

# Curriculum Vitae



## PERSONAL INFORMATION

<b>First name:</b>	Armin	
<b>Last name:</b>	Avdić	
<b>Date of birth:</b>	25.03.1978. Gračanica, Bosnia & Herzegovina	
<b>Private address:</b>	Sarajevo	
<b>Telephone:</b>	Business: 033-275-945	
	Fax: 033-275-994	GSM:
<b>E-mail:</b>	<a href="mailto:armin.avdic@efsa.unsa.ba">armin.avdic@efsa.unsa.ba</a>	
<b>Personal Web page:</b>	<a href="http://www.efsa.unsa.ba">www.efsa.unsa.ba</a>	
<b>Fields of interest:</b>	Microeconomics, Managerial Economics, Business planning, Energy and Electricity Sector, Company Valuation, Management and Information Systems. Small Business. Banking and bank management, Companies' restructuring, Real Investments, Business Analyses, Business management, Business planning, Management information system, Business consulting.	

## EDUCATION BACKGROUND

Name of institution	Duration	Qualification
University of Sarajevo, School of Economics and Business	2010-	Doctoral thesis submitted: „ <b>The growth of companies in Bosnia and Herzegovina</b> “.
University of Sarajevo, School of Economics and Business	2001.-2007.	Master of economic science (Management and information system) Master thesis in Microeconomics: „ <b>Privatization of energy sector in Bosnia and Herzegovina- case of JP Elektroprivreda Bosne i Hercegovine</b> “
University of Sarajevo, School of Economics and Business	1997.-2001.	Bachelor in economics (Financial accounting) Graduate thesis: <b>Game theory as model of strategic behavior of companies in oligopoly market structure.</b>
High school, Gračanica,	1993.-1997.	High school education

## Working Knowledge of Foreign Languages [from 1 to 5 (1 = weak, 5 = excellent)]

Language	Reading	Speaking	Writing
English	5	4	4

## ADDITIONAL SKILLS/ABILITIES (e.g. computer software knowledge, driving license...).

Skill/ability	Description
Software	MS Office user (Word, Excel, Power point...), SPSS- beginner.
Driving license	B category, small vehicles
Working abilities	Business commitment, team work abilities, management abilities, enthusiasm, creativity

## PRESENT POSITION:

<b>Institution:</b>	School of Economics and Business, Sarajevo, University of Sarajevo.
<b>Position:</b>	Senior Teaching Assistant in Microeconomics (2001- ), Finance (2006- ), Management (2001-2006), Accounting (2004-2006).
<b>Business Address:</b>	Trg oslobođenja - Alija Izetbegović 1, Sarajevo, 71000, Bosnia & Herzegovina
<b>Phone:</b>	++387-(0)-33-275-945 <b>Fax:</b> ++387- (0)-33-275-993
<b>E-mail:</b>	<a href="mailto:armin.avdic@efsa.unsa.ba">armin.avdic@efsa.unsa.ba</a>
<b>Website:</b>	<a href="http://www.efsa.unsa.ba">www.efsa.unsa.ba</a>

## EMPLOYMENT HISTORY

Name of institution	Duration	Position
University of Sarajevo, School of Economics and Business	2010-	Senior Teaching Assistant in Banking and Bank Management.
University of Sarajevo, School of Economics and Business	2007-	Senior Teaching Assistant in Microeconomics, Company Valuation, and Economic Industry Analysis (2009-2011) in cooperation with Griffith Collage, Dublin
University of Sarajevo, School of Economics and Business	2001-2007.	Assistant in Microeconomics, Company Valuation and Managerial Economics.

## PROFESSIONAL EXPERIENCE IN LECTURES

1. Assistant and Senior Teaching Assistant in “**Microeconomics**” School of Economics and Business in Sarajevo (2001- ) and Goražde (2007- ).
2. Assistant in „**Company Valuation**“, School of Economics and Business in Sarajevo and (2005- ).
3. Senior Teaching Assistant in „**Economic Industry Analysis**“ School of Economics and Business, Sarajevo in cooperation with Griffith College, Dublin, Ireland (2009-2010).
4. Senior Teaching Assistant in “ **Banking**” and „**Bank management**“ School of Economics and Business in Sarajevo (2010-2011).

5. Part time assistant in „**Microeconomics**“, School of Economics, University of Zenica (2006-2009).
6. Assistant in „**Companies' business analyses**“, School of Economics and Business in Sarajevo (2003-2004).
7. Assistant in „**Managerial economics**“, School of Economics and Business Sarajevo (2005-2007).

## **MEMBERSHIP IN PROFESSIONAL BODIES/ORGANIZATIONS**

1. Member of LESPnet (Business Counselors Association) (2003- )
2. The member of Society of Economists in B&H (2005-...)

## **KEY QUALIFICATIONS**

1. Microeconomics
2. Company growth
3. Managerial Economics
4. Company valuation
5. The growth and development of companies
6. Privatization and regulation of energy sector
7. Managerial and business planning and researching
8. Investment.

## **SPECIFIC PROFESSIONAL EXPERIENCE**

1. Creation of business plans and feasibility studies, analyses and evaluations of investments
2. Estimation of companies' valuation
3. Professional support to growth and development of Small and Medium Enterprises,
4. Consulting in restructuring of companies

## **OTHER RELEVANT INFORMATIONS**

### **a. Awards and Recognitions**

1. According to anonymous survey among students of School of Economics in Zenica, the best rated assistant in academic 2008/09.
2. According to anonymous survey among students of School of Economics and Business in Sarajevo, among three best rated assistants in academic 2007/08.
3. According to anonymous survey among students of School of Economics and Business in Sarajevo, among three best rated assistants in academic 2006/07.

## **b. Additional professional education**

1. Licensed consultant for implementation of Benchmarking tools in SME, in cooperation with Fraunhofer institute, Berlin.
2. Participation on „**3<sup>rd</sup> European Consultants' Cooperation Forum**“, in Vienna, October 2008.
3. Participation on „**2<sup>nd</sup> European Consultants' Cooperation Forum**“, in Vienna, October 2007.
4. „**Initiative for professional capacity building teachers**“, E-net Centar in cooperation with University of Alberta, January 2006, February 2007, B&H - Canada.
5. „**All about franchising**“, Seminar held in Institute of Franchising, Osijek, Croatia, 2007.
6. Seminar „**Creative Leadership in Engineering**“, School of Economics and Business in Sarajevo (2001).

## **c. Additional Professional Experience**

1. Senior Advisor for Economic Affairs on the project of the Federal Ministry of Development, Entrepreneurship and Trade: "**Development of information systems for the registration of small and medium enterprises in the Federation of Bosnia & Herzegovina**" (January-June 2011).
2. Lecturer at the seminar "**Credit Analyst for legal entities**," Business Academy of Sarajevo on the theme: "**Quality and credit worthiness of clients- practical experience in B&H**" (May & December 2010).
3. Participant at the forum: "**Ethical Economy**", Club of Bosnian Intellectuals, Preporod, Gorazde, March, 2009.
4. Lecturer at the Business Academy seminar of Sarajevo on the theme: "**The policy of pricing at the National Institutes of Public Health and Business Analysis of Institute**" (April 2008).
5. A participant at the seminar: "**Program of education for management of company Širbegović-Gračanica**," Business Academy Sarajevo, Economic Institute, Sarajevo, Gračanica, December, 2007.
6. Lecturer at the seminar of the Federal Ministry of Economy on the topic: "**The application of modern techniques in management for small and medium enterprises**", Jajce, (April 2007).
7. Lecturer in five four-days-seminars organized by ETP - Center and School of Economics and Business, Sarajevo for managers, leaders of civil society organizations, NGOs and cooperatives in B&H: "**The basic training for finance in terms of business planning**", UMCOR, Sarajevo, December, 2004 .- March 2005.
8. Lecturer at the four-day seminar organized by the ETP - Center and School of Economics and Business, Sarajevo for managers, leaders of civil society organizations, NGOs and

cooperatives in B&H: "The basic training for finance in terms of business planning", UMCOR, Vlašić, December, 2004.

#### d. Membership in supervisory, administrative and other boards/committees

1. Member of the Management Board "LESPnet" (Association of Management Consultants of Bosnia and Herzegovina) (2009 - ).
2. Member of the Management Board of the Foundation, "Source of hope" in Sarajevo for scholarships of best students (2010 - ).

### REFERENCES – BIBLIOGRAPHY

#### I. BOOKS AND CHAPTERS

#### II. UNIVERSITY TEXTBOOKS AND PUBLICATIONS

1. "Microeconomics-Guide for exercises", Faculty of Economics in Sarajevo, Pages 194, third changed edition, February 2008.
2. "Microeconomics-Guide for exercises", Faculty of Economics in Sarajevo, Pages 193, Second changed edition, February 2007.
3. "The Microeconomics Guide- Theory, Tasks and Examples", Faculty of Economics in Sarajevo, Pages 130 First Edition, February 2004.
4. "The survey of Exercises in Analyses of Business Process in Company" Faculty of Economics in Sarajevo, Pages 250, January 2005, First Edition

#### III. MONOGRAPHS

#### IV. PAPERS PUBLISHED IN REFEREED JOURNALS

1. Velid Efendić, Armin Avdić, „*Analysis of Bank Efficiency in Bosnia and Herzegovina Using DEA Method*“ ISI Journal „TTEM - Technics Technologies Education Management“, Sarajevo. February 2011.
2. Kasim Tatić, Merima Činjarević, Armin Avdić "An integrated model of price, service quality, satisfaction and loyalty: An empirical research in the banking sector of Bosnia and Herzegovina", ISI Journals „Economic Research“, Pula, December 2010.
3. Dina Karahasanović, Armin Avdić, Merima Činjarević, „*Improving of sustainable development indicator with special focus on transition countries-Proposal of new sustainable development index (nSDI)*“ ISI Journal „TTEM - Technics Technologies Education Management“, Sarajevo, December 2010.

4. Dina Karahasanović, Kasim Tatić, Armin Avdić, „**Sustainable development indicators**“, **ECONOMIC REVIEW NO. 16** Volumes VIII, November 2010, Issue 2, ISSN 1512-8962.
5. Kasim Tatić, Merima Činjurević, Armin Avdić, „**Green Information Technology – Opportunities and Challenges for SMEs Sector**“, 1<sup>st</sup> International Conference of the Faculty of Economics, Zenica, November 2010.
6. Kasim Tatić, Merima Činjurević, Armin Avdić, „**Knowledge management and firm performance**“, 5<sup>th</sup> International Conference of the School and Business, Sarajevo (ICES 2010), October 2010.
7. Sanela Avdić, Armin Avdić, Berina Arnautović, „**Tourism demand analysis: Case of winter centers in Bosnia and Herzegovina**“, 5<sup>th</sup> International Conference of the School and Business, Sarajevo (ICES 2010), October 2010.
8. Muamer Halilbašić, Kenan Crnkić, Armin Avdić, „**Top Down approaches for identifying and analyzing of clusters**. ZBORNİK RADOVA/Sarajevo Business and Economics Review, School of Economics and business, Sarajevo, NO 30, October 2010.
9. Armin Avdić, Hasan Prelić, „**The developments of the future pension system in Bosnia and Herzegovina**, ZBORNİK RADOVA, School of Economics and Business, Sarajevo, No 28, September 2008.
10. Kasim Tatić, Armin Avdić, „**ICT usage in the SME sector and Globalization: The case of Bosnia and Herzegovina**“, ZBORNİK RADOVA, School of Economics and Business, Sarajevo, No 28, September 2008.
11. Armin Avdić, Kasim Tatić, „**Different models of privatization of the Public Company Elektroprivreda Bosne & Hercegovina- Qualitative analysis**“ 4<sup>th</sup> International Conference of the School and Business, Sarajevo (ICES 2008), October 2008.

#### V. PAPERS IN JOURNALS

1. Armin Avdic, "Competition and Cooperation," Zbornik radova- Proceedings, Faculty of Economics in Sarajevo, number 25, September 2005.
2. Armin Avdic, "How to find and retain good managers," Zbornik radova Proceedings, Faculty of Economics in Sarajevo, No. 24, September 2004.

#### VI. SCIENTIFIC PAPERS Proceedings (congresses, symposia)

1. Armin Avdic, "**The economic costs of water or???**", International conference organized by Revicon, Neum, Proceedings of the Conference, May 2007.

#### VII. PROFESSIONALPAPERS PROCEEDINGS

1. Armin Avdic, Velid Efendić, "**The labor market with special emphasis on the banking sector in B&H**", Proceedings, Faculty of Economics in Sarajevo, Number 27, September 2007.

## VII. PROFESSIONAL PAPERS IN JOURNALS

1. Hasan Prelić, Armin Avdic, "**The new pension system for (not) peaceful old age**"; Business Magazine No. 31, June 2008.
2. Armin Avdic, Aldin Međedović, "**Analysis of the economic platforms of political parties in B&H**", Konrad-Adenauer Stiftung, December 2006.
3. Kasim Tatić, Aleksandar Kalmar, Slavo Kukic, Fikret Hadzic, Tarik Zaimović Armin Avdic, "Privatization of natural monopolies" (September 2003). (p.18-22), United Nations Development Program in Bosnia, "Special Report on Early Warning System", UNDP, Sarajevo.

## VIII. ORGANIZATION OF INTERNATIONAL CONGRESSES AND GATHERINGS (MEMBERSHIP IN THE ORGANISING COMMITTEE)

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## X. ORGANIZATION OF DOMESTIC CONGRESSES AND GATHERINGS (MEMBERSHIP IN THE ORGANISING COMMITTEE)

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## XI. MENTORSHIP (Doctorates, Master's thesis and graduate work)

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## XII. Membership in the Commission (Doctorates and Master's thesis)

## XIII ADDITIONAL REFERENCES

### ▪ STUDY VISITS

1. Three study visits to Fatih University Istanbul, Turkey in 2010, 2009, and 2008 for period of one month.
2. Study visit to University of Alberta, Edmonton, Canada, January, 2007

### ▪ PARTICIPATION ON PROFESSIONAL CONFERENCES AND GATHERINGS

1. "**Managing the profitability**" two-day seminar with global expert in pricing management Kent Monroe, organized by the School of Economics and Business, Sarajevo, November 2010.
2. "**Collective management of copyright and related rights**" one-day conference organized by the World Intellectual Property Organization (WIPO) and the Institute for Intellectual Property of Bosnia and Herzegovina, Sarajevo, October 2010.
3. "**Consulting and Science-Partners for Innovation**", 3<sup>rd</sup> European Consultants

Cooperation Forum, a one-day conference organized by the Austrian International Consultants Umbrella, Vienna, Austria, October, 2008.

3. **"Networking for a Future in Europe"**, 2nd European Consultants Cooperation Forum, a one-day conference organized by the Austrian International Consultants Umbrella, Vienna, Austria, October, 2007.
4. Keynote speaker at the symposium on **"The economic costs of utilities,"** the Association of communal economy of the Federation of Bosnia and Herzegovina, Neum, 2007.
5. **"Global E-Conference on Public Policy and Corporate Social Responsibility"** organized by the World Bank Institute - Washington (March 2003).
6. **"Global E-Conference on Corporate Social Responsibility, Education and Technology"** organized by the World Bank Institute - Washington (December 2002).
7. **"Corporate Governance and Strategy"**, International videoconference, under the auspices of the World Bank in Sarajevo (2001).

#### PROFESSIONAL INTERVIEWS IN THE MEDIA

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#### SCIENTIFIC RESEARCH SUPPORT

Financial support writing of master's thesis by the Canton of Sarajevo, 2007.

#### EDITORIAL WORK FOR INTERNATIONAL AND DOMESTIC JOURNALS

ACADEMIC ENGAGEMENT BEYOND SCHOOL OF ECONOMICS AND BUSINESS, Sarajevo

1. Assistant in **"Microeconomics"** at the School of Economics in Zenica University (2006-2009).

OTHER - Articles in newspapers, magazines and journals

1. Armin Avdic, **"Islamic economics - Myth or Reality?"**, Journal Zehra, Sarajevo, April 2007.

2. Participation and collaborated in writing over 200 undergraduate and over 500 essays in the field of microeconomics, Diligence and valuation of companies.

#### XIV INTERNATIONAL RESEARCH PROJECTS

1. Participant in the management and implementation of the project **"Benchmarking system for small and medium enterprises in Bosnia and Herzegovina"**, which is implemented in Bosnia and Herzegovina, Croatia and Serbia, under the auspices of the Norwegian Government, in cooperation with the "Fraunhofer Institute for Production Systems and Design Technology (IPK)" from Berlin. (2010 - ).



## XV DOMESTIC RESEARCH AND OTHER PROJECTS

Author of analysis, companies' development, growth and restructuring projects in about 100 different B&H companies.

Author of 93 different business plans for SMEs.