

Ghiyath F. Nakshbendi, Ph.D.

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Academic Teaching:

Full Time:

2008- Present: Executive-in-Residence. Kogod School of Business, American University, Washington, D.C. (www.american.edu)

Courses: IBUS 300: Fundamental of International Business, IBUS 408: Export-Import Management, IBUS 596: Microfinance in Business Development, IBUS 705: Export-Import Management, IBUS 740: Project Finance: Developing and Transitional Economies

1975-1976: Visiting Professor of Business Administration, King Saud University, Riyadh, Saudi Arabia. (www.ksu.edu.sa)

King Saud University is a leading Saudi university and offers almost all-major courses of study. Teaching, consulting, training and research. Participating in two major consulting assignments performed by the College of Administrative Science (on a Hajj-pilgrimage-as a business model, and university management). Teaching, executive training and research.

Courses: Organizational Behavior.

1970-1978: Assistant Professor, (Tenured). Montgomery College, Rockville, Maryland, USA. (www.montgomerycollege.edu)

Courses: Principles of Accounting, Introduction to Business and Economic Geography. Personal Finance (Continuing Education).

Adjunct:

2007- 2008: Professorial Lecturer, Kogod School of Business, American University, Washington, D.C., USA. (www.american.edu)

Courses: IBUS 200: The Global Marketplace, IBUS 300: Fundamental of International Business, IBUS 596: Microfinance in Business Development, IBUS 705: Export-Import Management.

2005-Present: Adjunct Professor, University of Maryland University College, Adelphi, MD, USA. (www.umuc.edu)

Courses: BMGT 392: Global Business Management. BMGT 496: Business Ethics.
Teaching both f2f and online

1977 Lecturer, George Mason University, Fairfax, Virginia, USA.
(www.gmu.edu)

Courses: Principles of Management.

Business:

2003-Present President, Sangamore Group, Bethesda, Maryland. USA
(www.sangamoregroup.com)

Sangamore Group serves as a special representative for foreign investors seeking a cost effective and discreet means of managing corporate and personal business activities in the United States. Through its institutional affiliates and professional associates, Sangamore Group oversees all aspects of the business venture including legal, accounting, public relations, and financial management needs. Focus on commercial real estate investment, assessment and management

2006-Present Senior Consultant, GMD Solutions, Inc., Alexandria, Virginia.
(www.gmdsinc.com). GMD Solutions, Inc. Provides a full range of professional marketing and consulting services to the aerospace/defense, health care and industrial sectors — domestically and internationally.

1997-2003 Financial Advisor, Arab Fund for Economic and Social Development, Kuwait. (www.arabfund.org)

The Arab Fund for Economic and Social Development (AFESD) is a regional Pan-Arab development finance organization with a paid-in capital and reserves of \$8.1 billion and \$17.8 billion in loan commitments. It provides developmental lending for infrastructure projects, offers technical and financial assistance, and in 1997, started commercial lending to projects in the private sector.

As a financial adviser, I was responsible for assessing proposed project's cost and profitability. Also, preparing financial forecasts to assess the borrower's ability to repay the loan. Assessing the borrower's organizational systems and procedures was part of the required due diligence. During the said period, I have appraised a total of 19 projects with an estimated cost of \$ 2.9 billion by which the Arab Fund financed \$ 1 billion of their cost. The projects were in the following sectors: electricity, water/sewerage, housing, social funds, airports and hospitals.

1994-1997 Principal, Sangamore Group, Bethesda, Maryland.

Sangamore Group serves as a special representative for foreign investors seeking a cost effective and discreet means of managing corporate and personal business activities in the United States. Through its institutional affiliates and professional associates, Sangamore Group oversees all aspects of the business venture including legal, accounting, public relations, and financial management needs.

1993-1994 Chief Operating Officer, Newfield Enterprises International, (NEI), Los Angeles, California.

Acquiring properties through bankruptcies, and negotiated with banks on rescheduling of loans. Managed the completion of a 5-star hotel in Aspen, CO, a signature golf course in Orlando and a US\$30 million renovation programs for two major hotels in Washington, DC and New York City. The total market value of the portfolio was about \$800 million.

1990-1993 Vice President, Newfield Enterprises International, (NEI), Los Angeles, California.

NEI is an asset management firm with a large real estate portfolio throughout the USA. Including 10 hotels (4 of them are 5 stars), apartment complexes, office buildings (one with 1.9 million sq. ft), land under development and a Golf course (Seralago, Orlando, FL.)

1990-1994 Financial Advisor, a Saudi Arabian Investor Group, Los Angeles, California

Mainly investment in the USA, Egypt and Tunisia. Important real estate portfolio which is mostly in hotels, office buildings and apartment buildings.

1985-1990 Financial Advisor, Kuwait Investment Authority, Kuwait.
(www.kia.gov.kw)

Kuwait Investment Authority (KIA) is responsible for the management of the State of Kuwait investment worldwide (\$85 billion under management-in 2008 it is around \$250 billion-). Advisor to the Deputy Managing Director (DMD). Evaluation of investment proposals, negotiations, follow up on the performance of the portfolio, assessment of financial performance of direct investment, preparation of special studies, assessment of varied economic, financial and investment issues.

Also, providing technical support to the DMD through his involvement as a board member of four international banks including the Central Bank of Kuwait. Member of a small operational committee to restructure 35 local companies which is partially owned by KIA. Member of an ad-hoc operational committee to assess the viability of

establishing a hotel industry to oversee all of KIA's hotel investment worldwide which totaled 75 hotels and resorts. Training selected group of financial analysts on the financial analysis by using the personal computer (in 1985, PC was just introduced to the Gulf region).

1983-1985 Senior Financial Analyst, Kuwait Real Estate Investment Consortium, Kuwait. (www.kreic.com.kw)

Kuwait Real Estate Investment Consortium (KREIC) is a leading Kuwaiti consortium. Its investment is mainly in real estate in Egypt, France, Malaysia, Morocco, Syria, Tunisia, USA and Yemen.

Advisor to the Chairman/Managing Director. Evaluating and recommending investment proposals that were submitted to the Consortium. Assessment and follow up on current investments including group of hotels in Tunisia (Abu Nawas Chain), Morocco (Farah Chain), Egypt (Safir Chain) and Yemen, with a total of 25 hotels, commercial and residential complexes. Also, training financial analysts and accountants within the Consortium. Representing KREIC on the board of Directors of some affiliated companies.

In addition to the above, I also acted as:

Director. IIG Company, London. A holding company of hotels interest in London (Churchill and Montcalm).

Consultant. Public Institution for Social Security, Kuwait. (www.pifss.gov.kw). PIFSS manages its own funds locally and internationally. It is the anchor investor in Kuwait. (Specifically, I managed a team from PIFSS, to update the investment accounting procedures by using the main frame computer).

Consultant. Kuwait Investment Authority, Kuwait.

I planned and implemented a system for assessing local listed companies to evaluate their performances. Designing the related financial analysis models on the PC, and training personnel to run them. Also, I participated in drafting an important economic report dealing with the closed companies in Kuwait which was submitted by the Minister of Finance to the Kuwaiti House of Parliament.

Consultant, Ministry of Finance-Ministry of Commerce/Kuwait Investment Authority, Kuwait. (www.mof.gov.kw) and (www.moci.gov.kw). Head of a team to evaluate the financial statements of Kuwaiti companies (255 companies), before approving their request to hold their annual stockholders meeting. Also, designing a model to do the analysis and training personnel to run it.

Consultant, Kuwait Real Estate and Management Company, (Wafra Now), Kuwait. (www.kreic.com.kw). Drafted the company's operational guidelines including its financial and administrative systems. Modifying the personal computer system for managing the real estate portfolio and training the assistants on the real estate and financial operations.

1977-1983 Senior Financial Analyst. Arab Fund for Economic and Social Development, Kuwait. (www.arabfund.org).

The Arab Fund for Economic and Social Development (AFESD) is a regional Pan-Arab development finance organization with paid-in capital and reserves of \$8.1 billion and \$17.8 billion in loan commitments. It provides developmental lending for infrastructure projects, offers technical and financial assistance.

As a financial advisor, I was responsible for assessing the proposed project's cost and its profitability. Also, preparing financial forecasting to assess the borrower's ability to repay the loan. Assessing the borrower's organizational systems and procedures was part of the required due diligence. During the said period, I have appraised a total of 28 projects with an estimated cost of \$1.3 billion by which the Arab Fund financed \$ 266 million of its cost. The projects were in the following sectors: Transport, water and sewerage, Telecommunications (inter-Arab projects in 12 countries), Electricity and Ports.

Education:

BCS Accounting, University of Aleppo
MBA Mays Business School, Texas A&M University
Ph.D. Kogod School of Business, Business Administration, American University

Languages:

Arabic (mother tongue) and English.

Business Field Experience:

Algeria, Bahrain, Djibouti, Egypt, England, France, Jordan, Kuwait, Mauritania, Morocco, Oman, Saudi Arabia, Somalia, Sudan, Switzerland, Syria, Tunisia, USA and Yemen.

A. Papers Accepted at International Conferences:

"Financing Water Projects in the GCC Countries: Possible and Rewarding Alternatives", the 8th Gulf Water Conference, Manama, Bahrain, and March 3-6, 2008.

B. Papers delivered at International Conferences:

“Water Sector Financing in the GCC : Options and Possibilities”

The 9th Gulf Water Conference, Muscat. Oman, March 22-25, 2010.

“Financing Urban Water Sector in the United States of America with Possible Implementation in the Sultanate of Oman”, International Conference on Economic Incentives & Water Demand Management, Sultan Qaboos University. Oman, 18-22nd March, 2006. (A Keynote Address)

“Public-Private Partnership: Trends and Experiences GCC Perspective and Pragmatic Approach”, the 7th Gulf Water Conference, Kuwait City, Kuwait, November 19-24, 2005.

“Government Regulation and Incentives for Investment in the Persian Gulf: The Case of Kuwait”, the Persian Gulf: A Region in Transition, Southern New Hampshire University, Manchester, N.H., USA, and September 23-24, 2005.

“Impact of Technological Advancement on Financial Markets”, 1st Arab Scientific Conference on the Dimension of e-commerce and Arab Economies, Beirut, Lebanon, 18-20 April, 2002.

“Recent Economic Development in the Arab Gulf Cooperation Countries and its Impact on Labor Markets”, 5th Scientific Conference of Kuwaiti Economists, Kuwait, April 23-24, 2001.

“Capital Movements and Inflows”, 7th Scientific International Conference of the Association of Licensed Accounting Experts in Lebanon, Beirut, Lebanon, 14-16 October, 1999.

C. Selected Presentations/Workshops Delivered:

“Cultural Considerations in Doing Business in the MENA Region with a Focus on the GCC Countries”, Intercultural Management Institute, American University. Washington, D.C., March 11, 2011.

“Course management in a US institution”, University of Aleppo. Aleppo, Syria, February 23, 2011.

“Observations about the Financial Meltdown, and Why Developing Economies Were Not Impacted Much by it?”, University of Aleppo. Aleppo, Syria, February 23, 2011.

“Financing of Small and Medium Enterprises (SMEs) and its Importance in Syria”. University of Aleppo. Aleppo, Syria, February 22, 2011.

“The Importance of Small and Medium Enterprises (SMEs), Possible use in Syria”, Aleppo Chamber of Commerce, Aleppo, Syria, February 22, 2011.

“Financial Media: Data and Analysis?”, Economic Media Forum, Dubai, UAE, February 2, 2011.

“Are Class Discussions More Effective Than a Lecture?”, 22nd Annual Ann Ferren Teaching Conference, American University (co-presenter: Nuria Vilanova), Washington, D.C., January 7, 2011

“What’s the Deal? Exploring Islamic Finance”. Booz Allen's Middle East and North Africa (MENA) Diversity Forum, McLean, Virginia, February 17, 2010

“Investment in the MENA region with reference to the prevailing excess of liquidity among the oil export countries.” Southern Mediterranean University. Tunis, Tunisia. February 4, 2008.

“Free Trade Agreements”. Centre des Jeunes Dirigents d’Entreprise- CJD. Tunis, Tunisia. February 5, 2008.

“The Impact of high raw materials price on emergent economies like Tunisia”. Institute Arabe des Chefs d’entreprises (IACE). Tunis, Tunisia. February 5, 2008.

“Sharia and its impact on Islamic Financing”. HEM (Ecole des Hautes Etudes de Management). And Mohamed V University. Rabat, Morocco. February 6-7, 2008.

“Democracy and Economic Prosperity”. ESCA (Ecole Superieure de Commerce et d’Administration). Casablanca, Morocco. February 8, 2008.

“An Aggie looks at the MENA Region, Live & Up-Close”. Texas A&M University. College Station, Texas . November 13, 2007.

“Water and Oil in MENA Region-Causes of Conflict?”. U.S. Department of State’s Foreign Service Institute. Washington, DC. April 27, 2007.

“Water in the MENA Region: Scarcity and Challenges”. The American University of Kuwait. Kuwait, March 14, 2007.

“Oil and Water Issues in MENA Region”. U.S. Department of State’s Foreign Service Institute. Washington, DC, August 30, 2006.

“Impact of Globalization on MENA Region”. U.S. Department of State’s Foreign Service Institute. Washington, DC, June 28, 2006.

“Project Appraisal”. College of Business Administration, University of Kuwait. Kuwait. March 25, 2006.

"Public-Private Partnerships: Potential and Assessment in the Sultanate of Oman".
Oman Chamber of Commerce and Industry. Muscat, Oman. March 22, 2006.

"Public-Private Partnership: Trends and Experiences GCC Perspective and Pragmatic Approach", the 7th Gulf Water Conference, Kuwait City, Kuwait, November 19-24, 2005.

"Government Regulation and Incentives for Investment in the Persian Gulf: The Case of Kuwait", the Persian Gulf: A Region in Transition, Southern New Hampshire University, Manchester, N.H., USA, and September 23-24, 2005

"Impact of Technological Advancement on Financial Markets", 1st Arab Scientific Conference on the Dimension of e-commerce and Arab Economies, Beirut, Lebanon, 18-20 April, 2002.

"Recent Economic Development in the Arab Gulf Cooperation Countries and its Impact on Labor Markets", 5th Scientific Conference of Kuwaiti Economists, Kuwait, April 23-24, 2001.

"Capital Movements and Inflows", 7th Scientific International Conference of the Association of Licensed Accounting Experts in Lebanon, Beirut, Lebanon, 14-16 October, 1999.

D. Selected Press/Media Interviews /Panels/Forums:

Television Interview. French TV. France 24 and Radio Monte Carlo International, February 3, 2011, in Dubai, UAE. The 60 minutes program was aired live and focused on the New World Economics 2011-2012, as it relates to Arab countries. Other participants were the CEOs of Amlak and Dubai Investment and an economic advisor in Dubai. The interview was conducted by Khalid Karawe of the said TV channel.

Panelist. Invited guest at the Economic Media Forum, February 2, 2011, in Dubai, UAE. On "Industrial Investment & Its Obstacles". His focus was on the destination of industrial investment in the Arab World and how Arab countries can fill the needs in the field of industrial investment. Other speakers were from the Ministry of Economy, UAE and University of Kuwait. The session was moderated by Dr. Hessah Lotah, from Emirates University.

Presenter. Workshop on "Financial Media: Data and Analysis". Dubai, UAE, on February 2, 2011. The workshop was attended by 300 university students from various universities in the United Arab Emirates.

Forum Organizer and Panelist. Employment and Educational Opportunities in MENA Region. Kogod School of Business, American University, on October 13, 2010. Guest panelists from the World Bank, Embassy of Bahrain and U.S. Saudi Business Council.

Television Interview. Alhurra Television (The Middle East Broadcasting Networks, Inc.) (MBN), on "TODAY" show, on October 10, 2010, a live program produced and broadcasted from Dubai, UAE on the last day of the IMF/World Bank Annual Meetings in Washington, D.C., his role was to provide insight and analysis of what transpire out of these meetings, including the impact of the "foreign currency wars" on the world economy and some the of the suggested solution s proposed by the IMF' Managing Director.

Television Interview. Express News (Television Media Network (Pvt)Ltd. Of Lahore, Pakistan.(www.expressnews.tv), October 4, 2010. The 60 minutes interview was conducted in front of Kogod's Building and it focused on the global financial crisis and its impact on developing countries, the current state of immigrants in the U.S. The impact of unemployment on immigrants and specifically from the sub-continent. Also, my journey over the years with reflections on the freedom of expression. The interview was conducted by Muhammad Ayub, Senior Producer, who is on tour through the U.S., on invitation by the U.S. Department of State and was accompanied by Peter Spatharis of the said department.

Panelist. A guest on February 24, 2010, at "Microlending Thesis Project" at American University. The topic was about assessment of the field from different angles, business model, sociological assessment and economic development. The other participants were from George Mason, and American University (SIS and CAS).

Featured Speaker. On February 17, 2010, at Booz Allen's Middle East and North Africa (MENA) Diversity Forum .His presentation was entitled, "What's the Deal? Exploring Islamic Finance". The function took place at Booz Allen Hamilton's Head Quarter offices in McLean, Virginia, and it was attend by many senior associates and associates of this well-known international consulting firm,

Television Interview. SNRT of Morocco(Societe Nationale de Radiodiffusion et de Television-www.snrt.ma), at Kogod School of Business, American University. on January 26, 2010. The television interview was focused on President Obama's economic achievements during his first year in office, and it will include in a special program, "Obama's First Year in Office". The team is on tour through the U.S., on invitation by the U.S. Department of State and was accompanied by Peter Spatharis of the said department."

Panelist. A guest on January 13, 2010, at the Guest Speaker Session of "Islamic Finance Law" at Georgetown University Law Center. The topic was about "Regulation of Islamic Finance: International Perspectives and Challenges". The other participants were from International Finance Corporation (IFC), International Monetary Fund (IMF), U.S. Securities and Exchange Commission (SEC) and Shariah Capital, Inc."

Radio Interview. HOT 102 FM Station, "TODAY with Beverley Anderson Manley", a live program produced by the former First Lady of Jamaica, from Kingston, Jamaica. The 15-minute's interview was conducted on September 24, 2009, and it focused on the G-20 Summit.

Television Interview. Alhurra Television (The Middle East Broadcasting Networks, Inc.) (MBN) "Free Hour", an hour long live interview on September 24th, 2009, on the day of the G20 Summit in Pittsburgh, PA. His role was to provide insight and analysis of the Summit and what this will mean to the Middle East and North Africa Region in terms of G20's agenda.

Television Interview. Atlantic Radio of Morocco (La Première Radio "Musique, Info, Eco" Au Maroc), at Kogod on September 15, 2009. . The interview was focused on the global financial crisis and its impact on developing countries, the current status of the stimulus package and the recovery process.

Radio Interview. HOT 102 FM Station. "TODAY with Beverley Anderson Manley", a live program produced by the former First Lady of Jamaica, from Kingston, Jamaica on The 15- minutes interview was conducted on July 28, 2009, and it focused on the U.S.-China Strategic and Economic Dialogue.

Television Interview. Alhurra Television (The Middle East Broadcasting Networks, Inc.) (MBN), "TODAY" show in a live interview on July 8th, 2009 , on the eve of the G8 Summit in L'Aquila, Italy. His role was to provide insight and analysis of what this will mean to the Middle East and North Africa Region in terms of G8 Climate talks, Iran, and the shoring-up the global economy.

Radio Interview. HOT 102 FM Station "TODAY with Beverley Anderson Manley"; a live program produced by the former First Lady of Jamaica, from Kingston, Jamaica on. The 20- minute's interview was conducted on April 1, 2009, and it focused on the G 20 meeting in London on April 2nd, 2009.

Television Interview. Alhurra Television (The Middle East Broadcasting Networks, Inc.) (MBN). On "TODAY" show, on April 1, 2009, a live program produced by, which broadcast from Dubai, UAE? On the eve of the G20 Summit in London, his role was to provide insight and analysis of what this will mean in terms of Obama's economic stimulus plan and the effect it will have on a global scale (specifically with regards to business in the Arab World).

Honors:

"Nakshbendi Scholarship" to Study Abroad in Syria. Established by AU Abroad, American University, in conjunction with CET Academic Programs.

http://auabroad.american.edu/index.cfm?FuseAction=Abroad.ViewLink&Parent_ID=EFE5F2C6-BCDE-E7F3-5E7103FE6E3C91AD&Link_ID=F4A329E7-BCDE-E7F3-51E413A932463762&pID=3&IID=5

Fulbright Specialist Candidate. The Fulbright Specialist Roster which is a directory of U.S. Scholars and Professional, who are potential candidates for Fulbright Specialists awards.

American University Internal Services:

Committees:

Advisory Committee for Study Abroad
Student Learning and Academic Engagement-Senate Committee
Online Learning Advocacy
Anne Fernan Teaching Excellence

Faculty Advisor to:

Kogod Private Equity Club-Kogod School of Business
International Business Club-Kogod School of Business
Saudi Student Association-American University Wide

Other Associations:

Middle East Studies at AU ()MES@AU)

2010 Accomplishments in Numbers:

- **Courses Taught:** 6
(IBUS: 200,300,408,596,705 and 740)
(1 required and 5 electives)
- **Classes Taught:** 8
- **Preparations:** 6
- **Students:** 201
- **Independent Study:** 4
- **MA Thesis (SOC):** 1
- **International Conferences Presentations:** 1
- **AU Committee Membership:** 4
- **AU Faculty Advisory:** 3
- **Interviews, panelist and presentations:** 6
- **Forums organized at KSB:** 1
- **Major Conferences Attended:** 3
- **New Courses Proposed:** 2

Professional Memberships:

- Academy of International Business. USA
- Arab Bankers Association of North America. USA
- Arab Organization for Certified Public Accountants (Honorary Member). Lebanon
- Center for Middle Eastern Studies of Canada. (Member of the Board of Trustees). Canada.
- Financial Management Association
- The American Finance Association
- The Arab Academy for Banking and Financial Sciences. (Fellow). Jordan
- Water Science and Technology Association (WSTA). Bahrain

Listed:

Fulbright Specialist Candidate. The Fulbright Specialist Roster which is a directory of U.S. Scholars and Professional, who are potential candidates for Fulbright Specialists awards.

Worldwide Directory of Finance Faculty. <http://www.cob.ohio-state.edu/fin/findir/supportForm.html>

Community Involvements:

- **Montgomery County, MD:** Committee for Ethnic Affairs (CEA). Chair. Appointment Expires 4/2009
- **United States Institute of Peace:** Member: Advisory Committee for the Muslim World Initiative on “the Role of Muslim Americans in Bridging the US-Muslim Divide”
- **Montgomery County, MD:** Language Bank, Volunteer
- **Montgomery County, MD:** Connection Resources Bank, Volunteer
- **PSI-(Population Services International).YouthAIDS:** Volunteer
- **COUNTY EXECUTIVE ISIAH LEGGETT'S SENIOR SUMMIT,** November 20, 2008. University of Maryland at Shady Grove, Rockville, Maryland

Personal Data:

Married with two children.

Citizenship:

American

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