





Curriculum vitae

PERSONAL INFORMATION Hasan MAKKAWI



 Bucharest, Romania
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Sex Male | Date of birth 12 Aug 1993 | Nationality Palestinian

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- 2020-2024 **Studies PhD degree in Economics, Business Administration**
Bucharest Academy of Economic Studies (ASE) Bucharest, Romania
 - 2015-2017 **Master of Sustainable Development, Institution Building And Human Resource Development**
Al -Quds University, Abu Dis, Jerusalem (Palestine)
 - 2011-2015 **Bachelor of Finance, Accounting**
Palestinian Ahlia University College, Bethlehem (Palestine)
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WORK EXPERIENCE

- 2023 **IT support employee, customer service and marketing service**
LYONSHIELD s.r.l , Bucharest, Romania
- 2022 **IT support employee, customer service and marketing service**
Quickwitted s.r.l , Bucharest, Romania
- 2018 **Lecturer and Trainer**
AL OFOQ Center, Al -Quds University, Jerusalem, Abu Dis (Palestine)
- 2016 **E-learning Project**
AL OFOQ Youth Development Institution and Ministry of Higher Education, Ramallah (Palestine)
- 2015-2016 **Project Management/ Accountant**
AL OFOQ Youth Development Institution, Ramallah (Palestine)
- 2014-2015 **Trainee**
National Insurance Company, Bethlehem (Palestine)

PERSONAL SKILLS

Mother tongue(s) Arabic

Foreign language(s) English /Romanian

- Communication skills
- Excellent communication and interpersonal skills.
 - High elocution skills.
 - Ability to work in teams.
 - Ability to make decisions.
 - Ability to work under pressure.

- Job-related skills
- Professional communication with clients
 - High ability to persuade
 - Ability to do research and gather information.
 - Mentoring skills (as trainer in AL OFOQ Center in Al -Quds University, I was responsible for the training and induction of new graduates).
 - Ambition and insisting on complete my graduate studies and get a PhD degree in business administration.

- Digital skills
- Excellent at the following programs:
- Accounting Software
 - Bisan systems.
 - SPSS.
 - Arab Program in Accounting.
 - Microsoft office.
 - Special programs

ADDITIONAL INFORMATION

- Researches
- Hasan Makkawi (2024) The Impact of Risk Management Practice on the Business Performance of Insurance Companies in Palestine ,publicat în addleton academic publishers Economics, Management, and Financial Markets, ISSN 1842-3191, eISSN 1938-212X 19(1), 2024, pp. 28–44, (indexat după baza de date internațională: Scopus- and Web of Science, ABI/INFORM Complete, ABI/INFORM Global, Business Source Alumni Edition, Business Source Complete).
https://drive.google.com/file/d/1fWDtSJnmwN1ry_C9IKBP97U5uOTskt-F/view?usp=drive_link
<https://addletonacademicpublishers.com/search-in-emfm/2925-volume-19-1-2024/4625-the-impact-of-risk-management-practice-on-the-business-performance-of-insurance-companies-in-palestine>
 - Hasan Makkawi (2024) Risk Management Practices and Performance of Insurance Companies in Palestine, publicat în addleton academic publishers Economics, Management, and Financial Markets ,ISSN 1842-3191, eISSN 1938-212X 19(1), 2024, pp. 01–25, (indexat după baza de date internațională: Scopus- and Web of Science ,ABI/INFORM Complete, ABI/INFORM Global, Business Source Alumni Editio , Business Source Complete).
 - Hasan Makkawi (2023) The Role of Small and Medium Enterprises in Development in Palestine, Jurnalul „International Journal of Latest Engineering and Management Research (IJLEMR)”, ISSN 2455-4847, Issue 2 /8/february/2023 (India), p. . 41-43 . (indexat după baza de date internațională: google scholar, j-gate, ulrichsweb, copernicus index, cabels, jour, scribd, docstc).
<http://www.ijlemr.com/current%20issue.html>
<http://www.ijlemr.com/papers/volume8-issue02/7-IJLEMR-77725.pdf>
 - Makkawi Hasan (2020) - THE RISK MANAGEMENT ECONOMIC IMPACT IN THE LIGHT OF THE TECHNOLOGICAL DEVELOPMENT. publicat în Carmen Costea (eds) the Euromed Academy of Business, Bucharest, Romania, AMIS 2020, (ISSN (Print): 978-81-

936405-5-5 pp. 490-491. Conference Internationals,

https://simsr.s3.amazonaws.com/Research/Conferences/EuroMed_Compendium.pdf

- Makkawi Hasan ,ARIDAH MAMOUN WALID(2020), IMPROVING RISK MANAGEMENT IN (SMES) INSURANCE COMPANIES AND ADAPTING THEM TO THE CORONA CRISIS . publicat în Catalin Vrabie(eds) the Smart Cities International Conference, 'Spotlight 2030', 8th Edition, Bucharest, Romania, December 3-4th, 2020, (ISBN (Print): 978-606-28-1372-7 (441 pages),pg. 78-89. https://smarteduhub.eu/files/Proceedings/Smart_cities_Orasul_inteligent_2020.pdf

- Makkawi Hasan (2021), THE ROLE OF RISK MANAGEMENT IN INCREASING BUSINESS PERFORMANCE, publicat în Sciendo proceedings of Digital Economy and New Value Creation - 15th International Conference on Business Excellence,(ICBE 2021), (ISSN: 2502-0226; eISBN: 2558-9652), pg. 1054 - 1059., Bucharest University of Economic Studies, Bucharest, Romania, March 18-19th, 2021. Published by Sciendo, De Gruyter, Poland. DOI: 10.2478/picbe-2021-0099 (indexed by ISI – Web of Science). <https://sciendo.com/article/10.2478/picbe-2021-0099> <https://0410q5wt6-y-https-www-webofscience-com.z.e-nformation.ro/wos/woscc/full-record/WOS:000747987000039>

- Makkawi Hasan& Duha SAADEDIN (2021), Risk management in Palestine in the small insurance industry, publicat în Smart Cities International Conference (SCIC) Proceedings,(ISSN:2972-1032; eISBN: 2501-1677), pg. 527 - 532., National School of Political and Administrative Studies SNSPA, Bucharest, Romania,December 9-10th, 2021. Published by SCIC, Romania. (SCIC – RePEc - Research Papers in Economics-Google Scholar-IDEAS,...). <https://www.scrd.eu/index.php/scic/article/view/393>

- Hasan Makkawi (2022),THE ROLE OF INSURANCE COMPANIES IN SUSTAINABILITY AND DISASTER RISK REDUCTION IN PALESTINE , publicat în Alina Mihaela Dima, Elena Rodica Danescu (eds) Fostering recovery through metaverse business modelling – Interdisciplinary Perspectives on an Emerging Paradigm Shift - 5th International Conference on Economics and Social Sciences (ICESS 2022), Bucharest, Romania, 16-17th June, 2022, ISBN (Online): 978-83-67405-07-2), pp. 549-558 . DOI: <https://doi.org/10.24789788367405072-050>(indexed by Scopus, RePEC, zbMATH,...). <https://sciendo.com/chapter/9788367405072/10.2478/9788367405072-050?tab=pdf-preview>

- Hasan Makkawi (2021), THE IMPACT OF RISKS ON INSURANCE COMPANIES IN PALESTINE, Emerging Markets Economics and Business, publicat în proceedings of the 12th International Conference of Doctoral Students and Young Researchers “Emerging Markets Economics and Business. Contributions of Young Researchers.”, (ISBN: 978-606-10-2171-0 , ISSN (print) 2344-6617, ISSN (online) 2601-1840, ISSN-L 2344-6617), pg. 347-344, University of Oradea, Faculty of Economic Sciences, 26th November, 2021, Oradea, Romania. Published by Oradea University Press. <http://steconomiceuoradea.ro/wp/wp-content/uploads/2022/01/Volume-Doctoral-Conference-Oradea-2021.pdf>

- Hasan Makkawi (2023), The Impact of Risk Management and Strategic Planning on Sustainable Business Performance of SMEs: The Case of Palestine, publicat în Sciendo Proceedings of the 17th International Conference on Business Excellence - „New Challenges of the Century. Rethinking Business: Sustainable Leadership in a World VUCA” (ICBE 2023), (eISSN: 2558-9652), 19 pagini, Universitatea de Studii Economice București, București, România, 23-25 martie 2023. Publicat de Sciendo, De Gruyter, Polonia. DOI: (Indexat de ISI - Web of Science) - <https://sciendo.com/journal/PICBE>

- Hasan Makkawi (2023), The Impact of Risk Management on The Sustainability of The Insurance Business, publicat în Sciendo proceedings of the 6th International Conference on Economics and Social Sciences – “Geopolitical perspectives and technological challenges for sustainable growth in the 21st century” (ICESS 2023), (ISSN: 2704-6524), 13 pages, Bucharest University of Economic Studies, Bucharest, Romania, 15-16th June, 2023. Published by Sciendo, De Gruyter, Poland. DOI: (indexed by ISI – Web of Science) <https://sciendo.com/book/>

- Hasan Makkawi (2022), THE ROLE OF SMALL AND MEDIUM ENTERPRISES IN SMART LIFE AND DEVELOPMENT , publicat Smart Cities International Conference (SCIC), 10th Edition (SCIC 2022), The National University of Political Studies and Public Administration, Bucharest, Romania, 2022 - December 8, 9. Published by Smart Cities and Regional Development Journal (SCRD) Journal of E-Technology, . DOI: (SCRD–Journal of E-Technology)

<https://www.smart-edu-hub.eu/scic10>

<https://scrd.eu/index.php/scic/article/view/453>

- Hasan Makkawi (2023), THE ROLE OF SMALL AND MEDIUM ENTERPRISES IN SMART LIFE AND DEVELOPMENT, publicat IJETRM-Journal of Engineering Research & Management ISSN: 2456-9348 Vol-07 Issue 09, September-2023 (India) (indexat după baza de date internațională: google scholar, ROAD – ISSN, Academia.Edu, scribd, Citefactor, Indexcopernicus, ISSN, DRJI, Scientific Indexing Services, Cosmosimpactfactor, Ipindexing, Isindexing, Esjindex, Jifactor, Generalimpactfactor, Mendeley, Directoryofscience, ScientificJournalImpactFactor, I2or

<https://ijetrm.com/issue/?volume=September~2023>

<https://ijetrm.com/issues/files/Sep-2023-02-1693657861-SEP02.pdf>

- Hasan Makkawi (2023), THE IMPACT OF APPLYING CORPORATE GOVERNANCE ON MANAGING RISKS AND PROFITS IN INSURANCE COMPANIES, publicat IJETRM-Journal of Engineering Research & Management ISSN: 2456-9348 Vol-07 Issue 07, July-2023, (India) (indexat după baza de date internațională: google scholar, ROAD – ISSN, Academia.Edu, scribd, Citefactor, Indexcopernicus, ISSN, DRJI, Scientific Indexing Services, Cosmosimpactfactor, Ipindexing, Isindexing, Esjindex, Jifactor, Generalimpactfactor, Mendeley, Directoryofscience, ScientificJournalImpactFactor, I2or

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Hasan Makkawi

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