

# CURRICULUM VITAE

## 1. Personal Information

<i>First Name</i>	Hysni	
<i>Family Name</i>	Terziu	
<i>Date of Birth</i>	22.06.1957	
<i>Nationality</i>	Albanian	
<i>Marital status</i>	Married	
<i>Personal ID</i>	1005445899	
<i>Address</i>	St."Deshmoret e Ferizajt" n.n., 70 000 Ferizaj, Kosovo	
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## 2. Education

<i>From</i>	<i>To</i>	<i>Institution (name, place)</i>	<i>Graduation award</i>
2007	2010	University of Tirana Tirana, Albania	PHd of Management Thesis: Business Clusterization and Competitiveness
2001	2006	University of Prishtina Prishtina, Kosovo	MSc of Management Thesis: Small and Medium Enterprises and Making Decisions
1977	1983	University of Prishtina Prishtina, Kosovo	Graduate Economist Thesis: Theory and Analysis of Balance

### 3. Training

<i>From</i>	<i>To</i>	<i>Institution(name, place)</i>	<i>Graduation award</i>
2008	2008	Association of Certified Accountants of Kosovo	Accounting and Auditing certificate
2007	2007	Italian Institute “INFORMEST”	Model development and management of industrial zones in Italy
2006	2007	“Riinvest” Institute	Education, science and technology, and labor market and unemployment in Kosovo
2003	2003	International Training Centre Turin, Italy (ILO)	“Good practices in Business Development Services Micro-credit Schemes for SME, Micro-enterprises and Self-employment Promotion” certificate
2001	2002	<i>Institute for Civil Administration in Kosovo</i>	<i>Procurement certificate</i>
2006	2006	<i>Center for Human Rights of the University of Prishtina</i>	<i>Certificate</i>
2005	2005	<i>“Don Bosko”</i>	<i>Financial Management certificate</i>
2004	2005	<i>English Language Teaching „Oxford Studio”</i>	<i>English language certificate</i>

### 4. Work Public University of Prizren , Prizren, Kosovo Steering Council member

<i>From</i>	<i>To</i>	<i>Name of Institution</i>
2012	<i>ongoing</i>	Public University of Prizren , Prizren, Kosovo Professor of Marketing, e-marketing, Strategic Marketing, Marketing Management
2014	2017	Public University of Prizren , Prizren, Kosovo Steering Council 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
1991	1999	“UNIVERZAL”, Ferizaj, Kosovo Manager
1989	1991	“TREGTIA”, Ferizaj, Kosovo Financial Manager
1983	1988	Factory for production of exotic fruits "Minex", Ferizaj, Kosovo Head of Accounting
1980	1983	“Skenderbiu”, Kaçanik, Kosovo Professor of Economics

## 5. Other specifics

- Expert of private sector development in Kosovo, in particular the small and medium enterprises sector
- Excellent writing skills and reporting, with sustainable analysis and expertise
- Problem-solving skills using creative thinking skills within the team and decision-making ability
- Ability to maintain organization involved in the internal and external environment
- Strategic Management: ability to build a long term strategy of the organization and provide a future
- ability to identify the necessary requirements in all phases of the different processes and to design and implement appropriate training programs
- Ability to implement cost control measures such as activities on the basis of cost, to identify and eliminate abuses; to measure and evaluate resource effectiveness
- Ability to ensure that employees are fully familiar with the strategic objectives of the enterprise; communicates and shares information with stakeholders in the enterprise; Notice of management and staff with the need for compliance with the objectives and benefits of joint commitments
- Draft Policy Development for Small and Medium Enterprises, research and analysis
- Managing work spaces (Business Incubators, Parks Business, Industrial Parks etc.)
- The promotion of women entrepreneurship in businesses

## 6. Publications

<i>Year of publication</i>	<i>Project</i>
2017	E-Marketing (Electronic Marketing) as a tool of communication with the customer, <i>Journals of Advanced Scientific Research and Innovation (JASRI)</i> , ISSN: 21931811,
2017	Analyzing and Selecting a Suitable Media for Online Marketing, <i>International Journal, European Centre for Science Education and Research (EUSER)</i> , ISBN 9788890916137,
2016	Paper_ Informal Economy and Corruption- Death Highway

2016	Paper_The Development of Small and Medium Enterprises - Their Impact on the Growth of of Employment in Kosovo
2016	Paper_The National Culture and the model of Business Organization in Kosovo
2016	Paper_The Challenges Of The Integration Of Kosovo To The European Union During The Transition
2015	Paper_The creation of Economic Zones as instruments for the attraction of FDI's and for the promotion of exports: Case of Kosovo
2015	Paper_The Analysis of Poverty Variables in the Balkan Region- the Case of Kosovo
2014	Paper_Creating clusters and competitiveness in business: Kosovo Case
2014	Paper_Privatisation Process in Kosovo
2008	Economy & Business, Faculty of Economics, University of Tirana, Tirana
2006	Work Space Program as an investment opportunity in Kosovo
2006	Small and medium enterprises, and making business decisions
2003-2006	Report on progress in implementing the Charter European of SME-s in Kosovo
2005	Sources of financing SME-s in Kosovo and their access to finance
2004-2005	Kosovo SME Observatory
2004	Voucher Scheme of consultation and training for entrepreneurship as a tool in the hands of the Government to raise the managerial performance of entrepreneurs in Kosovo and to promote market development of business services
2004	Survey of small and medium
2004	European Charter for Small Enterprises
2003	Starting and making a business

## **7. Membership of professional institutes**

- Member of the Consultative Council for SME
- Member of the working group, credit guarantee scheme
- The development of clusters in Kosovo
- Member of working groups on drafting and regulations of laws
- Develop education program for adults
- Drafting of the spatial planning strategy
- Program on lifelong education
- Member of the group on Kosovo Employment Strategy
- Member of the Group of Government of Kosovo for National Qualifications Framework
- Members of the intergovernmental group on drafting the Strategy of Development of Private Sector
- Board member of consulting and training for entrepreneurs
- Steering committee member of many national projects as "EL Strategy", "LEDAK", "KOSVET", "Regional PSD DEVELOPMENT "
- Members of the inter-governmental working group for drafting the strategy of sustainable employment in Kosovo

<b>Language Skills</b>	Mother language: Albanian  Other languages: English (good) Serbian (excellent) Macedonian (excellent)
<b>Computer Skills</b>	Microsoft Office: Microsoft Word, Microsoft Excel, Microsoft Power Point Internet E-mail

For all the information given in this personal CV, i give responsibility!

Respectfully

**Prof.Dr.ass.Hysni TERZIU**

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