



## Curriculum Vitae

### Personal information

Title / First name / Surname	<b>Prof. Zohar Ben-Asher</b>		
Contact Address	2, Hamarva Street, Binyamina 30500, ISRAEL		
Telephones	+972-4-6181145	Mobile:	+972-54-6848845
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E-mails	<a href="mailto:zohar@ben-asher.com">zohar@ben-asher.com</a>	<a href="mailto:zohar@eu-crf.net">zohar@eu-crf.net</a>	<a href="mailto:zohar@abc-strategy.com">zohar@abc-strategy.com</a>
Nationality	Israeli		
Date of birth	21 <sup>st</sup> March, 1946		
Gender	Male		

### Occupational Expertise

**Management & Organisation Development and Strategy; Research Planning & Management; Economic Planning; International Trade; Research Funding; Academic & Educational Strategic Planning & Implementation of International Ranking Improvement; National Educational Systems.**

### Work experience

Dates	2009 --
Name and address of employer	<b>Institute of Biology, University of Copenhagen</b> , Copenhagen, Denmark
Occupation or position held	Senior Consultant, Research Funding & Academic Strategy
Main activities and responsibilities	Planning & implementation of participation in extra-budgetary (mainly EU) funded research projects; assessment and advice to the management on academic performance of the academic staff and the institute in general; initiating academic-industrial programmes
Type of business or sector	Academic Institution
Dates	2002 --
Name and address of employer	<b>European Centre for Research &amp; Financing Ltd. (EuCRF)</b> , Binyamina, Israel
Occupation or position held	Chief Scientist & Academic Director
Main activities and responsibilities	Planning, developing and managing research projects & scientific consortia; Leading research activities in the areas of socio-economic impact & assessment; financing aspects in research & development; gender issues in R&D; dissemination, exploitation & commercialisation of research results, etc.; directing projects of improving institutional academic ranking and assessment of institutional and staff performance, planning & internationalisation of universities and their non-governmental R&D funding (adaptation of degrees, setting innovative programmes, etc.). Planning & establishment of Universities (e.g., in Uganda) and assisting national educational authorities in planning the national educational system (e.g., in Mali);
Type of business or sector	Research & Financing; Academic / Research Institutional Strategy for Performance & Scientific Excellence; R&D funding.

## Work experience Continued

Dates	2006 --
Name and address of employer	<b>ABC Strategic Management &amp; Research</b> , London, UK
Occupation or position held	Co-Founder & Joint Scientific Director
Main activities and responsibilities	Planning & managing corporate & organisational strategic projects; setting corporate policies; preparation & implementation of negotiations & decision-making; advising on contractual issues; managing strategic research, etc.
Type of business or sector	Strategic Planning & Management; Strategic Research; Corporate & Organisational Strategies
Dates	1998-2003
Name and address of employer	<b>Textology (EU) Ltd. &amp; Ontology Ltd.</b> (subsidiary – 100%), London, UK & Tel-Aviv, Israel
Occupation or position held	Co-Founder; Chief Business & CFO
Main activities and responsibilities	General Management & Business Development; Managing European Projects (e.g., "NEWS" – IST Knowledge Management Project).
Type of business or sector	ICT Advanced Technology – NLP, Knowledge Management
Dates	1998-2003
Name and address of employer	<b>AssaOr Advanced Technologies Ltd.</b> , Herzlia, Israel
Occupation or position held	Strategic Advisor
Main activities and responsibilities	Planning corporate development policies including organisational structure, M&A and alliances
Type of business or sector	ICT Advanced Technology
Dates	1996-1998
Name and address of employer	<b>The State of Israel</b> (service was not entered)
Occupation or position held	Representative to the European Union for Scientific & Technological Development & Cooperation (elected post)
Main activities and responsibilities	Executive supervision of the Bilateral Science & Technology Agreement between Israel and the European Union, including the development of joint Israeli-European R&D projects and enhancement of contacts between European and Israeli industrial & academic organisations and representation of Israel in such matters at the EU agencies
Type of business or sector	Diplomatic, Research, International co-operation
Dates	1991-1996
Name and address of employer	<b>Asian Business Consultants</b> , Tel-Aviv, Israel
Occupation or position held	President; Senior Consultant on Business Strategy & development
Main activities and responsibilities	Strategic management, economic development & investment assessment; project management in market penetration & business establishment; market assessment & target-Market studies; industrial projects; strategic and organisational consulting; selecting strategic partners, managing feasibility & investment studies, conducting negotiations, etc.; preparation of background materials on economic co-operation, etc.
Type of business or sector	Business Consulting; Strategic Planning
Dates	1985-1991
Name and address of employer	<b>EISP Education &amp; Information Systems Planning</b> , London, UK & Brussels, Belgium
Occupation or position held	Vice Chairman and member of the Managing Board; Senior Consultant; 1988-91 - Managing Director
Main activities and responsibilities	Managing of international projects in management, organisation & strategic planning; setting & managing regional, national & international projects, e.g., establishment of national educational systems (e.g., computerisation of national educational systems, Malawi; planning and designing of teacher training systems, Kenya, Indonesia & Denmark; establishing national research council, Tanzania; etc.); planning & managing of technology transfer programmes & research dissemination; socio-economic impact assessment, etc. Since 1991 on occasional basis only
Type of business or sector	International Co-operation Consulting; Educational & Strategic Planning

## Work experience | Continued

Dates	1982 --
Name and address of employer	<b>Self employed</b>
Occupation or position held	Independent Consultant
Main activities and responsibilities	Independent Consultant to international & national corporations, international organisations & governmental agencies (Europe, Asia, Americas) on management, organisational & business development and policies & projects, etc.
Type of business or sector	Independent Consultant on Business & Strategic Planning
Dates	1981-1984
Name and address of employer	<b>The London International School of Business Sciences (ISBS)</b> , London, UK
Occupation or position held	Dean of School, Head, Division of Organisational Behaviour & Business and Economic Development (member of the Institute's Board of Directors)
Main activities and responsibilities	General management of all academic and business activities of the School & the Division (as a Profit Centre) and overall responsibility for c. 200 academic & administrative staff.
Type of business or sector	Higher Education
Dates	1981--
Name and address of employer	<b>World class universities and colleges</b> (e.g., Shenkar International MBA Programme, Tel-Aviv University, the Open University, Centre of Far Eastern Studies, Rutgers University, University of Hong Kong, etc.)
Occupation or position held	Lecturer / Professor at various academic institutions
Main activities and responsibilities	Academic teaching & research (including administrative functions)
Type of business or sector	Higher Education

## Education and training

Dates	1996-2000
Degree / Qualification	Non-Degree Studies
Principal subjects covered	European & Constitutional Law
Name and type of organisation / Institution	University of London, UK
Dates	1982-84
Degree / Qualification	Ph.D.
Principal subjects covered	Behavioural Sciences (Economic & Organisational Strategy)
Name and type of organisation / Institution	Columbia (Pacific) University, USA
Thesis or Qualification work(s)	<i>Economic Decision-Making in Developing Economies – Eastern Europe &amp; China</i>
Dates	1977-79
Degree / Qualification	Ph.D. Studies & Thesis work
Principal subjects covered	Economics & Sociology
Name and type of organisation / Institution	University of London, UK.
Thesis or Qualification work(s)	<i>Accumulation, Distribution &amp; Incentives in Ideologically-Laden Developing Economies – Eastern Europe &amp; China</i>
Dates	1976-77
Degree / Qualification	MA
Principal subjects covered	Political Science & Public Administration
Name and type of organisation / Institution	University of Chicago, USA.
Thesis or Qualification work(s)	<i>Chinese Cultural Influences on the Political and the Administrative System</i>

## Education and training

## Continued

Dates	1975/76
Degree / Qualification	Chinese Language - Summer Intensive Courses
Principal subjects covered	Chinese Language & Culture
Name and type of organisation / Institution	Middlebury College, USA.
Dates	1974-76
Degree / Qualification	Ph.D. Coursework & Qualification works
Principal subjects covered	Political Science & Public Administration & Management
Name and type of organisation / Institution	University of Chicago, USA
Thesis or Qualification work(s)	(1) <i>Bureaucracy, Organisation &amp; Political Change</i> (2) <i>Religious Education &amp; Coalition Building in the State of Israel, 1948-1976</i>
Dates	1970-71
Degree / Qualification	MA
Principal subjects covered	Chinese Philosophy & Language
Name and type of organisation / Institution	Tel-Aviv University, Israel
Thesis or Qualification work(s)	<i>Maoism as a Synthesis Between Ancient Chinese Philosophy (mainly Fa- Jia) and Marxism</i>
Dates	1968-70
Degree / Qualification	BA Studies
Principal subjects covered	Chinese Philosophy & Language
Name and type of organisation / Institution	Tel-Aviv University, Israel

## Relevant Courses Taught & Research Areas

Economic & Business Strategy and Policy	Economic & Developmental Policy Formulation
Problems in Economic Development	Organisational Culture, Management & Decision-making
Investment Policy and Management	Developing Economies
International Marketing Strategy & Market Development	Higher Education Restructuring
Business, Business Cultures, Decision- making & Organisational Structures in Asia	Markets, Politics and Economics in China & South East Asia
Educational Management	Economy, Society
and Politics in Tertiary Education	Consumer Behaviour
Educational Systems Planning & Development	Gender Distribution
	Social Access & Participation

## Membership in Editorial Bodies

2014 --	Member, the International Editorial Board, <i>Business, Management &amp; Education</i>
2012 --	Member, the Editorial Advisory Review Board, <i>IGI Global</i> Publishers

## Public & Activities

1997-2000	Lay Judge, The Tel-Aviv District Labour Court
1991-1996	Member, the Executive Committee, Israel-Asia Chamber of Commerce
1988-2002	Member, The Israeli Economic Advisory Council, Tel-Aviv
1982-1996	Consultant on China, Institute of Third World Studies, Manchester
1978 --	Fellow, Royal Society (Asia), London

## Languages skills and competences

**Mother tongue(s)** English, Hebrew

**Other language(s)** Chinese, Spanish, French, German

Level	Listening	Speaking	Reading	Writing
Chinese	Good	Fair	Fair	Fair
Spanish	Good	Fair	Good	Fair
French	Good	Fair	Good	Fair
German	Good	Fair	Good	Fair

## Publications (partial list)

- 2013 (Editor) - *HELM - Harmonised European Land Monitoring: Findings and Recommendations of the HELM Project*, The HELM Project, Tel-Aviv, Israel (ISBN 978-965-92202-0-5)
- 2013 "Societal Implications", pp. 22-25 in Ben-Asher, Z (ed.), *HELM - Harmonised European Land Monitoring: Findings and Recommendations of the HELM Project*, The HELM Project, Tel-Aviv, Israel; ISBN 978-965-92202-0-5
- 2013 "Gender Differences in Buyer-Seller Negotiations: Emotion-Regulation Strategies" (with Gulcimen Yurtsever, Toros University, Mersin, Turkey; Berrin Ozyurt, Yaşar University, Izmir, Turkey) in *Social Behavior and Personality, An international journal*; Vol. 41, No. 4, pp. 569-576
- 2013 "Gender differences in buyer-seller negotiations: Misrepresentation of information" (with Gulcimen Yurtsever, Toros University, Mersin, Turkey) in *African Journal of Business Management*; Vol. 7(12), pp. 976-979
- 2010 "From e-Learning to e-Education: Goals, Strategic assessment and Implications" in Tzanavari A. & N. Tsapatsoulis (eds.), *Affective, Interactive and Cognitive Methods for E-Learning Design: Creating an Optimal Education Experience*, IGI Global Publishers, New York
- 2006 "NEWS: Bringing Semantic Web Technologies into News Agencies" (with N Fernandez, JM Blazquez, JA Fiteus, L Sanchez, M Sintek, A Bernardi, M Fuentes, A Marrara), *Proceedings of the 5th International Semantic Web Conference, ISWC 2006*, Springer, LNCS 4273, pp. 778-791, Athens, Georgia, USA
- 2004 *Didn't They Do Well? (Gender & Information Society)* – Presentation at the 2004 IST Conference, Den Hague (the Netherlands)
- 2003 *Society & Gender: From "War of Sexes" to all-Social Co-operation* – Monograph
- 1996 *Japan Since 1945: The Rise of an Economic Superpower – Book Review for the Journal of Asian Studies (American Association of Asian Studies, Ann Arbor, Michigan), Vol. 53, No. 4 November; pp. 142-145*
- 1996 *Asian Money Markets - Book Review for the Journal of Asian Studies (American Association of Asian Studies, Ann Arbor, Michigan), Vol. 53, No. 1 February; pp. 128-130*
- 1995 *Policy Making, Management and Education - A Comparative Analysis of NIEs – EU (Presentation)*
- 1991 *Philosophical & Practical Approaches To Organisation & Management in China - Centre of Asian Studies, University of Hong Kong (Presentation)*
- 1990 *Dictionary of Economics & Business (Massada) - Scientific Editor [Hebrew]*
- 1990 'National Liberation', *Educational Reflections, Vol. XII, pp. 94-115 [Hebrew]*
- 1989 'The Israeli Declaration of Independence - Textual Analysis' in Adan, S. (ed.), *The Declaration of Independence - Actual Implications* (Tel-Aviv, Education & Culture Press), pp. 41-60 [Hebrew]
- 1987 'National Identity, Economic Performance & Educational Policies', *Educational Reflections, Vol. X, pp. 204-220 [Hebrew]*
- 1984 *Personality & Social Character: An Outline for a Theory of Manipulation / Monograph; Copenhagen, Royal Danish School of Education*

## Publications (partial list) | Continued

- 1981 'Multi-Cultural Identity', *Social Research Quarterly*, No. 27/34, pp. 179-202.
- 1980 'Ideology & Economic Systems - a Psycho-Sociological Approach', *Annual Congress, Israeli Sociological Association*, February (Presentation)
- 1980 'The Political Economy of Development: A Theoretical Framework' in *Crossroads Journal of International Dynamics & Social Change*, Vol. II, No. 5 (Winter), pp. 69-100
- 1977 'On Humanities & Social Sciences – A Remark', *Social Research Quarterly*, No. 12/19 (Summer), pp. 247-50
- 1976 'Theoretical Setting of Chinese Foreign Policy as a Behavioural Pattern' in *International Problems*, Vol. XV, No. 1-2 (Spring), pp. 134-147
- 1976 'Maoism, Marxism & Ancient Chinese Political Thought' in *The 3rd International Congress of Human Sciences in Asia & North Africa*, Mexico City, August (Presentation)