

Curriculum Vitae

Insert photograph



Personal information

First name(s) / Surname(s)

Biljana Ciglovska

Address(es)

Ezerski Lozja N-1, Struga, R.Macedonia

Telephone(s)

00389 (0) 46 786 160

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E-mail

b.ciglovska@eust.edu.mk

Nationality

Macedonian

Date of birth

25.12.1980

Gender

Female

Work experience

Dates 2007 onwards

Occupation or position held

Professor in International Economy

Main activities and responsibilities

Principles of Economy, International Economy, Human Resource Management, Principles of Management

Name and address of employer

International University of Struga - Ezerski Lozja N-1, Struga, R.Macedonia

Type of business or sector

Education

Dates

(2003-2005)

Occupation or position held

Manager

Main activities and responsibilities

Leading and running the company, work coordinating, doing contracts with other companies

Name and address of employer

EDVIN Ltd – Risto Krle No.14 Struga

Type of business or sector

Trade

Education and training

Dates

September 2009 – June 2011

Title of qualification awarded

PhD in Economic Sciences

Name and type of organisation providing education and training

Ss. Kiril and Metodij – Skopje, Institute of Economic Sciences



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Dates (October 2005- January 2007)

Title of qualification awarded Master in International Business

Name and type of organisation providing education and training *Master studies in New Bulgarian University – Sofija, Bulgaria*

Dates October 2000 – September 2004

Title of qualification awarded *Graduated Manager of Customs and Freight forwarding*

Name and type of organisation providing education and training University “Ss. Kliment Ohridski” – Bitola

Personal skills and competences

Mother tongue(s) Macedonian

Other language(s) English, German, Albanian, Bulgarian, Serbian

Self-assessment

European level (*)

English

German

Understanding		Speaking		Writing
Listening	Reading	Spoken interaction	Spoken production	
C1 Proficient user	C1 Proficient user	C1 Proficient user	C1 Proficient user	C1 Proficient user
C2 Proficient user	C2 Proficient user	C2 Proficient user	C2 Proficient user	C2 Proficient user

(*) [http://www.certr.com](#)

Social skills and competences

Through work I gain experience from people belonging to different social groups, communicative, working in a group.

Organisational skills and competences

Computer skills and competences

Competent with Microsoft Office, Microsoft Project Manager,



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Publication
Additional information

REFEREED JOURNAL ARTICLES

1. **B. Ciglovska, *Entrepreneurship and factors for it's development*** – Scientific meeting, Skopje 01/2008
2. **B. Ciglovska, *Analysis and comparison of the Bulgarian and Macedonian customs politics***". Master thesis , Sofija 2007
3. **B. Ciglovska, *Assessing global conditions*** – Economic development, Journal of the Institute of Economics, Skopje 03/2008
4. **B. Ciglovska, *Creating a business plan*** – Economy and Business – Journal, Skopje 03/2008
5. **B. Ciglovska, *Aspects for successful negotiations*** - Economy and business – Journal, Skopje 03/2008
6. **B. Ciglovska, *FDI in International trade***, Economic development, Journal of the Institute of Economics, Skopje 02/2008
7. **B. Ciglovska, *Factors influencing marketing application in Banks***, Marketing association, Skopje 2008
8. **B. Ciglovska, *Creating The Common Agricultural Policy of EU***, Journal of MIT University, Skopje 2010
9. **B. Ciglovska, *The characteristics of modern International Trade***, Journal Heritage, International University of Struga,, 2010
10. **B. Ciglovska, *Perspectives of the International agricultural trade in Developing countries*** – Doctoral dissertation, Skopje 06/2011
11. **B. Ciglovska, A. Kadriu, *The dispute settlement mechanism in International Agricultural Trade***, ILIRIA International Review, Kosovo 2011
12. **B. Ciglovska, A. Kadriu, *The choice of foreign market entry mode: Mergers & Acquisitions versus Greenfield investments***, University of National and World Economy, Sofia, Bulgaria, 2011
13. **M. Axhiu, F. Veljanoska, B. Ciglovska, M. Husejini, *The usage of Sentiment Analysis for Hearing the Voice of the Customer and Improving Businesses***, Journal of Educational and Social Research, MCSER Publishing, Rome- Italy, Vol.4, June 2014.
14. **M. Axhiu, F. Veljanoska, B. Ciglovska "Online Distance Learning as a great Indicator of gaps and opportunities in Educational Policies"**, (JPMNT) Journal of Process Management – New Technologies – International. Vol.2, Issue 3, July, 2014, pg 602-606
15. **B. Ciglovska, *Instruments and policies for regulating trade in Agricultural products***, The Heritage – Scientific Journal, International University of Struga, No. 13/2014, pg 103-117
16. **B. Ciglovska, *Agroecology and Agrotourism as a new Cash cow for Farmers after the crisi: The case of Macedonia***, Journal of Environmental Protection and Ecology, 17, No.1, 276-283, Impact Factor (Web of Science) 0.838, JEPE 2011, 2016
17. **B.Ciglovska, *Possibilities for promoting the trade in Agricultural products in Developing Countries***, The Heritage – Scientific Journal, International University of Struga, ISSN 1857-7482; 10.21520/R.16-2016, Nr. 16/2016
18. **B. Ciglovska, *Instruments of Macedonian Foreign Trade Policy for promoting the Agricultural Trade***, The Heritage – Scientific Journal, International University of Struga, ISSN 1857-7482; 10.21520/R.17-2017, Nr. 17/2017
19. **B. Ciglovska, *Institutionalization of the International Trading System***, The Heritage – Scientific Journal, International University of Struga, ISSN 1857-7482; 10.21520/R.18-2017, Nr. 18/2017
20. **B. Ciglovska, A. Kadriu, *Features of the Trade in Agricultural Products within the International Trading System***, KNOWLEDGE – International Journal, Institute of Knowledge Management, Vol.23.4, Budva Montenegro, May 2018, p. 1111-1117



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21. B. Ciglovska, *Developing Sustainable Agricultural Sector, as an Impetus for Macedonia's Economic Growth*, European Journal of Sustainable Development (2018), 7, 4, 545-555, DOI: 10.14207/ejsd.2018.p7n4p545; ISSN: 2239-5938

Publications in Conference Proceedings

1. B. Ciglovska, *Perspectives for promotion of trade in agricultural products in the Republic of Macedonia*, International Scientific Conference – AGROBIZ 2011, Novi Pazar, R. Serbia, 10 October, 2011, pg 99-106
2. B. Ciglovska, A. Kadriu, *The choice of foreign market entry mode: Mergers & Acquisitions versus Greenfield Investments*, 7th International Scientific Conference of Young Scientists, University of National and World Economy, Sofia, Bulgaria, 18 October 2011
3. B. Ciglovska, *The place and the role of the Agricultural sector in the economy of The Republic of Macedonia*, Book of Proceedings Vol.1, 2011, 2th International Scientific Conference on Economic & Social Challenges and Problems – University of Tirana, Albania, December 9-10, 2011, pg 27-32
4. B. Ciglovska, *Current problems and alternatives in the International Agricultural Trade* - International Scientific Conference, Trends and challenges in the Economic development – Economic University of Varna, Bulgaria, 10-11 May, 2012, pg 245-253
5. B. Ciglovska, J. Shaqiri, *Effects of Regional Trade Agreements on International Agricultural Trade*, International Scientific Conference on Business Technology and Innovation – University of Business and Technology, Pristine, Kosovo, 2-3 November, 2012
6. B. Ciglovska, *The effects of The Common Agricultural Policy on the Agricultural Trade*, International Scientific Conference “Economic and Social Challenges 2012”, - University of Tirana, Tirana, Albania, 8 December 2012
7. B. Ciglovska, R. Merko, *The impact of Global Recession on International Trade* – International Scientific Conference Albania and the crisis: What's next? – Mediterranean University of Albania, Tirana, 15-16 December, 2012,
8. B. Ciglovska, A. Naqellari, T. Mehilli, *Challenges for Agricultural Development in the Albanian Economic Model*, International Scientific Conference on Agribusiness and Rural Development in Bulgaria and EU: Perspectives 2020 – Economic University of Varna, Bulgaria, 25-26 October, 2012, pg 26-40.
9. B. Ciglovska, R. Merko, *Macedonian Agricultural Policy – Challenges and Perspectives*, International Conference – Management, Business and Economics, November 2013, Durres, Albania.
10. B. Ciglovska, *The Harmonization of Macedonian Agricultural Policy with the CAP as a (pre)condition for the EU Integration*, International Conference – (The European Union in 21-st Century: Challenges and Perspectives), Macedonian Institute for European Studies, May 2013, Skopje, Macedonia.
11. B. Ciglovska, *Agroecology and Agrotourism in the Republic of Macedonia*, 1st Scientific and Professional Conference with international participation – The Challenges of Today – Tourism today – for tomorrow, 19-20 September 2013, Shibenik, Croatia, pg 498-505
12. B. Ciglovska, N. Maliqi, *A Comparison between Legal Mediation and the School Mediation – The importance of the peer mediation programs in Educational Institutions*, Second International Conference on Institutional Support and Regionalization for Peer-Mediation, OSCE, 10-12 October, 2013, Ohrid, Macedonia
13. B. Ciglovska, *Legislation and Policies relevant for the Regional Trade Integration and their effects*, International Conference “Good Governance in Developing Countries”, University of Tirana, Albania, 5-7 December 2013
14. M. Axhiu, F. Veljanoska, B. Ciglovska, *Online Distance Learning as a great Indicator of gaps and opportunities in Educational Policies*, 2nd International Scientific Conference: Knowledge for the new people, Ohrid, 21-23 May, 2014
15. M. Axhiu, F. Veljanoska, B. Ciglovska, M. Husejini, *The usage of Sentiment Analysis for Hearing the Voice of the Customer and Improving Businesses*, Book of Proceedings Vol.2, 4th International Conference on Humanities and Social Sciences, ICHSS 2014, Maj 31- June 1, 2014, Budva – Montenegro, pg 401-407
16. Ф. Вељаноска, Б. Цигловска, *Анализа на реалните ефекти од Билатералната*

Кредитна поддршка, Прва Меѓународна Научна Конференција – Социјална Промена во Глобалниот Свет, Универзитет Гоце Делчев – Штип, Септември, 2014, Македонија.

17. **F. Veljanoska, M. Axhiu, B. Ciglovska**, ***"The reasons for low level of E-commerce adoption among the small and medium enterprises in the Republic of Macedonia"***, Proceeding, International Conference: SMEs Development and Innovation: Building Competitive Future of South-Eastern Europe, Ohrid, October 2014, pg 901-909
18. **B. Ciglovska, F. Veljanoska**, ***A Delay in EU Enlargement and Consequences of the Regional Development***, Proceedings The Heritage Nr.1, International Scientific Conference: Scientific Challenges for Sustainable Development, Struga, February 2015, pg 125-132
19. **B. Ciglovska, A. Kadriu**, ***The Regional Integration as an impetus for the further economic development of the WBCs***, International Scientific Conference, Tirana, Albania, 2015
20. **B. Ciglovska, F. Veljanoska**, ***WTO-20 Years in the service of the World Economy***, International Scientific Conference, Ulcinj, Monte Negro, 2015, Academic Journal of Interdisciplinary Studies Vol.4, No.2, Global Impact Factor: 0.608; Index Copernicus Year Impact Factor: 6.44, MCSER Publisher, July 2015, pg 527-532
21. **B. Ciglovska, A. Kadriu**, ***Opportunities and threats of financial globalization***, 2nd International Scientific Conference – Scientific Challenges for Sustainable Development – IUS Struga, April, 2015, Book of proceedings Nr. 2/2015, pg 240-258
22. **Ф. Вељаноска, М. Аџиу, Б. Цигловска**, ***Влијанието на информациско комуникациските технологии врз странските директни инвестиции***, 2nd International Scientific Conference – Scientific Challenges for Sustainable Development – IUS Struga, April, 2015, Book of proceedings Nr. 2/2015, pg 300-319
23. **B. Ciglovska**, ***The regional trade and environment as impetuses for the further economic development of the Western Balkan countries***, 3rd International Scientific Conference Research and Education in Natural Sciences, HERTSPO2015, Proceedings Book Vol. 2, November 2015, Shkoder, Albania, pg. 134-145
24. **B. Ciglovska**, ***Agroecology and Agrotourism as a new Cash cow for Farmers after the crisi: The case of Macedonia***, International Scientific Conference, Shkoder, Albania, 2015, Journal of Environmental Protection and Ecology 17, No 1, 257-267, Science Citation Index – Web of Science – 0.838, pg 276-283
25. **B. Ciglovska**, ***Agricultural trade regulation in the International Trading System***, 3rd International Scientific Conference – Scientific Challenges for Sustainable Development – IUS Struga, April, 2016, Conference proceedings Vol.2, 2016, pg 90-102
26. **B. Ciglovska, F. Veljanoska, M. Axhiu**, ***"Knowledge management and online communities of practice as a model for teachers' professional development"***, The Teacher of the Future, Ninth International Scientific Conference, 17-19.06.2016, Durres, Albania, International Journal Knowledge, Vol.13.1, Institute of Knowledge Management, Skopje, Macedonia, June, 2016, pg 43-48
27. **M. Axhiu, F. Veljanoska, B. Ciglovska**, ***The role of ERP System Maintenance on the reduction of project failures***, 10th Jubilee International Scientific Conference The power of Knowledge, Agia Triada, Greece, October 7-9, 2016, International Journal Knowledge, Vol.14.3, Institute of Knowledge Management, Skopje, Macedonia, October, 2016, pg 925-928
28. **B. Ciglovska, F. Veljanoska**, ***Transition Countries` Integration into the Global Economy – Measured by FDI and Trade flows***, 5th International Conference "From Challenges to Opportunities: Development of Transition Countries in the Globalization Era", December 2016, Elbasan Albania
29. **F. Veljanoska, B. Ciglovska**, ***The Relationship between the Saving and Economic Growth: The Case of the Republic of Macedonia***, 4th International Scientific Conference – Scientific Challenges for Sustainable Development – IUS Struga, April, 2017, Conference proceedings ISBN978-608-4573-27-2, DOI 10.201520/C.4-2017, Vol.4, 2017, pg 174-187
30. **F. Veljanoska, B. Ciglovska, A. Kadriu**, ***The Impact of Growth Rate of GDP on savings rate in the Republic of Macedonia***, International Scientific-Practical Conference: Power Management and Social Development, 7 June 2017, Sofia, Bulgaria
31. **B. Ciglovska, A. Ziba**, ***Structure Reorganization. Is Holacratic Structure the Answer?***, 15th International Scientific Conference KNOWLEDGE IN PRACTICE, Bansko, Bulgaria, December 15-17, 2017, International

Journal Knowledge, Vol.20.6, Institute of Knowledge Management, Skopje, Macedonia, December, 2017, pg 2551-2556

32. **B. Ciglovska, A. Kadriu, *Features of the Trade in Agricultural Products within the International Trading System***, Xth International Scientific Conference “Innovation, education, research and science in function of global developments”, April, 2018, Ulcinj, R. of Montenegro.
33. **B. Ciglovska, F. Veljanoska, *M&A in Agricultural Sector: Potential Risks for Farmers and Agricultural Markets***, 10th EPIEM / ESTIEM International Scientific Conference, Conference Proceedings, Graz University of Technology, 4th May, 2018, pg 42-47
34. **B. Ciglovska, *The Failure of the Doha Round of negotiations: Consequences and Risks for the World Trading System***, 5th International Scientific Conference – Scientific Challenges for Sustainable Development – IUS Struga, May, 2018, Conference proceedings ISBN978-608-4573-27-2, 2018, pg 55-67
35. **B. Ciglovska, *Developing Sustainable Agricultural Sector, as an Impetus for Macedonia’s Economic Growth***, 6th International Conference on Sustainable Development, European Center of Sustainable Development, 12-13 September, 2018, Rome, Italy, European Journal of Sustainable Development (2018), 7, 4, 545-555, DOI: 10.14207/ejsd.2018.p7n4p545; ISSN: 2239-5938

Seminars and Workshops

Seminar - “International investments funds” – Ohrid, 2007
Science meeting **Entrepreneurship** – The Institute of Economics – Skopje, 2007
Science meeting – Marketing association – Ohrid, 2008
Seminar “WVP” – The significance of Life Insurance, Ohrid, 2008
Training Workshop – “Charting your own path to Internationalization” – EURIA – December 5, 2016, Belgrade, Serbia
Training Workshop – “Good Quality Research and the Task of Scientific Writing”, TU Austrian Universities of Technology; Graz University of Technology, May 2018

Projects:

1. ***Possibilities for promoting the Regional Trade Integrations of the Republic of Macedonia***, - The Institute of Economic – Skopje, 2012

Existing structures of decentralised VET and their improvement in the perspectives of stakeholders. Countries in focus: Albania and Macedonia. – Western Balkans 2014-2016, Ilirya University of Tirana, International University of Struga, Swiss Agency for Development and Cooperation, Regional Research, Promotion Programme, Universite de Fribourg.

Books

Lj.Stojceski, E. Basheska, B.Ciglovska, ***Insurance***, European University, Skopje, 2010

A.Kadriu, F. Veljanoska, B. Ciglovska, ***International Economic Relations***, International University of Struga, 2015