

## Curriculum Vitae

<b>1. Name:</b>	Hysni
<b>2. Surname:</b>	Terziu
<b>3. Nationality:</b>	Albanian
<b>4. Citizenship:</b>	Kosovar
<b>5. Date of birth:</b>	22.06.1957
<b>6. Gender:</b>	Male
<b>7. Contact details:</b>	
<i>Email:</i>	<a href="mailto:hysni.terziu@hotmail.com">hysni.terziu@hotmail.com</a> - hysni.terziu@uni-prizren.com
<i>Tel:</i>	+ 383 44 134 730
<i>Date e fulfillment</i>	22/05/2019
<b>8. Educational level:</b>	
<i>Institution:</i>	Faculty of Management, University of Tirana, Albania
<i>Graduation:</i>	2010/2011
<i>Grade:</i>	Dr.
<i>Thesis:</i>	<i>Business Clusterization and Competitiveness</i>
<i>Institution:</i>	Faculty of Management, University "Hasan Prishtina" Prishtine (Kosovo)
<i>Graduation:</i>	2006/2007
<i>Area:</i>	MSc. in Management Thesis: Small and Medium Enterprises and Making Decisions
<i>Institution:</i>	Faculty of Management, University "Hasan Prishtina" Prishtine (Kosovo)
<i>Graduation:</i>	2009/2010
<i>Area:</i>	BSc. in Management Thesis: Theory and Balance Analysis
<b>9. Academic title:</b>	
<b>9. Academic title:</b>	Prof. Ass. Dr.
<i>Institution</i>	University "Ukshin Hoti" Prizren
<i>Date achieved:</i>	2012
<b>10. Profesional – managerial experience</b>	
<b>10. Profesional – managerial experience</b>	<ul style="list-style-type: none"> <li>✓ Member of the Consultative Council for SME</li> <li>✓ Member of the working group, credit guarantee scheme</li> <li>✓ The development of clusters in Kosovo</li> <li>✓ Member of working groups on drafting and regulations of laws</li> <li>✓ Develop education program for adults</li> <li>✓ Drafting of the spatial planning strategy</li> </ul>

	<ul style="list-style-type: none"> <li>✓ Program on lifelong education</li> <li>✓ Member of the group on Kosovo Employment Strategy</li> <li>✓ Member of the Group of Government of Kosovo for National Qualifications Framework</li> <li>✓ Members of the intergovernmental group on drafting the Strategy of Development of Private Sector</li> <li>✓ Board member of consulting and training for entrepreneurs</li> <li>✓ Steering committee member of many national projects as "EL Strategy", "LEDAK", "KOSVET", "Regional PSD DEVELOPMENT "</li> <li>✓ Members of the inter-governmental working group for drafting the strategy of sustainable employment in Kosovo</li> </ul>
<b>Date dhe year</b>	<b>Description</b>
2012, in process	University “Ukshin Hoti” Prizren Teaching Professor in (Marketing, e-marketing, Strategical Marketing, Marketing Management E-Bisness).
2014 - 2017	University “Ukshin Hoti” Prizren Board of University Member
2012 - 2013	State University of Tetovo, Tetovo-Skopje, Macedonia Professor of Economics
2011 - 2012	University College “Iliria”, Prishtina, Kosovo Professor of Economics
2009 - 2011	University College “Pjeter Budi”, Prishtina, Kosovo Professor of Economics
2007 - 2010	Ministry of Trade and industry, Prishtina, Kosovo Business Environment Head to the Agency for SME-s
2003 - 2006	Ministry of Trade and industry, Prishtina, Kosovo Head of the Division of Analysis, Strategy and Enterprise Policy
2000 - 2003	Municipality of Shterpce Director of economics, finance, agriculture and forestry

## 11. Publications:

### Scientific journals

No.	Name of author/authors / Title of the paper	Journal title	Year / Volume / Pages
1.	Hysni Terziu, (2017), “E-Marketing (Electronic Marketing) as a tool of communication with the customer”, <i>Journalos of Advanced Scientific Research and Innovation (JASRI)</i> , Jun 2017, Volume 11, No. 31	Journalos of Advanced Scientific Research and Innovation (JASRI), Jun 2017, Volume 11, No. 31	2017

2.	Hysni Terziu, (2016), “ <i>National Culture and the Model of Business Organization for the Case of Kosovo</i> ”, European Journal of Economics and Business Studies (EJES), Jan-Apr 2016, Vol.4, Nr. 1, Dubrovnik (Croatia)	European Journal of Economics and Business Studies (EJES), Jan-Apr 2016, Vol.4, Nr. 1, Dubrovnik (Croatia)	2016
3.	Hysni Terziu (2016), “ <i>The Development of Small and Medium Enterprises - Their Impact on the Growth of Employment in Kosovo</i> ”, European Journal of Economics and Business Studies (EJES), Jan-Apr 2016, Vol.4 Nr. 1, Sofia (Bulgaria)	European Journal of Economics and Business Studies (EJES), Jan-Apr 2016, Vol.4 Nr. 1, Sofia (Bulgaria)	2016
4.	Hysni Terziu, (2016) “The Challenges of the Integration of Kosovo to the European Union during the Transition”, <i>Institute For Scientific Research And Development</i> , Vol. VIII, April 2016, Ulcinj (Montenegro)	Institute For Scientific Research And Development, Vol. VIII, April 2016, Ulcinj (Montenegro)	2016
5.	Hysni Terziu & Besnik Terziu, (2015), “The Creation of Economic Zones as Instruments for the Attraction of FDIs and for the Promotion of Exports: Case of Kosovo”, <i>European Journal of Economics and Business Studies EJES</i> , May-August 2015, Vol.2, Nr. 1, Istanbul (Turkey)	European Journal of Economics and Business Studies (EJES), May-August 2015, Vol.2, Nr. 1, Istanbul (Turkey)	2015
6.	Hysni Terziu, (2015) “The Analysis of Poverty Variables in the Balkan Region- the Case of Kosovo”, <i>Academic Journal of Interdisciplinary Studies MC SER Publishing</i> , Vol 4 No.1 S2, April 2015, Rome (Italy)	Academic Journal of Interdisciplinary Studies MC SER Publishing, Vol 4 No.1 S2, April 2015, Rome (Italy)	2015

#### Papers in international congress

No.	Name of author/authors / Title of the paper	Congress name / Institution / Place	Year
1.	Hysni Terziu, (2016), “Analyzing and Selecting a Suitable Media for Online Marketing”, <i>European Centre for Science Education and Research</i> , 2017, Vol.3, Vienna (Austria)	13 th International Conference on Social Sciences, European Centre for Science Education and Research, 2017, Vol.3, Vienna (Austria)	2016

#### Books, book chapters and textbooks

No.	Name of author/authors / Title of the book, chapter, textbook	Editor / Place	Year / Pages / ISBN
1.			

#### Abstracts from national and international conferences

No.	Name of author/authors / Title of the paper	Conference name / Institution / Place	Year / Pages / ISBN
1.			

<b>12. Research and scientific projects</b>			
<b>Project title</b>		<b>Place</b>	<b>Year</b>
<b>13. Reviews for international scientific journals:</b>			
<b>No.</b>	<b>Journal name</b>	<b>Paper title</b>	
1.			
<b>14. Additional information:</b>			
Computer skills and competence:		Skilful command of Microsoft Office™ tools (Word™, Excel™, PowerPoint™, Access™), SPSS™, ArchiCAD™ and	
<b>Knowledge of languages: (1 to 5: 1-weak 5-fluent)</b>			
<b>Language</b>	<b>Spoken</b>	<b>Written</b>	<b>Reading</b>
Italian	5	5	5
Albaian	5	5	5
Serbian	4	5	5
Macedonian	2	3	4
<b>Awards and memberships:</b>			
2008	Accounting and Auditing certificate		
2007	Model development and management of industrial zones in Italy		
2007	Education, science and technology, and labor market and unemployment in Kosovo		
2003	“Good practices in Business Development Services Micro-credit Schemes for SME, Micro-enterprises and Self-employment Promotion” certificate		
2002	Procurement certificate		
2000	Financial Management certificate		
2000	English language certificate		