

Heriot-Watt University Dubai Campus

Staff profile

DETAILS	TO BE FILLED IN BY STAFF MEMBER
Name	Mohamed Salama
Designation	Course Director MSc. Strategic Project Management - Dubai
Role (including modules taught)	<p><u>Post Graduate Studies</u> Course Director for Msc. Strategic Project Management in Dubai. Module Leader for the following modules</p> <ol style="list-style-type: none"> 1. Competitive Strategy 2. Project Management 3. Business Research Methods <p>Mentoring SPM- MSc. Students in Dubai Supervising MSc. Dissertations</p> <p><u>Under Graduate Studies</u> Teaching Undergraduate Modules- Module Leader for the following modules</p> <ol style="list-style-type: none"> 1. Strategic Management 2. Operations Management 3. Project Management
Telephone number	3616972
Email address	m.a.salama@hw.ac.uk
School Duties	Responsible for the management and delivery of MSc in Strategic Project Management in Dubai.
Research Interests	<ul style="list-style-type: none"> • The impact of the performance of the economy on construction projects with emphasis on costs. • The implementation of Strategic Project management in various disciplines. • The variation in expectations among different stakeholders in Higher Education. The perception gap between the three main players; the students, the employers and universities.
Academic Biography	<p>Mohamed has 20 years of industrial experience in Project Management, Marketing, Strategy and Mergers & Acquisitions. Mohamed has taken senior management posts in Construction Management, Marketing and Mergers & Acquisitions in ME, Italy and UK over the period 1990 – 2002. He completed BSc (Hons) in Civil Engineering from Cairo University then MBA from Edinburgh Business School and is currently in his final year, writing up his PhD in Construction Project Management in the School of Built Environment - Heriot Watt University.</p> <p>Mohamed has been delivering training workshops for executives over the past decade in the UK, Middle East, and Denmark. In 2005 he was awarded an honorary Associate Professor title by the Chartered Academy in Denmark.</p> <p>Mohamed is a Fellow of the Higher Education Academy (HE) in Scotland and a member of the Project Management Institute PMI (USA), The Chartered Management Institute (CMI in UK), and The Association of Researchers in Construction Management (ARCOM) in the UK.</p> <p>Since 2002, Mohamed has been teaching in The School of Management, The School of Built Environment and The Business School in Heriot watt University in Edinburgh. He lectures in Project Management, Business Strategy, International Trade, Construction Management, Research Methods and Negotiation. He also delivers several modules in Business at Stevenson College in Edinburgh.</p> <p>Over the past 5 years Mohamed has produced over ten published papers. He is interested in research in the areas of Project Management, Strategy and Higher Education. He developed and published a cost model that helps the construction industry for the first time to explicitly embrace the macro-economic variables in estimating costs of buildings. The model was presented to the international ARCOM conference in Birmingham 2006.</p> <p>A list of some other publications by Mohamed can be found on this link</p>

	http://www.arcom.ac.uk/abstractsearch.asp?ToP=&Author=salama&Keywords=&abstract=&journal=ALL
Key publications	<ol style="list-style-type: none"> 1. Salama, M, Kaka, A and Leishman, C (2005) The relationship between the performance of the economy and the cost of construction of educational buildings in Egypt: a preliminary study. <i>In: Khosrowshahi, F (Ed.), 21st Annual ARCOM Conference, 7-9 September 2005, SOAS, University of London. Association of Researchers in Construction Management, Vol. 2, 731-40. http://www.arcom.ac.uk/publications/procs/ar2005-0731-0740_Salama_Kaka_and_Leishman.pdf</i> 2. Salama, M, Kaka, A and Leishman, C (2006) Investigating the effect of macroeconomic variables on the cost of construction of schools in Egypt <i>In: Amaratunga et al (ed) 6TH International post graduate research conference, 6-7 April 2006 Delft, Netherlands</i> 3. Salama, M, AL Sharif, F, Kaka, A and Leishman, C (2006) Cost modelling for standardised design projects. <i>In: Boyd, D (Ed.), 22nd Annual ARCOM Conference, 4-6 September 2006, Birmingham, UK. Association of Researchers in Construction Management, Vol. 1, 531-40. http://www.arcom.ac.uk/publications/procs/ar2006-0621-0631_Salama_et_al.pdf</i> 4. Salama, M., Abd El Aziz, H., El Sawah H. and El Samadony, A (2006) Investigating the criteria for contractor selection and bid evaluation in Egypt. <i>In: Boyd, D (Ed.), 22nd Annual ARCOM Conference, 4-6 September 2006, Birmingham, UK. Association of Researchers in Construction Management, Vol. 1, 275-84. http://www.arcom.ac.uk/publications/procs/ar2006-0531-0540_Salama_et_al.pdf</i> 5. Salama, M, Keogh, W and Tabunshchikova, O (2007) Universities' role in enhancing generic competencies in multicultural students. <i>In: Boyd, D (Ed.), 23rd Annual ARCOM Conference, 3-5 September 2007, Belfast, UK. Association of Researchers in Construction Management, Vol. 1, 275-84. http://www.arcom.ac.uk/publications/procs/ar2007-0275-0284_Salama_Keogh_and_Tabunshchikova.pdf</i> 6. Salama, M, Gardiner, P and Malikappurayil, H (2007) Investigating the main causes of variation in the construction projects in Dubai. <i>In: Huges, W.(Ed) Construction Management and Economics CME25 Conference Proceedings, University of Reading, UK, July 16-18.</i> 7. Salama, M, Keogh, W and Abd El Hamed, M (2008) Investigating the causes of delay within Oil and Gas projects in the U.A.E. . <i>In: Dianty, A (Ed.), 24th Annual ARCOM Conference, 1-3 September 2008, Cardiff, UK. Association of Researchers in Construction Management, Vol. 1, 819-28.</i> 8. Salama, M, Keogh, W and Ahmadi, M S (2008) Investigating the salient factors within the freehold real estate market in Dubai. <i>In: Neilson, Y. (Ed) ACE 2008 Conference Proceedings, Loughborough University, Antalya, Turkey, June 23-25.</i>
Other Interests	<ol style="list-style-type: none"> 1. Organising research seminars for postgraduate students in Dubai. 2. Establishing links with the industry and inviting industrial experts as guest speakers.

* If required, please attach photo as a separate image file.