

Ibrahim Alabbadi short biography

Dr Ibrahim Alabbadi is a qualified pharmacist by profession since graduation in 1987 (King Saud University) experienced in pharmaceutical marketing with multinational as well as Jordanian companies in the Middle East. Dr Alabbadi got his MBA-Marketing (pharmaceutical pricing) in 2001 from the University of Jordan, completed his PhD in PharmacoEconomics from Queen's University – UK in 2006; Dr Alabbadi is an Associate Professor in PharmacoEconomics and pharmaceutical marketing; has more than 21 publications in peer reviewed journals, supervised more than 14 postgraduate students in applied research, worked in the University of Jordan as an Assistant Dean for training Affairs, Director of Scientific Research Documentation Office, Local Community Development & Networking Centre Director, and Deputy General Director for Administrative Affairs - Jordan University Hospital, currently; Dean, Faculty of Pharmacy (industrial and pharmaceutical business tracks), Yarmouk University – Jordan. Dr Alabbadi was invited as a speaker and presenter in more than 70 scientific gatherings. Also an active member in many national and international health related committees e.g. JFDA, MoH, ISPOR, NICE, MeTA, JCP-USAID and HHC...etc. Furthermore, he is a reviewer for many international and local health related scientific journals, and an evaluator for outside academic institutions' staff promotion. Dr Alabbadi is Jordan ISPOR chapter co-founder & current president, and ISPOR Arabic Network cofounder & current executive committee chair.

IBRAHIM ALABBADI, RPharm, MBA, PhD

Jan 2015



BSc. Pharmacy, MBA-Marketing, PhD PharmacoEconomics

Dean, Faculty of Pharmacy – Yarmouk University – Irbid - Jordan

ISPOR Arabic Network Chair - ISPOR Jordan President

Associate Professor-Department of Biopharmaceutics & Clinical Pharmacy

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- Birth: 1964 Amman, Jordan
- Married (2 daughters, 2 sons)

Education:

- PhD: PharmacoEconomics, July 2006, Queen's University Belfast –United Kingdom
- MBA-Marketing, 2001, University of Jordan - Amman-Jordan
Excellent General Grade Average (4.00 out of 4.00)
- Bachelor of Pharmaceutical Sciences, 1987, King Saud University - Saudi Arabia
Excellent General Grade Average (4.51 out of 5.00) – Honour degree
- High School, 1982/83 Amman – Jordan, Excellent General Grade Average (90.2%)

Academic ranking:

- Associate Professor: Aug 2011– present
- Assistant Professor: Aug 2006 – June 2011

Academic experience:

- Dean, Faculty of Pharmacy – Yarmouk University – Irbid – Jordan (Sept 2013-present)
- Local Community Development & Networking Centre Director
University of Jordan (Oct 2012-Aug 2013)
- Deputy General Manager for Administrative Affairs
Jordan University Hospital (Sept 2011-Sept 2012)
- Scientific Research Documentation Office Director
University of Jordan (April 2009 – Sept 2011)
- Assistant Dean for Training Affairs
Faculty of Pharmacy – University of Jordan (Aug 2006 –Sept 2011)

Academic courses: teaching and coordination

- **Pharmacy School:** PharmacoEconomics, Pharmaceutical Marketing & Promotion-I and II, Research Project for Pharm D Seminar Students', Field Training-I and II, Pharmaceutical Management and Accounting, Drug and Pharmacy Law, Pharmacy History
- **Business School:** Principles of Marketing

Research interests: Drug selection for formulary inclusion, pharmacoeconomic evaluations (cost-effectiveness), pharmaceutical marketing, pharmaceutical pricing, health and pharmaceutical policy, health technology assessment, pharmaceutical intellectual properties, scientific research documentation and marketing, universities ranking, teaching quality and accreditation, feasibility in healthcare.

Awards:

- ✓ 2007 International Society for PharmacoEconomics and Outcomes Research (ISPOR) International Fellowship Award – *the first all over the world to win this award*
- ✓ First Kuwait Pharmaceutical Sciences Conference & 10th conference of Scientific Society of Faculties of Pharmacy in the Arab World, Kuwait, Dec 2006 - Best Research Paper Award
- ✓ ISPOR 10th International Meeting - May 2006, USA: International Students Award
- ✓ Health, Social Services and Public Safety – Pharmaceutical Advice and Services, Northern Ireland – United Kingdom, Nov 2005: United Hospital Trust Special Award

Group awards:

- As a Faculty member of Pharmacy - University of Jordan:

El Hassan bin Talal Award for Scientific Excellence on the University of Jordan (First Award) for “Pharmacy Faculty of Excellence” – 2012 (April 12, 2012)

- As Deputy General Manager for Administrative Affairs - Jordan University Hospital:

Health Care Accreditation Council (HCAC) 2nd time award (+ 1 year extra) (2011)

Copyright:

One copyright (registration number 5386) and its Trade Mark (registration number 87663);
“STEPS: Safe, Therapeutic, Economic Pharmaceutical Selection approach for drug formulary inclusion (within drug class) in Jordanian hospitals”–Amman-Jordan

- ❖ **Technical advisor and consultant** (Incentive Stakeholder Mapping: regional health project): Kantar Health Inc. – USA (2013)
- ❖ **Academic staff promotion evaluator** for a regional governmental university (since 2013)
- ❖ **Scientific research grants evaluator** – Scientific Research Deanship-Yarmouk University
- ❖ **Peer Reviewer for the following international journals:**
 - Value in Health Journal (Impact Factor=3.7) - Medical Decision Making (Impact Factor=2.8)
 - Clinical Therapeutics (Impact Factor=2.75) - Health Policy (Impact Factor=1.73)
 - Gender Medicine - Current Drug Safety
 - Current Therapeutic Research (and Editorial Board consultant)
 - The American Journal of Geriatric Pharmacotherapy
- And Local Journals:**
 - Jordan Journal of Business Administration - Jordan Medical Journal
 - Jordan Journal of Pharmaceutical Sciences - Jordan Journal of Educational Sciences
- ❖ **Research review committee member** for ISPOR International Meetings in North America, ISPOR Annual Congresses in Europe and ISPOR Latin America conferences (Research Abstracts for podium & poster presentations, workshops and issue panels)
- ❖ **Judge of podium & poster presentations**, workshops and issue panels of North America ISPOR International meetings and European ISPOR congresses
- ❖ **Decision-maker Case Study Reviewer**-ISPOR 15th Annual Int'l Meeting: 2010 - USA
- ❖ ISPOR book: “**Reliability & Validity of Data Sources for Outcomes Research & Health and Disease Management**” chapters’ reviewer. Jan 2010
- ❖ **ISPOR Health Technology Assessment principles Working Group manuscript reviewer.** March 2010

Postgraduate supervision:

- MSc. Co-supervisor-Kingston University London-UK: A comparison of generic and originator brand drug prices between Jordan and United Kingdom-MSc. **awarded** 9/2008 (**published**)
- MSc. main supervisor-International business-Faculty of Business -University of Jordan: The Effect of Over-the-Counter Drugs’ Price Deregulation on Jordanian Consumers (Paracetamol as an Example)-MSc. **awarded** April 2009 (**published**)
- MSc. single supervisor-Women Studies Centre-Faculty of Postgraduate Studies-University of Jordan: Pharmaceuticals’ direct to consumer advertising from a gender perspective in Jordan-MSc. **awarded** May 2009

- MSc. single supervisor-MBA-Management-Faculty of Business-University of Jordan: Investigating the effect of data exclusivity on the pharmaceutical sector in Jordan-MSc. **awarded** Dec 2011
- MSc. main supervisor-MBA-Marketing-Faculty of Business-University of Jordan: Investigating the effect of pharmaceutical companies' gifts on doctors' prescribing behavior in Jordan-MSc. **awarded** Jan 2012 (**published**)
- MSc. main supervisor-MBA-Marketing-Faculty of Business-University of Jordan: Investigating the effect of personal selling on doctors' prescribing behavior in Jordan: Antihypertensive drugs as an example MSc. **awarded** Dec 2012 (**published**)
- Co-supervisor-MBA-Marketing-Faculty of Business-University of Jordan: the interactions between pharmaceutical sales representatives and physicians in Jordan: investigating the role of pharmaceutical personal selling on changing physician's prescribing choice of medicine **awarded** Dec 2012
- PhD external supervisor: An investigation of the factors that influence the pricing of medicines in Jordan in comparison to the United Kingdom-Kingston University London **awarded** 12/ 2013
- MSc. main supervisor- Department of Pharmaceutical Sciences-Faculty of Pharmacy-University of Jordan: Investigating physicians' perception of pharmaceutical trade names in Jordan's private market: simulated and real-world setting approaches **awarded** May 2014
- MSc. supervisor- Department of Biopharmaceutics and Clinical Pharmacy-Faculty of Pharmacy-University of Jordan: Knowledge, Attitude and Practice regarding Fear of Hypoglycemia: assessment of patients and physicians. **awarded** May 2014
- MSc. co supervisor- Department of Pharmaceutical Sciences-Faculty of Pharmacy-University of Jordan: Chemical profiling and detecting counterfeit of life style products in the major MENA markets using chemometrics analysis
- MSc. supervisor- Department of Biopharmaceutics and Clinical Pharmacy-Faculty of Pharmacy-University of Jordan: Fear of Hypoglycemia: assessment of patients and physicians among oral hypoglycemic agents in Jordan

Books:

١. دليل الانتاج العلمي للعاملين في الجامعة الأردنية (١٩٨٨-٢٠١١م). إعداد: د. ابراهيم العبادي، ايمان العمري، اسماء العطيّات، عصام الحمدان، علاء البجق. تقديم: أ.د. محمدعدنان البخيت (٢٠١٢)

Scientific Output for University of Jordan Academicians (1988-2011)

٢. تكاليف، جودة، ونواتج الرعاية الصحية (Health Care Cost, Quality, and Outcomes – ISPOR Book of Terms) ترجمة و تحقيق: د. ابراهيم العبادي وآخرون (٢٠١٤) (ISPOR Book of Terms translation to Arabic)

Publications:

1. **Ibrahim Alabbadi**, Grainne Crealey, Michael Scott, Simon Baird, Tom Trouton, Jill Mairs and James McElnay. Impact of modified System of Objectified Judgment Analysis (SOJA) methodology on prescribing costs of ACEIs. Clinical Drug Investigation (2006); 26 (9): 485-94 Presented at the 8th International Society of Pharmacoeconomics and Outcomes Research Annual European Congress, Florence, Italy (November 2005)
2. Mike Scott, Mark Timony, Jill Mairs, Grainne Crealey, **Ibrahim Alabbadi**, Rob Brenninkmeijer, Robert Janknegt and James McElnay. Safe Therapeutic Economic Pharmaceutical Selection (STEPS): development, introduction and use in Northern Ireland. Expert Opin. Pharmacother (2007) 8(Suppl. 1): S57-S63
3. Mike Scott, Mark Timony, Jill Mairs, Grainne Crealey, **Ibrahim Alabbadi**, Rob Brenninkmeijer, Robert Janknegt and James McElnay. Matrix models and STEPS: concluding remarks: Expert Opin. Pharmacother (2007) 8(Suppl. 1): S65-S67
4. **Ibrahim Al-Abbadji**, Abdelraouf Qawwas, Mahmoud Jaafreh, Taher Abosamen and Maisa Saket. One-year Assessment of Joint Procurement of Pharmaceuticals in the Public Health Sector in Jordan: Clinical Therapeutics (2009) 31(6): 1335-43
5. **Ibrahim Al-Abbadji**, Fadi Alkhateeb, Nile Khanfar, Bahaudin Mujtaba and Latif David. Pharmacy Students' Perceptions of the Teaching Evaluation Process in Jordan: Education, Business and Society: Contemporary Middle Eastern Issues. Vol. 2 No. 3, 2009 pp. 181-190
6. **Ibrahim Al-Abbadji** 2007 ISPOR International Fellowship Award recipient report. ISPOR CONNECTIONS-ISPOR CORNER Vol. 15 (No.2), March/April 2009: page 11
7. **Ibrahim Al-Abbadji** Health Care Equity Issues in the Middle East. ISPOR CONNECTIONS-POLICY ANALYSIS Vol. 15 (No.4), July/August 2009: page 8-9
8. **Ibrahim Alabbadi**, Grainne Crealey, Kathryn Turner, Therese Rafferty, Lynn Keenan, Penny Murray and James McElnay. Statin prescribing in Northern Ireland and England pre and post introduction of the Quality and Outcomes Framework. Pharm World & Sci (2010) 32 (1); 43-51
9. Ali Al-Maaieh, Ahmad Oran and **Ibrahim Alabbadi**. Over-The -Counter Drugs' Price De-regulation in Jordan: the Case of Paracetamol: Jordan Medical Journal (2010) 44 (2); 208-215

10. Faris El-Dahiyat, Reem Kayyali and ***Ibrahim Alabbadi***. A comparison of generic and originator brand drug prices between Jordan and the United Kingdom. *Jordan Journal of Pharmaceutical Sciences* (2011) 4 (1); 35-48
11. Kalipso Chalkidou, Joanne Lord, Nour A. Obeidat, ***Ibriham A. Alabbadi***, Adrian G. Stanley, Rania Bader, Aiman Momani, Rachel M. O'Mahony, Lara Qatami and Derek Cutler. Piloting the development of a cost-effective evidence-informed clinical pathway: managing hypertension in Jordanian primary care: *International Journal for Technology Assessment in Healthcare* (2011), 27 (2), 151-158
12. ***Ibrahim Alabbadi***, Renad Al-Momani and Hala Khyami-Horani. Impact of electronic academic staff websites for scientific research documentation on world universities ranking: University of Jordan challenge; 11thINTERNATIONAL EDUCATIONAL TECHNOLOGY CONFERENCE, Istanbul University, Istanbul, TURKEY (May 2011): Proceedings Book, Volume 1: 597-600
13. ***Ibrahim Alabbadi***. Cost impact of purchasing pharmaceuticals jointly in the public health sector in Jordan. *Jordan Journal of Pharmaceutical Sciences* (2011),Vol. 4, No. 2: 97-104
14. Ryan B Abbott, Rania Bader, Lina Bajjali, Taher Abu ElSamen, Thamer Obeidat, Hanan Sboul, Mustafa Shwayat and ***Ibrahim Alabbadi***. The price of medicines in Jordan: the cost of trade-based intellectual property. *Journal of Generic Medicines: The Business Journal for the Generic Medicines Sector* (2012), 9(2) 75–85
15. Abrar Ghaith, Hani Aldmour and ***Ibrahim Alabbadi***. Investigating the effect of pharmaceutical companies' gifts on doctors' prescribing behavior in Jordan. *European Journal of Social Sciences*, Volume 36 Issue 4, Jan 2013, pp.528-536.
16. Eiman Abulhaj, Amjad Abu Elsamem and ***Ibrahim Alabbadi***. Investigating the factors affecting doctor's prescribing behavior in Jordan: Anti-hypertensive drugs as an example. *European Journal of Social Sciences*, Volume 38 Issue 3, May 2013, pp. 380-391
17. ***Ibrahim Alabbadi***, Azmi Mahafza, Mousa M. Al-Abbadi and Amir Bakir. Investment opportunities in health: Feasibility of building an American private hospital in Jordan. *European Journal of Social Sciences*, Volume 40 Issue 2, Oct. 2013, pp. 312-329
١٨. إبراهيم العبادي وسليمان الشيباب. تقويم تطبيق المرحلة الثانية للشراء الموحد للأدوية في القطاع العام في الأردن (اعتماداً على مبدأ اقتصاديات شراء الكميات الكبيرة). *المجلة العربية للعلوم الصيدلانية – الجمعية العلمية لكليات الصيدلة في الوطن العربي، المجلد الخامس، العدد الأول، رجب – 1435 أيار (مايو 201٤)، ص ٣٢-٤٢*
19. ***Ibrahim Alabbadi***, Ryan Abbott and Deema Jaber. Jordanian stakeholder attitudes toward generic substitution. *Journal of Generic Medicines: The Business Journal for the Generic Medicines Sector*, first published on November 20, 2014 as doi:10.1177/1741134314560289

❖ **Unpublished research:**

- Measuring satisfaction of Jordanian Joint Procurement Department (JPD) customers & Stakeholders: Feb 2009-submitted to the JPD council –Jordan
- Co-authoring 2 sections (Healthcare system in Jordan; Saudi Arabia healthcare system): chapter in one of ISPOR books: “Reliability & Validity of Data Sources for Outcomes Research & Health and Disease Management”-2011
- Budget impact analysis of oral antidiabetics in Ministry of Health-Jordan (2013)

❖ **Ongoing research:**

- Perception of faculty members of pharmacy school at University of Jordan of teaching and students evaluation
- Drug selection for formulary inclusion in JUH: ACEIs (Hamad Medical Centre-Qatar Foundation)
- Cost of illness of invasive pneumococcal disease in Jordan

❖ **Faculty for Factory program:** (summer 3 months) - **Jordan:**

- Triumpharma-2008 cycle: Developing a strategic marketing plan for Triumpharma
- TQ Pharma-2009 cycle: Performing a marketing research and analyzing the status quo in order to propose base line marketing for TQ Pharma-company-Poster presentation

Membership:

- ***Registered Member: Jordan Pharmaceutical Association (JPA) (since 1987); Elected as Scientific Committee and Sports Committee Head (JPA) for 1989-1991& 2000-2002***
- ***Medical Committee – Goodwill Campaign (Princess Basma) (2001-2013)***
- ***Elected member of the Executive Committee of the Scientific Association of Colleges of Pharmacy in the Arab World; Association of the Arab Universities (2013-present)***
- ***Accreditation Committee for Faculty of Pharmacy at Hashemite University- Jordanian Accreditation Council – Oct 2013***
- ***Expert: Knowledge Domains determination in Business and Pharmacy- Jordanian Accreditation Council – 2014 - present***
- ***Healthcare and Life Sciences – Jordan Competitiveness Program – USAID (Jan 2014-present) Consultative & Leadership groups: Medical Education and Pharma***

- ***Cofounder: (Excellency Training Centre Council) for pharmaceutical industry technicians, chaired by His Excellency Samih Darwazah – Jordan Ministry of Labor in cooperation with German government (2008)***
- ***Research committee for the Evaluation of Joint Procurement Department in Jordan (2007, 2008 and 2009)***
- ***Regional Heart Failure Payer Advisory Board (organized by Novartis)(December 2014)***
- **Jordan Food and Drug Administration (JFDA):**
 - The Higher Committee for Drug & Pharmacy -JFDA (2008-2010, 2013-present)
 - Pharmaceutical Pricing Committee-JFDA (2007-2009 & 2010-2013)
 - Pharmaceutical Pricing New Instructions Committee- JFDA-MoH (March-May 2011)
 - Head of the technical committee for setting pricing policies for vitamins and minerals in Jordan-JFDA (Sept-Dec 2010)
 - Consultant pharmacoeconomist: Jordan National Drug Formulary committee (2007-2009)
- **International Society for PharmacoEconomics and Outcomes Research (ISPOR):**
 - Registered member: ISPOR since 2005
 - ISPOR-Jordan President (and main cofounder) – started (2008-present)
 - ISPOR-Arabic Network Executive Committee chair (2014-2016) & cofounder (Jordan, Saudi Arabia, Egypt, UAE, Qatar, Kuwait) 2012- present
 - ISPOR Asia Consortium (June 2012-present)
 - Direct to Consumer Advertising and its Relationship to RBM Working Group- ISPOR international (2010-2011)
 - Health Economic Publication Guidelines - ISPOR international (2010-2011)
 - Global Health Care Reimbursement Systems & Decision Processes Working Group - ISPOR international (2010-2011)
 - Value Based Health Care Working Group - ISPOR international (2010-2011)
 - Disease & Health Management Working Group - ISPOR international (2010-2011)
- **University of Jordan –Amman-Jordan:**
 - “University of Jordan Strategy Higher Committee” (2010-2011)
 - Scientific International Journals and Conferences Accreditation regulations committee- University of Jordan (2011)
 - Journals Accreditation Committee-University of Jordan (Nov 2010-Sept 2011)
 - Central Tenders Committee-University of Jordan (2011 / 2012)

- Postgraduate Defense Committees – Marketing department, Management, Economics- Faculty of Business – University of Jordan – since 2007
- Postgraduate Defense Committees – Clinical department - Pharmacy – since 2010
- Jordan higher committee for voting to Petra to be one of the new seven world wonders: Petra won as a second among the new seven worlds wonders (2007)
 - **Jordan University Hospital:** (2011 / 2012)
 - Executive Committee (the highest committee in the hospital)
 - Administration Committee - Medical Professional Committee
 - Drugs Committee - Higher Safety Committee
 - **Faculty of Pharmacy - University of Jordan:**
 - Educational Curricula Committee – (2009-2010)
 - Local Society Services Committee– (2007-2008)
 - Student’s Investigation Committee – (2007-2009)
 - Development Committee – (2007-2008)
 - Chair of the Students’ Council Elections Committee – (2007-2008, 2008-2009)
 - Chair of the Sports Committee – (2006-2011)
- **Yarmouk university – Irbid - Jordan:**
 - Chairman of Faculty of Pharmacy Temporary Council – (Sept 2013-present)
 - Member of Faculty of Medicine Temporary Council – (Nov 2013-present)
 - Planning & Development Committee - (Sept 2013- present)
 - Vice President of Health Insurance Committee - (Sept 2013- present)
 - Journals Accreditation Committee - (Sept 2013- present)
 - Deans Council – Yarmouk University – Irbid – Jordan (Sept 2013- present)
 - University Council – Yarmouk University – Irbid – Jordan (Sept 2013- present)
 - Academic Faculty Members Investigation Committee - (April 2014- present)
 - Health Services Management Master program curriculum development committee
 - Health Services Management Master program Supervision Committee
 - QS international universities ranking Yarmouk University steering committee
- **International organizations:**
 - Jordanian MeTA Council (Medicines Transparency Alliance) funded by DFID-UK and WHO to improve availability, affordability and access equity of medicines by reforming Pharmaceutical
 - sector in Jordan and increasing transparency in this regard (2008-2012)-HHC

- WHO-EMRO Pharmacoeconomic evaluation team (Feb 2013-Present)
- National Technical Committee for the Pharmaceutical Baseline Assessment Survey-Level II: World health organization (WHO) and WHO Collaborating Center at Harvard School of Public Health; Amman-Jordan-2009

➤ **Miscellaneous:**

- Member as a consultant pharmacoeconomist in the Jordan National Health Technology Assessment steering committee (2010-2012)
- National team for reviewing and updating the National Drug Policy – 2010 Jordan
- Pharmaceutical cost containment policies task force- World Bank & MoH-Amman- (2011)
- Member of (Management Pharmacy core curriculum developers committee)-Hashemite University- Zarqa -Jordan (July 2011)
- Cofounder and member of "Academic Association for Research and Development"-started in June 2011- Amman-Jordan
- National Committee of “Information for All Program-National Information Technology Centre” Higher Council for Science and Technology-Prince Hassan Scientific City (2009)
- Postgraduate Defense Committees – Clinical department - Faculty of Pharmacy – Jordan University of Science and technology – 2014

Selected international, regional and local presentations: (older to newer)

- Presenter before the (Board of Directors of the Joint Procurement Department) chaired by the **Prime Minister of Jordan**: “One year assessment of pharmaceuticals joint procurement in the Jordanian public health sector”, March 2008, Jordan Prime Ministry-Amman-Jordan
- Invited speaker: HEALTH CARE EQUITY ISSUES IN MIDDLE EAST. 2nd Plenary session – ISPOR International 11th European congress-**Athens, Greece** Nov 8, 2008
- Invited trainer: “Pharmaceutical Marketing: Skills and Applications” Midpharma Annual Meeting, Aqaba-Jordan, 14-16 Nov 2008
- Speaker: Jordan Medicines Transparency Alliance (MeTA) launch: “ISPOR-Jordan: the local chapter of the International Society for PharmacoEconomics and Outcomes Research (ISPOR)”–Sheraton Hotel-Amman May 31, 2009
- Invited Keynote lecturer: “Eisai Middle East: Partners for success”, Eisai Middle East Partnership Meeting-Grand Hyatt Hotel, **Dubai - UAE** June 8, 2009
- Trainer: ISPOR-Jordan “PharmacoEconomics Training Seminar-I”-Hikma Offices-Amman-Jordan-September 5, 2009-for all ISPOR-Jordan members

- Main speaker: MeTA-Jordan workshop “Pharmacoeconomic Concepts (Introduction, Evaluation and Applications)”-Landmark Hotel-Amman-Jordan-Oct 14, 2009 for all Pharmacy & Therapeutic committees clinicians and pharmacists in Jordan
- Invited lecturer: “Introduction to PharmacoEconomics”-The National Center for Diabetes, Endocrinology & Genetics-Amman-Jordan-Nov 24, 2009for all clinicians in the centre
- Speaker: Medicine Transparency Alliance (MeTA) Jordan Public Forum, Holiday Inn Resort, Dead Sea, Jordan-Nov 15, 16 2009
- Speaker: Introduction and Briefing on Hypertension Standard Treatment Guidelines by the Technical Team; Dec 2009-Landmark Hotel-Amman-Guideline Development Group (GDG) Meeting - MeTA Jordan
- Speaker: Pharmacoeconomics: concepts and applications; Feb 23, 2010-Kempinski Hotel Amman; training workshop for the pharmaceutical industry and generics importers in Jordan
- Speaker: Piloting a hypertension Guideline in Jordan; The 6th Palestinian Pharmaceutical & 2nd Clinical Pharmacy Conference-**Bethlehem-Palestine**, April 8, 2010
- Speaker: A comparison of generic and originator brand drug prices between Jordan and the United Kingdom; The 13th International Conference of pharmacists, Jordan Pharmaceutical Association, Amman-Jordan; April 23, 2010
- Speaker: BASID CONCEPTS OF PHARMACOECONOMICS’ EVALUATIONS; PEs: Theory and Application workshop; 5TH Royal Medical Services International Conference- May 3rd 2010-Dead Sea-Jordan
- Presenter before the (Jordanian Advisory Committee for Rational Drug Use) chaired by the Minister of Health-Jordan Government: EVIDENCE BASED DECISION MAKING FOR THE RATIONAL DRUG LIST: Piloting a hypertension Guideline in Jordan: May 10th, 2010 – Amman - Jordan
- Invited trainer, Ministry of Health-Jordan: PHARMACOECONOMICS: fundamental concepts, Prince Hamza Hospital-Amman-June 9, 2010
- Panellist: Provide an overview of issues and lessons learned around increasing transparency, disclosure, and accountability, and its likely impact on Access to Medicines. Representing Jordan in MeTA Global Health Forum-**London**-June 2010
- Panellist: integrate the lessons learned around multi-stakeholder engagement & its likely impact on Access to Medicines. MeTA Global Health Forum-**London**-June 2010

- Speaker: Scientific research documentation & marketing: University of Jordan challenge. The INTERNATIONAL CONFERENCE ON STRATEGIES OF SCIENTIFIC RESEARCH IN THE UNIVERSITIES OF THE MUSLIM WORLD: REALITY AND PROSPECTS; 7/2010-**Malaysia**
- Speaker: PEs awareness and application in IPD disease burden; **Beirut**; July 30, 2010-Wyeth training for Iraqi paediatricians
- Speaker: ISPOR-Jordan experience in introducing PEs and its applications; Eastern Mediterranean Pharmaceutical Symposium-July 13, 2010-Amman-Jordan-International Pharmaceutical Students Federation
- Invited trainer, Novartis- Jordan: PHARMACOECONOMICS:basic concepts & applications. Sheraton Hotel-Amman-August 3, 2010
- Presenter: Jordanian National Drug Policy reviewing team; Group 1: Drug selection, procurement and supply, Le Royal-Amman-Jordan-Sept 14 & 16, 2010
- Presenter: Guideline for the management of newly diagnosed uncomplicated hypertension in Jordanian primary care: Technical overview, Dissemination of the newly developed standard treatment guidelines of essential hypertension workshop-Ministry of Health physicians, Landmark Hotel-Amman-Jordan-Sept 27, 2010
- Invited speaker: Impact of Rational Drug Use on Drug Counterfeiting; The Pharmaceutical Sciences Ninth Scientific Seminar-Libyan Society for Pharmaceutical Sciences – **Tripoli-Libya**-Oct 14, 2010
- Presenter: Over the counter drugs' price regulation in Jordan: the case of paracetamol; Jordanian 3rdInternational Pharmaceutical Conference-Al-Zaytoonah Private University of Jordan, October 21, 2010 - Amman- Jordan
- Invited trainer, Drug Owners Association-Jordan: PharmacoEconomics and Cost-effectiveness. Landmark Hotel-Amman-Jordan, Nov 3, 2010
- Invited trainer, Astra Zeneca-Jordan: PHARMACOECONOMICS: basic concepts & applications, Marriot Hotel-Dead Sea-Jan 9, 2011
- Invited trainer, Jordan Food and Drug Administration: PHARMACOECONOMICS: concepts & applications. Amman-Jordan, March 21-23, 2011
- Presenter: Impact of electronic academic staff websites for scientific research documentation on world universities ranking: University of Jordan challenge; 11thINTERNATIONAL EDUCATIONAL TECHNOLOGY CONFERENCE (IETC), Istanbul University, **Istanbul, TURKEY** (25-27 May 2011)

- Invited speaker: Cost-effectiveness of Biosimilars; The first MENA Biosimilars Conference (JAPM-JFDA-USAID)-June 27-28, 2011, Marriot Hotel, Amman - Jordan
- Invited speaker: PharmacoEconomics; 6th Scientific Professional Pharmaceutical Day-Irbid branch-Jordan Pharmaceutical Association-Irbid, July 22, 2011
- Invited trainer: PharmacoEconomics: toward best use of resources; training workshop for 33 Saudi Pharmacists, **Beirut-Lebanon**-May 2-3, 2012
- Invited speaker: PROS & CONS OF PRICING AND REIMBURSEMENT SYSTEMS IN JORDAN. ISPOR ARABIC NETWORK FIRST FORUM-ISPOR International 17th Annual Meeting- **Washington-USA**-June 4th, 2012
- Moderator: PROS & CONS OF PRICING AND REIMBURSEMENT SYSTEMS IN SAUDI ARABIA, EGYPT, UNITED ARAB EMIRATES, QATAR AND JORDAN. ISPOR ARABIC NETWORK FORUM-ISPOR International 17th Annual Meeting- **Washington-USA**-6/ 2012
- Trainer: STEPS and Cost-effectiveness in the new pricing instructions in Jordan. ISPOR- Jordan training session-Amman-Jordan, July 14th, 2012
- Trainer: ISPOR-Jordan Seminar II: Modeling and Pharmaceuticals' Pricing new instructions- Amman-Jordan, Aug 4, 2012
- Invited main speaker: Basic concepts and applications of PharmacoEconomics; training workshop for 28 senior consultant physicians – Royal Hospital, University Hospital and Ministry of Health hospitals- Sultanate of Oman (Nov 11-12, 2012- **Muscat - Oman**)
- Invited chief speaker: Basic concepts and applications of PharmacoEconomics; training workshop for 25 senior pharmacists and pharmaceutical policy makers (Supply, Registration and Quality Control, Rational Drug Use) - Ministry of Health - Sultanate of Oman (Nov 13-14, 2012- **Muscat - Oman**)
- Invited external speaker: Need for cost-effectiveness in pricing pharmaceuticals in the region. AMGEN Pharma (Regulatory and distributor managers in MENA region), **Dubai, UAE** 16-18 Dec 2012
- Invited speaker: Bibliography; create your own library using Endnote. The First Pharmacy Students Research Club Training Program- Center of Educational Development - University of Jordan, Amman, 3-8 Sept 2013
- Invited speaker: Experience with Assessment of Pharmacoeconomic File: Jordan as an example. 10th Middle East Regulatory Conference; Drug Information Association (DIA-Europe). **Muscat, Sultanate of Oman**. 24-25 Sept, 2013

- Invited keynote speaker: PHARMACOECONOMICS: A newly emerged science in the Arab world. The 16th Scientific Congress of the Association of Colleges of Pharmacy in the Arab World; Association of the Arab Universities. Nov, 2013 **Benghazi - Libya**
- Panelist: Code of Ethics of Pharmaceutical Promotion in Jordan. Jordan Pharmaceutical Association. Nov, 2013 Amman – Jordan
- Invited chief speaker: Evidence Based Medicine and Economic Evaluations in Health Care: a training workshop for Iraq Ministry of Health management physicians and pharmacists. March 25-26, 2014-**Baghdad-Iraq**
- Trainer: STEPS for within class drug selection for formulary inclusion: Iraq Ministry of Health management physicians and pharmacists. March 26, 2014-**Baghdad-Iraq**
- Speaker: The role of generics in reducing pharmaceutical expenditure in the public health sector in Jordan: The 15th Scientific Congress of the Jordanian Pharmacists Association. April 3-5 Landmark Hotel – Amman – Jordan
- Invited speaker: Real world research & applied methods: Does the Middle East need region specific research methods and options for PharmacoEconomic applications. April 17, 2014, **Abu Dhabi – UAE** – 4th PharmacoEconomics Middle East Forum
- Lecturer & panel moderator: Generic medicine: quality and health insurance. Pharmacists Association-Irbid & Yarmouk University, April 2014, Irbid – Jordan
- Invited speaker: Good Governance for medicines: A model for evidence-based selection of medical products. Eastern Mediterranean Drug Regulatory Authorities Conference-WHO-EMRO, May 5-6, 2014, Kempinski Hotel- Amman-Jordan
- Focus group moderator: Fear of hypoglycemia study. Diabetes and Endocrinology Jordanian Association. Le Royal hotel-Amman, May 12, 2014
- Invited speaker: CAPACITY BUILDING FOR PHARMACOECONOMICS IN JORDAN. ISPOR ARABIC NETWORK THIRD FORUM -ISPOR International 19th Annual Meeting- **Montreal - Canada**-June 2nd, 2014
- Keynote speaker: Impact of strong intellectual property protection on access to medicines and effect of data exclusivity on the pharmaceutical sector. The 4th IPSF Eastern Mediterranean Pharmaceutical Symposium 2014. August 2014 –**Monastir-Tunisia**
- Workshop instructor:

"تأصيل الحداثة وتحديث الأصالة": تجربة انشاء كلية صيدلة في جامعة اليرموك الأردنية بمسارات جديدة: الأعمال (Business) و الصناعة الدوائية (Industrial). المؤتمر الدولي الرابع لشرق المتوسط – الاتحاد الدولي لطلبة الصيدلة - اب ٢٠١٤ موناستير

– تونس

- Keynote guest speaker: Pharmaceutical pricing. The 17th Congress of the Association of Pharmacy colleges in the Arab World. 14-16 Oct 2014-Ain Shams University-**Cairo-Egypt**
- Presenter and panelist: Toward pricing mechanisms that ensure sustainable access to medicines: Round table discussion. The 17th Congress of the Association of Pharmacy colleges in the Arab World. 14-16 Oct 2014- Ain Shams University-**Cairo-Egypt**
- Invited speaker: Emerging hub for Pharmacoeconomics: The Jordanian Experience. The 29th Arab Pharmacists Union Congress & The 22nd Lebanese Order of Pharmacists Congress. Oct 24-26 2014 **Beirut – Lebanon**
- Chairman of the Regulatory Affairs Session: The 29th Arab Pharmacists Union Congress & The 22nd Lebanese Order of Pharmacists Congress. Oct 24-26 2014 **Beirut – Lebanon**
- Invited chief speaker & trainer: Pharmacoeconomics workshop for Iraqi Kemadia Pharmacists-Iraqi Ministry of Health. Nov 1-3, 2014 **Istanbul-Turkey**
- Lecturer: Pharmacoeconomics workshop: from theory to practice. 7th international Conference of The Royal Medical Services. Nov 4-7 2014-Dead Sea – Jordan
- National guest speaker: Pharmaceutical Intellectual Property Rights in Jordan. 7th international Conference of The Royal Medical Services. Nov 4-7 2014-Dead Sea – Jordan
- Speaker: Health Economics Overview. Diabetes International Day. Novo Nordisk Scientific Day. Grand Hayat Hotel (Zara Auditorium) - Nov 10, 2014, Amman-Jordan
- Speaker: Generating and using local health care data for reimbursement decisions. 3RD MIDDLE EAST FUTURE TRENDS FORUM: BUILDING AN OVERARCHING AND SUSTAINABLE HEALTHCARE SYSTEM. **DUBAI - UAE, 28-29 NOVEMBER 2014**
- Invited trainer: PharmacoEconomics basic concepts and applications; training workshop for chief pharmacists: Jordan Private Hospitals Association – Amman-Jordan-Dec 2014
- Invited lecturer: Health economics overview & applications; for Health Services Management Master students – Yarmouk University- Amman-Jordan-Dec 2014

Abstracts (oral & poster presentations):

1. Drug Selection for Hospital Formulary Inclusion Using a Modified SOJA Analysis
TCD – QUB Conference, QUB, April 2004, Belfast-UK
2. Development of evidence based drug selection system for formulary decision making
North-South Pharmacy Healthcare Conference, Sept. 2004, Dundalk-Ireland
3. Modified SOJA Analysis: A tool for drug selection for formulary inclusion, Faculty Mini-Conference, 2004, Faculty of Medicine and Health Life sciences, QUB, Belfast-UK

4. Modified SOJA: An evidence based drug selection system for formulary inclusion, Health Services Research & Pharmacy Practice Conference, March 2005, Coventry-UK
5. Modified SOJA Analysis: A tool for drug selection for formulary inclusion for ACEIs, TCD – QUB Conference, Trinity College, May 2005, Dublin-Ireland
6. Drug selection for formulary inclusion using modified SOJA methodology, British Pharmaceutical Conference, 2005, Manchester-UK, International Journal of Pharmacy Practice (Suppl.) 13: R67
7. Impact of modified SOJA methodology on prescribing costs of ACEIs, ISPOR 8th Annual European Conference, Nov. 2005, Florence-Italy: Value in Health, Vol. 8, Issue 6 PCV 28: A97
8. Impact of STEPS model on prescribing costs of statins. ISPOR 11th Annual International Meeting, May 2006, Philadelphia-USA: Value in Health, Vol. 9, Issue 3, PHP18: A149 & published in ISPOR Digest
9. Safe, Therapeutic and Economic Pharmaceutical Selection model for drug formulary inclusion- First Kuwait Pharmaceutical Sciences Conference & 10th conference of Scientific Society of Faculties of Pharmacy in the Arab World, Kuwait, Dec 2006
10. Piloting the development of a cost-effective-evidence-informed clinical pathway: managing hypertension in Jordanian primary care. ISPOR 13th European Annual Congress, Nov 2010, Prague-Czech Republic; poster presentation-published in ISPOR Digest
11. A comparison of generic and originator brand drug prices between Jordan and the United Kingdom. ISPOR 13th European Annual Congress, Nov 2010, Prague-Czech Republic; poster presentation-published in ISPOR Digest
12. Five abstracts were accepted and presented as posters in the 3rd International Conference for Improving Use of Medicines (ICIUM 2011), Antalya-Turkey, Nov 2011
13. ONE-YEAR ASSESSMENT OF JOINT PROCUREMENT OF PHARMACEUTICALS IN THE PUBLIC HEALTH SECTOR IN JORDAN. ISPOR 17th Annual Meeting, June 2012, Washington-USA: Value in Health, Vol. 15, Issue 4, PHP 41: published in ISPOR Digest
14. Statin prescribing in Northern Ireland and England pre and post introduction of the quality and outcomes framework. ISPOR 17th Annual Meeting, June 2012, Washington-USA: Value in Health, Vol. 15, Issue 4, PCV 109: published in ISPOR Digest

Selected attended training courses and scientific forums:

- USAID: E-Health Panel: MENA ICT Forum- 13 Nov 2014 King Hussein Business Park -Jordan
- Pharmacy Practice: 7th Medication Safety Conference 2014. Nov 7-9 2014-**AbuDhabi-UAE**
- Zumzum; Building Jordan Initiative evaluation workshop: May , 2014, Israa Hospital, Amman-Jordan

- The Scientific Conference on ethics of Medical Research & Enhancing the Role of Young Researchers: April 29-30, 2014-University of Jordan-Amman-Jordan
- MOBADARAH Committee (Jordan Parliament) Health Sector Brainstorming Workshop (Hospitals, Healthcare, Insurance, Drug and Purchasing, Laws and regulations, Medical Education): Century Park Hotel-Amman-Jordan March 15th, 2014
- GGM workshop: Improving good governance in the Jordanian pharmaceutical sector - Le Royal-Amman-Jordan Feb 10, 2014
- PharmacoEconomics in Action workshop: Jan 24, 2014-Amman-Jordan-TACK INTERNATIONAL
- "JOINT WORKSHOP ON HEALTH ECONOMIC EVALUATION OF NONCOMMUNICABLE DISEASE PREVENTION AND MANAGEMENT STRATEGIES: Extended Cost-Effectiveness Analysis"- **WHO-EMRO & University of Washington** Cairo, 4-8 February 2013
- " E-Learning Contents design & Development" – University of Jordan- Amman, 16-24 January 2013
- "Certified Professional in Healthcare Quality"- **Jordan Academy for Quality Management**- Amman-June 10-14, 2012
- "Casemix system for enhancement in quality and efficiency of healthcare services"-**United Nations University** and Association of Arab universities- Amman-April 18-19, 2012
- "Global Partnership in Nursing Forum"-University of Jordan-19-20 April 2011
- "University management, strategic planning and scientific research" workshop- Amman Arab University-Feb 22-23, 2011
- "Teaching, Learning and Assessment in Higher Education" by **Oxford Learning Institute and University of Sydney**, Le Royal Hotel-Amman-Jordan 28-29 Nov 2010funded by HFE-Jordan
- "Leadership foundations: workshop for emerging leaders" by **Franklin Covey**, Dubai: Feb 2010
- "Flagship Course on Pharmaceutical Policy Reform" and the MeTA pilot countries multi-stakeholder training" by **Harvard School of Public Health**, Dead Sea-Jordan: 8-17 January, 2010
- Third International Conference on World-Class Universities, 1-5 Nov 2009, Center for World Class Universities, Graduate School of Education, Shanghai Jiao Tong University, Shanghai, China
- Baldrige Criteria for Higher Education: Dubai (26th-28th May 2009)
- ISPOR short courses: 2 (Italy 2005), 4 (USA 2006), 3 (Ireland 2007), 4 (Canada-2008)
- Leadership development workshop –AMIR Program (April 2000)
- International General Trading and Trading with European Union Countries Seminar
- 1. Amman – Jedco (May 31 – June 12, 1997) 2. Athens – Hepo (June 17 – June 27, 1997)
- Area Sales Management in the Pharmaceutical Industry-IMS Syst.500-1994 Saudi Arabia
- Marketing Effectiveness Seminar (CMC) (Dec. 1992 Amman)

- Sales Supervisory Seminar (CMC) (Dec. 1992 Amman)
- Advanced Selling Skills Seminar (CMC) (Jan. 1991 Limassol–Cyprus)
- Personal Selling & Negotiation Skills Seminar (Sept. 1989-University of Jordan)
- Rotating Pharmacist: King Faisal Specialist Hospital and Research Centre - Royal Cabinet, Saudi Arabia (July – Dec 1990)

Past Experience: 14 years in the private market

Jordan: - Marketing consultant & Trainer - Private Market *AND*

Lecturer of Pharmaceutical Marketing –University of Jordan [2001-2003]

- Marketing Operations Manager: Advanced Pharmaceuticals [1997-2001]

Responsible for 11 Middle East North Africa countries

- Teaching Assistant: Faculty of Pharmacy [1989]

- Teacher of Pharmacology: Princess Mona Nursery College-Jordan Armed Forces-Royal Medical Services [1987-1989]

Oman: **General Manager:** Al-Zahra'a Distributors & Al-Razi Pharmacy L.L.C [1996]

Saudi Arabia: - **Sales Manager:** Al-Gosaibi Drug Stores [1994-1995]

- **Field Sales Supervisor:** Astra Sweden [1989-1993]

Preferred activities: I enjoy reading especially in my field of research
Sports (Football, Gymnasium and Squash)

Traveling:

U.S.A, UK, Ireland, Germany, France, Netherlands, Italy, Spain, Cyprus, Greece, Canada, China, Ghana, Malaysia, Turkey and all Arab Countries.