

Jan 2019

Ibrahim Alabbadi short biography

Prof 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 PharmcoEconomics from Queen's University – UK in 2006; Dr Alabbadi is a Professor in PharmcoEconomics and pharmaceutical marketing; has more than **38 publications** in peer reviewed journals, supervised **13** postgraduate students in applied research, currently is **the Dean of Scientific Research** – The University of Jordan, worked in the University of Jordan as an Assistant Dean for training Affairs, Director of Scientific Research Documentation Office and Local Community Development & Networking Centre Director, and Deputy General Director for Administrative Affairs - Jordan University Hospital, and; Dean, Faculty of Pharmacy (industrial and pharmaceutical business tracks) and head of Pharmacy Practice department, Yarmouk University – Jordan.

Prof Alabbadi was invited as a speaker and presenter to more than **130** national, regional and international scientific gatherings. In addition, he is an active member in many national and international health related committees e.g. JFDA, MoH, JPD, WHO-EMRO, ISPOR, NICE, MeTA, JCP-USAID, DHI, 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 (since 2008) & current president, and ISPOR Arabic Network cofounder & ex-executive committee chair (2014-2016).



IBRAHIM ALABBADI, RPharm, MBA, PhD Jan 2019

BSc. Pharmacy, MBA-Marketing, PhD PharmacoEconomics

Dean of Scientific Research — University of Jordan

ISPOR Arabic Network First Chair - ISPOR Jordan President

Professor-Department of Biopharmaceutics & Clinical Pharmacy

Faculty of Pharmacy – University of Jordan- Amman 11942 - Jordan

Telephone: (+962) 5355000-23356, Fax: 5300250, E-mail: i.abbadi@ju.edu.jo

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

Education:

- PhD: Clinical Pharmacy-PharmcoEconomics, 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) – Honor degree
- High School, 1982/83 Amman – Jordan, Excellent General Grade Average (90.2%)

Academic ranking:

- Professor: Oct 2015
- Associate Professor: Aug 2011– Oct 2015
- Assistant Professor: Aug 2006 – June 2011

- The University of Jordan:

<http://eacademic.ju.edu.jo/i.abbadi/Lists/Published%20Research/AllItems.aspx>

- **Google scholar:** <https://scholar.google.com/citations?user=HSdCHosAAAAJ&hl=en>

- **Research Gate:** https://www.researchgate.net/profile/Ibrahim_Alabbadi2

- **National ID data base** (research number) (<http://resn.hcst.gov.jo>) = **10586**

- **International ORCID ID** (orcid.org): **0002-0552-8424**

- **International Researcher ID** (researcherid.com): **I-4656-2015**

Academic experience:

- Dean, Scientific Research – The University of Jordan – Amman-Jordan (Sept, 2018 – present)
- Dean, Faculty of Pharmacy – Yarmouk University – Irbid – Jordan (Sept 2013-Sept 2016)
- Head, Pharmacy Practice Dept. - Faculty of Pharmacy – Yarmouk University – Irbid – Jordan (Sept 2015- Sept 2016)
- 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 (Jordan University) - Undergraduates:** PharmcoEconomics, Pharmaceutical Marketing & Promotion-I and II, Research Project for Pharm D Seminar Students', Pharmaceutical Field Training-I and II, Pharmaceutical Management and Accounting, Drug and Pharmacy Law, Pharmacy History
- **Pharmacy School (Jordan University) – Postgraduates (MSc.):** Pharmacy Administration (Pharmaceutical Marketing and PharmcoEconomics)
- **Business School (Jordan University):** Principles of Marketing
- **Pharmacy School (Yarmouk University):** Principles of Business for Pharmacy, Pharmaceutical Field Training
- **Pharmacy School (JUST University):** Pharmaceutical Marketing and Economics
- **Pharmacy School (Mutah University):** Pharmaceutical Management and Marketing, PEs
- **Medicine School (Jordan University):** Health Policy and Economics

Research interests:

Drug selection for formulary inclusion, PharmacoEconomic evaluations (cost-effectiveness), pharmaceutical marketing and promotion, social pharmacy, pharmaceutical pricing, health and pharmaceutical policy, health technology assessment, clinical pharmacy-Diabetes, pharmaceutical

intellectual properties, scientific research documentation and marketing, universities ranking, teaching quality and accreditation, pharmacy education and curricula development, feasibility in healthcare.

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

Awards:

- ✓ 2007 International Society for PharmcoEconomics and Outcomes Research (ISPOR) International Fellowship Award – *the first all over the world to win this award at that date*
- ✓ 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)

Scientific research editorial, review and evaluation:

- ✓ **Editor-in-chief: Dirasat Journal** (Scopus): The University of Jordan
- ✓ **Editorial Board member:**
 - Journal of Drug Research and Development (Sciforschen)
 - Archives of Pharmacy & Pharmacology research
 - Pragmatic and Observational Research
 - Jordanian Educational Journal
- ✓ **Editorial Board consultant:**
 - Clinical Therapeutics (Impact Factor=2.75)
 - Current Therapeutic Research
- ✓ **Scientific research grants evaluator:**
 - Scientific Research Fund - Ministry of Higher Education

- Scientific Research Deanship-Yarmouk University
- Zarqaa University
- ✓ **Contributor:** Healthcare Systems in the Middle East; Jordan part (as chapter in a book)
Oxford University Press – International Policy Exchange Series
- ✓ **Technical advisor and consultant:**
 - Incentive Stakeholder Mapping: regional health project: Kantar Health Inc. – USA (2013)
 - WHO-Health Facilities Survey in Jordan: WHO-JFDA; Jordan (2014).
 - Regional PharmacoEconomic modeling (UAE): Pharmerit International - USA (2015)
 - IMS Health (Quintiles IMS): MENA; (2017) medcytes-UAE (2017-2018); IPSOS Egypt (2017)
 - Apex Pharmaceutical Services- Amman-Jordan (2018)
- ✓ **Academic staff promotion evaluator** for regional governmental universities (since 2013)
- ✓ **PhD external examiner:** PhD in PEs –Faculty of Pharmacy-University of Karachi-Pakistan
- ✓ **PhD proposal evaluator** (discussion committee member):
Faculty of Nursing –The University of Jordan (2012-2015)
- ✓ **MSc. External examiner:** MSc in PEs-Faculty of Pharmacy-Qatar university
- ✓ **Peer Reviewer for the following international journals:**
 - Value in Health Journal (Impact Factor=3.7)
 - British Journal of Clinical Pharmacology (Impact factor=3.88)
 - Medical Decision Making (Impact Factor=2.8)
 - Clinical Therapeutics (Impact Factor=2.75)
 - Health Policy (Impact Factor=1.73)
 - Saudi Pharmaceutical Journal (Impact factor=2.3)
 - Current Therapeutic Research (and Editorial Board consultant)
 - The American Journal of Geriatric Pharmacotherapy
 - Medical Research Archives
 - Current Drug Safety
 - Gender Medicine
 - Walailak Journal of Science & Technology
 - International Journal of Procurement Management
 - Globalization and Health

And Local Journals:

- Jordan Journal of Pharmaceutical Sciences
- Jordan Medical Journal

- Jordan Journal of Business Administration
- Jordan Journal of Educational Sciences
- ✓ **ISPOR Meeting Travel Grant Committee member (2015- present)**
- ✓ **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:

1. 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)**
2. 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)**
3. 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 (published)**
4. 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 (published)**
5. 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)**
6. 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)**
7. 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 **(published)**

8. 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. PhD **awarded** Dec 2013 **(published)**
9. 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.MSc. **awarded** May 2014 **(published)**
10. 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. MSc. **awarded** May 2014 **(published)**
11. 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. **awarded** Dec 2015
12. 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. MSc. **awarded** Dec 2015 **(published)**
13. MSc. supervisor- Department of Biopharmaceutics and Clinical Pharmacy-Faculty of Pharmacy-University of Jordan: Economic impact of selecting oncology drugs for formulary inclusion in Jordan university Hospital. MSc. **awarded** July 2018

Books:

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

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

2. تكاليف، جودة، ونواتج الرعاية الصحية (Health Care Cost, Quality, and Outcomes – ISPOR Book of Terms) ترجمة و تحقيق: د. ابراهيم العبادي وآخرون (2016)
(ISPOR Book of Terms translation to Arabic)

Publications:

1. Ibrahim Alabbadi, Grainne Crealey, Michael Scott, Simon Baird, Tom Trouton, Jill Mairs and James McElney. 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: 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-Abbad**, Abdelraouf Qawwas, Mahmoud Jaafreh, Taher Abosamen and Maisa Saket.* One-year Assessment of Joint Procurement of Pharmaceuticals in the Public Health Sector in Jordan. (2009) *Clinical Therapeutics*. 31(6): 1335-43
5. ***Ibrahim Al-Abbad**, 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-Abbad*** 2007 ISPOR International Fellowship Award recipient report. *ISPOR CONNECTIONS-ISPOR CORNER* Vol. 15 (No.2), March/April 2009: page 11
7. ***Ibrahim Al-Abbad*** 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. (2011) Jordan Journal of Pharmaceutical Sciences, 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-Abbadí 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 2014)، 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. (2014) vol. 11, 1-2: pp. 24-34.
20. Rand Alawi and **Ibrahim Alabbadi**. Investigating the effect of data exclusivity on the pharmaceutical sector in Jordan. Jordan Journal of Pharmaceutical Sciences, Volume 8, No. 2, 2015 pp. 70-81
21. Hamsa Al-Aqqad, Muhammed Al-Zweiri & **Ibrahim Alabbadi**: Investigating physicians' perception of pharmaceutical trade names in Jordan's private market: simulated and real-world setting approaches. Pharm Med (2015) 29, 3:169-178
22. Zolta'n Kalo, **Ibrahim Alabbadi**, Ola Ghaleb Al Ahdab et al. Implications of external price referencing of pharmaceuticals in Middle East countries. Expert Rev. Pharmacoecon. Outcomes Res. (2015) 15, 6: 993-998
23. A. Agil, E. K. Elmahallawy, J. M. Rodríguez-Ferrer, A. Adem, S. M. Bastaki, **I. Al-abbadi**, Y. A. Fino Solano and M. Navarro-Alarcón. Melatonin increases intracellular calcium in the liver, muscle, white adipose tissues and pancreas of diabetic obese rats. (2015) Food Funct., 6, 2671-2678
24. **Ibrahim Alabbadi** and Eman A Hammad. The impact of generic entry and price competition in Jordanian public health sector. (2015) Journal of Generic Medicines. 11, 3-4: 123-128

25. **Ibrahim Alabbadi**: Budget impact of adding one Dipeptidyl peptidase-4 inhibitor to Ministry of Health Jordan tender list in the treatment of Type II Diabetes Mellitus. (2015) Jordan Journal of Pharmaceutical Sciences 8, 3: 173-180
26. Daoud Al-Badriyeh, M. Fahey, **I. Alabbadi**, A. Al-Khal, and M. Zaidan. Statin Selection in Qatar Based on Multi-Indication Pharmacotherapeutic Multi-Criteria Scoring, and Clinician Preference. (2015) Clinical Therapeutics 37, 12: 2798-2810
27. **Ibrahim Alabbadi**: Pharmaceutical business and Pharmaceutical industry: new tracks in pharmacy education initiated in Jordan. (2015) Jordan Journal of Pharmaceutical Sciences. 8, 3: 217-227
28. Qais Al-Efan, Shaymaa Al-Imam, Tareq Mukattash, Nizar Mhaidat, **Ibrahim Alabbadi** and Karen Rascati. Pharmacoeconomics Education in WHO Eastern Mediterranean Region. Currents in Pharmacy Teaching and Learning (2015), 7, 6: 819-825
29. **Ibrahim Alabbadi**. Impact of hosting Syrians on the availability of medicines in the Jordanian public health sector. (2015) European Journal of Social Sciences. Volume 48 Issue 4, pp. 459-467
30. Sumaya Abuloha, **Ibrahim Alabbadi**, Abla Albsoul-Younes, Nidal Younes and Ayman Zayed. The role of clinical pharmacist in initiation and/or dose adjustment of insulin therapy in diabetic patients in outpatient clinic in Jordan. (2016) Jordan Journal of Pharmaceutical Sciences, Vol. 9, No. 1, 33-50
31. Eman Hammad, Taissir Fardous and **Ibrahim Alabbadi**. Costs of hospital services: a case study from Jordan. Int J Health Plann Mgmt 2016 Published online in Wiley Online Library
32. Daoud Al-Badriyeh, **I. Alabbadi**, M. Fahey, A. Al-Khal, and M. Zaidan. Multi-indication pharmacotherapeutic multi-criteria scoring model for the comparative formulary inclusion of proton pump inhibitors in Qatar. (2016) Clinical Therapeutics. Volume 38, Issue 5, Pages 1158–1173
33. Shallya Omar, Abla-Bsoul Younes and **Ibrahim Alabbadi**. Hypoglycemia fear among diabetics. Jordan Journal of Pharmaceutical Sciences, Volume 9, No. 2, 2016: P. 77-87
٣٤. هديل عاشور و **ابراهيم العبادي**. الإعلانات الدوائية الموجهة للمستهلك مباشرة في الأردن من منظور جندي. المجلة الصحية لشرق المتوسط (EMHJ)، المجلد ٢٢، رقم ٦ حزيران ٢٠١٦ (ص ٣٨٣-٣٩٣)
35. Albsoul-Younes A, Gharaibeh L, Murtaja AA, Masri A, **Alabbadi I**, Al-Qudah AA. Patterns of antiepileptic drugs use in epileptic pediatric patients in Jordan. Neurosciences (Riyadh). 2016 Jul; 21(3): 264-7.
36. Amirah Daher and **Ibrahim Alabbadi**. Investigating the Effect of Syrian Refugees on the Pharmaceutical Sector in Jordan. Archives of Iranian Medicine. Aug 2017; Vol. 20 (8): 538-546
37. Ahmed Albarqawi, Amjad Abu Elsamen, Amirah Daher and **Ibrahim Alabbadi**. Examining the Effect OF Pharmaceutical Personal Selling on the Physicians' Prescribing Choice of Medicine in Jordan. Academia Journal of Scientific Research. Oct 2016; Vol. 4(10): 337-344.

38. Abdelkarim A. Al-Qudah, Abla Albsoul-Younes, Amira T. Masri, Samah K. AbuRahmah, **Ibrahim A. Alabbadi**, Omar A. Nafi, Lubna F. Gharaibeh, Amer A. Murtaja, Lina H. Al-Sakran, Haya A. Arabiat, Abdallah A. Al-Shorman. Type and etiology of pediatric epilepsy in Jordan: a multi-center study. *Neurosciences* 2017; Vol. 22 (4): 267-273

❖ **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
- Perception of faculty members of pharmacy school at University of Jordan of teaching and students' evaluation
- Drug selection for formulary inclusion in JUH
- 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

- **Member Cofounder: (Excellency Training Centre Council) for pharmaceutical industry technicians, chaired by Late His Excellency Samih Darwazeh – 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)**
- **Cost effectiveness committee for oncology products-MoH (2014)**
- **Ministry of Health Central Technical Pharmacy and Therapeutics Committee: “Cost-effectiveness Committee” chair (2014-present)**
- **Cofounder and member: Jordan Faculties of Pharmacy Association (2013-2016)**
- **Executive Committee for the First International Conference of the Jordanian Faculties of Pharmacy – Israa University, Oct 28-29, 2015**
- **Scientific Committee for the First International Conference of the Jordanian Faculties of Pharmacy – Israa University, Oct 28-29, 2015**
- **Higher Committee for the second International Conference of the Jordanian Faculties of Pharmacy –University of Jordan, Oct 25-27, 2016**
- **Chair: Students Field Training Exam Committee - Jordan Pharmaceutical Association (2015-2017)**
- **Member: Treatment protocol developing committee for new registered/non registered hematology oncology products - Directorate of Health Insurance -MoH (2016-2018)**
- **Scientific Committee for the 20th International Scientific Conference for Arab Faculties of Pharmacy-The Second International Conference of the Jordanian Faculties of Pharmacy – Israa University, 2017**
- **Jordan National Health Technology Assessment Committee-High Health Council-MoH (2018)**
- **"KING HUSSEIN CHAIR" Board member – Center for Strategic Studies - University of Jordan (Sept 2018 - present)**
- **Jordan Food and Drug Administration (JFDA):**
 - The Higher Committee for Drug & Pharmacy -JFDA (2008-2010, 2013-2015)
 - Pharmaceutical Pricing Committee-JFDA (2007-2013)
 - Pharmaceutical Pricing New Instructions Committee- JFDA-MoH (March-May 2011)
 - Head: Technical committee for setting pricing policies for vitamins and minerals in Jordan (2010)
 - Consultant pharmacoeconomist: Jordan National Drug Formulary committee (2007-2009)

- **International Society for PharmcoEconomics 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, Lebanon, Algeria) 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)
 - Leadership member of ISPOR Asia Consortium/Central Eastern Europe Network/ Arabic Network and Africa Network
 - **Health Policy Science Council Committee member** (ISPOR) representing Arabic countries (May 2017-present) (Reported directly to ISPOR Board of Directors)
 - **Research Committee - Health Policy Science Council** (ISPOR) (May 2017-present)
 - Health Technology Assessment Middle East and Africa (ISPOR) (Nov 2017-present)

- **University of Jordan –Amman-Jordan:**
 - Academic Faculty Members Investigation Committee
 - “University of Jordan Strategy Higher Committee” (2010-2011)
 - Scientific International Journals and Conferences Accreditation Regulations Committee (2011)
 - Journals Accreditation Committee (Nov 2010-Sept 2011)
 - Central Tenders Committee (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)
- Member of reviewing committee for a faculty promotion submission (2017-2018)
- Library Committee (2016-2017)
- Pharmacy Field Training Committee (2016-2017)
- Consultation Committee and Faculty of Pharmacy community stakeholders (2017-2018)
- Member of the committee for selecting candidates for PhD-Marketing (2018)

▪ **Deanship of Scientific Research - University of Jordan (Sept 2018 – present)**

- Deans Council - University of Jordan
- Appointment and Promotion Committee - University of Jordan
- The University of Jordan Conferences and Seminars Committee
- Head of International Journals, Conferences and Publishers Committee
- Vice President of Scientific Research Council
- Acceptance of Excellent Students (in Research and Sciences) Committee
- Supplies system committee
- The Strategic Plan Committee
- Board member: Hamdi Mango Center for Scientific Research
- Chairman of "The best PhD thesis on Jerusalem" award committee
- Skype Interview Committee for academic staff appointments
- Faculty members (transport or promotion) renew instructions committee
- The Council of Marine Science Station / Aqaba.

- General Secretary of the University of Jordan Global Team
- "Research Body" scientific production and statistical analysis study committee
- Instructions Committee for Outstanding Students (in Research and Sciences)
- "Research Body" academic staff evaluation committee
- "The Jordanian National Center for Classification of Researchers" establishing committee
- Board member: Accreditation and Quality Assurance Center

- **Yarmouk University – Irbid - Jordan:**
 - Chairman of Faculty of Pharmacy Temporary Council – (Sept 2013-Sept 2016)
 - Member of Faculty of Medicine Temporary Council – (Nov 2013-Sept 2016)
 - Planning & Development Committee - (Sept 2013- Sept 2016)
 - Health Insurance Committee - Sept 2013- Sept 2016 (Vice President: 2013- 2015)
 - Journals Accreditation Committee - (Sept 2013- Sept 2016)
 - Deans Council – Yarmouk University – Irbid – Jordan (Sept 2013- Sept 2016)
 - University Council – Yarmouk University – Irbid – Jordan (Sept 2013- Sept 2016)
 - Academic Faculty Members Investigation Committee - (April 2014- Sept 2016)
 - Health Services Management Master program curriculum development committee
 - Health Services Management Master Program Supervision Committee
 - QS international universities ranking Yarmouk University steering committee chaired by the university president

- **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 2013-2018)
 - 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-present)
- Pharmaceutical Board Committee; Jordan Pharmaceutical Association: (2013-present)

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 2010-Jordan
- Presenter before the (Jordanian Advisory Committee for Rational Drug Use) chaired by the Minister of Health-Jordan: EVIDENCE BASED DECISION MAKING FOR THE RATIONAL DRUG LIST: Piloting a hypertension Guideline in Jordan: May 10, 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 & its applications; Eastern Mediterranean Pharmaceutical Symposium-International Pharmaceutical Students Federation, July 2010-Amman
- 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: case of paracetamol; Jordanian
- 3rd International Pharmaceutical Conference-Al-Zaytoonah Private University, Oct. 2010 - Amman
- Invited trainer, Drug Owners Association-Jordan: PharmcoEconomics 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- **Oman**)
- Invited external speaker: Need for cost-effectiveness in pricing pharmaceuticals in the region. AMGEN Pharma (Regulatory and distributor managers in MENA region), **Dubai**, 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, 2014 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**
- متحدث رئيس: "تأصيل الحداثة وتحديث الأصالة": تجربة انشاء كلية صيدلة في جامعة اليرموك الأردنية بمسارات جديدة: الأعمال (Business) والصناعة الدوائية (Industrial). المؤتمر الدولي الرابع لشرق المتوسط – الاتحاد الدولي لطلبة الصيدلة - اب ٢٠١٤ موناستير – تونس (ورشة عمل)
- 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: 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
- Invited trainer: PharmacoEconomics basic concepts and applications; training workshop for chief pharmacists: Jordanian Hospitals Association – Amman-Jordan-Feb 2015
- متحدث: اقتصاديات الحد من النفقات والدواء نموذج، الندوة الوطنية (القطاع الصحي الأردني الواقع والتحديات)، جامعة العلوم التطبيقية، جمعية المستشفيات الأردنية ومركز دراسات الرأي-عمان – الأردن – آذار ٢٠١٥
- Invited speaker: Drug pricing policies in the Arab world. The 2nd Arab Conference: Food & Drugs - **Sharm El Sheikh - Egypt**-April 2015
- Co-Chair of session 3: Drug awareness and pharmacovigilance. The 2nd Arab Conference: Food & Drugs - **Sharm El Sheikh - Egypt**-April 2015
- Invited speaker: Pharmaceutical business and pharmaceutical industry: New tracks in pharmacy education. The 2nd Arab Conference: Food & Drugs - **Sharm El Sheikh - Egypt**-April 2015
- Invited lecturer: Pharmaceutical Marketing Overview; Workshop for Pharmacy undergraduate students in Jordanian universities. July 23th, 2015 - Arena Hotel Amman-Jordan
- Keynote speaker: PharmacoEconomics in the Middle East: where we are, where have we been and where we are going. The First International Conference of the Jordanian Faculties of Pharmacy – Israa University, Oct 28-29, 2015
- Inviter speaker: PharmacoEconomics and Business workshop. The First International Conference of the Jordanian Faculties of Pharmacy – Israa University, Oct 28-29, 2015
- Chairman of the second scientific session: The First International Conference of the Jordanian Faculties of Pharmacy – Israa University, Oct 28-29, 2015
- Invited external payer expert: LCZ MENA Mock Negotiation Payer- ICON plc. **Dubai, UAE**, 1-3 Nov 2015.
- Invited external consultant: Cosentyx Launch Event and Dermatology Summit, Novartis 22-25 November 2015, **Dubai, United Arab Emirates**.
- Invited pricing expert speaker: Cost-effectiveness decisions in healthcare. Public sector pharmacists, Nov 29, 2015, Marriot-Amman-Jordan
- Invited Moderator: Palivizumab cost effectiveness in RSV prophylaxis-RSV in Jordan standalone - Jordan Neonatology Meeting, Dec 2015, Intercontinental-Amman-Jordan

- Invited speaker: NOACs Cost dilemma: Are NOACs cost effective in clinical setting? Bayer Xpert Meeting, **Dubai** Jan 15-16, 2016, **United Arab Emirates**
- محاضر: توثيق الموقع الإلكتروني لأعضاء هيئة التدريس. مركز الجودة والتطوير الأكاديمي-جامعة اليرموك-اريد-الأردن— آذار ٢٠١٦
- محاضر: تجربة كلية الصيدلة في الأعداد للأعداد. مركز الجودة والتطوير الأكاديمي-جامعة اليرموك-اريد-الأردن— نيسان ٢٠١٦
- International quest Keynote speaker: Pharmacoeconomics in service delivery conference for East African countries, **Mombasa-Kenya** 4th – 6th May 2016
- Invited speaker: Cost-effectiveness of biosimilars. Biosimilars Workshop-African Arabic Pharmaceutical International Conference-**Cairo-Egypt**- May 7th-8th, 2016
- Invited trainer: PEs: Basic concepts and applications for Abbvie Market Access Levant Team, Beirut May 14, 2016
- Invited trainer (4 sessions): (PharmacoEconomics concepts application: Pharmaceutical practice and the role of pharmacist in providing ideal pharmaceutical care)-Pharmacy department-MoH (Aug. 11, Aug 24, Oct. 4, Oct. 18) - 2016
- Trainer: PEs Academy for selected pharmacists in the Jordanian health public sector - Workshop-I: PEs: introduction and basic concepts. Intercontinental Hotel Amman-Jordan (Oct. 22, 2016)
- Moderator 5th session: Second International Conference of the Jordanian Faculties of Pharmacy – University of Jordan, Oct 25-27, Amman-Jordan-2016
- Invited speaker: Introduction to Health economic and PharmacoEconomic evaluations: FOCUS meeting (Foremost forum on MACULAR DISEASE) Nov 4, 2016, Westin Hotel-**Dubai, UAE**
- Moderator: Introduction to DME & Anti-VEGFs (cost-effectiveness European experience) FOCUS meeting (Foremost forum on MACULAR DISEASE) Nov 5, 2016, Westin Hotel-**Dubai, UAE**
- Trainer: PEs Academy for selected pharmacists in the Jordanian health public sector - Workshop-II: PEs from theory to practice. Intercontinental Hotel Amman-Jordan (Dec 3, 2016)
- Invited speaker: Value for Health; Arab Health 2017-Jan 29, 2017, **Dubai, UAE**
- Trainer: PEs Academy for selected pharmacists in the Jordanian health public sector - Workshop-III: PEs: design and modeling. Intercontinental Hotel Amman-Jordan (Feb 18, 2017)
- Invited speaker: Introduction to PharmacoEconomics and Budget Impact modeling in Multiple Sclerosis. Rotana Amman Hotel -Jordan (Feb 22, 2017)
- Trainer: Gulf Mini Diploma - Workshop-I: PEs: basic concepts and applications. Crown Plaza Hotel **Muscat-Oman** (March 25, 2017)
- Trainer: Gulf Mini Diploma - Workshop-I: PEs: basic concepts and applications. LA CIGALE Hotel **Doha-Qatar** (April 1, 2017)
- Invited speaker: Cost effectiveness of Biosimilars. Arab Pharmacists Union 30th Scientific Conference- Movenpick Hotel-**Cairo-Egypt** (April 2-4, 2017)

- Trainer: Gulf Mini Diploma - Workshop-I: PEs: basic concepts and applications. UAE MoH Training and Development Centre (Medical and Health)- **Sharjah-UAE** (April 15, 2017)
- Trainer: Gulf Mini Diploma - Workshop-I: PEs: basic concepts and applications. Diplomat Hotel - **Manama, Bahrain** (May 20, 2017)
- Trainer: Basic of PEs workshop. For (MoH, JPD, JFDA)-IPSOS Egypt. Le Meridian Hotel-Amman-Jordan (Aug 27, 2017)
- Trainer: Basics of PEs workshop. For (RMS, JUH, KAUH, PHH)-IPSOS Egypt. Le Meridian Hotel-Amman-Jordan (Aug 29, 2017)
- Speaker: Pricing of Pharmaceuticals. Arabic Audit Bureau Forum. Jerusalem Hotel-Amman-Jordan (Sept 26, 2017)
- Speaker: Changing role of the pharmacist and pharmacy teams, the benefits for patients and payers. Summit and Training for Excellence in Clinical Pharmacy Systems (STEPS). Oberoi Hotel **Dubai-UAE**, Oct 13, 2017
- Speaker: Innovation in resource utilization by health economics. Summit and Training for Excellence in Clinical Pharmacy Systems (STEPS). Oberoi Hotel **Dubai-UAE**, Oct 13, 2017
- Moderator and presenter: Cost-effectiveness / Budget impact analysis of NOAC vs VKA (3 consecutive workshops). Summit and Training for Excellence in Clinical Pharmacy Systems (STEPS). Oberoi Hotel **Dubai-UAE**, Oct 14, 2017
- Moderator: How legislations will influence and facilitate applying HTA in Arabic countries-ISPOR 38th HTA Roundtable – Middle East and Africa- ISPOR 20th European Congress-**Glasgow-Scotland**, Nov 5, 2017
- Trainer: PEs Academy- Oncology- Workshop-I: PEs: introduction and basic concepts. Sheraton Amman Hotel - Jordan (Nov 11, 2017)
- Trainer: The Value Academy: where value precedes cost; 3 consecutive workshops - Moevenpick Al bidaa Hotel- **Kuwait** (Nov 25, Dec 16, Dec 23, 2017)
- Trainer: Game Changer: from theory to practice; 2 consecutive workshops IPSOS Egypt. Le Meridian Hotel-Amman-Jordan (Dec 18, 19 2017)
- Trainer: Gulf Mini Diploma - Workshop-II: PEs: from theory to practice. UAE MoH Training and Development Centre (Medical and Health)- **Sharjah-UAE** (Dec 14, 2017)
- Trainer: Formulary management workshop: Hormuz Grand Hotel **Muscat-Oman** (Dec 28, 2017)
- Trainer: Gulf Mini Diploma - Workshop-II: PEs: from theory to practice. Hormuz Grand Hotel **Muscat-Oman** (Dec 30, 2017)
- Trainer: PEs Academy- Oncology- Workshop-II: PEs: from theory to practice. Intercontinental Hotel Amman-Jordan (Jan 4, 2018)

- Trainer: PEs Academy- Oncology- Workshop-III: PEs: Design and modeling. Fermont Hotel Amman-Jordan (Feb 17, 2018)
- Speaker: Basics of healthcare financing and budgeting- Cost effectiveness in retinal diseases workshop for Iraqi healthcare professionals. Crown Plaza-**Beirut-Lebanon** (Feb 23, 2018)
- Speaker: Why do we need health economics? Cost effectiveness in retinal diseases workshop for Iraqi healthcare professionals. Crown Plaza-**Beirut-Lebanon** (Feb 23, 2018)
- Speaker: Dubai International Pharmaceutical & Technology Conference & Exhibition (DUPHAT) **2018- 27 February - 1 March 2018** Dubai International Convention and Exhibition Centre, **Dubai – UAE** Fundamentals of PharmacoEconomics (March 1, 2018).
- Trainer: Economic Evaluation for Healthcare Programs for RA physicians in Oman. Crown Plaza Hotel **Muscat-Oman** (May 12, 2018)
- Lecturer: Communication skills: patients as an example for Royal Medical Services pharmacists Amman-Jordan (June 26, 2018)
- Role player: As payer negotiator 1- HTA committee 2- Tender committee. Aimovig Payer Optimization workshop. Media Rotana Hotel – **Dubai - UAE** (July 23-25, 2018)
- Lecturer: Role of pharmacists Communication skills in improving quality of life of diabetic patients NCDEG -Amman, Oct 27, 2018
- Trainer: Introduction to PharmcoEconomics" Abbvie Internal training. **Jeddah-Saudi Arabia**, Nov 17, 2018
- Speaker: Jordanian experience in healthcare financing. The Moroccan Society of Economic evaluations of health technologies (Societe Marocaine de l'Economie des Produits de Santé SMEPS) 6th Annual Meeting of Pharmacoepidemiology and PharmacoEconomics, **Rabat Morocco**, Nov 29-30, 2018
- Panelist: Pharmaceutical promotion awareness and legality. 2nd Global forum for Marketing of Halal Pharmaceuticals, Princess Sumaya University for Technology-Amman-Jordan, Dec 5, 2018
- Speaker: PharmcoEconomics Applications in Hospitals. Boehringer Ingelheim Value Summit. Fairmont Hotel Amman. Dec 7, 2018

International 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, 2006, Philadelphia-USA: Value in Health, Vol. 9, Issue 3, PHP18:A149 (published-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 International Meeting, June 2012, Washington-USA: Value in Health, Vol. 15, Issue 4, PCV 109: published in ISPOR Digest
15. IMPLICATIONS OF EXTERNAL PRICE REFERENCING OF PHARMACEUTICALS IN MIDDLE EAST COUNTRIES. VALUE IN HEALTH ISPOR 18th European Congress, Nov 2014, Milano-Italy, PHP 25 Volume: 17, Issue: 7, Pages: A409-A409. Published in ISPOR Digest

16. PharmacoEconomics education in WHO Eastern Mediterranean region. ISPOR 20th Annual International Meeting, May 2015, Philadelphia-USA: Value in Health, PRM 136: published in ISPOR Digest

17. Statin Selection in Qatar Based on Multi-Indication Pharmacotherapeutic Multi-Criteria Scoring, and Clinician Preference. ISPOR 21th Annual International Meeting, May 2016, Washington DC-USA: Value in Health, A 56: published in ISPOR Digest

Selected attended training courses and scientific forums:

- HTA MENA Forum (**WHO-EMRO**): **Dubai - UAE**, Sept 17-18, 2018

-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 by Bayer

- "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, 2: Austria-2016
3: Barcelona-2018
- 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, Sports (Football & Squash-1979-2014)
Gymnasium (2001-present)

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