**MAKHLOUFI LAHCENE** 

Street Imakhloufen Bouandas Setif

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DPP Tradwinds Block D 237 UUM

Sintok 06010, Kedah, Daru Aman, Malaysia (Current)

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 **EDUCATION**

**Ph.D. Assistant researcher 2014- 2017**

Utara University Malaysia UUM

School of Technology Management and Logistics (STML)

**Master of International Business & Management 2010- 2012**

M’sila University Algeria

**Core subjects**

International Strategy Investment and Financial market

Negotiation strategy International finance

Management of international business

**Bachelor of Management of Small & Medium Enterprise (MSMEs) 2006- 2010**

Setif University Algeria

**Paper Publication:**

LAHCENE MAKHLOUFI, Batata Soufiane. Malaysian Experience towards factors attracted the FDI on the macro-economic and local environment perspective. The Fifth International conference on The Foreign Direct Investments and the Future of Industrial Free Zones Export. The Faculty of Economics, Trade and Management Sciences, and Laboratory Performance of Algerian Enterprises. University of Boumerdes 25 and 26 May 2016

**Current paper**

1. LAHCENE MAKHLOUFI; Achour Megullati. The impact of IT resources on sustaining competitive advantage of Malaysian SMEs. Conceptual paper. THE 1ST INTERNATIONAL CONFERENCE ON ISLAM & CONTEMPORARY ISSUES IN THE ISLAMIC WORLD: CHALLENGES & WAY FORWARD (ICIC-2016).Academy of Islamic Studies, University of Malaya Kuala Lumpur, Malaysia 5 - 6 December 2016

2. LAHCENE MAKHLOUFI; Noorulsadiqin Azbiya Binti Yaacob. The relationship between IT capability and employee empowerment on Malaysian SMEs innovativeness: Furniture industry perspective. THE 1ST INTERNATIONAL CONFERENCE ON ISLAM & CONTEMPORARY ISSUES IN THE ISLAMIC WORLD: CHALLENGES & WAY FORWARD (ICIC-2016).Academy of Islamic Studies, University of Malaya Kuala Lumpur, Malaysia 5 - 6 December 2016

3. LAHCENE MAKHLOUFI; Khaled Madekhal. Malaysian Experience in developing SMEs: Lessons and usefulness for Algerian SMEs. The Sixth International conference on economic growth alternatives in the Maghreb countries between the options and alternatives available. El Oued University, Algeria 9-10 November 2016

4. LAHCENE MAKHLOUFI. A review on Information Technology (Resources, capabilities) Adoption, driver factors and SMEs performance: Lessons for Algerian SMEs. International conference on the Management of companies and public administrations in the era of ICT. University of Constantine Algeria 10-11 October 2016

5. LAHCENE MAKHLOUFI. Tahar Mimoune. The Malaysian experience on the SMEs finance toward SMEs performance, International conference on the directions of modern fiscal policy foundation. M’sila University Algeria 14-15 November 2016

6. LAHCENE MAKHLOUFI. The effect of innovation on SMEs performance. The third international conference on the methods of activating the leadership of creativity and innovation in the Algerian institutions in the light of modern management concepts of reality and challenges Gherdaya University Algeria 17-18 October 2016

**WORK EXPERIENCE 2008 – 2011**

My responsibility as a Manager:

Coordination and Negotiation with clients

Coordination and negotiation with suppliers related information for products and quality and price

Searching and controlling on the rare products around themarket

Bills control

**Training**

**El-Khwarizmi School of information and language – Setif- Algeria**

English Intensive language **2007-2008**

French Intensive Language **2009-2010**

**Trade and Industry chamber – Setif- Algeria 2013 – 2014**

Training regarding managing goods in ports

Customs clearance on food commodities in the ports

Settlement of trade disputes with the exports and importers

Foreign Trade development Techniques

**El Mokhetar -Ain Elfouara- Hotel Setif Algeria 2011-2013**

Manager of Front office;

Coordination with customer;

Assistant of senior executive

**Sun Way Hotel Resort Coffee Selangor Malaysia July- August 2015**

Arabic Translator in front office: Duties and responsibilities

Assisting customers about services that provided by hotel Negotiation with Arab customers for

price and quality of service that they want

**Utara University Malaysia 2015**

Language Center Department

**Intensive English Course February-July 2015**

English Language Practice Test

**Utara University Malaysia**

**College of Business 2015- 2016**

Academic writing

Research Methodology

**Research Skills:**

Extensive knowledge of SPSSX

Smart PLS programs

**Skills and Qualifications:**

Basic computing skills (Word, Excel, Power Point)

Microsoft Office, Internet

**Arabic Native,**

**English Advanced**

**French advanced**

**Bahasa Malay Beginner**

Strong general management, negotiation, inter-personal communication and teamwork capabilities

**RESEARCH INTEREST**

Management of Information System (MIS)

Information technology Competitive Advantage (ITCA)

Research Methodologies & Data Analysis

Humane Resource Information System (HRIS)

Management of Small & medium Enterprise (MSMEs)

**TRAINING & WORKSHOP**

PLS SEM (Smart PLS), Northern University of Malaysia 2015

PLS SEM (Smart PLS), University Malaysia, Perlis 2015

SPSS, Northern University of Malaysia 2015