

July 2021

Curriculum Vitae

1. Personal Details

Name in Hebrew: ד"ר גבריאל דהן

Name in English: Dr. Gavriel Dahan

Department / School: School of Management

E-mail: Gabid@Wgalil.ac.il

2. Education Certificates and Degrees

<u>Education</u>	<u>Institute</u>	<u>Department</u>	<u>Field</u>	<u>Year</u>
Ph.D.	Haifa University	Business	International Marketing Administration	2018
M.A	Haifa University	Business Administration	Completing a Thesis	2015
M.A	Haifa University	Statistics	Implementation Statistics	2005
B.A	Haifa University	Statistics	Statistics + General Study	1995

3. **Title of Doctoral Thesis:** Similarities and Differences between Absorptive Capacity and Organizational Learning as Drivers of Firm International Performance.
Supervisor: Professor Aviv Shoham.

4. Academic Ranks (Last 5 years)

<u>Rank</u>	<u>% Position</u>	<u>From</u>	<u>Institute</u>
Lecturer	100%	2018- present	Western Galilee College

5. Scientific Areas of Specialization

International Marketing, Statistics, Probability, Research Methods, SPSS, Excel

6. Academic Profile

Program Committee Member (Reviewer), AMS 2014, 43 rd. Annual. Conference, Academy of Marketing Science, Indiana USA.

Session Chair, the 18th World Marketing Congress 2015, Bari Italy.

Article Reviewer in *Entrepreneurship Research Journal*.

Program Committee Member (Reviewer), 2018 Academy of Marketing. Science, World Marketing Congress (WMC), Porto, Portugal.

Article Reviewer in *Journal of Global Marketing*.

7. Important Publications

Dahan, G., & Aviv, S. (2014). Strategic Orientations: Developing an Integrative Model of Pioneering, Entrepreneurial, and Stakeholder Orientations. *Procedia - Social and Behavioral Sciences*, 109(8), 758 - 762.

Dahan, G., & Aviv, S. (2016). Organizational Antecedents of External Orientation: An Empirical Analysis of Customer and Competitor Orientations. In *Rediscovering the Essentiality of Marketing* (pp. 539-540). Springer, Cham.

Dahan, G., & Aviv, S. (2017). Customer Orientation and Firm Performance: Do Different Measures Lead to Different Results? An Abstract. In *Marketing at the Confluence between Entertainment and Analytics* (pp. 417-418). Springer, Cham.

Dahan, G., & Aviv, S. (2018, June). Market turbulence as moderator between customer orientation and firm performance: An Abstract. In *Academy of Marketing Science World Marketing Congress* (pp. 663-664). Springer, Cham.