

Academic and Professional Resume: Hamed Jannati

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SUMMARY

Hamed Jannati is a Full Professor at NorthWest International University, as well as a researcher, lecturer, consultant, and author with a Doctorate of Business Administration (DBA) from the Faculty of Economics, University of Tehran. He is also an Accredited Professor of Music in the Department of Performing Arts at NorthWest International University. His work focuses on areas such as DISC-Based Communication Skills, Soft Skills, Personal Branding, Creative and Strategic Thinking, and Attitude Quotient (AQ). He has extensive experience in teaching, course design, consulting, and has authored and co-authored several books and articles in his fields of expertise.

ORGANIZATIONAL POSITIONS (PROFESSIONAL EXPERIENCE)

Current Positions:

- * Vice Dean of Education and Research, Department of Education, NorthWest International University
- * Professor of DISC-Based Communication Skills and Soft Skills, Department of Education, NorthWest International University

Professional Development

- * Designed and taught Introductory, Intermediate, and Advanced courses in DISC-Based Communication Skills, Department of Education, North West International University
- * Designed and taught the BBA program with a focus on DISC-Based Communication Skills, Department of Education, NorthWest International University
- * Designed and taught the Teacher Training Course for DISC-Based Communication Skills, Department of Education, NorthWest International University
- * Designed the course "Sound Geometry in Pop Singing" at the University of Applied Science and Technology in Iran at the national level.
- * Designed the single course "Vocal Production in Singing" for the University of Applied Science and Technology in Iran at the national level.
- * Designed a short-term course on DISC Behavioral Analysis for the University of Applied Science and Technology in Iran at the provincial level.

TEACHING AND CONSULTING EXPERIENCE

- * Taught DISC-Based Communication Skills, Attitude Quotient (AQ), Personal Branding, etc., Department of Education, NorthWest International University (2023 - Present)
- * Attitude Quotient (AQ) Course (Online), 20 hours, September 2021
- * How to Build Your Personal Brand and Manage Yourself (Online), 2 five-hour sessions for the Golestan Province Business Training Center, January & February 2022
- * DISC Behavioral Analysis Course for staff and marketers of Segal Psychology Clinic (In-person), 10 hours, March 2022
- * Personal Branding Course, 6 hours (Online - In-person), October 2022
- * Creative Thinking Course, 6 hours (Online - In-person), November 2022
- * Strategic Thinking Course, 6 hours (Online - In-person), December 2022
- * Principles and Techniques of Negotiation Course, 6 hours (Online - In-person), January 2023

- * Attitude Quotient (AQ) Course, 6 hours (Online - In-person), February 2023
- * DISC Behavioral Analysis Course, 6 hours (Online - In-person), March 2023
- * DISC Behavioral Analysis Course for staff of the Guidance Administration, 3 hours (Online - In-person), September 2022
- * DISC Behavioral Analysis Course (Online), 2 hours for the content production team of Engineer Hadavi - Shiraz
- * Over 100 hours of consulting in Behavioral Analysis for families and business owners

MEDIA EXPERIENCE

- * Economic Expert on the "Path to Development" program, Provincial Television

EDUCATION

- * Doctorate of Business Administration (DBA), Faculty of Economics, University of Tehran
- * Accredited Professor of Music, Department of Performing Arts, NorthWest International University

PUBLICATIONS

Co-authored Books:

- * Personal Branding for Artists
- * Creative Thinking
- * Strategic Thinking
- * Attitude Quotient (AQ) (Three Volumes)
- * Start with Yourself...
- * DISC Behavioral Analysis (Introductory)
- * DISC Behavioral Analysis (Advanced - Personal & Family)
- * DISC Behavioral Analysis (Advanced - Professional & Organizational)

Independent Publications (Communication Skills):

- * Communication Quotient (CQ) through DISC (The Art of Understanding and Influencing the Inner World of Individuals)

Independent Publications (Art):

- * What a Pop Singer Should Know
- * Enjoy Singing... (Untold Aspects of Pop Singing and Fundamentals of Sound Geometry Method)
- * Voice Hygiene

Translations (as Translator):

- * The Pornography Trap*, by Mark R. Laaser and Ralph H. Earle Jr.
- * Life After Life*, by Raymond A. Moody and Dr. Paul Perry
- * Proof of Heaven*, by Dr. Eben Alexander

Article Writing:

- * Authored articles in the field of business, including branding, self-management, and soft skills, in specialized publications.

CERTIFICATIONS & MEMBERSHIPS (PROFESSIONAL AFFILIATIONS)

Government Teaching License:

* Licensed to teach government employees in the field of management by the National Management and Planning Organization.

Academic Membership:

* Member of the Curriculum Planning Commission, University of Applied Science and Technology, Golestan Province

Course Design & Instruction:

* Designer and Instructor of the Advanced Free Course in DISC Behavioral Analysis, University of Applied Science and Technology

Association Leadership:

* Secretary of the Geo-marketing Committee, Iran Business Management Association, Golestan Province

Professional Membership:

* Member of the Translators and Authors Committee, Iranian Scientific Association of Business Management