

CURRICULUM VITAE



1. Personal Details

Dr Abraham (Abi) Moskovicz

European Citizenship

Email: abim@abimoskovicz.org

2. Higher Education

08/85 - 07/86 Preparatory Mandatory Program, Tel Aviv University. (Honors), Israel.

08/86 - 07/89 B.A. in Political Sciences & Labor Studies, Tel Aviv University, Israel.

03/04 - 12/06 M.B.A. (Honors & Highest qualification) Universidad de S. de Chile.

05/15 - 06/19 Ph.D. in Business Administration, The University of Bolton, United Kingdom.

05/20 - 05/21 Postdoctoral in Business Management, The Ben-Gurion University. Israel.

3. Academic Ranks and Tenure in Institutes of Higher Education (post-Ph.D. detail only)

Dates	Name of Institution and Department	Rank/Position
08/2020 – 08/2022	The University of Haifa, School of Business Administration	Lecturer & Researcher
06/2020 - 06/2021	Ben-Gurion University, The Glazer Faculty of Business	Post-Doctoral Researcher
03/2022 – up to date	Xian Jiaotong-Liverpool University, EEH Entrepreneur College	Director MSc Business Senior Associate Professor
02/2022 – up to date	The Hebrew University of Jerusalem, School of Business Administration	MBA Visiting Professor
08/2023 - up to date	P. Universidad Católica de Chile	MBA Visiting Professor

4. Academic Activities

Journals

The Journal of Economics & Management Sciences, Editorial Board member. Elsevier Journals Management publications, reviewer.

Roles in Professional Associations and Committees

Consultant at *The Association of Corporate Advisors & Executives*.

Advisor at *The Association to Advance Collegiate Schools of*

Business. Advisor at *The Business Education Alliance*.

Consultant at *The International Alliance of M&A Advisors*.

5. Participation in Scholarly Conferences (post-Ph.D. detail only)

Date	Name	Place	Subject	Role
06-2019	Conferences	Universidad de Palermo, Argentina.	Entrepreneurship	Invited Lecturer
08-2020	Startups	Technion, Israel.	Startups Exits	Invited Lecturer
02-2021	Organizational Research	University of Haifa, Israel	Organizational Changes	Invited Lecturer
03-2021	Economic Cycles	Ariel University, Israel	M&A and other issues	Invited Lecturer
05-2021	Seminars in Management	Ono Academic College, Israel	Valuation models	Invited Lecturer
10-2021	Management	Sumy State University, Ukraine.	Entrepreneurship	Invited Lecturer
10-2021	Entrepreneurs	University of Bolton, United Kingdom.	Entrepreneurial Strategies	Invited Lecturer
10-2022	Ph.D. & Staff Conferences	Kyiv National Economic University, Ukraine	Innovation	Invited Lecturer
12-2022	Staff Seminars	Universidad de Cantabria, Spain	Industry-University Hubs	Invited Lecturer
01-2023	Staff & Graduate Summit	Universidad Pompeu Fabra, Spain	Corporate Entrepreneurship	Invited Lecturer

03-2023	Masters Seminars	The Hebrew University of Jerusalem, Israel	International Business	Invited Lecturer
05-2023	Business Events	Rome Business School, Italy	Corporate Entrepreneurship and Innovation	Invited Lecturer
05-2023	Staff Chats	University of Liverpool, United Kingdom	Industry-Academy hubs	Invited Lecturer
07-2023	MBA Seminars	Universidad Católica, Chile	Corporate Entrepreneurship	Invited Lecturer
07-2023	ORT Events	Universidad ORT, Uruguay	Entrepreneurship & Innovation	Invited Lecturer
07-2023	Ciclo Empresas	Universidad del CEMA, Argentina	Industry-Academy Hubs	Invited Lecturer
03-2024	Lectures	Universidad del Desarrollo, Chile	Strategy	Invited Lecturer
03-2024	Lectures	Universidad de los Andes, Chile	Entrepreneurship & Innovation	Invited Lecturer

6. Grants Awarded (post-Ph.D. detail only)

Role in Research	Co-researchers	Topic	Funded by	Year
PI	Prof. Dafna Schwartz Prof. Rafael Bar-EI	Israeli Startups exits	Glazer Faculty of Business, Ben-Gurion University	2020-21

7. Scholarships, Awards, and Prizes * (post-Ph.D. detail only)

2020, Kreitman Graduate School Postdoctoral Research Fellowship, The Ben-Gurion University.

8. Teaching

a. Courses Taught (Last ten years detail)

Year	Name of Course	Type of Course	Degree	Students
2012	Intra/Entrepreneurship	Course (Mandatory)	Mixed	33
2013	Business Strategy	Course (Mandatory)	Mixed	25
2014	Negotiation	Course (Mandatory)	Mixed	34
2017	Business Development	Course (Mandatory)	Mixed	31
2019	Org. Behavior	Course (Mandatory)	Mixed	42
2020	Business Strategy	Course (Mandatory)	MBA	35
2021	Entrepreneurship & Innovation	Course (Mandatory)	MBA	86
2021	Business Planning	Course (Mandatory)	MBA	52
2022	Business Generation Models	Course (Mandatory)	Mixed	273
2022	Strategic Management	Course (Mandatory)	MBA	110
2023	Corporate Entrepreneurship	Course (Mandatory)	MBA	124
2024	Strategy	Course (Mandatory)	MBA	34
2024	Entrepreneurship & Innovation	Course (Mandatory)	Mixed	318

09. Professional Experience

02/90 - 06/94: Sales Manager, Stalvet Ltd., (Santiago)

06/94 - 06/00: Com.Manager, Mercochile, (Montevideo)

06/00 - 05/04: Sales Manager, Bastien Ltd, (Santiago)

06/04 - 06/10: CEO in Bastien Ltd, (Santiago)

09/10 - 06/17: Co-Founder, Executive Director, Deli Meals, The Bidvest/Bidcorp Group, (Worldwide)

07/17 - 07/19: Advisor to the Board, Big Deal Inc. (Santiago)

08/19 - 05/21: Expert Consultant at AlphaSights (London-New York-Shanghai-Dubai)

01/22 - : *The Israeli Directors Selection*, appointed by the Government Companies Authority, (Tel-Aviv)

03/22- : Director of Industry Partnerships, *Entrepreneur & Enterprise Hub*, XJTLU, (Shanghai)

PUBLICATIONS

A. MBA & Ph.D. Dissertations

1. 2006 - Moskovicz, A. "*The marketing strategy of Bastien, a Master thesis work*". Biblioteca de la Universidad de Santiago de Chile. DOI 10.13140/RG.2.2.35255.06569

2. 2019 - Moskovicz, A. "*The Bidcorp M&A Model*", The Institute of Management Greater Manchester, The University of Bolton, UK. 1library.net/document/z1ev6ldy

B. Articles in Refereed Journals and books

1. 2015 - Moskovicz, A. "*Manual para el agente estatal*", Revista Chilena de Economía y Sociedad, Universidad Tecnológica Metropolitana. (Chile), ISSN 0718-3933.
2. 2016 - Moskovicz, A. "*Helping State Agent to understand the private sector*", Journal of Financial Markets, Institutions & Risks, University of Sumy State, (Ukraine) V IF 2,553 ISSN 2521-1250.
3. 2018 - Moskovicz, A. "*Proper target Firm Evaluation: the must do on M&A*", International Journal of Economics, Commerce & Management, (United Kingdom) V IF 7,851 ISSN 2348-0386.
4. 2018 - Moskovicz, A. "*M&A: A Complete & Updated Overview*", The International Journal of Economics & Management Sciences (Poland) V IF 1,4 ISSN 2162-6359.
5. 2019 - Moskovicz, A. "*A Worldwide Business Evaluation Model Proposal for M&A*", Global Journal of Management & Business Research (United States) V ISSN 2249-4588.
6. 2019 - Moskovicz, A. "*The Bidfood Method for M&A in Emerging Markets*", a book edited by Scholars' Press, The Omni Scriptum Publishing Group, (United States) ISBN 978-613-8-83797-8.
7. 2019 - Moskovicz, A. "*Financial Qualitative Research: A Comprehensive Guide for Case Study Usage*", J. of Financial Markets, Inst. & Risks, University of Sumy State, (Ukraine) V IF 2,553 ISSN 2521-1242.
8. 2020 - Moskovicz, A. "*Share Price manipulation at the Stock Exchange Market. Is a Pyramidal Scheme currently running?*", IJECM, Vol 8, Issue 3 (United Kingdom), V IF 7,851 ISSN 2348-0386.
9. 2021 - Moskovicz, A. "*Case study basis research in M&A: A call to fill in the blank*", Int. Journal of Economics, Commerce & Management, (United Kingdom) V IF 6,932 ISSN 2348-0386.
10. 2021- Moskovicz, A. "*Post-pandemic scenario for University Startup Accelerators*", Journal of Financial Markets, Institutions & Risks, U. of Sumy State, (Ukraine) V IF 2,553 ISSN 2521-1242.
11. 2021- Moskovicz, A., Schwartz, D & Bar-El R. "*Acquirers' Firms Evaluation of Startups Exits: Doesn't Hubris Theory Applies to Israel?*" International Journal of Economics, Commerce & Management, (United Kingdom) Vol 9 issue 5 Part 2 V IF 7,851 ISSN 2348-0386.

12. 2021- Moskovicz, A. "How to Become the Target Firm: Analyzing Israeli Startups Successful Exits." Int. Journal of Management Sciences and Business Research, Vol-10, Issue 10 V IF 6,4 ISSN 2226-8235

13. 2021- Moskovicz, A. "Intrapreneurship, Startups & Innovation: A Comprehensive Users' Manual". International Journal of Economics, Commerce & Management, (United Kingdom) Vol 9 Issue 12 Part 2 V IF 7,851 ISSN 2348-0386.

14. 2022- Moskovicz, A. & Perrin S. "University-Industry Innovation Ecosystem Hubs: Building Bridges Over Uncertain Waters". International Journal of Economics, Commerce & Management, (United Kingdom) Vol X Issue 10 V IF 7,851 ISSN 2348-0386.

Languages:

English, Spanish, and Hebrew: full proficiency.

Portuguese: high professional proficiency.

French: limited working proficiency.

Chinese, Italian, Arabic, and German: very limited working proficiency

Summary of current academic activities and plans

Recently launched (four years in a row) the dual course *Doing Business in the Global Village*, a collaboration between The Western Galilee College (Israel) and The University of Bolton (United Kingdom), that includes students' visits to the U.K.

Promoting activities related to startups in Latin America with *Sefarad Consulting* (Israel)

Finishing a research paper entitled *Startup Nation or Stagnation: Is China Capable to Overcome Israel's Outputs?* already accepted by a prestigious British peer double-blind indexed Journal.

About to release the book "*Intrapreneurship & Innovation is IN*", to be published on June 2024 by Wiley & Sons in the United States of America.

Just implemented *Strategic Management* mandatory module for the Master's Degree granted by the University of Liverpool in the United Kingdom.