Marketing
16	Sadid Industrial Group	Developing Strategy and Market Development Consulting	Automotive Industry	Marketing
17	Petro Joosh Pishro Co.	Foreign Marketing Research in Malaysia and Indonesia with The Aim of Exporting the Product	Oil & Gas	Foreign Marketing
18	Rahyan-E-Noor Central Headquarters	Designing Audience Relationship System (CRM)	Cultural	Marketing
19	Today's Sepidar Plastic Co.	Developing Strategy and Marketing Planning Consulting	Petrochemical	Marketing
20	A real Person	Consulting In Starting a Business in The Field of Elevators	Construction Industry	Business Plan
21	Marpich-E Bakhtar Co.	Designing The Structure, Developing Strategy and Marketing Plan in The Establishment of Marketing and Sales Unit and Team Building and Customer Relationship Management System (CRM)	Automotive Industry	Coaching
22	Esfahan Steel Company	Evaluation And Selection Of R&D Manager	Steel Industry	R&D
23	Karafarin Mehr Mahan Co.	Developing Strategy and Designing of Marketing and Advertising System	Advocacy	Coaching
24	Tapka Induction Furnace Radiation Manufacturing Co.	Developing Contingency Marketing Plan and Strategy and Customer Relationship Management System (CRM)	Machine Manufacturing	Marketing
25	Ports And Maritime Organization of Iran	Conducting Marketing Research and Design and Development of Steps to Establish Customer	Transportation	Marketing

No.	Customer	Project Title	Customer's Field of Activity	Category
		Relationship Management (CRM), Customer Complaint Management (CCM) And Customer Satisfaction Management (CSM) Systems and CRM Strategic Document		
26	Persia Mehr Co.	Reorganizing And Redesigning the Customer Relationship Management (CRM) System and Team Building	Medical Engineering	Coaching
27	Imam Khomeini Port	Designing Content, Notification System & Advertisement	Transportation	Marketing
28	Persia Mehr Co.	Preparation Of Feasibility Study Plan (FS) For Residential, Leisure and Health Complex (Medical Checkup Center)	Medical Engineering	Business Plan
29	Tapka Induction Furnace Radiation Manufacturing Co.	Preparation Of Feasibility Study (FS) For Steel Casting	Machine Manufacturing	Business Plan
30	Kamshir-E Nahavand Co. (Meshkad Brand)	Organizational Improvement (Organizing, Job Description, Organizational Structure, Workflow, Etc.)	Food Industries	Organizing
31	Tarh Paydar Khesht Co.	Business Design of Architecture School	Architecture	Business Plan
32	Abadis Teb Co.	Consulting On Evaluation and Selection of Customer Relationship Management (CRM) Software	Medical Engineering	Marketing
33	Persia Mehr Co.	Re-Engineering of Financial and Administrative Management	Medical Engineering	Finance
34	Rasa Layeq Co.	Consulting In Improving Business, Marketing and Team Building Management	Automotive Industry	Coaching
35	A Real Person	Conducting Feasibility Study (FS) Of Starting Business as A Baby Hairdressing Salon	Cosmetics and Hygiene	Business Plan
36	Tapka Induction Furnace Radiation Manufacturing Co.	Re-Engineering of Financial and Administrative Management	Machine Manufacturing	Finance
37	Green Biotech Co.	Conducting Marketing Research and Designing Customer Relationship Management (CRM), Customer Complaint Management (CCM) And Customer Satisfaction Management (CSM) Systems	Agriculture	Marketing
38	Faz-E Sevom-E San'at Engineering Co.	Re-Engineering of Financial and Administrative Management	Information Technology (IT)	Finance
39	Expo Kish Co.	Organizational Improvement (Organization, Job Description, Organizational Structure, Workflow, Etc.) And Design of Incentive and Salary System	Exhibition Organizer	Organizing & Human Resource Management
40	Polymerha-Ye Tajzie Pazir-E Farda Co.	Developing Strategy and Designing of Marketing and Advertising System	Degradable Containers	Marketing
41	Kamshir-E Nahavand Co. (Meshkad Brand)	Designing Strategic Plan	Food Industries	Strategy
42	Dr. Dehghan's Dental Clinic	Designing Marketing System, Customer Relationship and Business Process Reengineering (BPR)	Medical	Coaching
43	Industrial Management Institute	Supervision And Consulting in Designing Customer Relationship Management (CRM), Customer Complaint Management (CCM) And Customer	Consulting, Training and Management	Marketing

No.	Customer	Project Title	Customer's Field of Activity	Category
		Satisfaction Management (CSM) Systems		
44	Telda Brake Pad Co.	Conducting Marketing Research, Market Strategy Design and Marketing Action Plan	Automotive Industry	Marketing
45	Novin Sazan Tehran Co.	Conducting Negotiations At "WIN 2012 Turkey" Exhibition with The Aim of Exporting	Automotive Industry	Foreign Marketing
46	Satrap Part Sotoun Co.	Feasibility Study (FS) Of A Decorative Stone Factory in Market, Technical and Financial-Economic Sectors	Decorative Stones	Business Plan
47	Satrap Part Sotoun Co.	Conducting Negotiations At "Marble 2012" Exhibition with The Aim of Exporting	Decorative Stones	Foreign Marketing
48	Ministry Of Information and Communications Technology of Iran	Technical Management of The Project Team "Design and Development of Organizational Architecture" Including Documents: - Current and Favorable Business Situation - Current and Favorable Status of Services - Current and Desired Status of Data - Current and Favorable Status of Technology - Current and Favorable Status Of ICT - ITIL Management and ICT Strategies - Strategic Analysis - Transition Plan	Information Technology (IT)	Organizational Architecture
49	Amn Pardaz Co.	Accompanying The Business Negotiating Team in Turkey	Information Technology (IT)	Foreign Marketing
50	Presidential Administration of Iran	Technical Management of The Project Team "Study of Standards and Government Interoperability Frameworks (E-GIF)"	Governmental Institution	E-Government
51	Cover Sun Co.	Organizational Management Improvement (With A Focus on Market and Sales Development)	Interior Decoration	Coaching
52	Novin Kish Informatics Services Co.	Establishment Of Marketing and Sales Unit (Team Building, Etc.)	Information Technology (IT)	Marketing & HRM
53	Novin Kish Informatics Services Co.	Foreign Marketing Research and Feasibility Studies for Product Export To 15 Countries Around Iran	Information Technology (IT)	International Marketing
54	Telecommunication Infrastructure Co.	Designing And Implementation of a Package to Promote the Creativity and Risk-Taking of Employees, including: - Running Three Creativity Camps in Natural Environments - Holding Nine Sessions of The Assembly of Companions (Interactive Sessions of Solving Exercises and Thinking) - Holding Three Creativity Visits (Fire Center, Pottery Workshop and Manufacturing Company) - Holding Three Meetings with Special People	Information Technology (IT)	Creativity
55	Dr. Ourang's Dental Office	Dental Office Management Improvement	Medical	Coaching
56	Navid Teb Mahan Co.	Organizational Improvement Consulting and Product Marketing	Medical	Coaching
57	Raha Learning House	Development of a Feasibility Study (FS) for A Cultural Project in The Field of Children	Cultural	Business Plan
58	A Real Person	Valuation of Meat Processing Factory (Sausage and Salami)	Food Industries	Feasibility Study
59	Mehrtash Sepahan Co.	Designing A Management Manual and Documenting Research and Development (R&D)	Oil Industry	R&D

No.	Customer	Project Title	Customer's Field of Activity	Category
		Projects		
60	Haqiqi Trading Co.	Improving The Business Management System	Automotive Industry	Improvement, Management and Finance
61	National Institute of Genetic Engineering and Biotechnology	Designing The Business Model of The Technology Development Center	Biotechnology	Organizing
62	Rezaei Brothers Stores	Improving Business Management	Sanitary Supplies	Improvement, Management and Finance
63	Non-Governmental Foundation of Culture and Excellence Mabna	Designing A Manual for Technological Partnerships	Cultural	Technology Management
64	Amor Stone Co.	Trade Negotiations on Stone Export at The Izmir Exhibition in Turkey - 2015	Decorative Stones	Export
65	National Institute of Genetic Engineering and Biotechnology	Pricing of Growth Hormone Technology	Biotechnology	Technology Management
66	Green Biotech Co.	Trade Negotiations on Biofertilizer Export at Baku Fair - 2015	Biotechnology	Export
67	Amor Stone Co.	Trade Negotiations on Stone Export at The Dubai Exhibition - 2015	Decorative Stones	Export
68	Green Biotech Co.	Marketing And Sales System Improvement Consulting	Biotechnology	Marketing And Sales
69	Dialysis Tajhiz Co.	Marketing And Sales System Improvement Consulting	Medical Engineering	Marketing And Sales
70	Dialysis Tajhiz Co.	Financial And Economic Analysis of The Plan to Set Up a Dialysis Center	Medical Engineering	Feasibility Study
71	Refah Bank	Feasibility Studies for The Establishment of a Customer Relationship Management (CRM) System	Banking And Insurance	Marketing
72	University Of Sistan & Baluchestan	Development Of a Business Plan for The Establishment of a Factory to produce Herbal Tea	University	Feasibility Study
73	Managers' Assessment & Development Center - Industrial Management Institute	Designing A Package to Empower Managers' Creativity	Education	Creativity
74	Tehran Municipality (Women's Affairs Headquarters)	Designing A Talent Identification and Job Empowerment System (Performed With 388 People)	Municipality	Organization
75	Dialysis Tajhiz Co.	Develop A Business Plan for Importing Cancer Diagnosis Kits	Medical Engineering	Feasibility Study
76	Aseman Baby Photography Studio	Developing Strategy and Consulting to Improve Business Management and Market Development	Photography	Coaching
77	University Of Sistan & Baluchestan	Development Of a Business Plan for The Establishment of a Factory to produce Herbal Essences & Extracts	Food Industries	Feasibility Study
78	Vice-Presidency For Science and Technology	Designing And Compiling a Roadmap for Agricultural Biotechnology in Iran	Government	Technology Roadmap
79	Asourik Co.	Production Planning	Decorative	Manufacturing

No.	Customer	Project Title	Customer's Field of Activity	Category
80	Green Biotech Co.	Redesigning The Business Model	Agriculture	Business Model
81	East Cement Products Co.	Strategy Design and Consulting to Improve Management and Market Development	Construction Industry	Coaching
82	Danesh Afzar-E Teb Co.	Consulting to Improve Business Management and Market Development	Medical Engineering	Coaching
83	"Ostad Salam" Website	Consulting to Improve Business Management and Market Development	Education	Coaching
84	A Real Person	Designing Business Plan and Business Model of Supplying Organic Products	Food Industries	Feasibility Study & Business Model
85	Electro Optic Industries Co. (Sa Iran)	Market Analysis of Imaging Equipment and Medical Lasers	Medical Engineering	Market Analysis
86	Pasargad Insurance Representative	Designing A Sales Manual and Life Insurance Marketing	Insurance	Coaching
87	Kusha Madan Consulting Engineers Co.	Business Model Redesign Project	Mining	Business Model
88	Imen Sazeh Yalda Co.	Business Model Redesign Project	Civil Engineering	Business Model
89	Goldis Seram Co.	Designing Financial Management Dashboard	Porcelain, Sanitary	Financial Management
90	Matin Institute - Yazd	Improving Business Management and Market Development	Education	Marketing & Strategy
91	Iboards Institute	Designing The Business Model	Education	Business Model
92	Kusha Madan Consulting Engineers Co.	Designing Customer Relationship Management (CRM) System	Mining	Marketing
93	Yazd Clothing Gallery	Improving The Management System and Market Development (By Coaching)	Clothing	Coaching
94	A Set of Traditional Medicine Stores	Business Improvement and Market Development (By Coaching)	Medicinal Plants	Coaching
95	Manufacturing Of Clothing Under the Kurt Brand	Business Assessment and Diagnosis	Clothing	Marketing & Strategy
96	Ne'mati Nuts Trading Co.- Yazd	Business Model Improvement	Food Industries	Business Model
97	Mirhosseini Waste Recycling Co.	Establishing Financial Management Dashboard	Waste Management	Finance
98	Manufacturing Of Clothing Under the Dizo Brand	Business Model Redesign Expedition	Clothing	Business Model
99	Parsa Administrative Services Co.	Business Improvement and Market Development	Administrative	Coaching
100	Maliban Institute	Business Model Design	Finance	Business Model
101	Kusha Madan Consulting Engineers Co.	Designing R&D Management Manual	Mining	R&D
102	Inanlou Organic Store	Business Model Design	Food Industries	Business Model
103	Arab Health 2019 Medical Exhibition - Dubai	Negotiation For the Export of Rehabilitation Fixators	Medical	Export
104	International Agriculture and Livestock Fair - Izmir, Turkey	Negotiations For the Export of Biofertilizer	Agricultural Biotechnology	Export
105	Alborz Element Industrial	Diagnosis And Providing Business Improvement	Electric Power	Strategy &

No.	Customer	Project Title	Customer's Field of Activity	Category
	Group	Solutions		Marketing
106	Imentiar Engineering Company	Redesigning The Business Model	Fire Fighting	Business Model
107	Shafagh San'at Co.	Establishing Financial Management Dashboard	Oil & Petrochemical	Finance
108	Bahaar Beauty Salon	Diagnosis and Providing Business Improvement Solutions	Beauty	Strategy & Marketing
109	Boxichi	Establishing Financial Management Dashboard	Decorative	Finance
110	Boxichi	Diagnosis and Providing Business Improvement Solutions	Decorative	Strategy & Marketing
111	Romadon	Business Improvement and Market Development (By Coaching)	Decorative	Coaching
112	Dehghan Tile & Ceramic Distributor Co.	Business Improvement and Market Development (By Coaching)	Tile, Ceramic	Coaching
113	Jahad Daneshgahi (Sharif University of Technology)	Valuation of In-Well Engine and Flame Detector Technologies, Including Integration of Models: - Cost Oriented - Market Oriented - Revenue Oriented (As the Main Pricing Method)	Industry	Technology Management
114	Sangan Khorasan Steel Mining Industries Co	Establishment of Research and Development (R&D) Manual Including Modules: - Studies and Acquaintance with The Activities and Products of The Organization, Emphasizing Research and Development - Improving and Developing The Research and Development Culture in The Organization - Designing and Improving The Structure and Organization of Research and Development - Designing and Revising Researcher Human Resource Management System Located in Research and Development Unit - Designing R&D Management Manual in The Research and Development Unit - Designing The Interactive Manual of Research and Development and Marketing Units - Clarifying The Management Considerations of Research and Development in The Organization	Concentrate and Sludge Production	Research and Development
115	Iran Security (CCTV Camera Trading)	Redesigning Business Model	CCTV Camera	Business Model
116	Iran Security (CCTV Camera Trading)	Diagnosis and Providing Business Improvement Solutions	CCTV Camera	Organization
117	Iran Security (CCTV Camera Trading)	Improving the Marketing and Sales Manual and Designing The Advertising and Customer Relationship Management (CRM) Manual	CCTV Camera	Marketing
118	Iran Security (CCTV Camera Trading)	Monitoring The Implementation of Systems and Consulting on Market Development and Sales	CCTV Camera	Coaching

Lectures, Seminars & Workshops

No.	Title	Host Organization / Event / Location	Date	Duration (Hours)
1	An Introduction to MCS196 Microprocessor	Conference of Computer Engineering Students (Iran University of Science and Technology)	October 2000	2
2	An Introduction to Industrial Networks (Fieldbus) Workshop	International Electricity Conference	October 2001	2
3	An Introduction to Industrial Networks (Fieldbus)	University Of Tehran	October 2001	2
4	Design & Application of Fieldbus in Industrial Networks	Iranian Organization of International Communities	February 2002	2
5	Future Strategies of Entrepreneur	Novin Sazan Setare Sanat Co.	April 2002	2
6	An Introduction to Major Concepts of Electrical and Computer		May 2002	4
7	Project Management Introduction	Kiatel Co.	June 2003	12
8	Concepts, Definitions and Principles of Research & Development (R&D)	Nasir Machine Co.	January 2004	8
9	Sales And Marketing Introduction	Novin Sazan Setare Sanat Co.	October 2004	16
10	Planning Concept for Managers		October 2005	8
11	Project Management Introduction	Teta Co.	January 2005	8
12	Kanatalv And "Moodle" eLearning Software	Secretariat Of the Supreme Council of Information	January 2005	2
13	Teamwork Vs. Groupwork	Bargh Mantaghei Bakhtar Co.	November 2005	4
14	Islamic Azad University (Karaj Branch - Management Department)	Presenting International Marketing Lesson (4 Consecutive Courses)	2005-2006	52
15	An Introduction to CRM Software	Venus Hotel	May 2006	1
17	Research & Development (R&D) Management	University Of Tehran - Faculty of Economics	October 2006	24
16	Project Management Introduction	San'at Samaneh Farda Co.	September 2006	8
22	Islamic Azad University (Karaj Branch - Management Department)	Presenting Entrepreneurship and Project Course (1 Course)	2007	52
18	Customer Relationship Management (CRM)	Bahaar Narenj Co.	December 2006	24
20	Concepts, Definitions and Principles of Research & Development (R&D)	Parda Gostar Co. (Amol Branch)	January 2007	8
19	Customer Relationship Management (CRM)	Teta Co.	January 2007	16
21	Customer Relationship Management (CRM)	Ports And Maritime Organization of Iran	February 2007	8
23	Customer Relationship Management (CRM)	Port Of Bushehr	May 2007	3
24	Marketing & Customer Relationship Management (CRM)	Talayedaran Nour Afaq	July 2007	24
25	Industrial Parks, A Good Pattern Of R&D Development in Globalization Process	International R&D Conference - Iran International Conference Center	July 2007	1
26	Necessity, Role and Position of Research and Development (R&D) In Organization	Isfahan Science and Technology Town (ISTT)	October 2007	4

No.	Title	Host Organization / Event / Location	Date	Duration (Hours)
27	CRM Concepts	Mohsen Food Products Co.	November 2007	4
28	Principles Of Marketing, Sales and Customer Relationship Management (CRM)	Marpich Bakhtar Co. (MBC)	November 2007	30
29	Introduction To Electronic Public Relations	Saba Co.	February 2008	4
30	Research And Development (R&D) Management	Ports And Maritime Organization of Iran	March 2008	4
31	Today's Market Competitions and Fluctuations	Miad Tea Co.	May 2008	1
32	Modern Marketing Techniques	Farasan Co.	May 2008	8
33	Challenges Of Customer Relationship Management (CRM) Systems	Simorgh Hotel	May 2008	1
34	Customer Relationship Management (CRM)	Shahin Wire & Cable	June 2008	2
35	Customer Relationship Management (CRM)	Sizan Co.	July 2008	2
36	Methods Of Preparing, Arranging & Concluding Contracts	Shokuhieh Industrial Town - Qom	August 2008	8
37	Modern Marketing, CRM, CCM, CSM	T.A.P.K.A Co.	August 2008	36
38	Principles Of Project Management	I.R. Iran Law Enforcement Force	August 2008	4
39	Principles And Concepts of Customer Relationship Management (CRM)	Ports And Maritime Organization of Iran	October 2008	4
40	Modern Marketing, CRM, CCM, CSM	Persia Mehr Co.	November 2008	24
41	Customer Relationship Psychology	Shokuhieh Industrial Town - Qom	December 2008	8
42	Modern Marketing, CRM, CCM, CSM	Teta Co.	January 2009	24
43	Modern Marketing, CRM, CCM, CSM	Novin Net Faragir Co.	January 2009	10
44	Sales Techniques in Iranian Method	Post Bank of Iran	March 2009	4
45	Customer Relationship Management (CRM) (3 Courses)	Mehrcomon Tose'e Fanavari Co.	April 2009	24
46	If We Had a Financial Manager (2 Courses)		April 2009	8
47	Sales Techniques in Iranian Method (5 Courses)		April 2009	20
48	One-To-One Marketing (2 Courses)		April 2009	8
49	Customer Relationship Management (CRM) For Iranian Banks	Post Bank of Iran (Managers & Heads of Branches Conference - Gajereh Hotel)	May 2009	2
50	Sales Techniques in Iranian Method	Shokuhieh Industrial Town - Qom	June 2009	8
51	Contract Management	Asia Insurance	July 2009	4
52	Modern Marketing, CRM, CCM, CSM	Qeshm Free Zone Organization	August 2009	10
53	Toolkit For Management of Bank Branches (Creativity, Innovation, EQ & Time Management)	Post Bank of Iran	Autumn 2009	48
54	Sales Techniques in Iranian Method	Green Biotech Co.	October 2009	2
55	Costs And Benefits In R&D Projects	Industrial Research and Training Center of Iran	October 2009	8
56	Fundamentals Of Creativity, Innovation and Entrepreneurship in Organization	Tehran Municipality	December 2009	8
58	Modern Marketing, CRM, CCM, CSM	Green Biotech Co.	December 2009	24
57	Fundamentals Of Project Management	Iranian Red Crescent Society	December 2009	4
59	Teamwork Vs. Groupwork	Jaber Ebne Hayyan Pharmaceutical Co.	January 2010	2

No.	Title	Host Organization / Event / Location	Date	Duration (Hours)
60	Iranian Sales, Iranian Salesman	Venus Hotel	January 2010	4
61	Fundamentals And Techniques of Negotiation	Iran Darou Pharmaceutical Co.	February 2010	2
62	One-To-One Marketing	Madan-Kav Co.	February 2010	2
63	Customer Relationship Management (CRM)	Fajr Industries	February 2010	2
64	An Introduction to The Concepts of Financial Management	Faz-E-Sevvom San'at Co.	February 2010	8
65	One-To-One Marketing	Basamad Co.	March 2010	2
66	Effective Relations with Iranian Banks Customers	Post Bank of Iran	March - April 2010	48
67	Teamwork Vs. Groupwork	Expo kish	May 2010	3
68	Commercialization Of Technology	Petrochemical Research and Technology Co.	June 2010	4
69	Modern Marketing, CRM, CCM, CSM	Expo kish	June 2010	24
70	Sales Techniques in Iranian Method	Venus Hotel	August 2010	4
71	Principals Of Marketing & Sales	University Of Applied Science and Technology (UAST) - Shomal	August 2010	8
72	Concepts & Methods of Brand Evaluation	National Library of Iran	August 2010	2
73	Sales Skills Course Includes Seminars: - Fundamentals of Individual & Career Success - EQ - Creativity - Psychology of CRM - Negotiation Techniques - Body Language - Customer Complaints Management - Sales Techniques in Iranian Method	Mehrcomon Tose'e Fanavari Co.	November 2010	32
74	Effective Relationship with Iranians	Emad Ara Co. (Laleh Hotel)	December 2010	1
75	Fundamentals Of Concluding Contracts	Mehrcomon Tose'e Fanavari Co.	December 2010	4
76	Sales Skills Course Includes Seminars: - Fundamentals of Individual & Career Success - EQ - Creativity - Psychology Of CRM - Negotiation Techniques - Body Language - Customer Complaints Management - Sales Techniques in Iranian Method		December 2010	32
77	An Introduction to The Challenges of Insurance & Tax Affairs		December 2010	8
78	Lasting Brand		December 2010	4
79	Supervisory Skills Course Including Seminars: - Supervisory Requirements - Applications of Iranian Sociology in Supervision - Planning & Implementing - Organizing & Leadership - Directing - Motivation & Control - Creativity - Organizational Communication - Problem Solving Process		January 2011	32
80	Supervisory Skills Course Including Seminars:	Sanikaveh Co.	January 2011	32

No.	Title	Host Organization / Event / Location	Date	Duration (Hours)
	- Supervisory Requirements - Applications of Iranian Sociology in Supervision - Planning & Implementing - Organizing & Leadership - Directing - Motivation & Control - Creativity - Organizational Communication - Problem Solving Process			
81	Customer Relationship Management (CRM) For Iranian Banks	Mehrcomon Tose'e Fanavari Co.	January 2011	16
82	Accounting And Finance for Non-Financial Managers		February 2011	16
83	Accounting And Finance for Non-Financial Managers	Telda	February 2011	16
85	Booth Management Technique	Tehran District 10 Municipality	February 2011	3
84	Booth Management Techniques	Mehrcomon Tose'e Fanavari Co.	February 2011	3
86	Booth Management Techniques	Tehran District 19 Municipality	March 2011	3
87	Booth Management Techniques	Tehran District 2 Municipality	March 2011	3
88	Increasing R&D Productivity in Banking and Insurance Industries	Mehrcomon Tose'e Fanavari Co.	March 2011	8
89	Customer Relationship Management (CRM) For Iranian Banks		March 2011	16
90	- Body Language - Negotiation Techniques - Customer Satisfaction and Complaints - Management & Customer Relationship Psychology	Saman Insurance Co.	April 2011	16
91	Sales Techniques in Iranian Method	Saman Tajhiz Noor Co.	April 2011	4
92	Combined Marketing and Sales; Requirements for Success in Iran	Tehran District 2 Municipality	June 2011	2
93	Dealing With Iranian Banking Customers	Tejarat Bank	July 2011	8
94	E-Banking Market Development Strategies (E-Banking Marketing)	Mehrcomon Tose'e Fanavari Co.	July 2011	8
95	E-Banking Market Development Strategies (E-Banking Marketing) (For Staff)		July 2011	8
96	Dealing With Iranian Banking Customers	Tejarat Bank (Shahr-E-Kord)	October 2011	4
97	Data Mining in Banking & Insurance Industries	Mehrcomon Tose'e Fanavari Co.	October 2011	8
98	Sales Techniques in Iranian Method		October 2011	4
99	Research And Development (R&D) Management in Construction Industry (for MBA Students)	Construction Industry Research & Development Institute	October - December 2011	30
100	Principles And Techniques of Negotiation and Communication	Tejarat Bank (Shahr-E-Kord)	November 2011	4
101	Customer Relationship Management (CRM) For Iranian Banks	Mehrcomon Tose'e Fanavari Co.	November 2011	16
102	Dealing With Iranian Banking Customers	Tejarat Bank (Shahr-E-Rey)	November 2011	4
103	Rail Customer Satisfaction Based on Cultural Theories	13th International Conference on Rail Transportation	November 2011	1
104	Dealing With Iranian Banking Customers	Tejarat Bank (Tehran)	November 2011	4

No.	Title	Host Organization / Event / Location	Date	Duration (Hours)
105	E-Banking Market Development Strategies (E-Banking Marketing) (For Line Personnel)	Tejarat Bank (Shahr-E-Rey)	November 2011	4
106	Principles, Fundamentals and Applications of Data Mining	Mehrcomon Tose'e Fanavari Co.	November 2011	24
107	Identification Of Customer Segments	Tejarat Bank (Northwest of Tehran)	December 2011	4
108	Principles Of Concluding Contracts and Insurance and Tax Solutions (Repeat in 2 courses)	Mehrcomon Tose'e Fanavari Co.	December 2011	8
109	Characteristics And Skills of Distinguished Bank Branch Managers		December 2011	8
110	Rail Customer Satisfaction Based on Cultural Theories	Antwerp University (Belgium)	December 2011	1
111	Promotion And Training of Traditional and Electronic Banking Services	Tejarat Bank (Northwest of Tehran)	December 2011	4
112	Effective Behavior, Favorable Feedback (For Security & Inspection Personnel)	Mehrcomon Tose'e Fanavari Co.	December 2011	8
113	Self-Employment In the Arts		December 2011	8
114	Lasting Doctor, Patient Acquisition & Retention, Income Increase (Repeat in 2 Courses)		December 2011	8
115	Marketing Mechanisms of Electronic Banking Services (E-Banking Marketing)	Tejarat Bank (Northwest of Tehran)	December 2011	4
116	Telephone Sales Negotiation Techniques	Mehrcomon Tose'e Fanavari Co.	December 2011	8
117	Market Development Strategies In E-Banking (E-Banking Marketing) For Line Personnel (Repeat in 2 Courses)	Tejarat Bank (Karaj)	January 2012	4
118	Market Development Strategies In E-Banking (E-Banking Marketing) For Staff Personnel	Mehrcomon Tose'e Fanavari Co.	January 2012	8
119	Principles, Fundamentals and Applications of Data Mining		January 2012	16
120	Attorneys Development, A Lasting Advantage		January 2012	8
121	Guild And Store Sales		January 2012	8
122	Creativity, Innovation and Entrepreneurship in Banking and Insurance		January 2012	8
123	Applications Of Emotional Intelligence (EQ) In Business		February 2012	4
124	Increasing R&D Productivity		February 2012	24
125	Applications Of Iranian Sociology in The Development of Dental Services		Shahid Beheshti University	February 2012
126	Basics Of Healthcare Marketing	Imam Ali Clinic	February 2012	1
127	Booth Management Techniques & Skills	Velayat Park (Women's Affairs Headquarters - Tehran Municipality)	March 2012	4
128	Managing Different Groups of Customers	Tejarat Bank (West of Tehran)	March 2012	4
129	Managing Different Groups of Customers	Tejarat Bank (Semnan Province)	March 2012	4
130	Increasing R&D Productivity	Institute Of Technology to Market - Nano Presidential Headquarters	May 2012	12
131	Increasing R&D Productivity	Institute Of Technology to Market	May 2012	12

No.	Title	Host Organization / Event / Location	Date	Duration (Hours)
132	Booth Management Techniques & Skills	Tehran Municipality (Women's Affairs Headquarters)	May 2012	2
133	Fundamentals Of Entrepreneurship and Business Design (for MBA Students)	Construction Industry Research & Development Institute	July - August 2012	15
134	Presentation Of Specialized Seminars: - Market Development Strategies In E-Banking (E-Banking Marketing) For Line Personnel - Iranian-Islamic Negotiation Techniques - Applications of Iranian Sociology in The Management of Bank Customers	Tejarat Bank (North Khorasan)	July 2012	16
135	Principles Of Negotiation and Telephone Sales	Mehrcomon Tose'e Fanavari Co.	August 2012	2
136	Principles And Techniques of Iranian-Islamic Negotiation		October 2012	2
137	Methods Of Identification, Acquisition and Retention of Valuable Bank Customers at The Levels of Headquarters, Supervision and Branches	Fourth Bank Marketing Conference (IRIB International Conference Center)	October 2012	1
138	Presentation Of Specialized Seminars: - Body Language Skills and Optimal Behavior - Emotional Intelligence (EQ) Improvement Skills - Time Management and Fostering Creativity - Advertisement and Decoration Design - Sales Techniques in Iranian Method - Applications of Iranian Sociology in Booth Management - Financial Management and Accounting - Purchasing Management - Telephone Sales Skills - Customer Satisfaction and Complaints Management	Tehran Municipality (Women's Affairs Headquarters) (3 Consecutive Courses For 50 People)	October 2012 - February 2013	48
139	Principles Of Concluding Contracts	Mehrcomon Tose'e Fanavari Co.	November 2012	2
140	Sales Techniques in Iranian Method		December 2012	2
141	Research And Development (R&D) Management	Takado Holding (Isfahan)	December 2012	8
142	Economics In the Iranian Family	Imam Ali Specialty Dental Clinic	February 2013	2
143	Research And Development Challenges (R&D) In Iran with The Following Axes: - Knowledge-Based Human Resource Management - Organizing Research and Development (R&D) - Feasibility Study Of R&D Projects - Management Of R&D Projects - Outsourcing Of R&D Projects - Marketing Of R&D Products	The 1st Conference of Research, Development and Technology Managers (Olympic Hotel Conference Hall)	February 2013	2
144	Customer Relationship Management (CRM)	Industrial Management Institute (Hormozgan Province)	February 2013	8
145	Young Cleaners of The City	Arasbaran Cultural Center	March 2013	1
146	Creativity, Innovation and Risk-Taking	Telecommunication Infrastructure Company	May - June 2013	64
147	Business Plan (BP) Development	Hamedan Science and Technology Park	May 2013	16
148	Research And Development (R&D) Management Course - Basic Level Including Seminars: - Necessities, Roles and Position of Research and Development in The Organization - Knowledge-Based Human Resource Management	Jahad Daneshgahi (Sharif University of Technology)	May 2013	16

No.	Title	Host Organization / Event / Location	Date	Duration (Hours)
	- Organizing R&D Units			
149	Research And Development (R&D) Management Course - Intermediate Level Including Seminars: - Marketing And R&D - Management Of R&D Projects - R&D Strategies and Tools	Iran University of Economic Science	July 2013	16
150	Sale In Iranian Method	Iranian Society of Toolmakers	July 2013	1
151	Guild Sales Skills	Empowerment Headquarters of Tehran Municipality	August 2013	2
152	Characteristics And Skills of Distinguished Bank Branch Managers	Jahad Daneshgahi (Sharif University of Technology)	August 2013	8
153	Research And Development (R&D) Management Course - Advanced Level Including Seminars: - Outsourcing Research Projects - Feasibility Study Of R&D Projects - Concepts and Processes of Commercialization	Jahad Daneshgahi (Sharif University of Technology)	September 2013	24
154	"Clinic Management in The Style of Iranians" Lecture	7th Dental Congress (IRIB International Conference Hall)	November 2013	1
155	Presentation Of Specialized Seminars: - Sale in Iranian Method - Applications of Iranian Sociology in Sales	Novin Kish Informatics Services Co.	November 2013	6
156	New Product and Innovation Management (NPIM)	Association Of Industries and Mines Research and Development (R&D) Centers	November 2013	8
157	New Product and Innovation Management (NPIM) In Banking & Insurance Industries	Jahad Daneshgahi (Sharif University of Technology)	November 2013	16
158	Presentation Of Specialized Seminars: - Principles O Marketing - Concepts of Customer Relationship Management (CRM) - Concepts of Customer Complaints Management (CCM) - Concepts of Customer Satisfaction Management (CSM) - Principles of International Marketing (Export)	Novin Kish Informatics Services Co.	November 2013	15
159	Innovation In Cost Management	3rd Conference of Cost Management	January 2014	1
160	Research & Development (R&D) Management	Association Of Industries and Mines Research and Development (R&D) Centers	January 2014	8
161	Applications Of Creativity for Teachers	Nezam Mafi School	January - February 2014	3
162	Presentation Of Specialized Seminars: - Body Language Skills - Psychology of Customer Relationship Management - Negotiation Principles & Techniques - Telephone Negotiation Skills	Novin Kish Informatics Services Co.	January 2014	8
163	Establishment Of Innovation Management System in Iranian Banks	The 1st National Conference on Development in Monetary and Banking Management	February 2014	1
164	Presentation Of Specialized Seminars: - Body Language Skills and Optimal Behavior	Tehran Municipality (Women's Affairs Headquarters)	December 2013 - May 2014	20

No.	Title	Host Organization / Event / Location	Date	Duration (Hours)
	<ul style="list-style-type: none"> - Emotional Intelligence (EQ) Improvement Skills - Time Management and Fostering Creativity - Advertisement and Decoration Design - Sales Techniques in Iranian Method - Applications of Iranian Sociology in Booth Management - Financial Management and Accounting - Purchasing Management - Telephone Sales Skills - Customer Satisfaction and Complaints Management 			
165	Lecture "Establishment of Innovation Management System in The Organization"	The 2nd Conference of Research, Development and Technology Managers (Shahid Beheshti University International Conference Center)	February 2014	1
166	Technology Valuation	Tabriz University Incubator & Innovation Center	March 2014	8
167	Presentation Of Specialized Seminars: <ul style="list-style-type: none"> - Lasting Brand - Advertising Principles 	Novin Kish Informatics Services Co.	May 2014	6
168	Research & Development (R&D) Management Course - Level One - Including Seminars: <ul style="list-style-type: none"> - Necessity, Role and Position of Research and Development (R&D) In Organization - Knowledge-Based Human Resource Management - Organization of Research and Development (R&D) Units 	Jahad Daneshgahi (Sharif University of Technology)	June 2014	16
169	Technology Management Course - Level One - Including Seminars: <ul style="list-style-type: none"> - Concepts of Intellectual Property and Technology - Fundamentals of Technology Management and Related Strategic Topics - Fundamentals and Processes of Technology Transfer 		June 2014	16
170	New Product and Innovation Management (NPIM) (For Banking Industries)	Fadaeimanesh Institute of Management Development	June 2014	16
171	Research And Development (R&D) Management Course - Level Two Including Seminars: <ul style="list-style-type: none"> - Feasibility Study of Research and Development (R&D) Projects - Marketing in Research and Development and Technology - Research and Development Strategies and Tools - R&D Project Management 		July 2014	24
172	"Management And Productivity Of Research And Development (R&D)" Training Courses Including Seminars:		July 2014	88
173	<ul style="list-style-type: none"> - Necessities, Roles And Position Of R&D In The Organization - Knowledge-Based Human Resource Management - Organizing R&D Units - Feasibility Study Of R&D Projects - Marketing In R&D And Technology - R&D Strategies And Tools - Management Of R&D Projects - Commercialization, Turning Science Into Wealth 	Sarcheshmeh Copper Complex	July 2014	88

No.	Title	Host Organization / Event / Location	Date	Duration (Hours)
	<ul style="list-style-type: none"> - Outsourcing R&D Projects - Concepts Of Intellectual Property And Technology - Fundamentals Of Technology Management And Related Strategic Issues - Fundamentals And Processes Of Technology Transfer - Principles Of Negotiation In Technology Transfer - Technology Valuation - Technology Transfer Contracts 			
174	Necessities And Roles of Research, Development, Technology, and Innovation in The Organization	Abad Rahan Pars International Group	August 2014	2
175	Research And Development Management (R&D) Course - Level Three - Including Seminars: - Commercialization, Turning Science into Wealth - Outsourcing R&D Projects	Fadaeimanesh Institute of Management Development	August 2014	16
176	"Iranian Skillful Management" For Travel Agency Offices		August 2014	4
177	Technology Management Course - Part Two - Including Seminars: - Principles of Negotiation in Technology Transfer - Pricing of Technical Knowledge - Technology Transfer Contracts		September 2014	16
178	Innovation In Research and Development		September 2014	8
179	Innovation In the Food Industry		September 2014	8
180	Presenting Seminars: - Data Mining Applications - New Product and Innovation Management (NPIM)	Sarcheshmeh Copper Complex	November 2014	32
181	Fundamentals Of Research and Development (R&D) Management	Shatel Information and Communication Technology Group	December 2014	4
182	Position Of Research and Development (R&D) In the Organization	Maroon Petrochemical Complex	December 2014	2
183	Innovation In the Cement Industry	National Conference on Cement, Quality Control and Market Management	January 2015	1
184	Technology Valuation	Mabna National Foundation	January 2015	6
185	Effective Management in Iran	Iran Chamber of Commerce, Industries, Mines & Agriculture	January 2015	3
186	Negotiation And Communication with Iranians (With the Approach of Management in The Administrative Community)		February 2015	3
187	Presenting Seminars: - Challenges of Technology Transfer in Iran - Challenges and Solutions of Technology Transfer in Scientific and Research Centers	3rd Conference of Research, Development and Technology Managers	February 2015	1
188	Marketing And Sales of Technological Products	Zist Farayand Pars Co.	March 2015	1
189	5-Day Conference on Marketing and Sales in The Method of Iranians	Jahad Daneshgahi (Sharif University of Technology)	May 2015	40
190	Commercialization Of the Achievements of The Institute of Genetic Engineering	National Institute of Genetic Engineering and Biotechnology	May 2015	8
191	Technology Management Course Including Seminars:		June 2015	32

No.	Title	Host Organization / Event / Location	Date	Duration (Hours)
	<ul style="list-style-type: none"> - Principles of Negotiation in Technology Transfer - Pricing of Technical Knowledge - Technology Transfer Contracts - Concepts of Intellectual Property and Technology - Fundamentals of Technology Management and Related Strategic Issues - Fundamentals and Processes of Technology Transfer 			
192	Principles And Methods of Customer Control and Return	Niyayesh Conference Hall	October 2015	1
193	Innovation In Business Models of Cement Industry	Dashtestan Cement Industries Co.	November 2015	2
194	Establishment And Improvement of Research and Development (R&D) System	Jahad Daneshgahi (Sharif University of Technology)	December 2015	24
195	Customer Relationship Management (CRM) For Iranian Banks	Refah Bank - Velenjak Conference Hall	January 2016	16
196	New Product and Innovation Management (NPIM)	Jahad Daneshgahi (Sharif University of Technology)	January 2016	16
197	Challenges Of Startup Businesses	Tehran Workers House Training Center - Startup Weekend	February 2016	1
198	Technology Management Course - 1st & 2nd Part - Including Seminars: <ul style="list-style-type: none"> - Principles of Negotiation in Technology Transfer - Pricing of Technical Knowledge - Technology Transfer Contracts - Concepts of Intellectual Property and Technology - Fundamentals of Technology Management and Related Strategic Issues - Fundamentals and Processes of Technology Transfer 	University Of Sistan & Baluchestan	March 2016	32
199	Applied Research and Development (R&D)	Science And Technology Park of Golestan	March 2016	8
200	Sales Techniques in Iranian Method	Air Temp Co. (Formal Representative of Feroli Italian Co.) - Kish International Convention Center	April 2016	3
201	Dealing With Customers (For After-Sales Services Personnel)		June 2016	3
202	Training Course For Supervisors And Sales Experts, Including Seminars: <ul style="list-style-type: none"> - Principles And Fundamentals Of Iranian Sociology - Customer Satisfaction Management (CSM) - Customer Complaints Management (CCM) - Principles Of Concluding Various Types Of Contracts - Applications Of Iranian Sociology In Personnel Management - Applications Of Teamwork And Groupwork - Applications Of Creativity In The Flourishing Of The Organization - An Introduction To Customer Relationship Management (CRM) - Applications And Strategies For Managing Emotions (Anger, Stress, Etc.) In Sales 	Azim Khodro Co.	July, August & September 2016	200
203	"Management And Productivity of Research and Development (R&D)" Training Courses Including Seminars: <ul style="list-style-type: none"> - Necessities, Roles and Position Of R&D In the 	Karoon Petrochemical Company	October 2016	56

No.	Title	Host Organization / Event / Location	Date	Duration (Hours)
	Organization - Knowledge-Based Human Resource Management - Organizing R&D Units - Feasibility Study Of R&D Projects - Marketing In R&D And Technology - R&D Strategies and Tools - Management Of R&D Projects - Commercialization, Turning Science into Wealth - Outsourcing Of R&D Projects			
204	Introduction To Technology and Commercialization	Institute For Color Science and Technology	November 2016	2
205	Commercialization Of Technologies	Vice-Presidency For Science and Technology	December 2016	16
206	Challenges And Skills of Technology Sales Negotiation (Based on Industrial Approach)	Jahad Daneshgahi (Sharif University of Technology)	December 2016	4
207	Commercialization Concepts	Institute For Color Science and Technology (in The Conference Hall of Rajaei University)	January 2017	8
208	Technology Commercialization Expedition		January 2017	24
209	Requirements Of Technology Management in The Research and Development (R&D) System	Afagh Sanat Co.	January 2017	24
210	Research And Development (R&D) Management, Introductory Section	Golestan Province Ministry of Industry, Mine and Trade	January 2017	16
211	Evaluation Of Ideas and Developing New Product (NPIM)	Jahad Daneshgahi (Sharif University of Technology)	January 2017	16
212	Establishment And Organization of Research and Development Activities in Executive and Industrial Organizations	Imam Hussein University	January 2017	8
213	Creating Competitive Advantage Based on Modern Management Systems in The World	National Conference on Management and World Economy	February 2017	1
214	Challenges And Solutions for Technology Export	Jahad Daneshgahi (Sharif University of Technology)	February 2017	8
215	Technology Readiness Level (TRL) Assessment		February 2017	4
216	Lecture on Innovative Business Models	The First National Conference on Management and Global Economy, University of Science and Culture	February 2017	45 Min
217	Sales Techniques in The Style of Iranians (10 Sessions)	University Of Tehran - Faculty of Entrepreneurship	March - June 2017	20
218	Establishment And Increasing Productivity of Commercialization Centers (Preliminary Section): - The Role, Duties and Diagnosis of Commercialization Centers in Iran - Concepts and Definitions of Technology Components, Technical Knowledge and Assessment of Technology Readiness Level (TRL) - Concepts of Business Plan (BP) And Feasibility Study (FS) Of Technological Plans	Jahad Daneshgahi (Sharif University of Technology)	May 2017	16
219	Sales Techniques in The Style of Iranians (5 Sessions)	Industry, Mine & Trade Organization of Razavi Khorasan Province	April - May 2017	20
220	An Overview Of R&D, Technology, and Innovation Strategies	Qadir Institute	May 2017	8
221	Case Study of Business Modelers	Jahad Daneshgahi (Sharif)	May 2017	8

No.	Title	Host Organization / Event / Location	Date	Duration (Hours)
		University of Technology)		
222	An Analysis of The Achievements Of 15 Months of Study and Research in The Banking and Insurance Industry In 15 Countries in The Region	IRIB International Conference Center	May 2017	4
223	Modern Business Models in The Construction Industry	Mashhad Misagh Hotel	May 2017	1
224	-Iranian Sociology -Concepts of Creative Thinking	Iran University of Science and Technology	July 2017	10
225	Establishment And Increasing Productivity of Commercialization Centers (Secondary Section): - Identifying the Personality Types of Scholars and The Concepts of Business Models (BM) - Technology Valuation (TV), Negotiating Technology Sales and Interacting with Industrial Customers (B2B)	Jahad Daneshgahi (Sharif University of Technology)	July 2017	16
226	Establishment And Increasing Productivity of Commercialization Centers (Advanced Section): - Commercialization Strategies and Considerations of Technology Transfer Contracts - Challenges and Solutions for Marketing and Exporting Technology		August 2017	16
227	Innovation Management in Evaluating Ideas and Creating a Successful Product (For Food and Dairy Companies)		August 2017	16
228	Applications Of Iranian Sociology in Work and Life	Tehran Cultural Center (For Deputies of Cultural & Art Organization of Tehran Municipality)	August 2017	2
229	- Iranian Behavioural Science - Sale In Iranian Method	Sepahan Cement Co.	September 2017	6
230	Modern Approaches to Research and Development (R&D) In the World	Jahad Daneshgahi (Sharif University of Technology)	September 2017	16
231	Technology Management	Communication and Information Technology Research Institute	September 2017	16
232	Innovative Approaches in The World Today (For Cultural & Art Organization of Tehran Municipality)	Khatam Cultural Center	September 2017	4
233	Consumer Behavior Analysis for DBA Students	Tehran Institute of Science and Technology	November 2017	20
234	Selected Training Course From "Research and Development (R&D) Management" Including Seminars: - Costs and Benefits In R&D - Development of New Products - Technology Valuation	GAMERON PETRO INDUSTRY COMPLEX	November 2017	10
235	An Overview of New Concepts of Research and Development (R&D), Innovation and Technology Management	Kusha Madan Consulting Engineers Co.	November 2017	8
236	Workshop On New Business Models of Banking and Insurance Industries	Jahad Daneshgahi (Sharif University of Technology)	December 2017	8
237	Challenges And Solutions for Technology Commercialization in Iran	Marand Technology Units Incubator	December 2017	3
238	"Management And Productivity of Research and	Tavanir Co.	December 2017	90

No.	Title	Host Organization / Event / Location	Date	Duration (Hours)
	Development (R&D)" Training Courses Including Seminars: - Necessities, Roles and Position Of R&D In the Organization - Knowledge-Based Human Resource Management - Organizing R&D Units - Feasibility Study Of R&D Projects - R&D Strategies and Tools - Management Of R&D Projects - Commercialization, Turning Science into Wealth - Outsourcing Of R&D Projects - Characteristics of A Successful Manager			
239	Sales Supervisory and Management Skills	Tehran Institute of Higher Education and Research	December 2017	4
240	Challenges Of Commercialization Based on Technology and Innovation in Iran	Marand Technology Units Incubator	December 2017	2
241	New Product Development Based on Open Innovation	Jahad Daneshgahi (Sharif University of Technology)	December 2017	8
242	Consumer Behavior Analysis Course (for DBA Students)	Tehran Institute of Science and Technology	January 2018	20
243	Consumer Behavior Analysis Course (for DBA Students)	Tehran Business School	January 2018	20
244	Consumer Behavior Analysis Course (for DBA Students)	University Of Tehran (Representative of Yazd Province)	February 2018	20
245	Weekly Seminars: - Iranian Communication Engineering - Improving Skills for Communicating with Iranians - 21 Strategies to Sell to Iranian Traditionalists - Principles and Skills of Negotiation in Iran - Considerations and Challenges of Advertising in Iran - Practical Strategies to Improve Emotional Intelligence	Avijeh Café	February - March 2018	12
246	Iranian Behavior Analysis and Team Building	Yas Innovation Center (Pardis Technology Park)	February 2018	8
247	Outsourcing Concepts and Processes	Vice-Presidency For Science and Technology (Iran National Innovation Fund)	February 2018	16
248	Principles And Applied Principles of Team Building	Yas Innovation Center (Pardis Technology Park)	February 2018	4
249	Principles And Foundations of Creative Thinking	Bushehr Ports and Maritime Authority	March 2018	8
250	Consumer Behavior Analysis Course (for DBA Students)	Tehran Business School	March 2018	20
251	Principles And Challenges of Technology Commercialization	National Iranian Oil Refining and Distribution Co.	March 2018	2
252	Concepts Of Business Modeling	Kusha Madan Consulting Engineers Co.	May 2018	4
253	Strategic Management Course		May 2018	20
254	Consumer Behavior Analysis Course (for DBA Students)	Tehran Business School	May 2018	20
255	Consumer Behavior Analysis Course (for DBA	University Of Tehran	May 2018	20

No.	Title	Host Organization / Event / Location	Date	Duration (Hours)
	Students)			
256	Job Personality Typology and Creative Problem Solving	Daneshkar Group (Iran University of Science and Technology)	July 2018	10
257	"Communication And Negotiation Techniques for Managers" Course (for MBA Students)	Tehran Business School	July 2018	20
258	Customer Relationship Management (CRM) Concepts	Kusha Madan Consulting Engineers Co.	August 2018	4
259	Consumer Behavior Analysis Course (for DBA Students)	University Of Tehran (Representative of Yazd Province)	August 2018	20
260	Sales Based on Iranian Typology	Moshir Al-Mamalek Garden Hotel - Yazd Province	August 2018	2
261	The Role of Research and Development (R&D) In the Organization with A View to Futures Research	Margarine Co.	August 2018	4
262	Employment And Entrepreneurship Conference	Mollasadra University Conference Hall - Yazd (In Cooperation with Matin and Iboards Institutes)	September 2018	2
263	Modern Business Strategies Course (for MBA Students)	Tehran Business School	October 2018	20
264	Establishment And Improvement of Research and Development (R&D) System	Jahad Daneshgahi (Sharif University of Technology)	October 2018	16
265	The Role, Definition and Position of Technology in Non-Metallic and Mineral Industries	IRIB International Conference Center (Iran Non-Ferrous Industries Market & Related Technologies Conference)	October 2018	1
266	Iranian Self-Knowledge and Behavioural Science	Karafarin Insurance Co. (Zanjan Representative)	October 2018	8
267	21 Iranian Sales Strategies	Matin Institute - Yazd	November 2018	8
268	Consumer Behavior Analysis Course (for DBA Students)	Tehran Business School	November 2018	20
269	Techniques To Sell to Traditionalists	Matin Institute - Yazd	November 2018	4
270	Conference On Strategies to Increase Sales	Iran University of Science and Technology	November 2018	3
271	Conference On the Identification of Personality Types in Iran	Mollasadra University Conference Hall - Yazd	November 2018	2
272	Modern Business Strategies Course (for MBA Students)	Tehran Business School	December 2018	20
273	Principles And Challenges Of E-Government	Bushehr Ports and Maritime Authority	December 2018	16
274	Consumer Behavior Analysis Course (for DBA Students)	Tehran Business School	December 2018	20
275	Employment And Entrepreneurship Conference	Iran University of Science and Technology	December 2018	3
276	Holding Two "Sales Management" Courses Including Titles: - Iranian Sociology (Theory Of Modernity) - 21 Sales Strategies In Iran - Negotiation, Communication And Body Language Skills - Business Modeling In Iran - Marketing Planning	Matin Institute - Yazd	October 2018 - March 2019	160

No.	Title	Host Organization / Event / Location	Date	Duration (Hours)
	<ul style="list-style-type: none"> - Customer Relationship Psychology - Principles And Foundations Of Marketing - Team Building In Sales - Evaluate, Select And Develop A Successful Salesperson - Challenges And Considerations Of Advertising In Iran - Branding - Market Research Solutions In Iran - Customer Relationship Management (CRM) - Telephone Sales And Negotiation Skills - Customer Satisfaction And Complaint Management - Emotion Management Applications In Effective Sales And Sales Team Management - Marketing Strategies - Organizing, Managing And Leading The Sales Team - Applications Of Creativity In Sales, Advertising And Marketing 			
277	Holding Two "Entrepreneurial Management" Courses Including Titles: <ul style="list-style-type: none"> - Iranian Sociology (Theory Of Modernity) - 21 Sales Strategies In Iran - Human Resource Management - Creativity And Innovation - Business Modeling In Iran - Marketing Planning - Challenges And Considerations Of Advertising In Iran - Branding - Market Research Solutions In Iran - Marketing Strategies - Preparing Feasibility Study (FS) - Research And Development (R&D) Management - Financial Management For Non-Financial Managers - Strategic Management 		October 2018 - March 2019	160
278	Conference On Applications of Financial Management in Work and Life	Mollasadra University Conference Hall - Yazd	December 2018	2
279	Iranian Typology and Job Talent Search	Pardis Technology Park (Sadaf Program with The Support of Vice-Presidency for Science and Technology)	December 2018	4
280	Consumer Behavior Analysis Course (for DBA Students)	Tehran Business School	December 2018	20
281	Sales With the Focus on Exporting Technology and Knowledge-Based Products	Pardis Technology Park	January 2019	2
282	Holding Two "Sales Management" Courses Including Titles: <ul style="list-style-type: none"> - Iranian Behavioural Science (Theory Of Modernity) - 21 Sales Strategies In Iran - Negotiation, Communication And Body Language Skills - Business Modeling In Iran - Marketing Planning 	Daneshkar Group	December 2018 - March 2019	80

No.	Title	Host Organization / Event / Location	Date	Duration (Hours)
283	<ul style="list-style-type: none"> - Customer Relationship Psychology - Principles And Foundations Of Marketing - Team Building In Sales - Evaluate, Select And Develop A Successful Salesperson - Challenges And Considerations Of Advertising In Iran - Branding - Market Research Solutions In Iran - Customer Relationship Management (CRM) - Telephone Sales And Negotiation Skills - Customer Satisfaction And Complaint Management - Emotion Management Applications In Effective Sales And Sales Team Management - Marketing Strategies - Organizing, Managing And Leading The Sales Team - Applications Of Creativity In Sales, Advertising And Marketing 		December 2018 - March 2019	80
284	Conference On Entrepreneurship and National Production and Economic Development	Industrial Management Institute	January 2019	1
285	The Role, Challenges and Strategies of Research and Development (R&D) In the Context of Sanctions and Recession	Industrial Research and Training Center of Iran	March 2019	16
286	Entrepreneurial Processes	Islamic Azad University - South Tehran Branch	March 2019	2
287	Consumer Behavior Analysis Course (for DBA Students)	University Of Tehran - Faculty of Management	July 2019	20
288	Consumer Behavior Analysis Course (for DBA Students)	University Of Tehran - Faculty of Management	September 2019	20
289	Innovation Management in New Product Development Course (for DBA Students)	University Of Tehran - Faculty of Economics	September 2019	20
290	Fundamentals Of Creativity and Teamwork	Shiraz Electricity Distribution Company	October 2019	16
291	Consumer Behavior Analysis Course (for DBA Students)	University Of Tehran - Faculty of Management	October 2019	20
292	Concepts Of Business Models	Imentiar Engineering Company	November 2019	8
293	Mind Management	Social Security Investment Company -Tamin Energy Development Company	November 2019	16
294	Mind Management	Tous Thermal Power Plant	February 2020	16
295	<p>Management Of Start-Up Companies</p> <p>Course Outline:</p> <ul style="list-style-type: none"> - Acquaintance with Iranian Personality Types, 21 Successful Sales Strategies in Iran - Fundamentals of Marketing, Market Research Solutions and Challenges, Market Plan Design - Acquaintance with Business Models (Business Model), Improving The Organization based on Innovative Business Model - Designing Advertising Campaigns, Principles and Effective Techniques in Branding (Individual and 	Jobsaaz Academy	March 2020	80

No.	Title	Host Organization / Event / Location	Date	Duration (Hours)
	Organizational) - Human Resources Management (Tests and Evaluation Methods, Hiring and Development of employees), Teamwork and Group Work Skills - Acquaintance with Creativity Skills, Innovation in Developing of New Product, Open Innovation - Preparation and Editing of Business Plans (BP), Outsourcing Skills for Activities - Research and Development (R&D) Management, Technology Management and Commercialization of Products - Financial Management Skills, Valuation, and Investment in Startup, Nascent, and Knowledge-based Companies - Strategic Planning and Management Methods in Business Conducting, Entrepreneurship Characteristics and Skills			
296	Business Coaching: Course Outline: First M: Enhancing Technical Power in Business Management: - Acquaintance with Iranian Personality Types, 21 Successful Sales Strategies in Iran - Fundamentals of Marketing, Market Research Solutions and Challenges, Market Plan Design - Acquaintance with Business Models (Business Model), Improving The Organization based on Innovative Business Model - Designing Advertising Campaigns, Principles and Effective Techniques in Branding (Individual and Organizational) - Human Resources Management (Tests and Evaluation Methods, Hiring and Development of employees), Teamwork and Group Work Skills - Acquaintance with Creativity Skills, Innovation in Developing of New Product, Open Innovation - Preparation and Editing of Business Plans (BP), Outsourcing Skills for Activities - Research and Development (R&D) Management, Technology Management and Commercialization of Products - Financial Management Skills, Valuation, and Investment in Startup, Nascent, and Knowledge-based Companies - Strategic Planning and Management Methods in Business Conducting, Entrepreneurship Characteristics and Skills Second M: Enhancing Tactical Power in Business Management: - Acquaintance with Coaching Principles and the Coach's Role in Business Improvement, Introducing Essential Tools for Leading Coaches - Acquaintance with The GROW Methodology in Business Coaching - Practicing the GROW Process - Problem Identification and Business Analysis, Goal Planning with the Help of Goals Wizard Software	Semim Academy	June 2020	40

No.	Title	Host Organization / Event / Location	Date	Duration (Hours)
	<ul style="list-style-type: none"> - Synergy and Convergence in Teams (Based on Brain Management and Heart Leadership), Project Scheduling and Control - Value Creation Solutions (Competitive Advantage), Successful Team Building Tricks (Based on the Belbin Methodology) - Principles and Strategies of Digital Marketing, Acquaintance with Media and Innovative Marketing Tools in The Digital Space - Effective Benchmarking Skills, Emotional Intelligence (EQ) Skills and Applications for Coaches - System Building Skills, Acquaintance with Negotiation Skills, Communications, and Body Language Specifically for Coaches - Solutions and Challenges of Insurance and Taxes, Principles of Contracts in Iran, Mind Management and Mental Focus <p>Third M: Enhancing The Strategic Power of Business Management:</p> <ul style="list-style-type: none"> - Summarizing and Presenting The books studied on a weekly basis in the group of Coaches - Writing Summaries of Books and Publishing in Public Media of "Semim" - The Monthly Opportunity to Participate in a Sales Negotiation meeting with Omid Fadaeimanesh - The Weekly Opportunity to Attend a Training Class with Omid Fadaeimanesh - The Monthly Opportunity to Attend a Negotiation Meeting and Attract Startup Investors with Omid Fadaeimanesh - The Weekly Opportunity to Attend a Company Activities Planning Meeting by Omid Fadaeimanesh - The Weekly Opportunity to Attend a Meeting "Project Control and Coaching of Company" by Omid Fadaeimanesh - The Monthly Opportunity to Participate in a Recreational-Sports Program with Omid Fadaeimanesh - The Monthly Opportunity to Participate in a Spiritual Program with Omid Fadaeimanesh - The opportunity of monthly accompaniment and Acquaintance with the Process of Study, Research, and Authoring by Omid Fadaeimanesh 			
297	Research And Development (R&D)	Zeyn-O-Ddin	August 2020	8
298	New Product Ideation and Management	Nopajooan Academy	September 2020	8
299	Knowledge-Based Human Resource Management	Qom Science and Technology Park	October 2020	8
300	<p>Research And Development Management:</p> <ul style="list-style-type: none"> - Necessity, Role and Position of Research and Development (R&D) In Organization - Requirements and Process of Knowledge-Based Human Resource Management - Improving and Organizing R&D Units - R&D Strategies and Tools - The Position of Marketing in The Research and Development Process - Principles of Commercialization, Turning Science 	Nopajooan Academy	November 2020 - February 2021	36

No.	Title	Host Organization / Event / Location	Date	Duration (Hours)
	into Wealth - Feasibility Study (FS) Of R&D Projects - R&D Project Management - Outsourcing In R&D			
301	Technology Management: - Technology Management and Related Strategic Issues - Technology Transfer Requirements and Processes - Principles of Negotiation in Technology Transfer Contracts - Valuation Methodology of Technology and Knowledge-Based Companies - Requirements for Technology Transfer Contracts - Principles and Process of Technology Readiness Level (TRL)		November 2020 - February 2022	18
302	Creativity And Innovation Management in New Product Development (NPD): - Development of Employees' Creativity Skills - New Product and Innovation Management (NPIM)		November - December 2020	12
303	Commercialization Of Technologies and Inventions		November 2020	16
304	Technology Commercialization Expedition (Online)	Semantex Academy	November 2020	48
305	Establishment And Improvement of Research and Development Processes	Nopajooan Academy	December 2020	8
306	Management Of Start-Up and New Companies Course Outline: - Introducing Jobsaz and Acquaintance with Learners, Startup Companies, Characteristics and Skills of Entrepreneurs - Acquaintance with Iranian Personality Types, 7 Successful Sales Strategies in Iran - Fundamental of Marketing, Market Research Solutions and Challenges, Marketing Plan Design - Workshop on Business Modeling - Concepts of Human Resource Management (Tests & Evaluation Methods, Recruitment and Development of Employees), Teamwork and Group Work Skills - Acquaintance with Creativity Skills, Innovation Management in Development of New Product - Financial and Accounting Management Skills, Business Plan Development (BP) - Research and Development Management (R&D), Technology and Commercialization - Design of Advertising Campaigns, Project Management and Control Fundamentals - Planning, Management, and Supervision Methods, Negotiation & Communication Techniques	Jobsaaz Academy	December 2020 - February 2021	60
307	Specialized Symposium of Research, Development and Technology Managers of The Country	Nopajooan Academy	January 2021	16
308	Establishment Of Innovation System		February 2021	8
309	Commercialization Of Technologies and Inventions	Jam Petrochemical Company	March 2021	16
310	Business Model (BM)	Tarbiat Modares University, Post DBA Course	March 2021	20

No.	Title	Host Organization / Event / Location	Date	Duration (Hours)
311	<p>Management of Start-Up & New Companies</p> <p>Course Outline:</p> <ul style="list-style-type: none"> - Business Model Design (BM) and Strategic Thinking - Business Plan (BP) - Financial Management, Capital Supply, and Acquaintance with Insurance and Tax Challenges in Iran - Product & Innovation Achievements Marketing (Research, Strategy, and Marketing Plan) - Sales (Communication, and Negotiation, Body Language, Psychology, Emotional Intelligence) - Acquaintance with The Concepts of Startup, Invention, Technology, Commercialization, Innovation, Research and Development (R&D), etc - Advertising, Pricing, and Branding of Innovative Services and Products - Organization, Elite Management, Successful Team Building, and Iranian Sociology - Characteristics, Skills, and Tools of Successful Managers in Startup and Innovative Company - Digital Marketing and Management of Digital Spaces and Digital Media 	Jobsaaz Academy	May - July 2021	70
312	Feasibility Study (FS) Of Technological Plans and Business Plan (BP) Concepts	Science and Technology Research Institute	June 2021	8
313	Marketing and Conflicts with Research and Development	Nopajooan Academy	July 2021	8
314	Business Model Redesign (BM)		July 2021	8
315	Management and Control of Research and Development Projects		August 2021	8
316	Innovation Management in New Product Development		September 2021	8
317	Technology Readiness Level (TRL) Assessment	Semantex Academy	September 2021	8
318	Technology Readiness Level (TRL) Assessment	Science and Technology Research Institute	September 2021	8
319	<p>Management of Startup and New Company</p> <p>Course Outline:</p> <ul style="list-style-type: none"> - Principles and Fundamentals of New Businesses (Startup, Invention, Technology, Commercialization, Innovation, etc.) - Characteristics, Skills, and Tools of Successful Managers in Startup and Innovative Companies - Organizing, Elite Management, Team Building, and Successful Teamwork (Based on Iranian Sociology) - Business Model (BM) Design and Roadmapping - Business Plan (BP) Development - Familiarization with Financial Management Concepts, Capital Procurement, Contract Principles, Insurance, and Taxation in Iran - Marketing in Startup and Innovative Companies (From Research to Strategy and Planning) - Tools of Professional Salespersons (Negotiation Techniques, Body Language, Psychology, Emotional Intelligence, and Communication) - Designing Advertising Strategy, Branding, and 	Jobsaaz Academy	September 2021- December 2021	80

No.	Title	Host Organization / Event / Location	Date	Duration (Hours)
	Considerations for Marketing Plan Execution - Digital Marketing, Management of Virtual Spaces, and Social Media			
320	Valuation of Technology (Television) and Innovative Products	Iranian Space Research Center	November 2021	8
321	Management Psychology & Probability Management	Iranian Space Research Center	November 2021	8
322	Request for Proposal (RFP)& Request for Quotation (RFQ)	Research Institute of Science and Technology	December 2021	8
323	Data Mining	Research Institute of Science and Technology	December 2021	8
324	Foundations of Marketing and Services	Persian Gulf Science and Technology Park	January 2022	3
325	Evaluation and Performance Measurement Mechanisms in The Research and Development Unit	Sirjan Iranian steel co.	January 2022	8
326	Coaching Skills For Managers Course Outline: - Iranian Sociology and Introduction of Personality Types of Iranians - Characteristics and Temperaments of Pioneering Coaches - Differences, Roles and Definitions of Manager, Coach, Leader and Consultant, Getting to Know The Principles and Concepts of Coaching and The Role of A Coach in Organizational Improvement - Getting to Know The GROW Methodology in Coaching - GROW Practice and Systemization - Organizational Skills - Troubleshooting and Business Analysis - Thinking & Strategic Management in Business, Practice	Semim Academy	January 2022	16
327	Course on The Commercialization of Knowledge-Based Products	Science and Technology Park of Golestan	February 2022	3
328	Modern Entrepreneurship	Jobsaaz Academy	February 2022	4
329	Establishment and Improvement of Research and Development Management System	Nopajooan Academy	February 2022	16
330	Management of Research and Development Projects	Science and Technology Research Institute	March 2022	8
331	Consumer Behavior Analysis, Business Model (BM) and Creativity and Innovation Management	University of Tehran - Faculty of Management - DBA Department	The year 2022	140
332	Developing a Business Plan (BP) (for 3 Consecutive Courses)	University of Tehran - Faculty of Management - DBA Department	May 2022	60
333	Foundations and Necessities of Research and Development	Iran Oil Pipelines and Telecommunications Company	June 2022	8
334	Methods, Necessities, and Considerations of Budgeting in The Research and Development (R&D) Unit	Nopajooan Academy	July 2022	8
335	Starting A Business in The Field of Tourism	Vira Tourism House (Azadi Innovation Factory)	July 2022	4
336	Business Model Design (BM)	University of Tehran - Faculty of	August 2022	20

No.	Title	Host Organization / Event / Location	Date	Duration (Hours)
		Management - DBA Department		
337	Team Work and Group Work	Fakoor Sanat Tehran Engineering Company	August - September 2022	16
338	Business Model Design	University of Tehran - Faculty of Management - DBA Department	September 2022	16
339	Developing A Business Plan	University of Tehran - Faculty of Management - DBA Department	September - October - November 2022	20
340	Business Model Design	University of Tehran - Faculty of Management - DBA Department	October - November - December 2022 - January 2023	80
341	Establishment of Research and Development System	Nopajooan Academy	November 2022	16
342	Foundations and Necessities of Research and Development	Foolad Sangan Mineral Industries Company	November 2022	4
343	"Coaching Skills For Managers" Training Workshop Course Outline: - Iranian Sociology and Introduction of Personality Types of Iranians - Characteristics and Temperaments of Pioneering Coaches - Differences, Roles and Definitions of Manager, Coach, Leader and Consultant, Getting to Know The Principles and Concepts of Coaching and The Role of A Coach in Organizational Improvement - Getting to Know The GROW Methodology in Coaching - GROW Practice and Systemization - Organizational Skills	Semim Academy	January 2023	8
344	Developing a Business Plan (2 Courses)	University of Tehran - Faculty of Management - DBA Department	January - February - March 2023	40
345	Workshop: - "Budgeting and Evaluation of Research and Development Performance" - "Feasibility of Research and Development Plans" - "Make Request of Proposal and RFP/RFQ Information" - "New Product Design (with Product and Services Approaches)"	Nopajooan Academy	March 2023	6
346	Consumer Behavior Analysis (2 Courses)	University of Tehran - Faculty of Management - DBA Department	May - June 2023	40
347	Developing A Business Plan		May - June - July - August 2023	60
348	Ten commercialization Strategies	Azad University of Sirjan	June 2023	2
349	Pricing of knowledge-Based Products and Technology		June 2023	2
350	Training Workshop on "Methods and Necessities and Considerations of Budgeting in Research and Development Unit" Some Topics & Axes That were Practically Examined in This Educational Workshop Are: - Budgeting and Its Applications - Necessity of Budgeting in Research and	Nopajooan Academy	June 2023	8

No.	Title	Host Organization / Event / Location	Date	Duration (Hours)
	Development - Budgeting Differences in R&D with Other Units (Exclusive Considerations) - Examples of Budgeting in Industries & Companies of The World (Frameworks & Forms of Industry) - General Structure of Budgeting - The Method of Spreading Extended Past (Past Cost Conversion Formulas to Today's Rate) - Application of Regression in Budgeting - Definition of risk & Risk Calculation In Costing and Budgeting (Getting to Know The Pert Formula) - Implementation of Budget Statement in R&D - Methods of Presentation of Budgeting to Senior Management and Its Management Applications - Communication of Budget and Business Plan (BP) - The Role of Budgeting in Explanatory Plans & Feasibility Studies (fs) of R&D Projects - Definitions of All Types of R&D Projects (Developmental, Applicable, etc.) and How to Allocate Budget - Applying ROI In R&D Budgeting			
351	Export of Knowledge-Based Products	Science and Technology Park of Amirkabir University	July 2023	3
352	Human Resource Management for Managers	Kale Amol	July 2023	8
353	Training Workshops: - Finding and Making Ideas in Factory Improvement - Mechanisms to Strengthen Organizational Creativity - TRIZ (40 Systematic Methods for Creating New Ideas) - Continuous Innovation in The Production Process	Nopajooan Academy	July 2023	8
354	Marketing and Sales Management for Managers	Kale Amol	August 2023	8
355	Strategy Concepts for Managers			8
356	Consumer Behavior Analysis (2 Courses)	University of Tehran - Faculty of Management - DBA Department	August - September 2023	40
357	Financial Concepts for Non-Financial Managers	Kale Amol	August 2023	8
358	Training Workshop on "Effective Management of Generation Z Employees (Recruitment, Maintenance and Development)"	Semim Academy	September 2023	8
359	"New Product Development Based on Innovation System" Training Workshop	Nopajooan Academy	November 2023	8
360	Generation Z Management Conference	Persian Gulf Saba Steel Co.	November 2023	8
361	"Management of Human Resources in The Process of Change" Training Workshop	Semim Academy	November 2023	8
362	Developing A Business Plan	University of Tehran - Faculty of Management - DBA Department	November - December 2023	20
363	Research and Development Management (5 Days)	SHazand Petrochemical Co.	November - December 2023	40
364	Principles and Foundations of Coaching and Mentoring (2 Days)	Mahabad Petrochemical	November - December 2023	16
365	Consumer Behavior Analysis (4 Courses)	University of Tehran - Faculty of Management - DBA Department	November - December 2023	68

No.	Title	Host Organization / Event / Location	Date	Duration (Hours)
366	Training Workshop on "Organizational Transformation Aligned with Generation Z Using Coaching Skills"	Semim Academy	January 2024	8
367	Training Workshop on "Establishment of Integrated Management System in Units Aligned with Research and Development"	Nopajooan Academy	February 2024	8
368	Body Language and Speaking Techniques Workshop, Become a Coach Event (Content Recording)	Haniel, Lasting Innovators of Smart Giti Co.	February 2024	3
369	Consumer Behavior Analysis	University of Tehran - Faculty of Management - DBA Department	February - March 2024	20
370	Developing A Business Plan		February - March 2024	20
371	Coaching and Mentoring Training Workshop (2 Days)	Yazd Regional Water Authority	March 2024	16
372	Consumer Behavior Analysis (2 Courses)	University of Tehran - Faculty of Management - DBA Department	May - June 2024	40
373	Coaching and Mentoring Educational Seminar	Pasargad Bank	May 2024	8
374	Specialized Seminar on Training and Managing of Today's Youth (Generation Z)	Panorama Mall, Muscat, Oman	May 2024	4
375	Business Model Design for MBA Students (in Person & Online)	Allameh Tabataba'i University	June 2024	16
376	Boot Camp on Human Resource Management Modern Tools: - Training Workshop on Recruitment, Hiring and Retention of Young Employees (Generation Z) - Training Workshop on Artificial Intelligence in Training and Development of Human Resources	Semim Academy	June 2024	16
377	Developing A Business plan (Business Plan) (Content recording)	Allameh Tabataba'i University	June - July 2024	8
378	Consumer Behavior Analysis	University of Tehran - Faculty of Management - DBA Department	June – July - August 2024	24
379	2 Day R&D BootCamp: Specialized Workshop On Advanced Artificial Intelligence Strategies in Research and Development: 1st Day: Fundamentals and Technologies - Introduction of Artificial Intelligence Applications in Organization - Deep Exploration in Artificial Intelligence Technologies - Artificial Intelligence Laboratory - Panel Discussion: Artificial Intelligence Applications in Organization 2nd Day: Execution - Training Workshop: Integration of Artificial Intelligence in Organization Processes - Advanced Artificial Intelligence Tools & Techniques - Future Trends & Final Words	Nopajooan Academy	July 2024	16
380	Consumer Behavior Analysis	University of Tehran - Faculty of Management - DBA Department	July - August 2024	20
381	Developing A Business Plan	University of Tehran - Faculty of	July - August	20

No.	Title	Host Organization / Event / Location	Date	Duration (Hours)
		Management - DBA Department	2024	
382	Developing A Business Plan	Motogen Co	July - August 2024	24
383	Speech, "The Bright Future of Management of Employee, with Artificial Intelligence"	Semim Academy	August 2024	1
384	Triz	Industrial Reaserch & Training Center of Iran	August 2024	8
385	Business Model	Allameh Tabataba'i University	August 2024	20
386	Research and Development Management (R&D)	Motojen company	september 2024	24
387	Technology management	Industrial Reaserch & Training Center of Iran	october 2024	12
388	Consumer Behavior Analysis	University of Tehran - Faculty of Management - DBA Department	October-november 2024	20
389	Effective management of Generation Z	Toga Company (MAPNA Turbine Manufacturing)	October 2024	8
390	Effective management of Generation Z	Parmida Rubber Manufacturing	October 2024	8
391	Optimizing HR processes and decisions with the help of artificial intelligence tools	Semim Academy	October 2024	8
392	Modern solutions for measuring and managing the effectiveness of education with the help of digital tools	Semim Academy	October 2024	8
393	Applications of artificial intelligence in organizations	Moghan agro-Industry&Livestock Co.	October 2024	16
394	AI Applications Bootcamp in the Oil, Gas, Petrochemical, and Refinery Industry	Nopajooan Academy	October 2024	8
395	Attracting, Retaining, and Managing Young Employees (Generation Z)	Kian Pershia	October 2024	8
396	Applications of artificial intelligence in the tire industry	Kavir Tire	January 2025	16
397	Attracting, Retaining, and Managing Young Employees (Generation Z)	Gohar Hamkar	January 2025	12
398	Scientific Secretary and Speaker at the Fourth Mentoring and Coaching Conference	Semim Academy	January 2025	8

No.	Title	Host Organization / Event / Location	Date	Duration (Hours)
399	Digital coaching, new tools and solutions for transforming human resources in the digital age	Semim Academy	January 2025	8
400	AI Applications in Sales and Marketing	Faramoney	February 2025	16
401	Coaching and Mentoring	Maktab Andisheh Kavir School	February 2025	8
402	Consumer Behavior Analysis	University of Tehran - Faculty of Management - DBA Department	February-march 2025	20

Designing and Running Marketing Campaigns

No.	Customer Organization / Company	Designing Advertising Content and Slogan	Designing Advertising Media Mix	Supervising Advertising Package Design
1	Teta Co.		✓	✓
2	Bahaar Narenj Wood Industries Co.	✓	✓	✓
3	San'at Samaneh Farda Co.		✓	
4	Part Poushesh-E Sazeh Iranian Co.	✓	✓	✓
5	Fath Co.	✓	✓	✓
6	Marpich-E Bakhtar Co.	✓	✓	✓
7	Imam Khomeini Port	✓		✓
8	Karafarin-E Mehr-E Mahan Co.	✓	✓	✓
9	Tapka Induction Furnace Radiation Manufacturing Co.	✓	✓	✓
10	Dr. Dehghan's Dental Clinic		✓	✓
11	Dr. Anahita Ourang's Dental Clinic	✓	✓	✓
12	Green Biotech Co.	✓	✓	✓

Radio and Television Interviews and Programs

No.	Topic	Date	Media	Program - Type
1	Diagnosis & Consulting for Small Businesses	August 2018	Economy Radio	Rouyesh - Live
2	The Most Important Threats to Small Businesses and Solutions to Deal with Them	September 2018	Economy Radio	Rouyesh - Live
3	Business Management in The Current State of The Economy	September 2018	Economy Radio	Rouyesh - Live

No.	Topic	Date	Media	Program - Type
4	Managers' Self-Knowledge and Choosing the Right Management Strategy	October 2018	Economy Radio	Rouyesh - Live
5	Challenges of Technology in Iran	December 2018	Metals News Magazine	Interview
6	Profitability In Business	January 2019	Economy Radio	Rouyesh - Live
7	Competence And Meritocracy in Business	January 2019	Economy Radio	Rouyesh - Live
8	Iranian Behavioural Science	February 2019	Economy Radio	Rouyesh - Live
9	Iranian Typology	February 2019	I. R. Iran Broadcasting (TV)	Education Channel - Live
10	Team Building Based on Iran's Culture	March 2019	Economy Radio	Rouyesh - Live
11	New Business Models in The Construction Industry	March 2019	Economy Radio	Rouyesh - Live
12	Working Time of Employees	June 2019	Economy Radio	Rouyesh - Live
13	Employee Stress Management	July 2019	Economy Radio	Rouyesh - Live
14	Typology of Problematic Personalities in Business	August 2019	Economy Radio	Rouyesh - Live
15	Personality Types	September 2019	Economy Radio	Rouyesh - Live
16	Recognition And Management of Personality Types	September 2019	Economy Radio	Rouyesh - Live
17	Characteristics Of Technological and Innovative Companies	October 2019	Economy Radio	Rouyesh - Live
18	Risk Taking and Innovation: to What Extent The Employees of an Organization Should be Encouraged to Innovate and Take Risks?	June 2022	Economy Radio	Pakar - Live
19	How Should One Deal with opponents of Innovation and Technology in Workplace?	June 2022	Economy Radio	Pakar - Live
20	Controlling Anger in Workplace	September 2022	Economy Radio	New Beginning - Live
21	Productive Work Per Capita (How to Increase The Level of Productive Work)	November 2022	Economy Radio	New Day - Live
22	How Should One Deal with The Request to Increase The Salary of Employees?	December 2022	Economy Radio	Pakar - Live
23	Investing in Which Startups is Successful?	December 2022	Economy Radio	Pakar - Live
24	How to Reach Creative ideas (Steps to Reach Creative Idea)	January 2023	Economy Radio	Pakar - Live
25	What Conditions Should Managers Consider for Job Verification?	February 2023	Economy Radio	Pakar - Live
26	Business Analysis, Importance, Necessity, and Methods and Techniques of Business Analysis	April 2023	Economy Radio	Sunny Night - Live
27	Etiquette and culture of consumption in marketing and sales	May 2023	Economy Radio	Sunny Night - Live
28	The Process and Stages of Export-Oriented Products Marketing	July 2023	Economy Radio	Sunny Night - Live
29	The Point of Family Economic Satisfaction	September 2023	Economy Radio	To The Power of Life - Live

Coaching of Startups and Training Companies

No.	Brand Name	Field Of Activity / Industry	Start Date
1	Tabarista	Distribution Of Cafe Supplies and Consumables	March 2019

2	Naantik	Design, Production and Distribution of Bread (With an Innovative Model)	July 2019
3	Yeparking	Rent And Provide Parking (With Special Features)	July 2019
4	Nopajooan Academy	Research And Development (R&D) Management Training	January 2019
5	Ta'm-E-Salamat	Supply And Distribution of Organic Products (With an Innovative Model)	December 2017
6	Semim Academy	Nurture Consultant, Coach and Business Leader	January 2020
7	Imenrun	Car Inspection Service & Platform for Automotive Services and Products	March 2019
8	Kardojin	Freelancing (With Special Features)	January 2020
9	Sibtamboli	Production Of a Special Food Product and Activity in The Form of Franchising	October 2019
10	Kidipark	Baby Room Decoration Design	March 2019
11	Exmartup	Sending Startups to Europe and Canada	September 2020
12	Park-E-Foroush	Distribution And Sales of Knowledge-Based Products and Services	September 2020
13	Beautical	Platform Of Beauty Services and Products	December 2019
14	Semantex	Commercialization Of Technologies, Inventions and Knowledge-Based Products	May 2020
15	Jobsaaz Academy	Nurturing Startup Managers	December 2019
16	Faramoney Academy	Nurturing National and Transnational Professional Salesmen and Marketers	May 2020
17	Dangish	Buying And Selling Real Estates with An Innovative Model	June 2020
18	Webino	Website Design and SEO Services	August 2020

Executive Records

No.	Organization / Company	Field of Activity	Last Position	start year	Termination year
1	Irnet Co.	Software Production	Software Expert (Part-Time)	1995	1996
2	Raya System Store	Software & Hardware	Founder (Part-Time)	1996	1997
3	Hanfa Information Delivery Technology Company	Software Production	Software Expert (Part-Time)	1998	That Year
4	East Rayanmehr Co.	Designing Electronic Systems	Hardware Designer (Part Time)	1998	That Year
5	Allameh Heli High School of Brilliant Talents	Education	Scientific Project Consultant (Part-Time)	1998	1999
6	Rayan Mehr-E DaneshSanj	Software Production	Technical Manager and Member of The Board of Directors	1998	2001
7	Novin Sazan-E Setare Sanat	Production of Resistance Welding Equipment	Project Manager and Senior Electrical Design Engineer	2001	2003
8	Roshangaran High School	Education	Scientific Project Consultant (Part-	2003	That Year

No.	Organization / Company	Field of Activity	Last Position	start year	Termination year
			Time)		
9	KiaTel	Production of Telecommunications Equipment	Deputy CEO	2003	2005
10	Mehrcomon Tose'e Fanavari Co.	Management Consulting and Training, Software Production	Founder and CEO	2003	2013
11	Pars Research Center	Designing Telecommunication systems	Executive Manager (Part-Time)	2004	2005
12	Pand Communication Co.	Management Consulting	Project Manager (Part-Time)	2005	That Year
13	FadaeiManesh Management Development Foundation	Management Consulting and Training	Founder and CEO	2013	to be Continued

Acknowledgements

No	Grantor Organization
1	Islamic Azad University
2	Novin Sazan-E Setare Sanat
3	Ports and Maritime Organization
4	Marpich-E Bakhtar Co.
5	Post Bank of Iran
6	Rasa Layeq Co.
7	Tehran Municipality District 10 - Entrepreneurship Center
8	Tapka Induction Furnace Radiation Manufacturing Co.
9	Telsa Co. (Communication Systems Analysis Engineering Company)
10	Teta Co.
11	Specialized Association of Research and Development Centers
12	Foresight Conference of Innovation in Research and Development
13	Tejarat Bank - Alborz Province
14	Imam Ali Naja Dental Center
15	Iranian Society of Toolmakers
16	Tejarat Bank - Education Center
17	7th Dental Congress
18	National Iranian Copper Industries Company
19	National Institute of Genetic Engineering and Biotechnology
20	The 1st National Symposium on Bio-Economy, and Bio-Market of Iran (Signed by The Minister of Science, Research and Technology)
21	Faraz-E Sorena Smart Co.
22	Tehran Business School (End of MBA and DBA Students' Course Celebration)

Certificates

No.	Awarding Organization	Certificate Title
1	Dpi Co.	Introduction To VC + +
2	Rayan Mehr Shargh Co.	Hardware Design Training
3	Setare Jahan Gostar Co.	Familiarity With Micro-Controller 80c51
4	University Of Science and Technology	Familiarity With Matlab
5	Informatics Society of Iran	Familiarity With the Concepts of Object Oriented
6	Chamran Training Center	FPGA
7	Tehran University	Strategies For Information Technology (It)
8	Technology Management Research and Education Center	Research And Development Management (Preliminary)
9	Technology Management Research and Education Center	Research And Development Management (Advanced)
10	Carleton University (Canada)	MBA Skills Development Workshop
11	Cranfield University (UK)	Project Management In R&D
12	Ejlas Saran	Electronic Commerce (Ecommerce)
13	Sematech Co.	SQL Server Design & Implementation
14	Amir Kabir University	E-CRM
15	Technical And Vocational Training Organization	Management Of Training Centers
16	Gestures Anformatic Iran	Enterprise Resource Planning (ERP) Feasibility Study
17	Informatics Society of Iran	Introduction To Customer Relationship Management (CRM) & ERP Systems
18	Tarbiat Modarres University	Principles Of Entrepreneurship
19	Government Of Iran	Approved "Management Consultant in Marketing"
20	Boynings Consulting Ltd	eGIF - A Management Overview
21	Verhaert Co.	Risk Management in Integrated R&D Processes
22	Verhaert Co.	New Product & Innovation Management
23	Verhaert Co.	Think Business, Think Different (Business Model Innovation)
24	R&D Management Association	R&D Management Conference 2017, Belgium

Engineering Projects

No.	Title	Position	Year	Location
1	Seven Software Packages Production ("eCRM", "ePRM", "eCompany", "eAgent", "eCockpit", "eSMS" and "eFAX")	Software Project Manager	2002-2011	Mehrcomon Tose'e Fanavari
2	Nine Robotics Project	Supervisor	2003	Roshangaran School
3	Resistance Welding Controller Programming	Software Programmer	2001	Novin Sazan Setareh Sanat Co.
4	Fieldbus Controller Designing and Control Room Implementation in an Automotive Company (Iran Khodro Co.)	Software & Hardware Project Manager	2002	Novin Sazan Setareh Sanat Co.

No.	Title	Position	Year	Location
5	Project Implementation with 80C196 Microcontroller, FPGA, 80C51, CAN Controller, EEPROM	Hardware Designer	2000	Novin Sazan Setareh Sanat Co.
6	MAN, Network Card Design	Hardware Designer	1997	Islamic Azad University
7	Five Software Packages Production for Students and Schools (Omid, Soroosh, Rahamooz, Rahyar and Pooya)	Software Project Manager	1999	Rayan Mehr D.S Co.
8	Production of a software Package ("Pejvak")	Software Project Manager	1999	Rayan Mehr D.S Co.
9	Students' Hardware and Software Project Supervision	Hardware & Software Project Manager	1996	Allameh Helli School
10	BBS Implementation of bilingual software for teleconferencing systems	Software Programmer	1994	IRNET Co.
11	Stepper Motor Driving	Hardware Designer	1995	Rayan Mehr Shargh Co.
12	Farsi Internet Browser Design	Software Programmer	1997	Honafa Co.

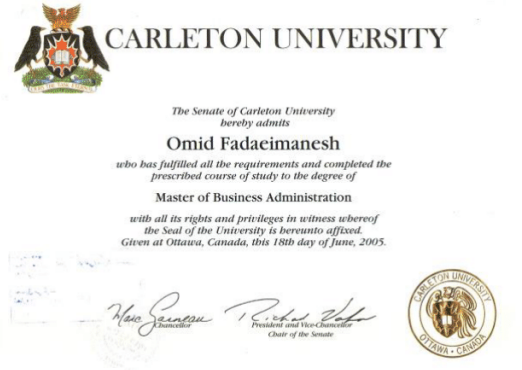


گواهی حضور در سمینار تخصصی امکان سنجی برنامه ریزی منابع سازمانی (ERP) در صنایع ایران

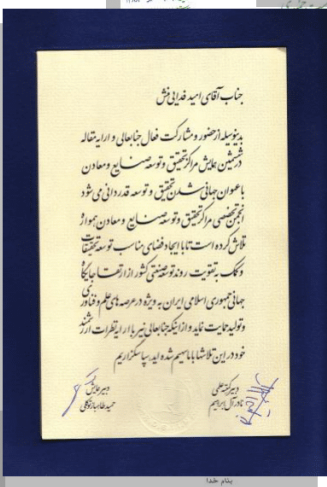


کنفرانس بین المللی Seeing Conference - 2004 گواهی نامه Certificate گواهی می شود

توسعه واحدهای تولیدی R&D تکمیل
ساعت از تاریخ ۱۳۸۱/۰۵/۲۹ ساعت ۸:۱۷-۹:۱۲
ایان رسانده است



گواهی می شود
شماره شناسنامه
دوره آموزش رشته
تعداد ساعت
در آزمون عملکردی
مؤلفیت حاصل نمود
شماره



تاریخ: ۱۳۸۱/۰۵/۲۹
شماره: ۱۳۸۱/۰۵/۲۹



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شماره: ۱۳۸۱/۰۵/۲۹

استحضاراً
بدین وسیله گواهی می شود آقای امید فداعیمانه مشرف فرزند عباس فر دوره آموزشی «شناسایی با مساعید شیمی نگاری» که در سال ۷۷ توسط انجمن انفورماتیک ایران برگزار شد، به مدت ۱۸ ساعت آموزشی شرکت داشتند.

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September, 3, 2002
To Whom It May Concern
I am writing this letter in support of Mr. Omid FADAIE MANESH. I have known Omid for nine years and I am very impressed with his abilities. His senior design project title was, "The analysis and study of a very high speed metropolitan area network (QPSX)", in which he did an outstanding job.

چشمه آبی سبزی
پروژه راهبردی شرکت خلد صنعت در تهران
آینده ای شگفت انگیز برای کشور عزیزمان
گروه تخصصی سبزی

چشمه آبی سبزی
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