

Muhammad Sharia

Curriculum Vitae

About

Muhammad Sharia, a free lance business and management consultant and a university lecturer, was graduated in 1983 as an engineer and awarded his MBA degree in 2001. Mr. Sharia has more than twenty five years experience in diversified disciplines and working sectors including the private sector, the public sector, the governmental sector, the nongovernmental sector and the academia. This diversified experience is one of his competencies.

Besides his work as an academic lecturer, he has other interests which are focused on; business and management consultancies, training and research. The main interest in the management field are; strategic planning, capacity building, institutionalization and organizational development, human resource development, project management and project evaluation, entrepreneurship, Public Private partnerships, and business environment.

Muhammad had worked directly in the international business and trade for about six years mainly in the stone and marble sector. Going international needs a lot of prerequisites at the exporter's side.

Education

- M.B.A. in Business Administration, Al-Quds University, Palestine, 2001.
- B.Sc. in Metallurgical Engineering, the Middle East Technical University, Turkey, 1983.

Qualifications

- Diploma certificate in Consulting Activities in Small-Scale Industrial Business, 9 week course, ILO-UNIDO, 1985.
- Certificate in Promotion of Small Scale Enterprises in Developing Countries, 8 week course, Cranfield University, England, 1987.
- Certificate in Education and Enterprise, 10 days course, University College of Lampeter, Wales, 1987.
- Certificate in Project Management for Palestinians, 5 week program, UNIDO, 1993.
- Certificate in Planning, Implementation, and Monitoring/Evaluation in Public Programs and Projects, 4 week course, ILO 1994.
- Certificate in the Planning Workshop for Palestine, 4 day workshop, CDG, 1995.
- Certificate in Occupational Safety and Health, 2 week course, Engineers Association, 1995.
- Training on the environmental impacts of stone and marble industry, Washington, 2003.
- Training of trainers' course for micro enterprises held by MEA_I and sponsored by HP. 12-16 April, 2010 MAP trainers, and 20-22 July 2011 as LIFE trainer.

Work Experience

- Head of Department (2009-2012) and lecturer of business administration courses at Al Quds University (2006-2013). Part time lecturer at Palestine Ahliyah University. (2009 – 2013)
- Deputy General Manager at Nassar Investment Company specialized internationally in the stone and marble sector. (2001-2003)
- General Executive Manager of Palestinian Stone and Marble Association. (1999 – 2006)
- General Secretary of the Palestinian Engineers Association in the West Bank (1998-1999)
- Acting General Director at the ministry of industry in Palestine. (1995-1998)
- The director of the general affairs department and income generating project at the Engineers Association in the west Bank. (1985 – 1995)
- Free Lance Consultant (2006-now).

Training Services

Mr. Sharia worked as a trainer in different management topics cooperating with different institutions like Talal Abu-Ghazaleh Group, PARC, HOPE, PEVT, UNRWA, WCLAC, CDG, USM, NIA, CDEC_I, Bethlehem University, Ahliyah University, Anwar College, Palestine Police Force and PFI-IMC.

Courses included the following fields, Human Resource Management, Time Management, Conflict and Crises Management, Leadership Skills, Basic Management Functions, Public Relations, Strategic Management, Project Cycle Management, Monitoring and Evaluation, Organizational Behavior, Group Dynamics, Proposal Writing, Entrepreneurship and Starting Your Own Business, and Public Private Partnerships. Some of these courses were given in English Language.

Consultancy

- Consultancy for developing a strategic plan for the training and development department at the Palestinian Water Authority, 2016
- Developing the operational and administrative manuals for the industrial associations in the west Bank, PFI, 2016
- Preparing a training and mentorship manual for training students at Food Industries in the West Bank, a joint project by Al Najah University and Palestinian Food Industries Association funded by QIF, 2016
- Commercial Branding for water basins in the West Bank for Water and Environmental Development Organization, Bethlehem, 2016
- National consultant for evaluating the Finnish support for Palestine 2016-2019 as the results based country strategy
- Consultant for building the human resource manual and operational manuals for the Auja Eco Center, summer 2014
- Short term consultant for an EU Capacity building project at MoNE, Palestine, December 2013-March 2014
- Senior consultant for organizational development and HRM system at MAAN, December 2013-May 2014
- Moderator of the PTB workshop on the NQP and NQI scheme with PSI, September-October 2013
- Team leader of a project on the feasibility of the usage of stone industry slurry, June-December 2013
- Co-facilitator for the two days retreat session of Local Economic Development Council LED of Bethlehem,

May – July 2013

- The consultant for the capacity building process and preparing the business plans for Auja Eco Center in Jericho, June – August 2013
- Team member of Policy Formulation Cycle project at the Ministry of National Economy, April – August 2013.
- Team member of the midterm evaluation of employability project, International Youth Foundation, March - April 2013
- Team leader of the strategic management project of the chambers of commerce in the West Bank, March – July 2012.
- Facilitator of the retreat workshop of Palestinian Federation of Industries, April 2012.
- Team member of the Public Private Dialogue in the economic issues, April – June 2012.
- Team leader for ICI project on assessing the MONE services influencing the business environment in Palestine, PalTrade, August – October 2011.
- Market research for Sama Marketing Co. products in both the Yemeni market (November 2010) and Jordanian market (September 2011).
- Team leader for Strategic Development Integrated Planning SDIP project for cluster 05 municipalities, managed by MDLF, June - October 2011.
- The development consultant for PSSCW project on creating jobs and vocational training of deprived women, June 2011-June 2012.
- The consultant for organizing “Made in Bethlehem” exhibition in Jenin area, the exhibition is implemented by Small Enterprise Center”, July 2011.
- The management consultant of a Welfare capacity building project for five NGOs in Ramallah area, March-May 2011. That included the assessment phase of the NGOs, the theoretical, in class, training and the coaching and field training phase inside the organizations.
- The consultant for the second phase of institutionalizing the PPSCC in Palestine commissioned by GIZ, December 2010-2011.
- The national consultant for evaluating a UNIDO project on Technology Transfer for “Recycling of Building Material Waste”, July 2010.
- Participating in the TAWASUL (a CHF implemented and USAID funded program) for formulating a developmental strategic frame work for 22 municipalities in the West Bank, summer 2010.
- Leading the self assessment and strategic planning project for Hebron Nursing College and Al-Arroub College, 2009. That included 60 training hours in self assessment and strategic management and drafting the reports for the two colleges.
- Leading the evaluation process of the current status of the industrial sector in Palestine commissioned by the Palestinian Federation of Industries, 2009.
- Participating in the assessment of attracting Palestinian industries to the proposed industrial area in Jericho with the Japanese team. August, October 2009.
- Preparing a position paper for assessing and institutionalizing PPSCC, July 2009.
- Leading the efforts to revise the Local Economic Development LED strategic plan of Bethlehem Governorate, August 2009.
- Diagnostic analysis of Holy Land Handicrafts Cooperative, September 2009.
- Participating in the preparatory work of Business Plan Competition for Bethlehem Governorate universities, November 2009.
- Conducting the evaluation process of the PFI – a decade overview, December 2009.
- Consultancy work with ESCD to help the rural women cooperatives in Bethlehem and Hebron areas to market their food products, July 2008.
- Managing and facilitating the strategic management retreat workshop for the Arab Hotel Association and drafting the strategic plan for the association, December 2008.

- Consultancy work as a national consultant for UNIDO in preparing the pre-feasibility study of the ECO Industrial Park for marble and stone, 2006.
- Consultancy work with JSCPD - DURA Joint Service Council for Project Development, 2006-2007.

Research

- The Public Private Potentials for National Competitiveness, the conference on Competition, Innovation and Entrepreneurship Conference “Tools for Economic Growth in Palestine”, Bir Zeit University, November 2014
- The potential needed initiatives to increase the competitiveness of Palestinian trade organizations in the regional and international markets (co researcher), January – March 2013.
- Analyzing the gap between demand and supply sides of labor market in Jericho, April –May 2012.
- The strategic plan for employment, an overview, a paper presented at a workshop held by DWRC, Ramallah, October 2011
- The labor policies in Palestine, a research paper submitted to the “Social security and labor policies” conference held in Ramallah by DWRC on October 7th, 2010.
- Delivering a speech on “training in municipalities from an academic preview”, and chairing a session on “sustainability of training in municipalities” in the conference “Effective Performance of Local Government Units - Human Resources Management and Continuing Education” held at Bethlehem University, October 4-5th, 2010.
- Training and vocational training in the southern area of West Bank, shared with Dr. Suhail Sultan, September 2010.
- Participating as a speaker in the HR conference at Ahliyyeh University, May 2010.
- Preparing a research paper on Higher Education and Entrepreneurship presented in the first conference of Entrepreneurship, August 2009.
- Preparing the diagnostic report of Palestinian Industrial Sector used for the Palestine Investment Conference – North Forum, November 2008.
- Main researcher on the private sector needs toward easing the movement of Palestinian goods and facilitating trade in and out the Palestinian territories, Paltrade 2008.
- Co-researcher on Value Chain Supply concept for the GTZ conference on small businesses in Bethlehem, June 2008.
- Co- researcher on how to increase exporting capacity of the Palestinian olive oil under the fair trade umbrella, 2008.
- Co-researcher for a project defining the possible viable scenarios to solve unemployment problems of dismissed workers in Palestine, DWRC 2007.

Public – Private Partnership

- Presenter of a paper on “Public – Private Potentials for National Competitiveness” at the Competition, Innovation and Entrepreneurship Conference at Bir Zeit University, November 2014
- Consultant to the forth economic dialogue conference between the private sector and the public sector. July 2013 – February 2014
- Facilitator of the two days roundtable discussions on the public private economic dialogue, Bethlehem, April 2013

- Team member of the assignment on “institutionalizing the public private economic dialogue in Palestine-PPD”, April – December 2012.
- Training course (40 hrs) at Bethlehem University on PPP as part of the diploma certificate for public civil servants, Sept. 6th to Oct. 6th 2012.
- Coordinator of the closing session of the second partnership conference at Hebron Polytechnic, July 3rd, 2012.
- Team member of the project on institutionalizing a module for the PPD in the economic sector in Palestine, May – August 2012.
- Attending Bir Zeit conference on Industry-University Innovative Partnership, October 15th, 2011.
- Co-researcher in the Public-Private-Academic AGIP- conference held with PPU, on the competitiveness of Palestinian marble and stone, May 2010. And participated in the meetings followed in 2011 including a number of Palestinian universities.
- Revising the strategic report and institutionalizing the work of private, public and civil society in local economic development of Bethlehem, 2009.
- Delivered a paper on trade facilitation in the public private national dialogue conference, Jericho 2008.
- Representing the Palestinian Private Sector position in the public private conference held in Tunisia July 2005.
- Participated in the second public private economic national dialogue conference, Ramallah, 2000.

Publications

- “Entrepreneurship and education”, entrepreneurship conference, 2009
- “Palestinian food industries”, an article in Ghithauna food magazine, May 2010.
- “Palestinian labor immigration in participation with Prof. Dr. M. Jafari, 2008
- “Product Life Cycle – Food Industries”, manual in participation with Dr. Suhail Sultan, 2008.
- Two articles about Family Business Administration Practices in the Palestinian private sector, published in Palestine Trade Magazine, 2007 & 2008.
- “Importance of Engineering Education for stone and marble industry”, proceedings of Engineering Education Conference, PPU, 2005.
- Editor in chief of “Al Muhendis Al Filistini” magazine for many years.

Other Qualifications

- Membership of many professional and community institutions, i.e., EA, ETRS, CDG, Housing Council, Consumer Protection Society, Popular Committee of Dehesheh, Consultative Board of Bethlehem Municipality and a member of loan approving committee of CD_UNRWA scheme to alleviate poverty and generate income.
- Participating in the preparations of many conferences, workshops and study days in Palestine and abroad, and chairing many sessions of them.
- Representing Palestine in many conferences and activities in the Arab countries and Europe regarding the economic development.
- Organizing the Palestinian participation of stone and marble sector in the international trade fairs, Amman, Dubai, Bahrain, Verona, Carrara, New Orleans, Bejin, and Izmir.
- Very good knowledge of the social, political and economical situation and development needs in Palestine.

Contact

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