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Featuring IAPPD's IPO High Level Training Institute HLTI is the leading global cor-

porate training provider and event management organized through offering solutions in all corporate functions ...

As a former psychology teacher and professor bored with the classroom, **Dr. Scott Simmerman** began consulting in performance improvement in 1978 after a teaching...

Featuring IAPPD's CPT

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IAPPD Certified Professionals

We at IAPPD have an invitation for you to join us in an endeavor which is designed to better understand issues affecting engagement and motivation at work, Our invitation to you is to join the us as...

We started with only a few selected members that

have become close friends and still host

with us today. Our team keeps growing and

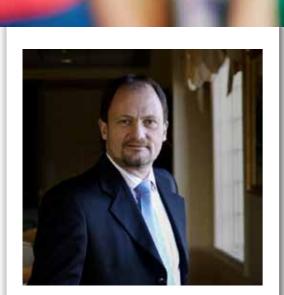
evolving and as we have grown our dedication to our

members grows, I would like to extened a warm

welcome to all IAPPD members.

Thank you for being part of IAPPD

Ali Thiab,ceo



The International Association for People & Performance Development was founded to represent the single body of knowledge in the field of Performance Management, based on two pillars: Academic books, other resources and research findings, as well as providing access to the online Impact of Performance Management questionnaire.

Our aim is to build an international

the perceived impact of performance management. Results will be subject to multivariate analysis whereby we will be able to investigate key issues and themes relating to the impact of performance management on a

PAUL BRIDLE, PRESIDENT

In twenty five years of researching effective organisations and the people that lead them, I know that people are key to the success and long term viability of any business. I would like to welcome all of those who join us on our journey as we develop managers and leaders capable of getting the most out of their people. desk research and a vast database of information on performance management behaviours, derived from an international study of the impact of the practice of performance management. We have two specific requests for you in connection with IAPPD

Professional Interest Body

IAPPD portal features a wide range of resources including articles, white papers, reference material, membership of leaders in the field of performance management and people and performance development thinking, whether they belong to the Human Resource Management function or to different branches of Line Management.

Research Questionnaire The Impact of Performance Management questionnaire has been designed to capture basic

demographic data plus questions on

number of different variables and on different organisational and national levels. It is essential that we quickly achieve a critical mass of completed questionnaires, so that we can start the initial process of analysing results and validating the research instrument, and we welcome your contribution.

Thank you for your interest and your support, and look forward to hearing from you soon.

Yours, Paul Bridle





Written by Fida Al-Americani, CPT

Stop harassing my Talents

after Talent?

As we both stand of the brink of professional despair, corporate and talent start wondering.

Is HE/SHE less talented that we taught? Did HE/SHE initially fool us? Did HE/SHE transform after joining?

No matter what happened, disappointment is the new governing reality.

THE ANSWER IS HIDDEN BUT SIMPLE:

our current performance management system. A performance management system that fails to live up to its role and potential, not measuring what it ought to measure.

A performance management system that focuses on "weaknesses" tough we label them "rooms for

improvement" rather than on strength.

Our performance management system is built on the belief that to help people get better you must measure them against a series of competency bars, point out where they fall short, and then challenge them to jump higher. While this feels

inefficient.

Reality has revealed that in fact improvement but rather in our real strength that are our true areas for growth. My areas of improvements are actually the areas where I will have the least opportunities to grow.

Aren't my strength/ Competencies, the reason why I was initially brought on board as a Talent!

Talent war for Talents identification and attraction is where most corporate financial and intelligence efforts have been going for the last decade in an attempt to harness the corporate ability to groom its human capital base.

We do everything possible to have that Talent see us, like us and join us. When we finally reach the big day and the beloved creature is on-board, our recruitment process claims high prides for succeeding in bring HIM/HER.

A blended journey of investment, creativity and learning then starts, with a conviction mixture of passion, patience and perseverance that the talented fellow will leave an indelible legacy of achievements, commitment and excellence.

It is in that spirit of passionate professionalism so firmly ingrained that it becomes almost intuitive, leaving no room for doubts and proofs, that talented resources are looked up at. So what happens suddenly? What justifies the proved high attrition rate of talented resources?

Why do divorce happen with the much beloved, cared for and looked

A performance management system that is not real in time where lofty goals are expressed to align individual actions with an organization's mission, to help employees learn and grow, to help improve communication and the relationship between employees

practical, and rigorous – even "tough" – it is also depressingly MOST OF THE TIME FEW OF THESE GOALS ARE **ACHIEVED SINCE GOALS THAT WERE FRESH** we do not grow in our areas of AND EXCITING AT THE TIME OF GOALS SETTING **BECAME IRRELEVANT IF NOT OBSOLETE AT APPRAISAL TIME.**

HUMAN RESOURCES

and managers, and to improve the performance of individuals and the organization as a whole.



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High Level Training Institute

Representing IAPPD in Europe was one of strategic steps that HLTI plan to do within its business growth, IAPPD helped us promote professional services to our market, while at the same time maintaining the best quality that our market strives to have... SHPEND IMERI, CEO

High Level Training Institute HLTI is the leading global corporate training provider and event management organizer through offering solutions in all corporate functions with the motto to "Increase your knowledge, skills and competencies".

Our mission is to provide continuous competency upgrade, event management options and wide marketing platform with its top expert training consultants. Through executing a plethora of public, in-house, distance learning programs and event management HLTI helps private and public enterprises respond quickly to industry trends and dynamism by providing with up-to-date knowledge, practices and networking opportunities, conducted by world class expert trainers.

As an institute with offices in Europe (Macedonia) and USA (Montana), we are committed to details and perfect delivery to ensure partner loyalty and client centricity. We have been achieving this through building strong relationships with our corporate clients and like-minded individuals who seek to develop unique experience that goes beyond expectations.

IN-HOUSE Strengthen your knowledge, Skills and competencies

Why HLTI?

HLTI demonstrates your high level achievement of standards in professional knowledge, skills, competencies and best practice in your corporate role:

 Help you earn respect and credibility in your company
 Open more for advancement opportunities
 Increase your salary and earn more than non-certified peers

4. Demonstrate your commitment to your profession
5. Advance your skills and knowledge

6. Represent your personal achievement

7. Build confidence in your own knowledge of the profession

Our Services

1- Public/Open and In-House Training

HLTI offers corporate and professional development training through partnerships with leading academies and institutes globally.

Our huge network of world class expert trainers along with the best training managers in the industry deliver and implement high quality practical corporate trainings for professional development including certified programs in Africa, Asia and Europe. We have grown as an institute especially in the EMEA region through offering wide portfolio of training programs in all corporate functions including Corpo-

Increase **YOU** knowledge, rate Finance/Investments, Leadership/Management, Risk and Auditing, Operations, Project and Planning Management, Supply Chains and Procurement Management, Sales and Marketing, Engineering etc.

2- Public/Open and In-House Event Management

As an event institute we offer 360° event management solutions, we focus in brining world top expert speakers for workshops, seminars and lectures for contemporary issues and topics.

We emphasize on helping and supporting all types of events management and that from finding world class speakers to further creating the whole event program on-site in any location. However, we also help enterprises to create an event in order to generate new business, launching new products into the market, specific promotions educate and enhance your team culture, organize enterprise meetings, managed events and much more. In addition, our institute is strongly supported by professionals in programme development, design, marketing and sales, customer service, hospitality management, delegate registration, sponsorship sales to telemarketing.

Practically we offer you access to the world's best expert speakers with the opportunity to hear contemporary issues and topics in their respective professional fields. Yet, we offer tailored concepts, tools, techniques and other professional aspects to your organization's needs and meet specific expectations.

Advisory Board

Prof. Dr. Josu Takala Prof. Dr. Tauno Kekäle Dr. Yang Liu Dr. Shpend Imeri Dr. Constantinos Alexiou Dr. George Mentz Dr. Ilkka Sillanpää Ali Thiab Dr. Asadullah Saindad Khan Mr. Ioannis Papaconstanti-

European Officess

nou

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- 3-

skills

competencies

and

Tel: +14069244031 Tel: +14062044721 e-mail: info@hlti.org



Dr. Shpend Imeri is the General Manager at High Level Training Institute & IAPPD Europe CEO,

Previously he worked as International Training Consultant at LEORON Professional Development Institute Dubai and several academies as Accreditation Manager.

He was Head of Energy Centre at University

EVN Macedonia and at the same time acted as Councilor at the Municipality of Tetovo for budget control and project manager for energy efficiency. Before that he was Regional Key Account Manager for the same company (EVN Macedonia) and corporate officer at Corporate Banking Division at Stopnaska Banka AD – Member of National Bank of Greece and part time lecturer at FON University.

He holds BA (HONS) in Business Studies majoring in Marketing, MSc in Logistics and Supply Chain Management both from the University of Sheffield, UK and a Doctorate of Science in Management (Quality Management) from University for Peace established by United Nations. Dr. Shpend Imeri holds a visiting professorship at the University of Vaasa and has been invited to provide guest lecturing in many

What do we offer to our cli-

ents as Managed Events?

universities and institutions such as South East University TechPark. His area of research interest include Total Quality Management, Operations Management, Logistics and Supply Chain, Innovation and SME's, Knowledge and IT Management.

Dr. Imeri has published papers in various International Conferences and journals.

y ceo.europe@iappd.ne



BY GEOFF COOK Where the rubber meets the road



My car – a rather smart 4x4, in my opinion -- weighs just under 2.5 tons (laden weight), and the only contact it has with the road is four sections of tyre, each smaller than an A4 page.

Especially at highway speeds, these small but crucial sections of rubber are subject to unbelievable forces and terrifying levels of stress when the car accelerates, corners and brakes, and particularly in emergency situations;

they are the key interface between the to improve the efficiency and effectiveness of this interface, the humble car tyre. Whilst some specialist car tyres are very expensive, other more common ones are quite cheap, and you might draw the analogy between the car tyres and top management and supervisory grades.

IN AN ORGANISATION **managers** at all levels

The people managing 'where the rubber meets the road' are what creates and maintains a positive, motivating environment and drives peak performance and results. And often, so little is invested in research and development of the managers' people and performance development skills.

Managers are frequently promoted because of their technical skills, without any preparation for their vital role 'where the rubber meets the road'. By 'research and development', I mean understanding what good management and good leadership is all about, and giving managers at all levels a sound understanding of what they need to do to drive the performance of their people to high and higher levels, and how they need to go about it. The difference is between knowing and doing.

The People and Performance Development System is designed to develop this important interface, where a company's managers need to raise the game on people and performance development issues, to develop their teams' performance, to use more effective formal and informal performance management, and to enjoy both their jobs and their lives more as a result.



car and reality – they are 'where the rubber meets the road'.

Only today, I was driving behind a one - year - old car which suffered from a blow out and subsequently sheared the whole tyre off the wheel rim. Luckily, the driver managed to bring the car to a halt safely.

Paradoxically, millions of dollars are invested every year in research and development

ARE EFFECTIVELY

WHERE THE RUBBER

MEETS THE ROAD

they are the key interface between the organisation and its people, and they are the key to people and performance development, and the difference between an organisation which performs, and one which truly shines.

Geoff Cook, Mr. Abdul Rahman Saleh & Paul Bridle, 2010

GEOFF COOK ...

Geoff was the late H president of IAPPD Tr till he passed away in si 2013. qi

founded his training company in 1997, having returned to the UK during the previous year, after fourteen years living and working in Europe, South and North East Asia.

He has been involved in Training and Development since 1983, and ran a regional Sales and Marketing Management Training programme for a Swiss multinational in the Pharmaceutical sector, when he was responsible for 1,700 participants in 14 countries, and a small army of local trainers and partner trainers.

In his role, he has worked for clients in a variety of sectors in the public and private sector as well as in education, both in the UK and overseas. He also works with the University of Leicester on the Diploma programmes in Training and Human Resource Management and the Certificate in Training Practice.

Dr. Scott Simmerman

As a former psychology teacher and professor bored with the classroom, Scott Simmerman began consulting in performance improvement in 1978 after a teaching stint at Furman University and a University Teaching Fellow position at The University of North Carolina, Chapel Hill.

He joined Edward J. Feeney Associates and spent several years developing his skills as a consultant working with client organizations including First Chicago, Bell of Pennsylvania, Borden's and a diverse group of other organizations.

After serving as an internal consultant for The Home Silk Shops, a chain of retail fabric stores, Scott accepted their offer to become Human Resources Manager and became more actively involved in the training community.

He was then hired as Senior Vice President of Operations for The Wherehouse, music/video stores based in Los Angeles with operations in 6 states. It was here that his perspective on using training for performance improvement changed as he gained practical experience in implementing organizational development as a business improvement tool.

In 1984 he relocated to the Greenville, South Carolina area and began Performance Management Company as a consulting business with a focus on service quality improvement. He started the Upstate Chapter of the International Customer Service Association and began presenting at ICSA and other international conferences. He was also the chair of the American Society for Quality and was regularly a top-rated presenter at conferences for the Association of Quality and Participation.

His creation of the Square Wheels® One illustration and its impact as a metaphor for "How organizations really work" led to the development of what is now more than 300 illustrations, sold worldwide and packaged in PowerPoint presentations and exercises.

Following the success of Square Wheels®, he became interested in supporting teamwork and collaboration and began publishing PMC's flagship team simulation, The Search for The Lost Dutchman's Gold Mine. Dutchman has become one of the leading team building exercises in the world and has evolved into versions set in a variety of locales and languages such as The Silk Road Adventure (Chinese) and Zipangu (Japanese). One good idea leads to others and he continues to create exceptional team building exercises.

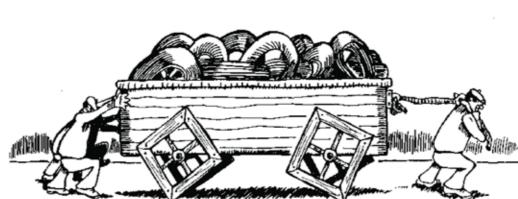


tools.

Since Scott began sharing Square Wheels, he's delivered workshops, retreats and seminars all over the U.S. and in such countries as South Africa, Egypt, Malaysia, Indonesia, Singapore, Hong Kong, Macau, The Philippines, Saudi Arabia, The Netherlands, Denmark, Sweden, Belgium, Mexico, New Zealand, Canada, Japan, Dubai, UAE and South Korea. He enjoys traveling to other countries on other people's funding!

Born in New Jersey in 1948, Scott attended Allegheny College (Meadville, PA), got his Master's Degree in Psychology from Iowa State University and completed his doctorate in Psychology from the University of North Carolina at Chapel Hill. He remains a most avid Tar Heel fan! Scott relaxes while gardening (he's the King of Gladiolas with a developing interest in hybrid Day Lilies), building and reading. He is an accomplished pool player (and a certified billiards instructor for cruise ships), enjoys bike riding, speeding about on his Honda CBR motorcycle, traveling to foreign lands, walking and hiking, all interests he relished passing on to his son and daughter during their growing years.

Who Is Scott Simmerman?



Dr. Scott J. Simmerman is the creator of Square Wheels®, a series of clever illustrations that are extremely effective communications tools and several internationallyknown team building exercises, including his flagship game,

The Search for The Lost Dutchman's Gold Mine.

Performance Management Company expanded into publishing and distributing his materials and actively supports a large network of consultants and trainers. Current clients include a global mix of multinational organizations as well as hundreds of small businesses, schools and universities and independent consultants worldwide.

PMC has contractual arrangements with consulting firms in Japan, China, India, Switzerland, Romania and elsewhere and continues to develop products that meet global needs for organizational development Scott is Managing Partner of Performance Management Company, a consulting company he founded in 1984 focused on customer service and organizational improvement. Over the past 14 years, the focus has shifted to creating, manufacturing and distributing his teambuilding and OD products worldwide and training others to use them effectively.

He is a Certified Professional Facilitator by the International Association of Facilitators and has delivered keynotes and presentations to audiences in over 30 countries.

One of Scott's premises is that if people enjoy a learning experience, they will more readily retain key learning points and he designs his products and presentations to fit this principle.

When he's not presenting, marketing and developing, he is also a frequent writer and contributor to numerous learning groups as well as adjunct professor at Furman University's Center for Corporate and Professional Development. He is a former board member of North American Simulation and Gaming Association (NASAGA).

Consulting and presentation opportunities in dozens of countries have given Scott a base of experience and humor that is both polished and practical. He is always among the top-rated presenters at international conferences based on participant feedback. His presentation skills are exceptional, his approach low-key, and his style is engaging and involving as opposed to lecturing. -6-

Endorsed Programs

NOW IT'S TIME TO MOVE UP THE RANKS

If you have developed your own training materials and delivered your own high quality training workshops, The IAPPD can help you preserve and continue the great efforts you did by evaluating your training against the IAPPD endorsement criteria.

IAPPD endorsement

IAPPD STANDARDS

It is agreed that:

The IAPPD will publish the organization's logo and URL on the IAPPD website, as "Endorsed Learning Provider" ELP of the IAPPD' for their specific programmes.

The IAPPD will Issue the ELP's 'Endorsed Learning Provider" logo.

The IAPPD will provide ELP with IAPPD endorsed certificate for participation to all graduates and according to IAPPD-ELP Fees Structure, ELP will be free to print its logo and/or it's customer's logo on certificates.

The ELP will supply all training programme details, To be reviewed & accredited by IAPPD quality assurance

Translation team. of course materials into local language versions is encouraged where appropriate; a reference copy of these materials must be filed with the IAPPD.

The ELP will maintain a core team of colleagues who are trained and accredited by the IAPPD as Certified Professional Trainer 'CPT' to deliver ELP's endorsed programmes. The ELP will conduct local training programs to the highest quality standards and give brief feedback on each course to the IAPPD when required.

The ELP will circulate the URL for the IAPPD Impact Study to its membership, with an invitation to participate in the study.

ognised benchmark for high quality training programmes. Endorsement accredited that your training programme is professionally designed and delivered to IAPPD standards.

starting with IAPPD

1- Fill in the application form, @ the website

WE ONLY ACCEPT **ELECTRONIC**

is the industry rec-APPLICATION **FORMS**

2- Your application will be evaluated against the IAPPD endorsement criteria.

3- If it meets our standards your organization and programmes will be endorsed after fees are paid.

4-Now it's time to MOVE **UP THE RANKS!!!)**

Yours, IAPPD BOG



GREEN BUSINESS FOR EXCEL-LENCE

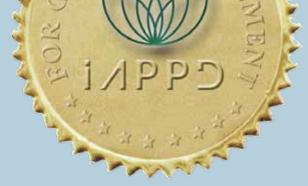
It means green business as the " fourth wave " in management, a visions wave of the future that will be a dominant feature of Business at the twentieth century.

where institutions turn into community service, and will shift its role from exploitation to the service, and melt the border that separates workers from each other, and barriers separating between them and the customer. In the new phase, a new shape will be established for the organization agrees with the new role, concentrates the attention of administrative leadership on workers' health and well-being and satisfaction, and leaders will value honesty, openness and esteem values.

Corporate Social

CORPORATE

Specialist



Responsibility Specialist

The trainee is introduced to the concepts of social responsibility, the standards/criteria governing them, the international organizations that deal with the social responsibility and on a range of practical applications within or outside the organization. The trainee is trained on how to integrate applications of social responsibility in the activities of the organization. Upon completion of the training, the trainee will be capable of managing initiatives directed to the staff within the organization or to the local community.



DONALD AGUMENU

Dr. Donald Cog Senanu Agumenu is IAPPD Africa CEO since 2014 at Ghana, He is an award winning motivational speaker, trainer, an entrepreneur, leadership and management consultant, certified programme planner, editor ,peace ambassador, youth empowerment specialist, and currently

the Director and CEO of Direct Donald has extensively travelled for Leadership Institute-a leadership and training, consultancy and seminar management training institute, Direct Selling and Marketing Association, Ghana and the Regional Editor, Culture Digest International. leadership accorded him a lot of respect through his numerous awards he won Goldfield Access International (GAI).In both in the corporate sector and noncharge of African Market.

facilitations.

leadership accorded him a lot of respect governmental circles. He won many gold medals from GNLD ceo.africa@iappd.net

international, awarded as a Peace Ambassador by the Universal Peace Federation (UN).He recently received Leadership Excellence Award from Rotary International for his contributions towards leadership education in Africa.

CSR

SPECIALIST

1PP'

Management.

CERTIFIED STRATEGIST



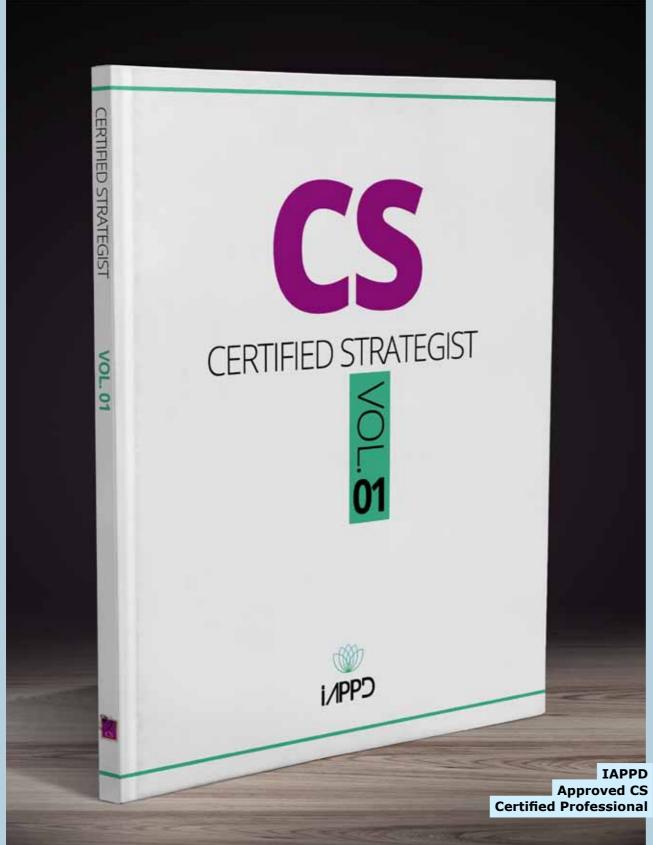
For the first time in the MENA region Trans Jordan Organizing CS Program After attending the CS course you will be able to

Enhance strategic thinking and action in the organization

Lead a futures/foresight exercise in your own organization.

Practical experience + expertise: applicable and from practitioners.

Learn and apply practical tools for trend analysis and scenario planning





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Ali Ahmed	Pakistan
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Bassam Mostafa Aisha	Libya
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Hamam Omer Yousif	Sudan
lyad Jihad Naji Eisa	Jordan
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	Sakhr Suliman Abdelgader Maki	Sudan
D S	Stephen Abormegah	Ghana
h	Tarig Abd Elglil Mohommed Omer	Sudan
	Yosef Yasin Musa Al-Tarawneh	Jordan



RAED Z. DAOUD

Raed Daoud is the IAPPD MENA CEO, Senior Management, HR Consulting & Training professional with over 27 Years of Experience with a focus on providing Consulting & Training Services in Strategic Organizational Areas i.e. Management & HR Consulting,

Strategy Development, Performance Management, OD, OB, Leadership Development, Excellence Models, & Tools & processes needed to successfully Manage HR Functions, including Operational (Tactic) HR i.e. Compensation & Benefits, Recruitment & Selection, & Competency Development

that leads to supporting the Achievement of Strategic Business Results by Linking Human Capital Plans to Business

Key Areas of Expertise: • HR Strategy Development • Strategic Management • Group Standard Manual GSM.

- Performance Management.
 Training & Development.
 Total Rewards Management
 Leadership Development
 Organizational Excellence
 Recruitment/Selection
 Organizational Development
 Change Management.
 HR Policies and Procedures ceomena@iappd net ceo.mena@iappd.net

IMPDIPO'S Join the (IAPPD) as an International Partner Organisations





JOIN IAPPD PROFESSIONAL TEAM

We are looking for qualified professionals who are passionate about Human Capital Development.



i/PPD CERTIFIED PRO'S

-9-



CPT

Algeria

Abdelhakim HAMDAOUI Abdelkrim ABDOUMI Abdelkrim SOUDANI Abderrahim ABDELLAOUI Abderrahmane NAHMAR Amir AIGOUN Amira KAAWACH Ayache BEN CHIKH Brahim M. Bouzenad Daoud BOURZAMA Farid HAMICHE Fouzia BOULBADAOUI Hadjer ABDELLI Hicham Beldiillali Hicham BEN MAKHLOUF Iméne BENSALEM Khadidja LAKEHAL Malika DJEBARI Mohamed BENTOURA Mohammed DINE Moussa MAATAR Omar ARIBI Rabah ADDAD Sonia ZAIDI

CANADA

Robert Bacal

Egypt

Abdallah Ahmed Saad Amro Khalil Abdul Rahman Abdul Moneem Ayman Farid Abu Saada Fouad Abd El Salam El Khazindar Tarek Soliman Ibrahim

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llkka Sillanpää Josu Takala

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Hungary Hamzah Aldabash

Indian Naseer Khan

Iraq

Ali Waleed Badr Bashar Muhsin Hayder Sabree Assad Salam Abdulsada Mansi Mohsen Sarmad Mudher Alhmdany Thaer Abdulradha Jawad

JAPAN

Man Fung LO

Jordan

Abdallah Abdel Rahim Al-Sakarneh Abdallah Faisal Mobaideen Abdul Qader Al-Nazli Abdulfattah Jaljuli Abdullatif W. A. Najim Abeer Isam Kassab Abir Fayek Omar Sarsak Ahlam Ahmad Moh'd Abu khadra Ahmad Abbadi Ahmad Al-Assad Ahmad Damra Ahmad Ibrahim Ahmad saleh Ahmad Mandouri Ahmad Nimer Al Harith Waleed Olidy Ala'a Omar Ali Al-Dyab Alaa Ahmad Omar Sarsak Ala'a K. Almasri Ali Ahmad Hjahjh Abadi Ali I. Aljaber Ali Thiab Alia Odea Nassar Abu-Helil Amal Mohammed Sabah Al-Sultan Amani Ibrahim Khalil Al-Hammouri Amani Jalal Abu Hamoore Ameera Mazloum Amir Ahmoudah Hassan Masoud Anas Atalkarim karam Manzalawi Annas Salamah Swelm Abu Bader Arwa Salah Ashraf Ezzeddin Abu Al-Asal Ashraf M. Saleh Ayat Yassin Abu-Abdullah Aysheh Eid Hasan Abu Khalil Bahjat Y. Aljaafreh **Basel Alhamad** Basela Ali Mohammad Islim Bashar Majali Bayan Anmar Mustafa Al-Kaylani Bayan Salem Mohammad khraisat Bilal Rajab Abutaleb Diala Mahmoud Hussein Kassab Dr. Ali Karam Khaled Manzalawi Ehab Al-Bilbisi Ehab Madanat Emad M. Hudaib Emad Maghari Enas Haddad Eyad Abdel Hafiz Abdaljaleel Al Muhandes Eyad K. Alkaraki Ezz Hattab Fadi Nijem Said Nijem Farah Fhaed Khalaf Alshahwan Fatmah Ahmad Sumadi Fayez Jolani Feras Sami Tashman

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CPT

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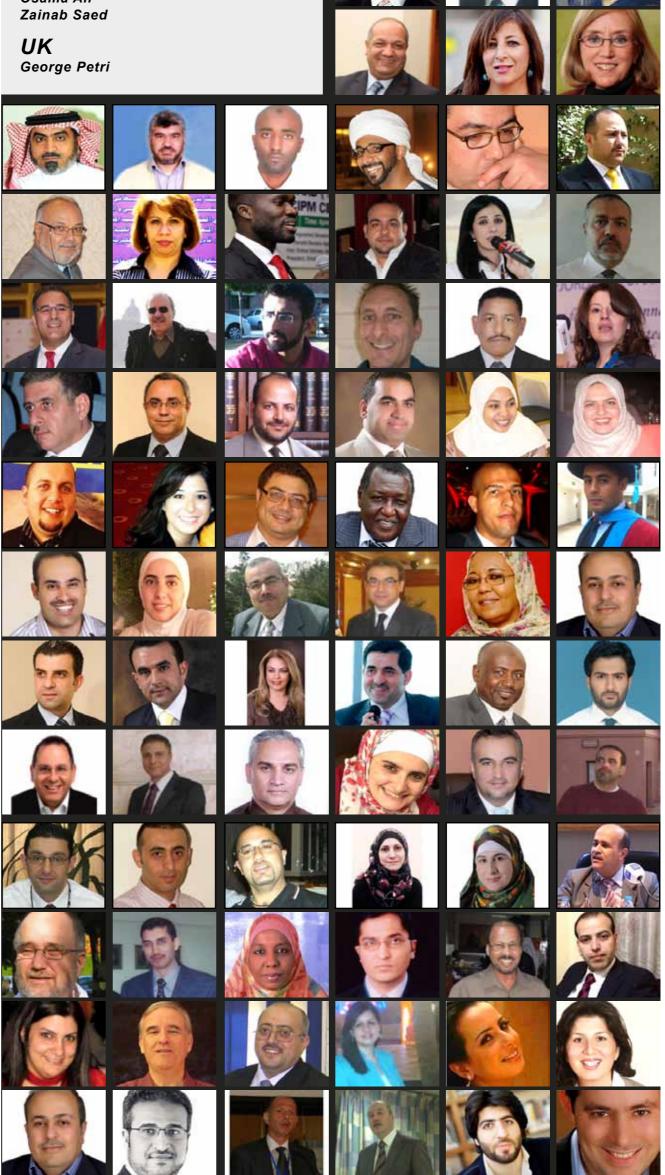
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