

Farrokh Moshiri

Farrokhmo@netzero.com

EDUCATION

MBA	University of California, Riverside	1994
ABD	Political Science, Northwestern University.	1987
	Passed Doctoral qualifying Exams in 1987, withdrew from the program in 1989	
MA	Political Science University of Kansas, Lawrence	1983
BA	Political Science & History University of Kansas, Lawrence	1982
	Certificate of Completion, Regular and Masters Level	2001
	RadioShack Corporation's Management Training program at	&
	Answers University in Fort Worth Texas.	2004
	Certificate of Course Completion Allied School of Real Estate	2010
	(Principles of Real Estate, Practice of Real Estate and Real Estate Finance)	
	California Real Estate Salesperson License issued	2011

Teaching Experience

California State University, Channel Islands 01/2012

Lecturer

Courses Taught

MGMT/Psych 424, Organizational Behavior. This course draws from management, psychology, sociology, anthropology, and social psychology to discuss organizational efficiency and individual performance.

DeVry University 01/2010-
(Pomona, Colton and Alhambra campuses)

Visiting Faculty

Courses taught

Laws 310. The legal Environment of Business. This course is similar to a business law class and discusses topics such as contracts, anti-trust and monopoly laws, the tort and criminal judicial systems and related topics.

Bus 115, Introduction to Business and Technology. This course is designed to introduce the student to the environment of business. This is a BLENDED course with a significant online portion.

Bus 312, Economics, This course introduces the students to the foundations of economic thinking and discusses both macroeconomics and microeconomic. This is a BLENDED course with a significant online portion.

MGMT 303 Principles of Management. This course is designed to introduce the student to the art and science of management. This is a BLENDED course with a significant online portion.

University of California, Riverside

01/2008-present

Lecturer

Courses taught:

Business 100, Management Writing and Communication. This course covers effective methods of written and oral communications in business and discusses the emerging trends of intercultural management and team work. Most students are juniors and seniors. I have developed a book specifically designed for this course: Management Communication: An Anthology which is now in its second edition.

Business 100W, Management Writing and Communication. This course is a variant of Business 100. As such, while it covers effective methods of written and oral communications in business and discusses the emerging trends of intercultural management and team work; its emphasis is on revising business prose.

Students have substantial writing requirements and workshops are offered to help students with their writing

Most students are juniors and seniors. I have developed a book specifically designed for this course: Management Communication: An Anthology which is now in its second edition.

Business 107, Organizational Behavior. This course draws from management, psychology, sociology, anthropology, and social psychology to discuss organizational efficiency and individual performance.

Business 109, Business Strategies and Policies. This is a capstone course which is required for all graduating seniors. This course focuses on strategy formulation for companies and integrates various management fields such as finance, marketing, human resources and the like.

Business 103, Marketing & Distribution Management

Most students are juniors and seniors. Basic marketing, advertising, and distribution concepts are covered. I require the students to work in teams and write a marketing plan paper for this class.

Business 198- Individual Internship Report. This course is taken remotely by students in UCDC program in Washington DC and other cities as well as students on campus. Students write papers which compare and contrast models drawn from management studies with their experience as interns.

Business 143 Judgment and Decision Making. This is an elective course which is open to all business majors. Various approaches to decision making and typical biases are discussed.

DeVry University
(Long Beach Campus)

10/96 to 3/98

Adjunct Faculty in Business.

Taught all levels of students. Courses included Introduction to Business, Principles of Management, Strategic Management, logistics, etc..

- Received excellent teaching evaluations.

University of California, Riverside

03/93-to 6/94

Graduate Teaching Assistant

Business 184, Business Strategies and Policies

Northwestern University

9-84 to 6-89

Lecturer (last position) Instructor, Senior Teaching Fellow and, Graduate Teaching Assistant in Political Science

Courses Taught:

Middle East Politics, Introduction to International Relations, Conflict Theory With Application to Middle East.

Courses for which I served as Assistant:

Introduction to Comparative Politics, International Relations and American Government.

Management and Marketing Work Experience

RadioShack Corporation

10/96 to 01/2008

Senior Manager, also served as Manager, Assistant Manager and Sales Associate. I managed four RadioShack stores with around a million dollar in volume. My duties included supervising a staff of up to 8 employees including at some locations an Assistant Manager, training and developing the employees, recruitment, setting and achieving sales and profit goals, merchandising and inventory management, scheduling and reviewing employees.

- Received numerous awards including the prestigious Leaders Club for excellence in management of sales and profits.
- Successfully completed regular and Masters' management programs at RadioShack's Answers University in Fort Worth, Texas.

University of California, Riverside

6/94 to 6/96

Membership & Marketing Director: Office of Alumni & Parent Relations

Managed two separate areas of Alumni Relations, membership & marketing.

- In the membership area, I designed and conducted direct membership drives to increase the number of alumni. In the marketing area, I worked with our partner vendors such as MBNA America to increase the revenue from non-dues programs.
- During my tenure, our membership revenues surpassed larger programs such as UC Irvine and San Diego.
- I pushed for and largely created the first UCR's Alumni Website which was then the second UC system website.
- I managed Alumni Career Services and worked very closely with other departments on campus regarding career services.

Additional skills/Achievements

Books:

Management Communication: An Anthology. 2012. Upgraded and expanded Revised 2nd ed. San Diego: Cognella. See www.cognella.com

Revolutions of the Late Twentieth Century . Boulder: West view Press: 1991. (eds. With T.R. Gurr and Jack. A Goldstone.

State and Social Revolution in Iran : A Theoretical Perspective. N. Y: Peter Lang: 1985.

Articles

Moshiri, Farrokh , Social Media: A Revolution in Managerial Communication. In **Management Communication: An Anthology.** 2012. Revised 2nd ed. San Diego:

Cognella. See www.cognella.com

Moshiri, Farrokh , and Ghamami, Omid (2010, March). "Achieving Competitive Advantage Through Supply Chain Management published in Proceedings of the 12th annual conference of the *Global Business Development*" CD 23-28

"Oil & War: A Question of National Interest
The Possible Impacts of US-Iran Military Confrontation On The Oil Prices & The US Economy". *International Journal of Global Business Development, Vol.1 .2 2009*

Awards

Teaching Excellence Recognition Certificate from DeVry Pomona Metro **2011**
Pomona Metro includes campuses in Pomona, Colton, Alhambra, Anaheim, Long Beach, and Irvine.

Software

QuickBooks (completed training seminar) Microsoft Office including Microsoft Publisher (hold certificate of course completion), eCollege and Blackboard

Languages:

Fluent in Farsi (Persian)

Licenses

California Real Estate Salesperson's license issued in 2011