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A Study of the Islamic Lifestyle in Consumers' Behavior from the Viewpoint of Nahjolbalaghah

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Consumer's behavior, as an important aspect of lifestyle, explains the details and general ways of allocating incomes, using resources, eating and clothing, as well as numerous other issues. Closer look at consumers' behavior indicate how their behavior is based on their insights and intentions. Investigating the splendid book of Nahjolbalaghah, this research is intended to propose a model for insights, intentions, and deeds concerning consumers' behavior. This is an explorative research following theme analysis. Additionally, it is a process of analyzing diverse and dispersed contextual data to change it to rich, detailed, and integrated data. The results indicated that about 820 codes and statements in Nahjolbalaghah are relevant to this subject. They embrace three broad themes including insight, intention, and deeds, as well as 21 organizing themes. Insight consists of theology, cosmology, anthropology, study of religion, and knowing Satan. Intention includes orientation toward God, Hereafter, life, humanity, justice, religious legitimacy (Halal), paying attention to other creatures, quality, and pattern. The theme of deeds contain logical and proper consumption, no waste of the blessings, spending on others, considering priorities in consumption, appropriate consumption with regard to conditions of the time and society, consuming religiously legitimate things, and consuming things with regard to their source

keywords: *Lifestyle, consumers' behavior, consumption patterns, Nahjolbalaghah.*

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An Appraisal of the Structural Relation between Islamic Work Ethics, Meeting the Needs for Development, Energetic Feeling, and the Intension to Leave

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This research is aimed at appraising the structural relation between Islamic work ethics, meeting the needs for development, energetic feeling, and the intension to leave. In terms of purpose, the research follows a developmental-applied method, and in terms of data collection, it fulfills a descriptive–correlational method. Research population includes all the employees of the Islamic Propagation Office at Khorasan Razavi (204 subjects) in 2013. Following questionnaires were employed for data collection: Islamic Work Ethics (Golparvar and Nadi, 2010), Hierarchy of Needs (Jones & Pfeiffer, 1973), Energetic Feeling at Work (Golparvar, et.al. 2010), Intention to Leave (Mobley and Horner, 1978; Lions, 1971). Route Analysis Test, in LISREL, was employed to analyze the data. Therefore, consideration of Islamic work ethics and providing needs of development are predictable by decrease in the intention to leave through energetic feeling.

keywords: *Islamic work ethics, providing needs of development, energetic feeling, intention to leave, structural relation model.*

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Designing Scientific Jihadi Model from the Viewpoint of the Supreme Leader, Grand Ayatollah Khamenei (May His High Shadow Last)

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Reviewing concepts such as science, knowledge, culture, Jihadi culture, scientific Jihad, and cultural Jihad in the speeches of the supreme leader from 1989 to 2015, the researchers intend to design and present a model for scientific Jihad from the viewpoint of the supreme leader through grounded theory strategy. Islamic benediction, spontaneity, youth orientation, scientific attempt, selflessness and investing on scientific fields constitute variables from which the structure of scientific Jihad is identified and explained. The central issue in this model includes culture, and paying serious attention to cultural considerations on scientific Jihad. As the supreme leader considers scientific Jihad as one of the greatest obligations, it implies that scientific movement and Jihad must be the grand strategy for all individuals of the society. All in all, generalization of the country's scientific personality will be the result of consideration, priority, and preference of the strategies of scientific Jihad. On the other hand, ignoring these strategies will result in remaining subordinate, empty of initiation, shame of being secondhand learner forever, and generally scientific dependence..

keywords: *scientific Jihad, Jihadi culture, knowledge, science, grounded theory (GT) strategy.*

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Islamic Point of View Concerning Components of Customer Relationship Management

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Management, as a branch of knowledge, contains various concepts and keywords one which is the customer. Customer and customer orientedness are common issues in almost all theories and models relating to management and especially to marketing. Hence, it seems necessary to investigate these issues through a religious perspective. Applying theme analysis and with reference to customer relation in the holy Quran and Hadith, this research is aimed at studying customer relationship from a brotherhood viewpoint. After identifying, categorizing, and defining the responsibilities of 'brother', the researchers pinpointed out that the main principles and policies of customer relation are explained in four juridical-lawful, ethical, symbolic, and political categories.

keywords: *marketing, customer and customer relation, customer relation management, relation between management and brotherhood.*

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Effective Beliefs in Controlling and Directing Organizational Behavior in the Selected Verses of the Holy Quran

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The behavior of organization members is critically effective in the success and failure of organizations. The importance of the role it plays has encouraged many scholars and researchers to explore directing and controlling organizational behavior. As organizational behavior and management are human oriented, it is necessary to view organizational behavior through an Islamic approach in Islamic societies where people follow Islamic beliefs and values. Many of the organizational behavior researches have particularly considered the role of beliefs and values as special elements. This research is intended to identify the beliefs and values which are effective in directing and controlling organizational behavior by looking through the verses of the holy Quran. This qualitative research is conducted by applying theme analysis. Six organizing themes were identified including God's awareness of our deeds (behavior, speeches, and intentions), registration and record of our performance (deeds, speeches, intentions), death and man's return accompanying his performance, presentation of man's performance and his awareness of his own deeds, precise reckoning of man's performance and just judgment, performance-based reward and punishment. Findings of the research indicated that believing in these six themes play great roles in directing and controlling organizational behavior.

keywords: *the holy Quran, Islamic organizational behavior, directing and controlling, beliefs, Islamic management.*

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A Study of the Recruitment in Organizations and Deriving the Criteria through Islamic Approach

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Recruitment and selection of competent employees are vital and essential responsibilities of human resource management. If this is performed appropriately, most essential capital of the organization will arrive at the organization. Unawareness and ignorance of the organization from social values and norms can have serious negative effects on recruitment and selection of the employees both for the organization and the society. This research is intended to answer these essential questions regarding recruitment and selection and propose a model for criteria of recruitment and selection on the basis of Islamic teachings and culture. Applying content analysis method, the researchers tried to derive the criteria from Islamic resources. At the first phase 109 constituents were identified and were coded and analyzed several times by atlas.ti software. Finally, 13 appropriate criteria were identified for recruitment and selection.

keywords: *human resource, Islamic human resource, recruitment and selection in organizations, theme analysis.*

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