

PERSONAL INFORMATION

CEKU Bardhyl



 Rr. Mihal Grameno Pall.78/3, Shk.2, Ap.14 Tiranë, Albania

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 [Replace with type of IM service](#) Replace with messaging account(s)

Sex Mashkull | Date of birth 25/10/1952 | Nationality Albanian

WORK EXPERIENCE

Dates (from-to)  
Name and Address of employer  
  
Type of business or sector  
Occupation or position held  
Main activities and responsibilities

**2016-on**  
Faculty of Economy and Agribusiness  
Agricultural University of Tirana, Tiranë  
Education  
Lecturer  
Courses: International Business, Tourism Marketing, Marketing Management

Dates (from-to)  
Name and Address of employer  
  
Type of business or sector  
Occupation or position held  
Main activities and responsibilities

**2015-2016**  
Faculty of Business  
Aleksandër Moisiu University, Durrës. Dean of Business Faculty  
Education  
Lecturer  
Courses: International Business, Tourism Marketing, Marketing Management

Dates (from-to)  
Name and Address of employer  
  
Type of business or sector  
Occupation or position held  
Main activities and responsibilities

**2012-2015**  
Faculty of Economy and Agribusiness  
Agricultural University of Tirana, Tiranë  
Education  
Lecturer  
Courses: International Business, Tourism Marketing, Marketing Management

Dates (from-to)  
Name and Address of employer  
  
Type of business or sector  
Occupation or position held  
Main activities and responsibilities

**2007-2012**  
Faculty of Economy & Administration  
Aleksandër Moisiu University, Durrës.  
Rruga Currilave, Durrës.  
Education  
Vice Rector of University and Dean of FEA  
Academic Administrator/Lecturer/Courses: Marketing Bases, Marketing Research, Marketing Management

Dates (from-to)  
Name and Address of employer  
  
Type of business or sector  
Occupation or position held  
Main activities and responsibilities

**2000-2007:**  
Faculty of Economics, Tirana University.  
Rruga Elbasanit, Tiranë  
Education  
Head of the Marketing & Tourism Department  
Lecturer/Courses: Marketing Bases, Marketing Research, Marketing Management

**1998-2000**  
Faculty of Economics, Tirana University.  
Rruga Elbasanit, Tiranë  
Education  
Head of the Marketing Management Section  
Lecturer/Courses: Marketing Bases, Marketing Research, Marketing Management

**1994-1998**  
Faculty of Economics, Tirana University.

Rruga Elbasanit, Tiranë  
 Education  
 Head of the Marketing Department  
*Lecturer/Courses:* Marketing Bases, Marketing Research,  
 Marketing Management

**1993-1994**  
 Faculty of Economics, Tirana University.  
 Rruga Elbasanit, Tiranë  
 Education  
 Head of the Marketing Management Section,  
*Lecturer/Courses:* Marketing Bases, Marketing Research,  
 Marketing Management

**1992-1993**  
 Faculty of Economics, Tirana University.  
 Rruga Elbasanit, Tiranë  
 Education  
 Head of the Department of Marketing and Tourism,  
*Lecturer/Courses:* Marketing Bases, Marketing Management

**1987-1991**  
 Faculty of Economics, Tirana University.  
 Tiranë  
 Education  
 Head of the Chair of Commerce  
*Lecturer/Courses:* Business, Economics

**1982-1986**  
 Faculty of Economics, Tirana University.  
 Tiranë  
 Education  
*Lecturer/Courses:* Business, Economics

**1979-1981**  
 Faculty of Economics, Tirana University.  
 Tiranë  
 Education  
 Assistant  
*Courses:* Business

**1977-1978**  
 Food State Enterprise, Tiranë  
 Economist/Chief of Sales Department

**EDUCATION AND TRAINING**

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[Add separate entries for each course. Start from the most recent.]

Dates (from-to)  
 Name and type of organization  
 providing education and training

**1998,**  
 University of Nebraska-Lincoln.  
 Four months shared experience (under USAID Project) on Marketing

**1997**  
 University of Angers, France  
 One month visit in the framework of the TEMPUS Project.

**1996**  
 University of Angers, France  
 One month as Guest Lecturer and Researcher

**1993**

The title "Professor"

**1993**

University of Angers, France

Two months as Guest Lecturer and Researcher

**1993**

Pierre Mendes France University, Senior School of Business, Grenoble, France

Five month Marketing course under TEMPUS Project

**1992**

The title "Docent"

**1991**

Business School of Grenoble, "Pierre Mendes France "University, France

One year Marketing course

**1986**

Ph.D. "Studying, Analyzing and Prognosticating the demand for goods in Albania"

**1981-1983**

University of Tirana, Faculty of Economics

Post University Course on Foreign Trade

**1973-1977**

University of Tirana, Faculty of Economics, "Senior Economist on Commerce"

Diploma

**1967-1971**

High School of Commerce, Vlorë, High School Diploma

PERSONAL SKILLS

[Remove any headings left empty.]

Mother tongue(s) Albanian

Other language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
<b>English</b>	B	C	B	B	B
<b>Italian</b>	B	B	A	A	A
<b>French</b>	C	C	C	C	C

Communication skills

Communicative, sociable, correct, polite person, confident, reliable, efficient, dedicated in my work.

Replace with your communication skills. Specify in what context they were acquired. Example:

- good communication skills gained through my experience as sales manager

Organisational / managerial skills

- leadership

Job-related skills

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Computer skills

Microsoft Office 2007, Word, MS Excel, MS PowerPoint, MS Access

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Other skills ▪

Driving licence ▪ B

#### ADDITIONAL INFORMATION

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#### PUBLICATIONS

##### Monographs:

- “University and business”, *Tirana Progres*, 2005, 280 pages
- “The Albanian Encyclopedic Dictionary”, One of editors
- Guide-book on Calculating the Cost-effectiveness and Cost-benefits concerning the Social benefits Projects, *Tirana Progres*, 2003, 55 pages.
- “Marketing (Policies)” (Co-author), *Ilar Publishing House*, Tirana, 1998, 305 pages
- “From Strategy to Market Research” (Co-author), *Enis Publishing House*, Tirana 1998, 156 pages
- “The Dynamics of methods for company Management” (Co-author, *Alb-design Publishing House*, Tirana 1998, 130 pages
- “Marketing”, *Europa*, Tirana, 1994, 160 pages
- “Issues of Planning in the Non-productive Sector” (Co-author), *SHBLU* Tirana, 1989, 70 pages
- “Volume and Structure of Consumer Goods”, *SHBLU*, Tirana, 1989, 364 pages
- “The Albanian Encyclopedic Dictionary”, 4 terms, *Naim Frasheri Publishing House*, Tirana, 1986, 4 pages
- “The System of Methods for Preparing Prognoses” (Co-author), *SHBLU* Tirana, 1984, 5 pages
- “Methods for Studying, Analyzing and Prognosticating the Demand for goods” (Co-author), *SHBLU*, Tirana, 1984, 146 pages

##### Texts, (Books):

- International Marketing Management, *Progres*, Tirana 2015.
- “Research methods” (co-author), *Progres*, Tirana 2014, 586 pages.
- “Marketing Management” *Progres*, Tirana 2010, 500 pages.
- “Marketing Management” – case studies” *Progres*, Tirana 2010, 420 pages.
- “Marketing Bases”, (Co-author), *Iliria*, Prishtina, 2006, 376 pages
- “Marketing Bases - Practice and Case Study”, (Co-author), Tirana, 2005, 242 pages

- “Marketing Bases”, (Co-author), *SHBLU* Tirana, 2005, 456 pages
- “Marketing Research”, *SHBLU*, Tirana 2004, 512 pages
- “Marketing Management – Practice and Case Study” (Co-author), *SHBLU*, Tirana 2003, 432 pages
- “Marketing Management” (Co-author), *SHBLU*, Tirana 2001, 488 pages
- “Marketing – The Bases- Cases & Exercises”, (Co-author), *EMAL*, Tirana 2000, 200 pages
- “Marketing – The Bases”, (Co-author), *EMAL*, Tirana 2000, 300 pages
- Marketing (Aspects of Management), *EMAL*, Tirana 2000, 350 pages
- “Introduction to Marketing”, (Co-author), *SHBLU* Tirana, 1998, 105 pages
- “Distribution”, (Co-author), *SHBLU* Tirana, 1998, 60 pages
- “Marketing Bases”, (Co-author), *SHBLU* Tirana, 1996, 74 pages
- “Planning and Analysis in the Economic Enterprises” used by economic high schools, (Co-author), *SHBLU* Tirana, 1990, 45 pages
- “Economy of Trade” for the department of the Economy for Industry in the Faculty of Economics, (Co-author), *SHBLU* Tirana, 1987, 180 pages
- “Organization and Technique of Trade” for the departments of the Faculty of Economics, (Co-author), *SHBLU* Tirana, 1986, 91 pages
- “Organization and Technique of Trade” for the departments of the Faculty of Economics, (Co-author), *SHBLU* Tirana, 1986, 91 pages
- “Organization of Trade” applicable in economic and commercial high schools, (Co-author), *SHBLU* Tirana 1985, 45 pages
- “Economy of Branches (the part of the Trade) for the Faculty of Agrarian Economics”, (Co-author), *SHBLU* Tirana 1984, 97 pages
- “Economy and Organization of Trade, applicable for the students in the Faculty of Economics” (Co-author), *SHBLU* Tirana 1983, 39 pages

### Some Research Papers:

- Customer’s-Costumers Relationship: B2B Relation Between Philips Lightening Company and Enviroconcept in France, Editura Bibliotheca, Revue Européenne du Droit Social ISSN 2393 – 073X ISSN–L 1843 – 679X, (2016), nr. 31, page 11, pg 74-84.
- Microfinance Market Diagnoses and Beneficiaries Impact - Case of Albania, ISSN 2281-3993, Academic Journal of Interdisciplinary Studies MCSER Publishing, Rome-Italy, Vol 3 No 6, November (2014), pg.205-224.

- Microfinance and Value Chain – Case of Albania, Les Cahiers du CEDIMES, ISSN - L : 1954-3859 ISSN: 2110-Vol. 6, N<sup>o</sup>1. (2012), pg. 41-61.
- “The education strategy for poverty reduction”, (Co-author) Proceedings, ISBN 978-953-56322-1-4, pg. 103—119.
- “Marketing Communication and Branding for SMEs Journal of Studies in (Co-author) Economics and Society, ISSN 2078-1725, Vol 2. No 1. 2010, pg.67-77
- Deceptive advertising and marketing practices - a theoretical and practical review”, (Co-author) Journal of Studies in Economics and Society, ISSN 2078-1725, Vol 1. No 1. 2010, pg.46-53
- “For economic consistent regional development” (Co-author), “The Economy and Business”, No. 2 (19), 2005, 10 pages
- A model for determining of intervention’s priorities based on the consumer protections. (Co-author), “The Economy and Business”, No. 2 (16), 2004, 16 pages
- Consumerism and protection of consumer rights in Albania, (Co-author), “The Economy and Business”, No. 1 (15), 2004, 12 pages
- Some Models of Evaluation of Advertising Operations. (Co-author), “The Economy and Business”, No. 2 (13), 2004, 10 pages
- “The Ways towards increasing the Albanian Exports”, Fourth Conference organized by the Albanian Bank: “Albanian Economy: Achievements and Challengers”, Tirana, 2004, 20 pages
- Developing the Albanian Exports and its Social Implications. “The Economy and Transition” Journal, Belgrade, November 2003, 15 pages
- “Development of Albanian Exports and the Economic and Social Consequences”, “The Economy and Transition” Journal, Belgrade, November, 2003, 15 pages
- Problems of Coordination of Demand and Supply and the Marketing of Services. “Economy and Business” Journal, No. 8 (12), 2002, 12 pages
- “Development of Albanian Tourism and Economic and Social Consequences”, (Co-author), “Economy and Transition” Journal, No. 2(24), 2000, 12 pages
- “Tourism in Transition: Channel Hotels in Albania”, (Co-author), “Economy and Transition” Journal, No. 2(20), 1999, 10 pages
- “Market Research on Albanian SME-s”, (Co-author), “Economy and Transition” Journal, No. 4(18), 1998, 7 pages
- The Strategy of supporting Private Entrepreneurs after the Crisis of 1997”, (Co-author), “Economy and Transition” Journal, No. 3(17), 1998, 10 pages
- “Achievements and Problems of Tourism in Korça”, (Co-author), “Economy and Transition” Journal, No.1 (15), 1998, 12 pages

- "Psychological Theories in the Albanian Economic Environment", (Co-author), "Economy and Transition" Journal, No. 4(14), 1997, 12 pages
- "On Consumers Reaction to Some Products and Services", (Co-author), "Economy and Transition" Journal, No 3(13), 1997, 11 pages
- "Should Changes be Made in the Strategy for the Development of Albanian Tourism?", "Economy and Business" Journal, No. 3, 1997, 10 pages
- "Marketing Research to Help Decision Making in Business" (Co-author), "Economy and Business" Journal, No. 2, 1997, 13 pages
- "Achievements and Problems of Businesses in Albania", (Co-author), "Economy and Business" Journal, No. 1, 1996, 8 pages
- "Issues of Calculating the Efficiency in the Albanian Foreign Trade" (Co-author), "The Economic Issues" Journal, No. 5, 1990, 16 pages
- "Improving Methods for Determining the Structure of demand for Consumer Goods", "Economic Issues" Journal, No. 1, 1989, 15 pages
- "Better Fulfillment of the Real Needs of the Population with Consumer Goods" (Co-author), "The Party's Way" No. 11, 1988, 10 pages
- "Studying the Needs of the Population for Consumer Goods" (Co-author), "The Economic Issues" Journal, 1986, 10 pages
- "The Continuous Bettering of the State Owned Snack Food System, A Big Economic, Social, Political, Ideological and Cultural Issue" (Co-author), "The Party's Way" No. 9, 1984, 6 pages
- "Studying the Needs of the Population for Consumer Goods", "The Economic Issues" Magazine, No. 2, 1984, 13 pages
- "The Better Demand is Met by Supply, the Better the Needs for Consumer Goods are Fulfilled" (Co-author), - "The Party's Way" Magazine, No. 3, 1984, 5 pages

#### Other Publications:

- "The new Law on Education in accordance with western education systems"; "Panorama" Newspaper 10 May 2007, 5 pages
- "The Law on Education – it is excellent "; "Koha Jonë" Newspaper 8 May 2007, 4 pages
- "The new Law on Education avoids corruption in Universities" "Standard" Newspaper 3 May 2007, 5 pages.
- "The Informal Economy in Albania and its implications", 17<sup>th</sup> International Conference, Europe without limits Enlargement and cooperation, 3-4 November, 2006. *Targoviste*, Romania. 26 pages
- "The relationship between business and students– the new way for bringing new experience and ideas", Metropol "Newspaper", 9.03.2006, 9 pages
- "Marketing or Publicity", "The Monitor" Journal, No. 1, 2000, 6 pages

- "On Actual Investments in Tourism", "Economy and Transition" Journal, No. 24, 2000, 11 pages
- "Strategy of Tourism Development Requires Changes", "Atdheu" Newspaper, No. 4, 2000, 5 pages
- "Marketing Plan", (Co-author), "FORUM-Albanian Business", Volume 2, No. 10, 1997, 6 pages
- "Amateurism Impedes Economic Cooperation", (Co-author), "Bashkimi" Newspaper, date September 20, 1990, 4 pages
- "Trade International requires Qualified Employees", (Co-author), "Zeri i Popullit" Newspaper, date June 26, 1990, 3 pages
- "Goods of "Importance" and "Small" Goods", (Co-author), "Puna" Newspaper, date April 04, 1989, 4 pages
- "The Consumers' Panels as a Method for Studying the Demand for Goods", (Co-author), "Trade" Journal, No. 1, 1989, 10 pages
- "The Study of the Needs of Population for Long-term Usage Goods", (Co-author), "Trade" Journal, No. 1, 1988, 9 pages
- "Some Opinions on the Economic Efficiency Determination of the Technical Progress in Trade", (Co-author), "Trade" Journal, No. 1, 1987, 5 pages
- "Determination of Demand for Particular Groups and Commodities Based on Purchasing Power of the Population", (Co-author), "Trade" Journal, No. 3, 1985, 5 pages
- "Some Methods of Determining the Demand for Particular Groups of Commodities" (Co-author), "Trade" Journal, No. 1, 1984, 5 pages
- "Vegetables in the Nutrition Structure", (Co-author), "Bashkimi" Newspaper, date August 31, 1983, 2 pages
- "Prognostication of the Needs of the Population for Consumer Goods through Mathematical Methods", (Co-author), "Trade" Journal, No. 1, 1983, 5 pages
- "On the Principles and Methods Evaluation for the Operation of a Commercial Enterprise", "Trade" Journal, No. 3, 1980, 7 pages
- "We Should Use More Extensively Mathematical Methods of Linear Programming for the Distribution of Goods", "Trade" Journal, No. 1, 1979, 8 pages.

**Some Presentation  
in the International Conferences,  
Institutions, etc.**

*Perception of Higher Education Institutions' Quality- Case of Albania,  
A Regional Higher Education Conference, Quality of Assessment,  
Qualification and Evaluation in Higher Education, Tetovo, Macedonia,  
20 June 2014*



- *“Metrix of Social media”*, 1st International conference South-East European Countries towards European Integration, 20 October 2012, Elbasan, Albania.
- *Social media as a marketing tool*, International conference Globalization, development, public policy & management: an business development perspective”, Pristina, Kosovo, September 29, 2012
- *Supermarkets and Albanian consumer choice”* Scientific Conference in the framework of VI meeting IASH’s, Section of Economic Sciences, Pristina, 1-4 September 2011.
- *“Small destination Marketing”(case of Albania) - paper presented in 3rd International Scientific Conference “Economic Policy and EU Integration”, April, 8-9, Durres, Albania.*
- *“Albania as tourist destination”* paper presented in 3<sup>rd</sup> International Scientific Conference “Tourism and sustainable development – challenges and opportunities“, April 1, 2011, Ulcinj, Montenegro.
- *“The education strategy for poverty reduction”*, paper presented in International Scientific Conference “Social Work and Fight against Poverty and Social Exclusion – Professional Dedication to the Protection and Promotion of Human Rights”, 20 - 23 October 2010 Mostar, Bosnia and Herzegovina.
- *“The development of skills and attributes to accounting students – a challenge for the Albanian Higher Education”*, paper presented in 1<sup>st</sup> International Scientific Conference “Albania through way of implementation of Financial Reporting Standards and Auditing "organized by the National Accounting Council, October 8, 2010, Tirana, Albania.
- “Marketing Communication and Branding for SMEs”*, presented in 2<sup>nd</sup> International Conference “Economic Policy and EU Integration”, July, 2010, Durres, Albania.
- *Deceptive advertising and marketing practices - a theoretical and practical review”*, presented in 1<sup>st</sup> International Conference “Economic Policy and EU Integration”, November 19-20, 2009, Durres, Albania.
- *“Balkan Countries integration into EU: Problems and Perspectives for Albania”*, presented in 7<sup>th</sup> International Conference “Economic integration, competition and cooperation”, April 2 - 3, 2009, Opatija Croatia
- *“The Informal Economy in Albania and its implications”*, 17<sup>th</sup> International Conference, Europe without limits Enlargement and cooperation, 3-4 November, 2006. *Targoviste*, Romania. 26 pages
- Workshop on *“International Trade Finance and Financing dhe Companies Growth”*, Timisioara, Romania, 13-17 June, 2005.
- Workshop *“The communication as a management tool for the lectures”*. Chisnau, Moldavia, 04-08 April, 2005.
- Workshop on *“Strategic Management, Ambience and Organizational structure”*. Ohrid, Macedonia, 30 September-2 October 2004.

- "Establishment and development of relationships between University, Business and Community – the main condition for University quality improvement. Project study financed by Tirana University, Tirana, December 2005, 48 pages
- "Development of Albanian Exports and the Economic and Social Consequences", International Workshop, Belgrade, November 23-27, 2003, 15 pages
- Seminar on "Financial markets", Bukuresht, Romania, 17-21 November, 2003.
- "Development of Albanian Exports and the Economic and Social Consequences", International Workshop, Sarandë, Bank of Albania, September 10-12, 2003, 15 pages.
- Tourism as a Priority and Prospective Sector for the Albanian Economy. National Scientific Conference, 20 March 2003, Co-author, 12 pages
- Export-Import and the Domestic Product, National Scientific Conference, "Economy and Progress", organized by the University of Tirana and the Chamber of Commerce and Industry, 25 September 2002, Co-author, 10 pages
- Methodology of calculating the Cost and Effectiveness of the Social Services, 15 September 2002, 50 pages
- What should be done to improve the Export-Import Proportions? Scientific Conference at the Faculty of Economy, 30 May 2002, 11 pages
- "The Youth and the Development of Economy", National Research Conference of the Association of Albanian Economists, March 25, 2003, 12 pages
- "Investment in Tourism - an Imperative and Important Component for the Economic Development", Forum, "Institute of Cooperation & Development". "Investment Challenge in Albania during 1991-2000". June 28, 2000, 10 pages
- "Development of Albanian Tourism and the Economic Policies Consequences", Workshop, "Institute for Studying of Economies in Transition" and "Institute of Young Researchers". "Prospective for Development of Economy in Albania", Co-author, May 06, 2000, 8 pages
- "Reflection about the Strategy of Albanian Tourism". Workshop, "Institute for Studying of Economies in Transition" and Institute of Economy-Business-Finance". "The Role of Strategies in Development of an Economy in Transition", Co-author, November 02, 1998, 16 pages
- "Application of Financial Schemes for New Businesses". Conference. Institute for Studies of Economies in Transition. "Development of Rural Credit System", Co-author, June 5-6 1998, 12 pages
- "Restructuring and Privatization of Banks. Bad Loans and Portfolios and Their Impact on Enterprise Restructuring in Early Transition", International Conference, EU Phare ACE Program. "The Importance on Banking in Development of the Small Business". Seminar, Co-author, December 1997, 10 pages

- “Restructuring and privatization of Banks. Bad Loans and Portfolios and Their Impact on Enterprise Restructuring in Early Transition”, International Conference, EU Phare ACE Program. “What are the Legal Aspects of the Bank Privatization?”. Seminar, Co-author, December 1997, 14 pages
- “Development of Albanian Tourism and the Economic and Social Consequences”, International Seminar, Ohrid, Republic of Macedonia, Report, November 1997, 13 pages
- “Issues of Tourism Development in Albania”, Study, University of Venice, May 1996, 103 pages
- “Issues of Development for Small and Medium-sized Scale Business in Albania”, report, International Conference: “Situation and Prospective for the Economic Reform in Albania”, Tirana, Co-author, March 1996, 11 pages
- Seminar on the Development of Albanian Tourism. Report: “Strategy for the Development of Albanian Tourism”, seminar report, Co-author. Paris, February 1996, 11 pages
- “Economic Reform in Albania: Agricultural Prices and Agricultural Production”, Study, University of Athens, Greece, Co-author, January 1996, 56 pages
- Different forms of International Economic Cooperation and Consequences to the Albanian Economy”, ministry of Transport and Foreign Trade, November 1994, 16 pages
- “The aspects of tourism development in Albania”, Research Material, University of Angers, France. March 1993, 27 pages
- Participation in the Preparation of the Strategy for the Development of Albanian Tourism, Study Participant, Ministry of Tourism. September – October 1992, 54 pages
- “On Commercial Companies”: Participation in the compilation of the Parliamentary Law, September 1992
- “The eastern European Countries: The Situation and Their Prospective”. Material on the situation and prospective of Albania’s Development”. Round Table, Grenoble, April 1991, 15 pages
- “Trade Development and the Increase of the living Standard, Seminar organized by the ministries of Domestic Trade and of International Trade with Abroad, “Issues of Calculating Efficiency in Foreign Trade”, September 1990, 16 pages
- Clearing as Means of Payment in the Eastern European Countries”, Business School in Grenoble, France, March 1990, 15 pages
- “Compensation Trade Forms and the Possibilities of Benefit for the Economy of Our Country”, Seminar, Chair of Commerce, Faculty of Economics, University of Tirana, November 1989, 13 pages
- “Trade Network and Issues of its Improvement” - Research Study, Working Group, Ministry of Home Trade, April 1989, 33 pages

- "What should be done to Influence to the Development of the Northeastern Areas of the Country through the Stimulation and Development of Trade?" - Research Study, Ministry of Home Trade, Co-author, February 1989, 37 pages
- "The New Mechanisms of the People's Economy", National Conference, The Commission of State Planning: "Better Fulfillment of the Real Needs of Population with Consumer Goods", report, November 1988, 10 pages
- The study on legal improvements in order to help the expansion of trade international relations", Ministry of Foreign Trade, Co-author, November 1987, 16 pages
- "Organization of Structure of Ministry of Home Trade and its Improvement", Study prepared with a working group, June 1987, 28 pages
- "What Should be the Future of Vegetable Production in Order to fulfill the Needs of Population in Tirana?", Study prepared in cooperation with the State Trade Enterprise of Fruits and Vegetables, No. 3, May 1986, 42 pages
- "The Study on the Situation and Prospective of Consumer Goods for the Period 1986-1990", Study, ministry of Domestic Trade, September 1985, 86 pages
- "The Food Structure in Albania and Issues of its Improvement", Research Session, Faculty of Economics, May 1985, 15 pages
- "What Methods can be Used for Prognosticating the Demand for Consumer Goods?", Seminar, Chair of Commerce, Faculty of Economics, University of Tirana, January 1985, 18 pages
- "Issues of Production and Trade in the People's Economy", (National Conference, ministry of Domestic Trade, Tirana): "Issues of Studying the Needs of Population for Consumer Goods", June 1984, 13 pages
- "The Albanian Balance Sheet of Exports and Imports and the Issues of Bettering its Structure", Research Session, Faculty of Economics, University of Tirana, Co-author, April 1984, 14 pages
- "Methods of Prognostication of the Demand for Consumer Goods", Presented to the State Plan Commission, October 1983, 6 pages
- "The Structure of Food and Non Food Commodities and their Prospective", Research Session held at the Faculty of Economics, University of Tirana, March 1983, 12 pages

## OTHER EXPERIENCIES

**Project manager, Consultant** - Contracted by MADA - Mountain Area Development Agency, World Bank, private companies, microfinance entities. (Several years experience in feasibility studies, about 20 feasibility studies for different rural areas; project management, valuation studies, organizational studies on rural training, marketing consultancy).

## MEMBERSHIP IN RESEARCH AND MANAGERIAL INSTITUTIONS

**2011-** on, President of the Managing Board of the BESA Foundation

**2006 – on**, President of CEDIMES (Le Centre d'Etudes du Développement International et des Mouvements Economiques et Sociaux ) for Albania, Paris, France

**2005 - 2007**, President of the Managing Board of the Albanian Stock Exchange.

**2005 - 2007**, Member of the Managing Board of the INSTAT

**2003-2005**, Member of the Managing Board of the BESA Foundation

**2003-2005**, Member of the Managing Board of the ARMO (Albanian Refining and Marketing of Oil) Enterprise

**2003 - on** Member of the Senate of the Tirana University

**1997-on**, Member of the Albanian-American Academy of Sciences and Arts, New York

**1997-on**, Member of the Institute Board for Studies of Economies in Transition

**1996-on**, Member of the Albanian Marketing Association

**1996-on**, Member of the Editing Board of “Economy and Business” Magazine

**1992-1993**, Member of the Administrative Board, National Chamber of Industry and Trade

**1986-1990**, Member of the Scientific Associations in the Ministry of Home Trade

**1991-1993, 1995-1998**, Member of the Scientific Council of the Tirana University

**1987-on**, Member of Scientific Council of the Faculty of Economics and Business, Tirana University

## ANNEXES

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Replace with list of documents annexed to your CV. Examples:

- copies of degrees and qualifications;
- testimonial of employment or work placement;
- publications or research.