

Date: 14.7.21

Curriculum Vitae

1. Personal Data

Name in Hebrew: ד"ר דהן גבריאל
Name in English: Dahan Gavriel, Ph.D.
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2. Education Certificates and Degrees

Education	Institute	Department	Field	From - To
Ph.D.	Haifa University	Business	International Marketing Administration	2018
M.A	Haifa University	Business	Completing a Thesis Administration	2015
M.A	Haifa University	Statistics	Implementation Statistics	2005
B.A	Haifa University	Statistics	Statistics + General Study	1995

3. Title of Master's Thesis: An Integrative Model of Pioneering Orientation, Entrepreneurial Orientation, and Stakeholder Orientation

Supervisor: Professor Aviv Shoham

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

Rank	% Position	From - To	Institute
Lecturer	100%	2018	Western Galilee College

5. Active Participation in Conferences

WCBEM 2013- Antalya- Turkey 25-28/4/13, Strategic Orientations: Developing an Integrative Model of Pioneering, Entrepreneurial, and Stakeholder Orientations.

- **7th EuroMed 2014-** Kristiansand -Norway 18-19/9/14, Organizational Antecedents of Managerial Orientations.
- **18th WMC 2015-** Bari -Italy 14-18/7/15, Antecedents of Customer and Competitor Orientations.
- **19th WMC 2016** - Paris -France 19-23/7/16, Customer Orientation and Firm Performance: Do Different Measures Lead to Different Results?
- **10th EuroMed 2017-** Rome -Italy 13-15/9/17, Antecedents of Organizational Learning and Its Impact on Firm Performance.
- **10th EuroMed 2017-** Rome -Italy 13-15/9/17, The Pivotal Role of Organizational Learning as A Link between Exporter's Orientations and Capabilities and between International Performance.
- **21th WMC 2018-** Porto -Portugal 27-29/6/18, Market Turbulence as Moderator between Customer Orientation and Firm Performance.
- **22th WMC 2019** - Edinburgh- Scotland 9-12/7/19, Pioneering Orientation as Mediator between Absorptive Capacity and New Product Performance.

6. Additional Professional Experience

2020	Lecturer, ZEFAT Academic College, Management and H.R.
2017 – present	Lecturer, Western Galilee College, School of Management.
1993-2017	Lecturer and Tutor, Western Galilee College, Department of Economics.
1998-Today	Ort Maalot, Mathematics Teacher, Bagroot Test.
1996-1999	Statistics Lecturer, Ma'alot "ATID" College, Program engineer.

7. Scientific Areas of Specialization

Courses taught in recent years:

Title	Year	Type	Level
Marketing	2018	Lecture	B.A
Probability	2018	Practice	B.A
Research Methods	2017	Lecture	B.A
Statistics	1993-2018	Lecture + Practice	B.A.
SPSS	2005-2018	Lecture + Practice	B.A.
Excel	2005-2012	Lecture + Practice	B.A.

8. Miscellaneous

- 1997-1999 Haifa, Rambam Hospital, Department of Oncology.
Research of Hodgkin's Cancer Disease, Statistical Advisor.
- Tailored- Treatment For Early Stage Hodgkin's Disease , 1999
- 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*.

Publications

Gavriel, Ph.D.

A. Refereed 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), pp. 758 - 762. (SJR h-index=39, GS citations=19)

B. Papers Presented at Scientific Conferences

- 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.