

Faculty Curriculum Vitae

Please fill out the details as indicated below. Where not applicable, mark 'N/A'

Full Name:	Richard Graham
Status	Part Time
Rank:	Visiting faculty
Program:	Business Administration
Email:	

Educational qualifications

Degree	Year	Awarding Institution	Thesis title (if applicable)
PhD.	1991	University of Bradford, Yorkshire, UK.	Perceptual influences on international managers decision making
Master of Science (Management Studies)	1984	Henley The Management College, UK.	Influence of perception on industrial managers
Certificate in Education	1976	London University Institute of Education	
Diploma in Marketing (Professional Qualification)	1973	The Chartered Institute of Marketing (The UK)	
Higher National Diploma in Business Studies	1971	Department of Education and Science (UK)	

Employment history

Period of employment		Employer	Location	Position
From	To			
2008	present	Intercollege	Larnaca	Visiting professor
10/2007	01/11/2007	EU contractor Planet SA	Syria, Damascus, Aleppo, Lastakia, Homs	Lecture/trainor
07/05	07/08	MISM Group (Canada) Inc	Ottawa	Vice Dean later Dean
11/03	07/04	EU Project-Higher Institute of Business Administration	Damascus	Deputy team leader and adviser to Associate Dean
09/2002	10/2004	Intercollege, Larnaca	Larnaca	Visiting Prof.
03/2003		MSM Maastricht, The Netherlands FHL Institute, Paramaribo	Paramaribo, Suriname	Visiting lecturer
04/2000	06/2002	KIMEP Kazakhstan Institute of Management, Economics and Strategic Research Tacis MBA PROJECT	Almaty, Kazakhstan	Team Leader ad Senior Advisor to KIMEP
04/1999	04/2000	KIMEP KIETC. Executive Training Centre	Almaty, Kazakhstan	Director, KIETC, KIMEP Executive Training Centre

Intercollege – Faculty CV

1998	1999	KBSB Kazakhstan Business Services Bureau EU SME Project SMEKAZ 97/2	Almaty, Kazakhstan	Long term Advisor to EU SME support project
10/1998		EU BISTRO project	Kazakhstan	Senior Adviser
1996	1998	Independent Consultant	Kazakhstan	Senior Adviser
1993	1996	KIMEP Takis MBA PROJECT	Almaty, Kazakhstan	Professor of Management (Marketing)
1988	1993	Blantyre University of MALAWI	The Overseas Development Administration (UK Government)	Associate Professor of Management
1975	1988	The University of Westminster. (Harrow campus) Previously Polytechnic of Central London (Harrow College of Higher Education)	Borough of Harrow Education Department	Senior Lecturer
1974	1975	The London University Institute of Education.	Student Lecturer	Student Lecturer
1973	1975	UK, and Netherlands	Telecommunications Industry	Consultant
1971	1973	UK	Renewall Ltd.	Marketing Executive
1969	1971	Hammersmith and West London College	Student	Student
1960	1969	Printing Industry	Sales Manager	Sales Manager
1957	1960	British European Airways	Heathrow	Passenger Traffic Officer
1953	1957	Royal AirForce	UK, Germany	Wireless Operator/Telegraphist
1953	1953	George Pulman and sons	Printing Industry	Trainee

Memberships and Professional Affiliations

From	To	Institution/Professional Organisation	Status

Conferences and Seminars

From	To	Title	Role
1976	1989	Marketing Education Group (CIM)	Attendee and presenter
1990		ILO Conference on development strategy	Attendee and presenter
2002		Schmalkalden International business	Presenter

2015		London, UniCAF launch	Attendee
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Research/Projects			
From	To	Title and Reference	Funded by
		<p>Perceptions of future development - College of Preceptors - 1978.</p> <p>Comparative product benefit offerings in an industrial market - MSc. Dissertation - 1983.</p> <p>Pilot Study of the consumer market (Large Grocery, Stores) MR study - India - 1984.</p> <p>Assisting in research “Aims and Objectives of Small Businesses” study for - European Economic Community - 1985.</p> <p>Research into the market positioning of MEDI (Malawi Entrepreneurs Development Institute) - ILO/UNDP Project -1989.</p> <p>Doctoral research “Comparative Product Benefit Offerings and their Perception, India, Malawi and U.K comparisons” - June 1991</p> <p>New Building Society Study (Mortgage potential among lower income groups , market Research), Malawi, 1990.</p> <p>Candlex Ltd., study (Usage and consumption of different brands of soaps in the Malawi market, market research), Malawi, July 1992.</p> <p>Manica Ltd study (perceptions of services offered by RSA shipper, market research), Malawi, November, 1992.</p> <p>Philips Electrical (Lighting needs in Kazakhstan industrial market) market research survey, Almaty, Kazakhstan, June 1995</p> <p>Philips Electrical (Electrical Heating appliances Market Research survey), Almaty, Kazakhstan, February to June 1996</p> <p>Almaty Tobacco Company (Philip Morris) – Design and Development of a Self Managed Learning Centre – Almaty, Kazakhstan, September 1998 to June 1999</p>	

Publications/Journal/Articles						
	Year	Title	Other authors	Journal/Conference/Publisher	Vol.	Pages
1		<p>Marketing Education at Sub-Degree Level; Scot-BEC and BEC Compared,</p> <p>Marketing, A Business Philosophy</p> <p>Excellence and Customer Closeness - The Key to Marketing Success. –</p>	Hutchison, R	<p>Marketing Education Group Conference - Dublin - 1981</p> <p>.</p> <p>.- Associated Chambers of Commerce and Industry Malawi -Newsletter. February 1989.</p> <p>Associated Chambers of Commerce and Industry Malawi - Newsletter, May 1989 (Reprint of paper given to the Marketing Group at the Management</p>		

	<p>Marketing and its Uses in Development of LDC's and NIC's</p> <p>The General Agreement on Tariffs and Trade (GATT) - Effects on Malawi of the Uruguay Round of Negotiations –</p> <p>The International Marketing Environment –</p> <p>The LDC. Innovation, information and Sustained Economic Growth.</p> <p>Marketing = Survival -</p> <p>Marketing Education - Its meaning in a transitional economy –</p> <p>Education and Training, their Part in Sustained Development –</p> <p>Sustained Economic Development Through Education and training</p> <p><i>In preparation – The Paradox of Protection – examining the paradox of protecting business and economic activity and the effects of protective measures</i></p>	<p>Lozheckkina. N.</p>	<p>Centre, The University of Malawi, Blantyre, Malawi April 1989).</p> <p>- Paper given at Delhi University, School of Economics, Department of Commerce, August 1989.</p> <p>- A paper delivered to the Rotary Club of Blantyre, Malawi, December 1990.</p> <p>Published in the Malawi Export Promotions Council News Bulletin Blantyre, Malawi, March 1992.</p> <p>Presented at the National Research Conference University of Malawi - Chancellor College - Zomba - Malawi - 1994.</p> <p>USAID Mass Privatisation Programme- Almaty - Kazakhstan – 1995</p> <p>Academy of Marketing- University of Strathclyde, Scotland - 1996</p> <p>Education conference - University of Architecture – Almaty, Kazakhstan, 1998</p> <p>National State University (KAZGU), Almaty , Kazakhstan, 1998 Also published in The Canadian Institute of Marketing Journal of January 2006. Vol2. No1.</p>		
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