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**EDUCATION**

**In industrial engineering**Sharif null-yesr-char-null-yesr-char  
**Ph.D In industerial engineering**Sharif university of technology 1999-2006  
 **In Industerial engineering**Sharif university of technology 1993-1997

**PUBLICATIONS**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **406** | **10** | **24** | **4** | **1** |
| Citations | h-Index | Article | Conference | Book |

***Articles***

**1.** Development of Rural Entrepreneurship by Using the Capacities of the Social Insurance Fund of Farmers, Villagers and Nomads of Iran Based on Social Businesses. Akrami Arani Hossein, Zafarain Reza, Padash Zive Hamid (2023)., Journal of Entrepreneurship & Innovation Researches, 2(2).  
  
**2.** Familiness and Its Role in the Internationalization of Family Firms. Ziaei Khatooni Roya, Zafarain Reza, Tassavori Misagh (2022)., industrial management perspective, 11(47), 39-61.  
  
**3.** human resource capabilities in uncertain environment. Zafarain Reza, Tassavori Misagh, [] [], Mohammadi Elyasi Ghanbar (2021)., INTERNATIONAL JOURNAL OF HUMAN RESOURCE MANAGEMENT, 32(17).  
  
**4.** Development of international market information in emerging economy family SMEs: The role of participative governance. Zafarain Reza, Tassavori Misagh, Yong Eng Teck, Demirbag Mehmet (2020)., JOURNAL OF SMALL BUSINESS MANAGEMENT, 2020(2020), 1-30.  
  
**5.** The effect of Entrepreneurship's training package on creativity & self confidence in preschools. زهره عزیزی, Safari nia Majid, Alipour Ahmed, Zafarain Reza (2019)., Entrepreneurship Development, 12(2).  
  
**6.** recognizing input challenges of BDSPs in Iran.. Torabi Jela, Mohammadi Elyasi Ghanbar, soleimani golamreza, Zafarain Reza (2018)., Entrepreneurship Development, 11(2).  
  
**7.** Internal social capital and international firm performance in emerging market family firms The mediating role of participative governance. Tassavori Misagh, Zafarain Reza, Yong Eng Teck (2018)., International Small Business Journal-Researching Entrepreneurship, 20(0266-2426), 1-24.  
  
**8.** recognizing the sources and methods of entrepreneurs learning. Mohammadi Elyasi Ghanbar, Zafarain Reza, Mafi Beharh (2016)., Journal of Business Intelligence Management Studies, 8(2), 100-120.  
  
**9.** Entering the base of the pyramid market in India. Tassavori Misagh, N.ghauri Pervez, Zafarain Reza (2016)., INTERNATIONAL MARKETING REVIEW, 33(4), 555-579.  
  
**10.** An exploratory study of international opportunity identification among family firms. Zafarain Reza, Yong Eng Teck, Tassavori Misagh (2016)., International Business Review, 25(1), 333-345.  
  
**11.** Explanation the Role of the Personal, Environmental and System Factors on the Success of Entrepreneurship Electronic Learning in University of Tehran. Arasti Zahra, Sefidgar Afroz, Zafarain Reza (2015)., Entrepreneurship Development, 8(1), 61-79.  
  
**12.** A Corporate Social Entrepreneurship Approach to Market-Based Poverty Reduction. Zafarain Reza, Tasavori Misagh, N.ghauri Pervez (2015)., EMERGING MARKETS FINANCE AND TRADE, 51(2), 320-334.  
  
**13.** How relational embeddedness affects business performance through trust: empirical research on emerging SMEs. Shahmehr Fatemeh, Khaksar Seysed Mohammad Sadegh, Zafarain Reza, Talebi Kambiz (2015)., international journal of entrepreneurship and small business, 26(1), 61-77.  
  
**14.** The creation view of opportunities at the base of the pyramid. Tasavori Misagh, Zafarain Reza, N.ghauri Pervez (2015)., ENTREPRENEURSHIP AND REGIONAL DEVELOPMENT, 27(1-2), 106-126.  
  
**15.** identifying IT based sport business opportunities. Mohammadkazemi Reza, Zafarain Reza, خدایاری عباس, Javadinia Mehran (2014)., Entrepreneurship Development, 7(22), 95-112.  
  
**16.** Modelling of Organization Innovation through Cognitive Mapping and Beysian Network in Insurance Industry. Mirzaei Rabor Fatemeh, Zafarain Reza, Safari Hossein (2013)., business management perspective, ---(13), 61-78.  
  
**17.** exploring the relationship between networking behavior and entrepreneurial behavior(case study: companies located in science parks). Neghabi Saeed, Zafarain Reza, Yousefi Mohsen, Rezvani Mehran (2013)., Entrepreneurship Development, 4(15), 25-43.  
  
**18.** Alliance entrepreneurship and supply chain performance in Iran Automobile manufacturing industry: proposing and testing a model. Talebi Kambiz, Zafarain Reza, Rezazadeh Arash (2013)., Arth Praband: A Journal Of Economics And Management, 2(2), 2278-0629.  
  
**19.** Determinant factors of growth in SMEs: the case of care industry coating. Sharifi Mohammad, Zafarain Reza, Yadollahi Farsi Jahangir, مجتهدی مریم (2013)., Quarterly Journal of New Economy & Commerce, زمستان 1391 و بهار 92(31-32), 165-192.  
  
**20.** alliance entrepreneurship and supply chain performance in iran's automobile manufacturing industry:proposing and testing a model. Talebi Kambiz, Zafarain Reza, Rezazadeh Arash (2013)., Arth Praband: A Journal Of Economics And Management, 2(2), 33-48.  
  
**21.** The role of network investment on innovation capability( case study: Advanced Industry. Zafarain Reza, Mohammadi Elyasi Ghanbar, Farookhmanesh Taraneh, Movahedi pour Neda (2012)., Entrepreneurship Development, 5(3), 7-26.  
  
**22.** Complaint Management and Suppliers' Engagement in Long-term Relationships: A Conceptual Model based on Fairness Theory. زعفریان طاهره, Zafarain Reza (2012)., Journal of Business and Economic Research, 2(1), 10.  
  
**23.** The Mystery of Entrepreneurship and Innovation. Zafarain Reza, Mohammadi Elyasi Ghanbar, میثاق تصوری (2012)., JOURNAL OF GENERAL MANAGEMENT, 3(37), 84-86.  
  
**24.** A Novel Algorithm for using GA in concept weighting for text mining. Zafarain Reza, زعفریان قاسم, Akhgar Babak, Siddiqi Jawed (2006)., WSEAS Transactions on Computers, 12/5(1109-2750), 2992.

***Books***

**1.** Asbkooh 1. بهروزاذر زهرا, حسین زاده نکیسا, Zafarain Reza, Shahrokhian Nasim, Poorali Farnaz (2017).

***Conferences***

**1.** Identification of obstacles against globalizing iranian Brands. Zafarain Reza, Mohammadkazemi Reza, kandaiee shiva (2020)., 17th international conference of management, 7-9 December, Tehran, Iran.  
  
**2.** Role of familiness in overcoming internationalization challenges of family firms. ضیائی خاتونی رویا, Zafarain Reza, Tassavori Misagh (2020)., 17th international management conferences, 6-8 December, Tehran, Iran.  
  
**3.** Entrepreneurship E Education: Evidence from a Developing country. Jafari Moghadam Saeid, Zafarain Reza, سلام زاده آیدین (2012)., in the International Conference Entrepreneurship Education A Priority for the Higher Education Institutions, 8-9 October, Bucharest, Romania.  
  
**4.** Genetic Mining: Using Genetic Algorithm for Topic based on Concept Distribution. Khalessizadeh Mousa, Zafarain Reza, Nasseri Hadi (2006)., International Enformatika Conference IEC 2006, 29 May-1 December, Berlin, Germany.

**HONORS and AWARDS**

**ACADEMIC POSITIONS**

**COURSES OFFERED**

**Entrepreneurship Opportunity Development  
  
Entrepreneurship Opportunity Development  
  
Entrepreneurship Opportunity Development  
  
Information Technology-based Entrepreneurship  
  
Information Technology-based Entrepreneurship  
  
Information Technology and Corporate Entrepreneurship  
  
Information Technology-based Entrepreneurship  
  
Entrepreneurship Opportunity Development  
  
Entrepreneurship Opportunity Development  
  
Information Technology-based Entrepreneurship  
  
Information Technology-based Entrepreneurship  
  
Entrepreneurship Opportunity Development  
  
Entrepreneurship Opportunity Development**

**LABORATORIES**