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POSTGRADUATE STUDIES & RESEARCH

مكتب نائب رئيس الجامعة لشئون الدراسات العليا

الصورة الشخصية	محمد هانى بهى الدين موسى	الاسم
	Mohamed Hany Bahey Eldin Moussa	Name
	MHB. Moussa	الاسم المستخدم في النشر العلمي
	استاذ غير متفرغ	الوظيفة الحالية وجهة العمل
	دكتوراه – جامعة حلوان- مصر	الدرجة العلمية ( اسم الجامعة والدولة)
الأدارة الفندقية		التخصص العام
التسويق و التسعير		التخصص الدقيق
<a href="mailto:drhanyoussa@yahoo.com">drhanyoussa@yahoo.com</a> - <a href="mailto:mohamed.hany@fth@helwan.edu.eg">mohamed.hany@fth@helwan.edu.eg</a>		البريد الإلكتروني
دكتوراه- البورد الأمريكى		المؤهلات العلمية
<p>Objective Experience Curriculum Vitae- career development</p> <ul style="list-style-type: none"> <li>• 1979–1980 Pizza Baffo Restaurant, Parista International. Bar Waiter</li> <li>• Only within the first six month of occupation promoted to a Bar Tender.</li> <li>• 1984-1985 Instructor</li> <li>• The American Hotel and Motel Association, Michigan University, Ismailia premises.</li> <li>• 1985–1990 Universal Electronic Multi-national Company, Egypt. Sales and Marketing Manager</li> <li>• Increased regional sales 23% during first year of Employment.</li> <li>• Introduction of new products and market segments during second and third year of employment, Sales increase of 42%.</li> <li>• Expanded sale to include mass-market accounts. Sales doubled during fourth year of employment</li> <li>• 1990–1991 The Allied Forces, Saudi Arabia Chief of Logistics, the Allied Forces.</li> <li>• Achieved honors certificate signed by Royal Prince Sultan Ben Abdul-Aziz, , Chief of Allied Forces. • 1991-1995</li> <li>• ICITA Multi –national Company, Egypt. Sales and Marketing Director</li> <li>• Expanded territorial sales by 40% during first year of employment.</li> </ul>		السيرة الذاتية

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<ul style="list-style-type: none"><li>● Received Company's highest sales award four years in row.</li><li>● Developed Excellence in sales training courses.</li><li>● 1995–2001 Faculty of Tourism and Hotel Management Assistant lecturer</li><li>● -Lecturer assistant (1995). -Coordinator of the American Hotel and Motel Association program in Helwann University (1996). Coordinator and executive of the Faculty Participation of the International Youth and Sports Exhibition, (1996) and (1997). Coordinator and executive, the Republic of Yemen Training Program, Ministry of Foreign affairs in coordination with the Faculty of tourism and Hotel Management, Hewan University (1997). Coordinator of the Tourism Guidance Techniques Program , George Washington University (USA) in cooperation with Helwan University (Egypt), Beet Lahm University (Palestinian Authority), Ammon University (Jordan). ● -Lecturer of Hotel Management (1998).</li><li>● -Teaching Pluck, the American Hotel and Motel Association, (1998).</li><li>● -Director of the Educational Program of the American Hotel and Motel Association in Helwan University, (1999).</li><li>● -Member, Board of director, Productive unit of the Faculty of Tourism and Hotel Management, Helwan University (1999). ● -Manager of the Hotel of the Faculty of Tourism and Hotel Management (1999)</li><li>● -Member of The Green Hotel Association, USA, The Lodging research Association, England, and The NRA, USA, (1999).</li><li>● -Affiliate member of HCIMA, England</li><li>● -Designer of Syllabus for Faculty of tourism and Hotel Management in Abha (Saudi Arabia), Baisan (Bahrain), Kabous University (Oman) (2000).</li><li>● -Lecturer and coordinator of AMOUN vocational training programs, Egypt ● 2000. -National Advisor, The National Skill Standard Program (NSSP), The Federation of Tourism Chambers in cooperation with The AFBA, The AH&amp;MA, the IHA, the Egyptian Social Fund Program and the British Vocational Program (2001)</li></ul>	
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### POSTGRADUATE STUDIES & RESEARCH مكتب نائب رئيس الجامعة لشئون الدراسات العليا

- -Participating in designing, data collection on training needs assessment, sectors segmentation, nomination and assessment of trainers and modules setting.
- -Staff Member Pluck, the American Hotel and Motel Association, (2000). • 2001–2002 Glion management school, Hurghada campus
- Assistant Professor Lecturer of hotel management. • 2002–2003 IMI- Lucerne Hospitality institute, Hurghada campus.
- Assistant Professor Lecturer of hotel management and student counselor. • 2003–2004 IMI- Lucerne Hospitality institute, Hurghada campus.
- Acting Academic Dean 2004-2005 campus. IMI- Lucerne Hospitality institute, Hurghada
- Acting Head- Egyptian Section 2005-2010.... Chamber of hotels, Human resources sector.
- Consultant Trainer (Training Hotels General managers and corporate executives),
- 2007 Head of Hotel Department,, FTH, Helwan University 2008 till 2022
- Technical Advising Consultant, Chamber of hotels, Human resources unit.
- 2006-2008 • General Manager, FTH Hotel, Helwan University
- 2009.... Consultant to the Ministry of Interior Affairs- Club management Sector.
- 2010 2010 • Head- reciprocal program- Americana - FTH.
- • Local Expert, TVET (Technical and Vocational Education and Training). 2010
- 2011 Technical Advisor, ETF- Europe joint project with TVET Egypt.
- 2012 Full Professor, elected Head of Hotel Department , FTH, Helwan University
- Head- reciprocal program- Americana-FTH.
- 2013 • Chief coordinator-IGH –FTH cooperation program.
- 2014 • Chief coordinator, Burger King reciprocal program.
- 2014 • Founder and FTH representative, Misr Elkeir-FTH Protocol
- 2015 • Visiting Scholar, Purdue University, U.S.A. • 2016 • Key expert- Team leader – "Developing and implementing training courses for Tourism existing workforce in Egypt", a

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co-funded project between the European community and the Government of Egypt.

Education 1979 London Business Institute

- Professional course of Hotel Management. • 1984
- B.Sc. Faculty of Tourism and Hotel Management, Hotel Management Department.
- 1986-1987 • Master Preparatory, Faculty of Tourism and Hotel Management, Helwan University.
- 1992 Master Degree, Hotel Management, Faculty of Tourism and Hotel Management, Helwan University.
- 1993 PhD pre-requisite, Faculty of Tourism and Hotel Management, Helwan University
- 1996-1998 Twenty four Instructor certificates covering the following educational areas:
  - Food and Beverage Management
  - Food and Beverage Service.
  - Food and Beverage Production
  - Sales and Advertising.
  - Strategic Marketing.
  - Introduction to Hospitality
  - Supervision and Human Resources Development.
  - Housekeeping Management
  - Computers in Hospitality
  - Front Office management.
  - Sanitation Management.
  - Resort Management and Development.
- 1998 • Pluck of teaching AH&MA.
- 1998 • Certificate of the WTO crash course. • 1999 • Laussane Hotel School Crash Course Certificate
- 2000 • Staff Member Pluck, AH&MA
- 2002 • Staff Member Pluck 2, AH&MA • 2009
- IDI training course on managerial skills

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<p>. • 2011 • IDI training course on Human Resources Management</p> <p>• 2013 • ILO training, Egypt Publications Four English books covering areas of: Food Service and Control, Beverage Service and Control, Hospitality Design and Planning and Front Office Operations and Procedures (available on Amazon Book Store- Google). Two English Books on: Modern Management and Strategic Planning and Management (Available on EUROPE ETF) Two Arabic Books covering the areas of: Food and Beverage service, and Hospitality Design and Equipment. Twenty one research papers ( of which 2 are q2 and 1 is q1) published in Egypt, Bahrain, Syria and Italy, Turkey, Greece, Switzerland and USA in HMTI, Cornell HRAQ, Tourism Today, JHTR and Akademik Gida. Computer Skills Professional use of the following programs. ----- Other Activities Windows 3.1, 3.11, 95, 98 ,00, 10,11 and 2007 Office All Versions up to 2019 PowerPoint All versions up to 2019 SPSS all versions up to 27. His (Hospitality Information System) PMS ( Property management system) Inn Vision (Hospitality application) Chef's Demo (Hospitality Application) Protel (Hospitality Application) ProMaster (Hospitality Application) Comsis (Hospitality Application) Fidelio all versions Opera /On quo Lectured in Hotel Management in the following Events and Places: ----- Hace International Exhibition, 1997, 1998, 1999. Alson Higher Institute of Hotel Management 1998-2001</p>	
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Cairo Higher Institute of Hotel Management 2000-2001  
Saquara Higher Institute of Hotel Management 2000-2001.  
Sheraton Higher Institute of Hotel Management 1999-2000  
Batran Higher Institute of Hotel Management 1999-2000  
Cairo University, Fayoum Branch 2000-2002.  
Ain Shams University, Free Studies Program 2000-2001.  
Ministry of Foreign Affairs, The Common Wealth States development program- trainer and coordinator 1997-2004.  
Ministry of Foreign Affairs, Coordinator and lecturer of Advertising, sales and Marketing training programs and courses for Government Official candidates of Uzbekistan, Latvia, Bella Russia ,Lithonia and - Ukraine . Ministry of Defense.  
Coordinator of hospitality programs in Defense Management Academy 2000-2012.  
Suez Canal University, Ismailia Branch 1999-2001.  
IMI-Lucerne and Glion Schools of Hospitality management crash course, Hurghada.  
Development and Implementation of training programs in marketing and pre and post sale customer care, Digital computers (Taiwan),  
Universal Electronic , Meridian hotels and ICITA multinational (Egypt).  
Development and Implementation of training programs of conversion graduates project, Ministry of Tourism in cooperation with the Faculty of Tourism and Hotel Management 1999-2006. Consultant of Minister of Defense, Military clubs and hotels 2000-2010.  
Consultant of Minister of Interior Affairs for clubs and hotels 2004 2012..  
Other Hospitality institutes: IIII, ILI, LBI, ACA and ACI.  
Consultant representative- Ministry of Higher Education- NFQ- European Council.  
Senior local consultant – TVET Project, European Council.  
Trainings Conducted • Hotels  
• Four Seasons (First Residence and New Cairo) hotels.  
• Kempeniski hotels (Soma bay and Cairo).  
• Stigenbrger Hotels ( Hurghada and Gouna).  
• Helnan Hotels ( Hurghada and Alexandria).

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- Shiphherd Hotels.
- Novotel Hotels (Airport and down town)
- Sofitel Hotels (Guiza and Maadi).
- Safir Hotels (Hurghada and Cairo) .
- Fairmont hotels (Cairo and Guiza).
- Faiz Hakemy Hotels (Cairo and Damascus).
- Azur Hotels (Alexandria and Hurghada).
- Hilton Hotels, Egypt ( Hurghada ,Sharm and Cairo). • Mariott Hotels, Egypt (Cairo and New Cairo).
- Sunrise Hotel Chain, Egypt (Hurghada and Makadi Bay).
- Grand Hayatt hotel, (Cairo).
- Grand Hotel Chain (Hurghada and Makadi Bay).
- Sonesta hotels, (Cairo and Sharm El Sheikh).
- Conrad hotels, (Cairo and Sharm El Sheikh).
- Iberotel hotels executives (Hurghada and Sharm El Sheikh).
- Savoy Group (Sharm El Sheikh).
- Coral Sea (British First choice affiliated) Group, (Shar El Sheikh).
- Stella Di Mare Group, (Cairo, Sokhna and Shar El Sheikh).
- Mercure Hotels (Cairo and Alexandria).
- Jaz Hotels, (Cairo and Shar El Sheikh, Hurghada, North Coast).
- Intercontinental Pyramids Park, (Cairo).
- Cocord Hotels (Cairo and Sharm El-shekh) • Island View ( Sharm El-shekh)
- Jebry Group (80 Ethnic Restaurants - Jordan).
- Ministries, associations and Organizations
- Ministry of Tourism executive committees, Egypt.
- Ministry of Interior executives, Egypt.
- Ministry of Defense executives, Egypt.

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- Ministry of Foreign Affairs executives, Egypt.
- Ministry of Health executives, Egypt.
- Egyptian Aviation Authority EAA executives, Egypt. • NSGB and CIB International Banks, Egypt.
- Bisan Institute for management, Kingdom of Bahrain.
- Jebry Holdings, Jordan.
- National Company for drilling and petrol excavation, Sultanate of Oman.
- Royal Army of Oman- Sultanate of Oman.
- National Company for drilling and petrol excavation, Saudi Arabia.
- Arab Youth Hostels Organization.
- ERNST catering company, Egyptian railways. Trainings Introduced
- Advanced Leadership.
- Strategic Management.
- Negotiation skills.
- Conflict Management.
- Handling Complaints.
- Handling difficult people.
- Budgeting and Budgetary Controls
- Modern Management Quantum Theory.
- Modern Management Complex Theory.
- Team Building via Emotional Intelligence.
- Time Management.
- Interpersonal and Intrapersonal communication.
- Digital Performance Appraisal.
- Emotional Intelligence Quotient.
- Mental Sales.
- Supply Chain Management.

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<ul style="list-style-type: none"><li>• Innovation and Creativity.</li><li>• Cost and Revenue management</li><li>• Yield Management</li><li>• Finance for non financials.</li><li>• Technical Hospitality Departmental trainings.</li><li>• AH&amp;LA certification courses.</li><li>• MBA certification courses.</li></ul>	
24 papers of which 2 are q2 and 1 is q1, most of which published in Europe and the US as earlier mentioned	الابحاث المنشورة
	الجوائز