# Babak Ziyae, Ph.D.

Faculty of Entrepreneurship

University of Tehran

Tel (Direct): +98 (21)61119350

email: bziyae@ut.ac.ir

Website:

**EDUCATION**

**Ph.D In Entrepreneurship Management**University Putra Malaysia (UPM) null-yesr-char-null-yesr-char

**PUBLICATIONS**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **6** | **2** | **45** | **22** | **5** |
| Citations | h-Index | Article | Conference | Book |

***Articles***

**1.** Investigating the Factors affecting knowledge transfer and its impact on innovation performance of international strategic alliances of pharmaceutical SMEs. Ziyae Babak, Rezvani Mehran, Ahmadian Yasamin (2021)., entrepreneurship development, 13(4), 601-619.  
  
**2.** Designing a comprehensive model of corporate governance with an open innovation approach in insurance industry. Ziyae Babak (2020)., inovation management in defensive organizations, 3(3), 25-50.  
  
**3.** Exploring the relationship between corporate entrepreneurship and firm performance: the mediating effect of strategic entrepreneurship. Ziyae Babak, Sadeghi Hossein (2020)., Baltic Journal of Management, 15(5).  
  
**4.** Linking strategic entrepreneurship to business growth in Iranian IoT-based companies. Ziyae Babak, Vaghar Mosavi Majid (2020)., KYBERNETES, 50(1).  
  
**5.** The effect of components of university Spin offs companies on the development of university internationalization. Ziyae Babak, Rezvani Mehran, Mobaraki Mohammad Hassan, Tajpour Mahdi (2020)., Iranian Higher Education Quarterly, 11(3).  
  
**6.** Systematic Theoretical FoUndation of Social Trade. Mobaraki Mohammad Hassan, Ziyae Babak, Sakhdari Kamal, Shah Bodaghian Mostapha (2020)., business management perspective, 17(36), 95-115.  
  
**7.** Innovative scenario planning of petrochemical enterprises in the Iranian community. Ziyae Babak (2020)., JOURNAL OF ENTERPRISING COMMUNITIES-PEOPLE AND PLACES IN THE GLOBAL ECONOMY, 14(3), 465-480.  
  
**8.** The Effect of Entrepreneurial Orientation and Electronic Readiness on the Performance of Sport Startups. Ziyae Babak, Toutifar Tehranpour Mohammad Mahdi (2020)., Sport Management, 11(4), 705-721.  
  
**9.** Identifying factors of fitness between business model and entrepreneurial opportunity for effective opportunity exploitation. Yadollahi Farsi Jahangir, Azizi Maryam, Mohammadkazemi Reza, Ziyae Babak (2020)., Journal of Management and Technology, 19(5).  
  
**10.** Explaining the Entrepreneurial Effect of Customer Knowledge Management on Product Innovation of Electronic Businesses. Ziyae Babak, Rezvani Mehran (2019)., JOURNAL OF ORGANISATIONAL STUDIES AND INNOVATION, 6(3), 12-24.  
  
**11.** Internationalization Pattern of the University with the Entrepreneurship Approach(Case Study:Iran’s Top Universities). Ziyae Babak, Rezvani Mehran, Mobaraki Mohammad Hassan, Tajpour Mahdi (2019)., entrepreneurship development, 12(2).  
  
**12.** Conceptual model of strategic entrepreneurship in business based on “internet of thing" (IoT). Ziyae Babak (2019)., Religacion Revista de Ciencias Sociales y Humanidades, 4(15), 142-159.  
  
**13.** Identifying Factors Affecting Employment with a Sustainable Entrepreneurship Approach On the general policies of employment, a statement by the supreme leader. Ziyae Babak (2019)., inovation management in defensive organizations, 2(3), 37-60.  
  
**14.** Examining the role of regional benefits in creating new businesses. Ahmad Poordariyani Mahmood, Dehghani Mohammad, Imanipour Narges, Ziyae Babak (2019)., entrepreneurship development, 11(4), 601-619.  
  
**15.** An Exploration of the Relationship of Entrepreneurial Marketing and Brand Loyalty in Dairy industry. Mohabat Talab Ali, Rezvani Mehran, Ziyae Babak (2018)., Entrepreneurship Development, 11(1), 141-160.  
  
**16.** Presenting a Model of Corporate Entrepreneurship with Corporate Governance Approach. Ziyae Babak (2018)., WORLD JOURNAL OF ENTREPRENEURSHIP MANAGEMENT AND SUSTAINABLE DEVELOPMENT, 14(4), 342-352.  
  
**17.** Investigating the Effect of Brokerage Structural Hole Position on the Formation of Corporate Entrepreneurship in Businesses with Networked Patterns. Vaghar Mosavi Majid, Ziyae Babak (2018)., Journal of Executive Management, 9(18), 13-35.  
  
**18.** Presenting an Entrepreneurial Marketing Network in Small and Medium Sized Enterprises. Ziyae Babak, Rezvani Mehran, Bayati Elaheh (2018)., entrepreneurship development, 10(3), 1-21.  
  
**19.** A Comprehensive Framework of Corporate Strategies Leveraging Open Innovation. Ziyae Babak (2017)., Journal of Service Science and Management, 10(6), 547-558.  
  
**20.** Investigating the Effect of Institutional Factors on the Export performance of Entrepreneurial Businesses. Sadeghi Hossein, Ziyae Babak (2017)., rahbordi, 7(28), 159-178.  
  
**21.** Examining the Effect of Institutional Factors on the Performance of Entrepreneurial Businesses Export (Case Study: Protein Products Exporters). Sadeghi Hossein, Ziyae Babak (2017)., rahbordi, 7(28), 159-178.  
  
**22.** An model of human resource management effect on corporate entrepreneurship. Ziyae Babak (2017)., WORLD JOURNAL OF ENTREPRENEURSHIP MANAGEMENT AND SUSTAINABLE DEVELOPMENT, 12(3), 228-242.  
  
**23.** Investigating the Relationship between Perceived Service Quality and Customer Loyalty with Emphasizing the Mediating Role of Business Image and Customer Trust in Sport Businesses. Ziyae Babak, Toutifar Tehranpour Mohammad Mahdi (2016)., Sport Management, 8(4), 567-583.  
  
**24.** Presenting an Innovation Model in Orange Technology. Ziyae Babak (2016)., Journal of Service Science and Management, 9(5), 433-442.  
  
**25.** Designing a comprehensive model of entrepreneurial university in the science and technology parks. Ziyae Babak, Tajpour Mehdi (2016)., WORLD JOURNAL OF ENTREPRENEURSHIP MANAGEMENT AND SUSTAINABLE DEVELOPMENT, 12(3), 267-290.  
  
**26.** Presenting an Evaluation Model of Human Resource Management’s Effect on Corporate Entrepreneurship. Ziyae Babak (2016)., JOURNAL OF ORGANISATIONAL STUDIES AND INNOVATION, 3(2), 1-15.  
  
**27.** Presenting an innovation model in orange technology. Ziyae Babak (2016)., JOURNAL OF ORGANISATIONAL STUDIES AND INNOVATION, 3(2), 1-15.  
  
**28.** Investigating Factors affecting ambidexterity on organizational Franchizers. Sakhdari Kamal, Ziyae Babak, Joharian Zadeh Fatemeh (2016)., entrepreneurship development, 8(4), 631-648.  
  
**29.** Investigating the Effect of Formal Entrepreneurship Trainings on Entrepreneurial Intention. Ziyae Babak, Vaghar Mosavi Majid (2016)., entrepreneurship development, 9(1), 99-117.  
  
**30.** Human Resource Development: A Model for Agricultural Faculty Members in Iran. Akbari Morteza, Hoseini Seyed Mahmoud, Ziyae Babak (2016)., International Journal of Agricultural Management and Development, 6(2), 131-143.  
  
**31.** The Investigation of Relationship between Brand Trust and Brand Citizenship Behavior with Emphasizing on the Mediating Role of Brand Commitment in the Area of Entrpereneurship. Ziyae Babak (2015)., RSS Feed |Save Records |Printable Version | Recommend | Share Management Researches Articles in Press Current Issue Journal Archive Volume Volume 11 (2018) Issue Issue 39 Volume Volume 10 (2017) Volume Volume 9 (2016) Volume Volume 8 (2015) Volume Volume 7 (2014) Volume Volume 6 (2013) Volume Volume 5 (2012) Volume Volume 4 (2011) The journal of Public Management Researches, 8(29), 27-42.  
  
**32.** The effect of intellectual preperty on entrepreneurial opportunity identification in sport industry. Ziyae Babak, Nahid Mojtaba, Toutifar Tehranpour Mohamad Mehdi (2015)., Sport Management, 7(5), 657-672.  
  
**33.** The Effect of Psychological Capital on Innovation in Information Technology. Ziyae Babak, Mobaraki Mohammad Hassan, Saeeidiyon Mogzgan (2015)., Journal of Global Entrepreneurship Research, 5(1), 11.  
  
**34.** The Effect of Psychological Capital on Organizational Performance Emphasizing on Mediating Role of Innovation in Information Technology (Case in Study: Agriculture Bank Branches in Tehran). Ziyae Babak, Mobaraki Mohammad Hassan, Saeeidiyon Mogzgan (2015)., Innovation Management Journal, 3(4), 77-100.  
  
**35.** investigating of effect of entrepreneurs psychological attributes in economic development(case study:students nat faculty of entrepreuneurship,University of Tehran). Katebipour Mahmoud, Ziyae Babak (2015)., Productivity Management, 8(31), 37-49.  
  
**36.** The Effects of Psychological Capital on Organizational Performance with an Emphasis on the Mediatory Role of Innovation in Information Technology: A Case Study of the Branches of Agriculture Bank in Tehran. Ziyae Babak, Mobaraki Mohammad Hassan, Saeidiun Mojghan (2015)., Innovation Management Journal, 3(4), 77-100.  
  
**37.** The Effect of Self-efficacy on Entrepreneurial Passion with the conscious mind as the mediator. Hadizadeh Elham, Mobaraki Mohammad Hassan, Ziyae Babak, Moghimi Esfandabadi Hossien (2015)., International Journal of Research in Organizational Behavior and Human Resource Management, 3(1), 26-36.  
  
**38.** Simulation Based Evaluating and Improving Performance of a Multi-Echelon Supply Chain Inventory System. Kolahi Ranji Saeid, Hajimolana Mohamad, Sajadi Seyed, Ziyae Babak (2014)., International Journal of Economy, Management and Social Sciences, 3(11), 724-731.  
  
**39.** The Effect of Intellectual Capital on Small and Medium Sized Enterprise (SMEs) Innovation in the Sport Industry (Case Study: Tehran City). Tehran Por Mohamad Mehdi, Ziyae Babak (2014)., entrepreneurship development, 7(2), 231-245.  
  
**40.** The deployment and internationalization speed of e-business in the digital entrepreneurship era. Ziyae Babak, Sajadi Seyed, Mobaraki Mohammad Hassan (2014)., Journal of Global Entrepreneurship Research, 4(1), 15.  
  
**41.** The Effect of psychological capital at university of Tehran Students’ Entrepreneurial Intention. Ziyae Babak (2013)., International Journal of Innovative Research in Management, 8(2), 20-30.  
  
**42.** Presenting a Model for Assesment of Entrepreneurship Education Quality with Emphasizing on Moderationg Role of Teachers Capabilities and Educational Facilities. Ziyae Babak, سیدرسول حسینی, Vaghar Mousavi Majid (2013)., Educational Studies and School, 2(6), 55-77.  
  
**43.** A COMPARATIVE STUDY OF STUDENT’S PSYCHOLOGICAL CAPITAL WHO HAVE ENTREPRENEURIAL EDUCATION AND HAVE NOT ENTREPRENEURIAL EDUCATION CASE (TEHRAN UNIVERSITY FACULTY OF ENTREPRENEURSHIP AND MECHANICS). Ziyae Babak (2013)., International Journal of Management Information Technology and Engineering (Best:IJMITE), 1(1).  
  
**44.** Entrepreneur Training Needs Analysis: Implications On The Entrepreneurial Skills Needed For Successful Entrepreneurs. Ziyae Babak (2011)., International Business & Economics Researh Journal, 10(1).  
  
**45.** Entrepreneurship Engineering: A Structural Perspective at Manufacturing Companies in Yazd City, Iran. Ziyae Babak (2009)., International Journal of Economics and Management, 3(2).

***Books***

**1.** Hidden Humorous Marketing. Ebrahimzadeh Esfahani Mohammad Hossein, Ziyae Babak (2020).  
  
**2.** Customer Relationship Technologies in Contemporary Business. Ziyae Babak, Mahdizadeh Ramazan, Asgharizadeh Majid (2017).  
  
**3.** iranian entrepreneurship. Ziyae Babak, Zali Mohammad Reza (2017).  
  
**4.** iranian entrepreneurship. Ziyae Babak, Zali Mohammad Reza (2017).  
  
**5.** Business Ecosystems(Customer ReLationship Management,Supply Chain Management amd Employee Relationship Management). Ziyae Babak, Sajadi Seyed, Sehat Amir Reza (2016).

***Conferences***

**1.** International Market Entry for Startups. Ziyae Babak (2020)., International Market Entry for Startups, 30 October, Tehran, Iran.  
  
**2.** International Market for Startups. Ziyae Babak (2020)., International Market Entry for Startups, 30 October, Tehran, Iran.  
  
**3.** Internationalization for SMEs. Ziyae Babak (2020)., International Market for SMEs, 22 October, Tehran, Iran.  
  
**4.** Internationalization for SMEs. Ziyae Babak (2020)., International Market for SMEs, 22 October, Tehran, Iran.  
  
**5.** An Introduction To Hidden Humorous Marketing On Virtual Social Networks with entrepreneurial marketing approach. Ziyae Babak, Mohammadkazemi Reza (2019)., 6th National Conference on Management & Humanistic Science Research in Iran, 27 June, Tehran, Iran.  
  
**6.** the Role of Interdisciplinary Fields in the Entrepreneurship Development. Ziyae Babak, Zali Mohammad Reza (2018)., The National Conference of the Role of Interdisciplinary Studies in Scientific and Entrepreneurship Development of Iran, 19 November, Tehran, Iran.  
  
**7.** Investigating the Role of Religion in Improving Human Resource Performance in Entrepreneurial Businesses (Case study: Kavosh Consultants Co.). Sadeghi Hossein, Ziyae Babak, Abedini Zahra (2018)., The 4rd International Conference on Entrepreneurship: Emphasizing Business Environment Improvement (September04-05 2018), 4-5 September, Tehran, IRAN.  
  
**8.** From Value Chain To Value-Creating Ecology : The Next Generation of Business Ecosystems. Ziyae Babak, Arabiyoun Abolghasem (2018)., 4th International Conference on Entrepreneurship,emphasizing Improvement of Business Environment, 4-5 September, Tehran, Iran.  
  
**9.** Digital Business Platform Towards Successful Entrepreneurs: Are We Prepared?. Ziyae Babak (2018)., 4th International Conference on Entrepreneurship,emphasizing Improvement of Business Environment, 4-5 September, Tehran, Iran.  
  
**10.** Re-engineering Corporate Governance with Entrepreneurial Strategies. Ziyae Babak (2017)., 3rd International Conference on Industrial Engineering and Management, 21-22 December, Tehran, Iran.  
  
**11.** Entrepreneurial University. Ziyae Babak (2017)., Third Generation University Workshop: An Ecosystem of Entrepreneurship and Value Creation in the Medical Sciences, 29 August, Tehran, Iran.  
  
**12.** Best practices in the entrepreneurship education for international students at University of Tehran. Ziyae Babak, Rezvani Mehran (2016)., International Entrepreneurship Promotion at Higher Education Institutions, 17-18 November, Leipzig, Germany.  
  
**13.** Best practices in entrepreneurship education for international students at the University of Tehran. Ziyae Babak (2016)., International Entrepreneurship Promotion at Higher Education Institutions, 17-18 November, Leipzig, Germany.  
  
**14.** Technological Innovation. Ziyae Babak (2016)., 3rd International Conference on Entrepreneurship Emphasizing Improvement of Business Environment, 20-21 February, Tehran, Iran.  
  
**15.** Investigation of licensing process in household jobs in the field of e-commerce in the country. Ziyae Babak (2015)., 2nd Conference on Business Environment Improvement, 14 December, Tehran, Iran.  
  
**16.** Open Innovation and SMEs. Ziyae Babak (2015)., Asian productivity Organization (APO) Conference-Observational Study Mission on Innovation and Competitiveness in SMEs, 25-28 August, seoul, South Korea.  
  
**17.** Informal Entrepreneurship and Entrepreneurship Training with Emphasis on the Mediating Role of Entrepreneurial Skills in Learners. Vaghar Mosavi Majid, Ziyae Babak, Dideh khani Hossein (2015)., Fourth National Conference and Third International Conference on Skills and Employment, 7 June, Tehran, Iran.  
  
**18.** Theory of Capital, Interest, and the Time of Eugen von Bohm-Bawerk. Ziyae Babak (2015)., Introduction to the Austrian School, 11 January, Tehran, Iran.  
  
**19.** Innovation in Universities. Ziyae Babak (2014)., Association of the Universities of Asia and the Pacific (AUAP), 15-17 November, Tehran, Iran.  
  
**20.** The Deployment and Internationalization Speed of E-Business in the Digital Entrepreneurship Era. Ziyae Babak, Sajadi Seyed, Mobaraki Mohammad Hassan (2014)., International Conference on Entrepreneurship (ICE2014) Emphasizing Improvement of Business Environment, 23-24 February, Tehran, Iran.  
  
**21.** Third Generation of Universities. Ziyae Babak (2013)., International Workshop on Entrepreneurial University:What It is and What It is not, 6-7 November, İSTANBUL, Turky.  
  
**22.** Corporate Entrepreneurship at U niversity. Ziyae Babak (2013)., Corporate Entrepreneurship, 1 March, Tehran, Iran.

**HONORS and AWARDS**

**The 6th International Festival and Exhibition, University of Tehran** 2016, Tehran, Iran  
  
**5th Festival of University of Tehran Education** 2018, Tehran, Iran

**ACADEMIC POSITIONS**

**COURSES OFFERED**

**Information Technology-based Entrepreneurship  
  
International Entrepreneurship Opportunities  
  
International Entrepreneurship Opportunities  
  
Entrepreneurship and International Communication  
  
Entrepreneurship and International Communication  
  
Information Technology and Corporate Entrepreneurship  
  
Electronic Business  
  
Entrepreneurship and International Communication  
  
Information Technology and Corporate Entrepreneurship  
  
Entrepreneurship and International Communication  
  
Innovation Management and Organizational Technology  
  
Innovation Management and Organizational Technology  
  
International Entrepreneurship Opportunities  
  
Entrepreneurship and International Communication  
  
Entrepreneurship and International Communication  
  
Information Technology and Corporate Entrepreneurship  
  
Innovation Management and Organizational Technology  
  
Innovation Management and Organizational Technology  
  
International Entrepreneurship Opportunities**

**LABORATORIES**