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Marketing
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Education

Ph.D., University of Mississippi, 1991.
Marketing

M.B.A., Ball State University, 1983.
International Business

B.S., King Abdul Aziz University, 1979.
Business Administration

Academic Experience

Director, Small Business Institute, University of St. Thomas. (September 2003 - Present).

Professor of Marketing, University of St. Thomas. (September 2002 - Present).

Professor of Marketing, James Madison University. (August 2001 - August 2002).

Zane Showker Professor Entrepreneurship and Director of the Center for
Entrepreneurship, James Madison University. (March 2000 - August 2002).

Associate Professor of Marketing, James Madison University. (1998 - August 2001).

Associate Professor, Department of Marketing and Management, University of
Wisconsin - Eau Claire. (August 1994 - August 1995).

Assistant Professor, Department of Marketing and Management, University of Wisconsin
- Eau Claire. (August 1989 - August 1994).

Professional Experience

Marketing Communications Manager, National Commercial Bank. (1995 - 1998).

TEACHING

Teaching Experience

University of St. Thomas, Opus College of Business

MKTG 430, Marketing Management

Directed Student Learning

Master's Thesis Committee Chair. (2014).

Undergraduate Honors Thesis. (December 2013).

RESEARCH

Peer Reviewed Journal Articles

Malshe, Avinash and Jamal Al-Khatib (2017). "A repertoire of marketers' trust building strategies within the sales-marketing interface" *Journal of Personal Selling & Sales Management*. Volume 37, 2017 - Issue 3

Malshe, Avinash, Al-Khatib, J; Friend, S; and Al-Habib, M (2017). Strategic and operational alignment of sales-marketing interfaces: Dual paths within SME configurations" *Industrial Marketing Management*. Volume 66, October 2017. .Pages 145-158

Robertson, C, Jamal Al-Khatib, Naima Bogari, and Yasser Al-Khatib (2016). "Perceptions of Country Brands in Trade and Tourism: Antecedents and Consequences from Latin America and the Middle East," *The Journal of Business Inquiry*. Volume 15, Issue 2, 85-99.

Al-Khatib, J. A., Al-Habib, M. (2016). "The ethical profile of global marketing negotiators," *Business Ethics: A European Review*. Volume 25. Issue 2. Pp 172-186.

Robertson, C., Al-Khatib, J. A., Abdulkader, M. (2013). A cross-national analysis of corporate citizenship: Saudi Arabia vs the United States. *Journal of Managerial Issues*, 25(3), 284-298.

Malshe, A., Al-Hhabib, M., Al-Torkistani, H., Al-Khatib, J. A. (2013). Challenges to sales force transformation in emerging markets. *Journal of Strategic Marketing*, 21(4), 347-367. dx.doi.org/10.1080/0965254X.2013.790471

Saud, M., Al-Khatib, J. A., Seban, S. (2012). Corporate social responsibility among Saudi Arabian firms: An empirical investigation. *Journal of Applied Business Research*, 28(5), 1049-1058.

- Alexander, D., Sailors, J. J., Al-Khatib, J. A., Al-Habib, M. I. (2012). The effect of near-vs-distant-future mindsets on socially responsible investors' mutual fund preferences. *Journal of Financial Services Marketing*, 17(1), 67-79.
- Malshe, A., Al-Khatib, J. A., Al-Habib, M., Shaza, E. (2012). Exploration of sales-marketing interface nuances in Saudi Arabia. *Journal of Business Research*, 65, 1119-1125.
- Al-Khatib, J. A., Malshe, A., Sailors, J. J., Clark, I. (2011). The impact of deceitful tendencies, relativism and opportunism on the negotiation tactics: a comparative study of U.S. and Belgian managers. *European Journal of Marketing*, 45(1/2), 133-152.
- Malshe, A., Al-Khatib, J. A., Sailors, J. J. (2010). Business to business negotiations: The role of deceit, relativism, and opportunism. *Journal of Business-to-Business Marketing*, 17(2), 173-207.
- Rexeisen, R. J., Al-Khatib, J. A. (2009). Assurance of learning and study abroad: A case study. *Journal of Teaching in International Business*, 20(3), 192-207.
- Grzeskowiak, S., Al-Khatib, J. A. (2009). Does morality explain opportunism in marketing channel negotiations? The moderating role of trust. *International Journal of Retail and Distribution Management*, 37(2), 142-160.
- Al-Khatib, J. A., Malshe, A., Abdukader, M. (2008). Perceptions of unethical negotiation tactics: A comparative study of U.S. and Saudi managers. *International Business Review*, 17(1), 78-102.
- Al-Khatib, J. A., Vollmers, S., Liu, Y. (2007). Business to business negotiations in China. *Journal of Business and Industrial Marketing*, 22(2), 84-96.
- Vitell, S., Al-Khatib, J. A., Singh, J., Clark III, I. (2007). The role of moral intensity & personal moral philosophies in the ethical decision making of marketers: A cross-cultural comparison of China & the United States. *Journal of International Marketing*, 15(2), 86-112.
- Rawwas, M., Konishi, K., Kamise, S., Al-Khatib, J. A. (2007). Japanese distribution system the impact of newly designed collaborations on wholesalers' performance. *Industrial Marketing Management*, 37, 104-115.
- Rawwas, M., Swaidan, Z., Al-Khatib, J. A. (2006). Does religion matter? A comparative study of the ethical beliefs of marketing students of religious and secular universities in Japan. *Journal of Business Ethics*, 65, 69-86.
- Al-Khatib, J. A., Rawwas, M., Swidan, Z., Rexeisen, R. J. (2006). The ethical challenges of global business-to-business negotiations an empirical investigation of developing

- countries' marketing managers. *Journal of Marketing Theory and Practice*, 13(5), 46-60.
- Al-Khatib, J. A., Stanton, A., Rawwas, M. (2005). Ethical segmentation of consumers in developing countries: A comparative analysis. *International Marketing Review*, 25(2).
- Al-Khatib, J. A., Rexeisen, R. J., Vitell, S., Rawwas, M. (2005). Inter-country differences of consumer ethics in Arab countries. *International Business Review*, 14(4), 495-516.
- Rawwas, M., Struton, D., Al-Khatib, J. A. (2005). Sources of pre- versus post-purchase perceptions in service settings: A comparative analysis. *Journal of Customer Behavior*, 4(3).
- Rawwas, M., Al-Khatib, J. A., Vitell, S. J. (2004). Academic dishonesty: A cross-cultural comparison of U.S and Chinese marketing students. *Journal of Marketing Education*, 26(1), 89-100.
- Swaidan, Z., Rawwas, M., Al-Khatib, J. A. (2004). Consumer ethics: Moral ideologies and ethical beliefs of a micro-culture in the U.S. *International Business Review*, 13(6), 749-761.
- Al-Khatib, J. A., Rawwas, M., Vitell, S. J. (2004). Organizational ethics in developing countries: A comparative analysis. *Journal of Business Ethics*.
- Al-Khatib, J. A., Obertson, C., Lascu, D. (2004). Post-communism consumers' ethics: The case of Romanian consumers. *Journal of Business Ethics*, 54, 81-95.
- Vitell, S., Paolillo, J., Baker, A., Al-Khatib, J. A., Rawass, M. (2003). Ethical judgments and intentions: a multinational study of marketing professionals. *Business Ethics: A European Review*, 12(2).
- Al-Khatib, J. A., Robertson, C., Stanton, A., Vitell, S. (2002). Business ethics in the Arab-gulf states. *International Business Review*, 11(1).
- Al-Khatib, J. A., Al-Habib, M. (2002). The relationship between Arab values and work beliefs: An exploratory examination. *Thunderbird International Business Review*, 44(5).

Peer Reviewed Journal Articles under Review

Alexander David, Jamal Al-Khatib, Najah Salamah and Naeima Bogari (2018). "Business Culture's Influence on Managers' Ethical Ideologies and Judgment: An Eight-Country Study. JMTP

Presentations

- Malshe, A., Krush, M., Al-Khatib, J. A., "Strategic important of marketing planning capabilities: A perspective from Saudi Arabia," Academy of Marketing World Marketing Congress, Lima, Peru. (August 2014).
- Al-Khatib, J. A., National Economy: Opportunities and Challenges, "Determinants of SME success in emerging markets," Faculty of Economics and Administration's Conference, Jeddah, Saudi Arabia. (April 24, 2014).
- Al-Khatib, J. A., Robertson, C., Al-Khateeb, Y., Bogari, N., Local Responses to Global Challenges: Lessons from Small Economies, "Perceptions of country brands in trade and tourism: Antecedents and consequences from Latin America and the Middle East," Business Association of Latin American Studies, North West, Mt. Hope, Trinidad and Tobago. (April 12, 2014).
- Al-Khatib, J. A., Bogari, N., Salama, N., "The impact of manager's ethical position on their perceptions of unethical negotiation tactics: A multi-country analysis," Association of Global Business Conference, Newport Beach, California. (November 17, 2011).
- Al-Khatib, J. A., Al-Habib, M., "Identifying the Traits of Entrepreneurs in University Setting: An empirical examination of Saudi Arabian Universities' students," International Business Research Conference, Dubai, United Arab Emirates. (April 28, 2011).
- Al-Khatib, J. A., Rasheed, M. A., Malshe, A., Lundsten, L. L., "The effects of infrastructural and information-related factors on the performance of SMEs in developing countries," International Academy of Business and Public Administration Annual Conference, Dallas, Texas. (April 2009).
- Hashmi, Al-Khatib, J. A., Abu-Sedrah, Zarmadini, "Applying the Euro convergence criteria to GCC countries," Academy of International Business -US Southwest Chapter, Orlando, Florida. (2004).
- Stanton, S. D., Stanton, W. W., Al-Khatib, J. A., "The Role of Student Attitudes and Behaviors toward Group Projects," Society for Marketing Advances Conference, St. Petersburg, Florida. (November 2004).
- Al-Khatib, J. A., Sullivan, R., Vollmers, S., "Negotiating with Russian Executives: The Role of Morality," Association of Global Business Conference, Cancun, Mexico. (August 2004).
- Al-Khatib, J. A., Vollmers, S., Liu, Y., "The Impact of Chinese Managers Preferred Ethical Ideologies on their Perception of Unethical Negotiation Tactic," Hawaii International Conference on Business, Honolulu, Hawaii. (February 2004).

Al-Khatib, J. A., Stanton, A., "Ethical Segmentations of Developing Countries Consumers: The Influence of Opportunism and Machiavellianism," AMA - American Marketing Association Winter Educators' Conference, Orlando, Florida. (2003).

Al-Khatib, J. A., Rawwas, M., Vitell, S. J., "Work-Related Ethics in Developing Countries Organizations: An Empirical Investigation," AMS Academy of Marketing Science, Washington, District of Columbia. (2003).

Non-Peer Reviewed Journal Articles

Robertson, C., Al-Khatib, J. A., Al-Khatib, Y., Bogari, N. (in press). Perceptions of country brands in trade and tourism: Antecedents and consequences from latin america and the middle east. *To appear in The Journal of Business Inquiry*.

Krush, M., Malshe, A., Al-Khatib, J. A., Al-Jomaih, K., Katoua, H. (2014). Value creation within the sales-marketing interface: The varied approaches to integration. *Journal of Selling*, 14(2), 6-19.

Al-Khatib, J. A., Stanton, A., Claiborne, C., Swaidan, Z. (2005). The impact of television viewership on consumers' materialism and quality of life perceptions: An empirical examination. 2(1), 99-111.

Other Non-Peer Reviewed Scholarly Work

Presentations

Al-Khatib, J. A., "Does ethical orientation determines managers' perceptions of unethical negotiation tactics: An eight country study," OCB Faculty Research Symposium, Minneapolis, Minnesota. (April 2013).

Contracts, Grants and Sponsored Research

Grant

Al-Khatib, Jamal A, Sponsored by OCB Summer Research Grant. (2017)

Al-Khatib, Jamal A, Sponsored by OCB Summer Research Grant. (2016)

Al-Khatib, Jamal A, Sponsored by OCB Summer Research Grant. (2015)

Al-Khatib, Jamal A, Sponsored by OCB Summer Research Grant. (2012)

Al-Khatib, Jamal A, Sponsored by OCB Summer Research Grant. (2006)

Al-Khatib, Jamal A, Sponsored by OCB Summer Research Grant. (2005)

Al-Khatib, Jamal A, Sponsored by OCB Summer Research Grant. (2004)

SERVICE

Department Service

Participant, MKTG - Assessment of Learning in Marketing Management (2015 - Present).

Committee Chair, Promotion Committee (2015 - Present).

MKTG Teaching Peer Reviews (2012 - Present).

Committee Member, MKTG Dept Promotion Reviews (2010 - Present).

Committee Chair, SBI - Small Business Institute (2007 - Present).

College Service

Committee Member, UST Evaluation, Tenure & Promotion Committee (2010 - Present).

Director, Small Business Institute (2007 - Present).

Committee Chair, Peer Review Teaching Committee for Dr. Avinash Malshe (2016)

Committee Chair, Promotion Committee for Dr. Avinash Malshe (2017)

Committee Chair, Promotion Committee for Dr. Christopher Michaelson (2017)

Committee Chair, Academic Integrity Hearing Committee (2009).

Committee Member, Peer Review Teaching Committee for Sunil Mohanty (2009).

Committee Chair, Chair, Third Year Review Committee (2007).

Committee Member, Curriculum Committee (2007).

Committee Chair, MKTG Department's Limited Term Faculty Search Committee (2007).

Committee Member, OCB Research Committee (2007).

University Service

Committee Member, OCB International MBA Committee. (2007).

Professional Service

Reviewer, Ad Hoc Reviewer, Journal Article, Business Ethics: A European Review (2016 - Present).

Reviewer, Ad Hoc Reviewer, Journal Article, Industrial Marketing Management (2016 - Present).

Editorial Review Board Member, Journal of Administrative Sciences (2016 - Present).

Reviewer, Journal Article, Business Ethics: A European Review (2011 - Present).

Reviewer, Journal Article, Journal of Cross-Cultural Management (2011 - Present).

Reviewer, Conference Paper, Academy of Marketing Science (2010 - Present).

Reviewer, Ad Hoc Reviewer, International Marketing Review (2010 - Present).

Reviewer, Journal Article, European Journal of Marketing (2007 - Present).

Editorial Review Board Member, Industrial Marketing Management (2007 - Present).

Reviewer, Journal Article, Journal of Business Ethics (2007 - Present).

Reviewer, Journal Article, Industrial Marketing Management (2007).

Professional Memberships

AMA - American Marketing Association.

SBI- Small Business Institute.