

Curriculum Vitae

PERSONAL DATA

Name and surname:	Željko Šain	
Date and place of birth:	December 30th 1954, Kakanj, Bosnia and Herzegovina	
Address:		
Telephone number:	Apartment:	Work: +387 33 275 900
	Fax:	
E-mail:	zeljko.sain@efsa.unsa.ba	
Areas of professional interest:	Insurance, Quantitative Economics, Finance	

EDUCATION

Name of institution	Period	Qualification
Faculty of Economics Sarajevo	2004	Ph.D. in Economics
Faculty of Economics Sarajevo	1988	M.A. in Economics
Faculty of Economics Sarajevo	1977	B.A. in Economics

OTHER SKILLS (computer programs, driving licence, etc.)

Name	Description
Computer programs	MS Office, Windows, Internet
Driving licence	Category B
Working abilities	

CURRENT POSITION:

Name of institution:	Faculty of Economics in Sarajevo	
Position:	Associate professor	
Address:	Trg oslobođenja – Alija Izetbegović 1, Sarajevo	
Telephone:	+387 33 275 900	Fax: +387 33 275 994
E-mail:	zeljko.sain@efsa.unsa.ba	
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EMPLOYMENTS

Name of institution	Period	Position
Republican conference Union of Socialist Youth of B&H (SSOBIH)	1977 – 1980	Head of expert service and SSOBIH Secretariat member
Faculty of Economics in Sarajevo	1980 -	Teaching assistant, Senior teaching assistant, Assistant professor, Associate Professor

TEACHING AND PEDAGOGICAL ENGAGEMENT

1. UNDERGRADUATE STUDIES

- A. Industrial and financial mathematics
- B. Actuarial mathematics
- C. Financial and actuarial mathematics
- D. Insurance
- E. Due diligence
- F. Introduction to actuarial mathematics
- G. Firm financing
- H. Business mathematics
- I. Business finance

2. POSTGRADUATE STUDIES

- A. Financial mathematics II
- B. Actuarial mathematics II
- C. Economics of insurance
- D. Loan amortization models
- E. Business finance
- F. Financial management
- G. Financial management in health services
- H. Financial management in education
- I. Economics and health service financing
- J. Islamic insurance – Takaful
- K. Life and non-life insurance
- L. Insurance industry
- M. Financial analysis

PERIODICAL TEACHING ENGAGEMENTS

1. Teaching activities in:
 - a. Faculty of Natural Sciences, University of Sarajevo
 - b. Faculty of Economics, University of Zenica
 - c. Faculty of Economics, University of Tuzla
 - d. Faculty of Economics, University of Banja Luka
 - e. Faculty of Economics, University of Mostar
 - f. Faculty of Business engineering and management, University of Banja Luka
2. Specialist lecturing in undergraduate and postgraduate studies at Faculty of Economics in Sarajevo;
3. Specialist lecturing at Business School and Management and Informational Technologies Centre – MIT Centre at Faculty of Economics in Sarajevo;
4. Specialist lecturing in organization of a number of local and foreign institutions;
5. Specialist academic and professional researches, feasibility studies, projects and studies for local and foreign institutions;
6. “Beta group” mentor – group made of 80 students who have optionally studied the contents and ways of work on financial markets with the use of modern informational technologies and virtual stock-market trading
7. Mentor to a number of various students' works

ADDITIONAL WORKING ENGAGEMENTS

1. Administrative Council of Central Bank of Bosnia and Herzegovina, a member (2008 -)
2. Supervisory board of Insurance Agency of Federation B&H (2013 -)
3. Vice Dean for material and financial issues/Executive director of Faculty of Economics in Sarajevo (2006 – 2008)
4. Manager of Business School of Faculty of Economics in Sarajevo (2004 – 2006)

5. Lecturer at School for Authorised Actuary on Modules 70 and 71: Financial mathematics and investment models, Society of Actuaries Sarajevo, 2003 - 2004
6. Acting manager of E-net Centre at Faculty of Economics in Sarajevo (2003 – 2004)
7. Supervisory board of Faculty of Economics, a member (2001 – 2005)
8. Assistant Manager at Management and Informational Technologies Centre at Faculty of Economics in Sarajevo – MIS Centre (1997 – 2000)
9. Acting manager at Management and Informational Technologies Centre at Faculty of Economics in Sarajevo – MIT Centre (1995 - 2004)
10. Vice Dean for Teaching and Academic and Scientific Research (NIR) of Faculty of Economics in Sarajevo (1995 – 1997)
11. Co-bearer and head lecturer on the course “Financial management” on postgraduate specialist studies at MIT Centre Open Society Fund B&H – Soros Foundation, Sarajevo (1995 – 1999)
12. Secretary at Faculty of Economics in Sarajevo (1992 - 1995)
13. Member of Council of Faculty of Economics in Sarajevo (1978 – 1980)
14. Head of staff – Expert advisor of Presidency member of Republic of Bosnia and Herzegovina, Tatjana Ljujić Mijatović, Ph.D. (1995);
15. Expert team member for founding of Agency for International Cooperation for the Reconstruction and Development of Republic of Bosnia and Herzegovina – AICReD (1994);
16. Vice President of Society of Actuaries at the Republican Statistics Institute of B&H (1987 – 1989)
17. Secretariat of the Presidency member at the Republican Conference of Union of Socialist Youth in Bosnia and Herzegovina (1978 – 1980);

PERIODICAL WORKING ENGAGEMENTS

1. Specialist lecturing in undergraduate and postgraduate studies at Faculty of Economics in Sarajevo;
2. Specialist lecturing at Business School and Management and Informational Technologies Centre – MIT Centre at Faculty of Economics in Sarajevo;
3. Specialist lecturing in organization of a number of local and foreign institutions;
4. Specialist academic and professional researches, feasibility studies, projects and studies for local and foreign institutions;
5. “Beta group” mentor – group made of 80 students who have optionally studied the contents and ways of work on financial markets with the use of modern informational technologies and virtual stock-market trading
6. Mentor to a number of various students' works
7. Member of Commission for marking and oral examination of master's works

PREVIOUS SIGNIFICANT PROFESSIONAL ENGAGEMENTS APART FROM FACULTY OF ECONOMICS IN SARAJEVO

1. Supervisory board of ASA Insurance Company, Sarajevo (2007 -
2. Supervisory board of Funds Management Company (DUF) Blago, Sarajevo (2005 -
3. Supervisory board of Association of Internal Auditors, Sarajevo (2006 -
4. Member of the Supervisory board on the project of European Commission in B&H: “Technical support in reforming and modernization of insurance sector in B&H” (2006 – 2007)
5. Supervisory board of Insurance Agency of B&H, Sarajevo (2005 – 2008)
6. Member of the Supervisory board of Society of Actuaries in Sarajevo (2003 - 2006)
7. Supervisory board of the Public Company (JP) BH Telecom, Sarajevo (2002 - 2004)
8. Supervisory board of the Public Company (JP) PTT Traffic Bosnia and Herzegovina, Sarajevo (2000 – 2002)
9. Supervisory board of the Cantonal Agency for Privatization, Sarajevo (2000 – 2004)
10. Supervisory board of the Sarajevo Cantonal Housing Department (2000 - 2004)
11. Supervisory board of Napredak Insurance Company, Ltd, Sarajevo (1998 - 2003)

12. Supervisory board of BOR Bank, Sarajevo (1996 – 1998)

PROFESSIONAL ORGANIZATION MEMBERSHIP

1. Member of Society of Actuaries in Bosnia and Herzegovina
2. Association of Internal Auditors (acknowledged as the Institute of Internal Auditors in Bosnia and Herzegovina at IIA Global)
3. Member of the Association of Economists “Sarajevo“ and “Benko Kotruljić“
4. Member of the Association of Accountants and Auditors of Federation of Bosnia and Herzegovina
5. Member of the Expert Team of Foreign Trade Chamber of Commerce of Bosnia and Herzegovina

KEY QUALIFICATIONS

1. Insurance
2. Actuarial science
3. Industrial, financial and actuarial mathematics
4. Financial management
5. Business finance
6. Due diligence

SPECIFIC PROFESSIONAL EXPERIENCE

1. Managerial, supervisory and team work
2. Actuarial accounting for life insurance
3. Giving an expert financial evaluation
4. Company valuation
5. Due diligence

OTHER RELEVANT INFORMATION

Awards and recognitions

1. Bronze medallion diploma of Faculty of Economics in Sarajevo
2. One golden and three silver pins of the University of Sarajevo
3. A number of diplomas for the best assistant at the Faculty
4. Reward from the Association of Accountants and Auditors of FB&H

Additional professional education

1. “Company valuation“ training, South West London College, 1990
2. Financial management, Postgraduate studies at Business School of Faculty of Economics in Sarajevo, 1990
3. Independent accountant and auditor, 1997
4. “Corporate Governance: The Elements and their Relationship“, USA and Hungary, 1998
5. School for Authorised Actuaries (2003 – 2005)
6. IAIS Core principles of Insurance seminar, Zagreb, 2006

OTHER

1. Pedagogical and psychological education, University of Sarajevo, 1983
2. Annual educational international programs from the areas of: insurance, actuarial science, finance, accounting, auditing, continuously and more than once in the period of one year

REFERENCE – BIBLIOGRAPHY

I. BOOKS AND BOOK CHAPTERS

1. Group of authors: Small Business Management, the author of the chapter: "Small Business Finance Management", Faculty of Economics in Sarajevo, 1994
2. Group of authors: Foundation for ownership in communal assets, the author of the chapter: "Critical comment, possible solutions in improvement of the pre-war asset takeover, Croatian Cultural Association (HKD) Napredak and the Agency for Restructuring and Development", Mostar – Split, 1996
3. Group of authors: Proceedings based on the teaching topics from the Program for Independent Accountants Education, Book II, Institute for Accounting and Auditing of the Republic of Bosnia and Herzegovina, Sarajevo, 1996, chapter: Financial and monetary flows
4. Textbook: Actuarial models of life insurances, Basis of actuarial mathematics, Part I, Faculty of Economics in Sarajevo, 2009
5. Textbook: Actuarial models of life insurances, Apply of actuarial mathematics, Part II, Faculty of Economics in Sarajevo, 2010.
6. Textbook: Business finance (co-author with Zijad Njuhović, Ph.D), Faculty of Economics, Sarajevo, 2010

II. UNIVERSITY TEXTBOOKS AND PUBLICATIONS

1. Textbook: Business finance – theory and practical use, (co-author with Zijad Njuhović, Ph.D.), Faculty of Economics, Sarajevo, 2003
2. Financial management – selected texts, author and sub-editor, Soros Foundation, MIT Centre, Sarajevo, 1996

III. MONOGRAPHS

1. Financial mathematics formulas, Faculty of Economics in Sarajevo, 1986 and 1988
2. Group of authors: Economic and legal aspects for the establishment and introduction of small businesses, author of the chapter: Monetary flow/Flows of monetary means (cash), Faculty of Economics in Sarajevo, 2000
3. Financial management, accounting and media organization control, Media Plan Institute, Sarajevo, 2002

IV. ACADEMIC WORKS IN INDEXED MAGAZINES

1. "Calculations' Technical Bases as Precondition for Appropriate Life Insurance Premium", *2009 Global Business & Economics Research Conference*, Istanbul August 14th 2009, work accepted for publication in *The Business Review*, Cambridge which is indexed in CABELL'S and ULRICH'S DIRECTORIES (came out in December 2009) – co-author: M.A. Jasmina Selimović;
2. "Asset-liability Management of Life Insurance Companies in Southeast Europe, International Conference ICES 2010, School of Economics and Business, Sarajevo, 2010;
3. "Endowment Life Insurance", *UTMS Journal of Economics*, Vol. 4, No. 2, June 2013, University of Tourism and Management in Skopje, Republic of Macedonia (with Jasmina Selimović);
4. "Obstacles to Implementation of Solvency II regime in nonlife insurance companies in Bosnia and Herzegovina" – co-authors: Kozarević, S and Hodžić, A, *UTMS Journal of Economics*, Vol 5, No. 2, December 2014, University of Tourism and Management in Skopje, Republic of Macedonia;

V. ACADEMIC WORKS IN MAGAZINES WITH APPROVED REVIEWS

1. Financial and monetary flows, Financial and Economic Bureau – FEB, Sarajevo, issue 224/1995
2. Promissory notes and maintenance of capital substance in inflationary conditions, (co-author Sead Kreso, Ph.D.), Yugoslav banking, issue 1-2/1992, Belgrade
3. Amortization as a resource of industrial self-financing, Economic Herald, Sarajevo, issue 3-4, 1990
4. Some aspects of economic justification of the creation of informational systems in companies, co-author: M.A. Aleksandar Savić, Economics analyst, Zagreb, issue 7-8/1990
5. Possibilities of industrial self-financing of Republic of Bosnia and Herzegovina, Yugoslav banking, Belgrade, issue 2/1989
6. Autonomous joining of personal financial means as an indirect source of industrial self-financing, Proceedings of Faculty of Economics in Sarajevo, issue 20/1988

VI. ACADEMIC WORKS IN PROCEEDINGS (CONGRESSES, SYMPOSIUMS)

1. „Implementation of EU insurance directives in Bosnia and Herzegovina“, Abstract, *Seventh International Conference of the School of Economics and Business in Sarajevo ICES 2014*, October 2014., Book of Proceedings (CD), ISBN 978-9958-25-093-4, COBISS.BH-ID 21596166, p. 379. (with Jasmina Selimović) – Proceedings is indexed in EBSCO's database and ABI/INFORM Global;
2. „Implementation of Solvency II – Opportunities and Limitations“, XII international symposium – Risk Measurement and Control in Insurance, Aranđelovac, June 2014., Conference Proceedings (ISBN 978-86-403-1362-9), pp. 215-230 (with Jasmina Selimović);
3. "Solvency II Implementation Challenges In Small Transitional Countries", 30th International Congress of Actuaries ICA2014, Washington DC, USA, March 2014. <https://cas.confex.com/cas/ica14/webprogram/Session5846.html>, (with Jasmina Selimović);
4. „Insurance Companies' Solvency Challenges in Small Transitional Countries“, *2nd International Scientific Conference ESD – Economic and Social Development*, Paris, March 2013., Book of Abstracts (ISBN 978-961-6825-72-6) and CD Book of Proceedings (ISBN 978-961-6825-73-3), pp. 1243-1259 (with Jasmina Selimović);
5. “Supervision and control of insurance companies in accordance with regulations in force in Bosnia and Herzegovina”, IX International insurance symposium on the subject “Supervision and control of insurance companies performance”, Serbian Actuarial Association and Faculty of Economics in Belgrade, May 2011 (with Taso Edin)
6. “Regulation of insurance market in Bosnia and Herzegovina in the last decade”, X International insurance symposium on the subject “Insurance market in the last decade and prospects for development”, Serbian Actuarial Association and Faculty of Economics in Belgrade, 2012 (with Taso Edin);
7. "Actuarial Science Development Perspective in Small Transitional Countries - Case of Bosnia and Herzegovina and Other Countries from Ex-Yugoslavia", *29th International Congress of Actuaries ICA2010*, Cape Town, JAR, mart 2010. http://www.ica2010.com/abstracts_details.php?abstract=102&id=102, (with Jasmina Selimović);
8. “Dispersion of risk as a condition for insurance companies' business quality“, *6th International Research/Expert Conference With Participation "QUALITY2009"*, Neum, June 2009, Proceeding of ISSN 1512-9268, p. 889-896;
9. "Challenges in Insurance industry", *International Conference Interdisciplinary Management Research*, Poreč, Croatia, May 2009, Proceedings of ISSN 1847-0408, ISBN 978-953-253-061-2, p. 471-479; Proceedings is indexed in: Thomson ISI, RePEc, EconPapers;
10. „Risk Dispersion as Condition for Insurance Business Quality“ = "Disperzija rizika kao uvjet kvaliteta poslovanja osiguravajućih društava“, *6th International Research/Expert Conference With Participation "QUALITY2009"*, Neum, June 2009. Conference Proceedings ISSN 1512-9268, pp. 889-896., (with Jasmina Selimović);
11. "Challenges in Insurance industry", *International Conference Interdisciplinary Management Research*, Poreč, Croatia, May 2009., Conference Proceedings ISSN 1847-

- 0408, ISBN 978-953-253-061-2, pp. 471-479. (with Jasmina Selimović). Proceedings indexed in: Thomson ISI, RePEc, EconPapers;
12. Group of authors: *Economic reforms in B&H and European integrations*, Proceedings of the Eleventh International Symposium in Neum, author of the text: The Role of Insurance Companies in the Development of Capital Market in B&H, Association of Accountants and Auditors of FB&H, Neum, 2008, p. 199-220
 13. Group of authors: *Reforms in B&H, The way to European Integrations*, Proceedings of the Eight International Symposium in Neum, author of the text: Insurance Companies in B&H in the Period of Transition – Serious Competition to International Insurance Companies or...?, Revicon, Sarajevo, 2007, p. 541-552
 14. Group of authors: *The Role of Financial and Accounting Efficiency in Achieving Good Business Results*, Proceedings of the Tenth International Symposium in Neum, author of the text: Financial and Accounting Efficiency – a Guarantee for Achieving Good Business Results in Insurance Companies, Association of Accountants and Auditors of FB&H, Neum, 2007, p. 183-95
 15. Group of authors: *The Role of Reforms in Bosnia and Herzegovina in further development*, Proceedings of the Seventh International Symposium in Neum, author of the text: Insurance Products – Material (Tools) of the Investor, Citizens' Association of Public Finance (JAFIS), Sarajevo, 2006, p. 779-794
 16. Group of authors: *Place and Role of Accounting and Financial Profession in the Process of Making Efficient Business Decisions*, Proceedings of the Ninth International Symposium in Neum, author of the text: Due diligence of Insurance Companies, Association of Accountants and Auditors of FB&H, Sarajevo, 2006, p. 141-157
 17. Group of authors: *Accounting, Tax and Public Sector Reform*, Proceedings of the Sixth International Symposium in Neum, author of the text: Management of Premium (Mathematical) Reserve of Life Insurance, Citizens' Association of Public Finance (JAFIS), Sarajevo, 2005, p. 313-335
 18. Group of authors: *New Accounting and Tax Regulations, One step closer to Europe*, Proceedings of the Eight International Symposium in Neum, author of the text: “Assets Valuation of Legal Entities in Capital Societies and the Influence of the Valuation on the Financial Result“, Association of Accountants and Auditors of FB&H, Sarajevo, 2005, p.65-86
 19. Group of authors: *Possibilities and Limits of Introducing Means of Insurance Companies in Bosnia and Herzegovina*, Faculty of Economics in Belgrade and Association of Actuaries in Serbia, Belgrade – Vrnjačka Banja, 2005, p.13
 20. International Regional Symposium on Insurance and Actuary Science in Serbia: “Possibilities and Limits of Introducing Means of Insurance Companies in Bosnia and Herzegovina“, Faculty of Economics in Belgrade and Association of Actuaries in Serbia, Vrnjačka Banja, 2005
 21. International Regional Symposium on Insurance and Actuary Science in Serbia: “Development of Actuarial Profession in Bosnia and Herzegovina“, Faculty of Economics in Belgrade and Association of Actuaries in Serbia, Kopaonik, 2005
 22. Group of authors: *Accounting and Tax Reform – Integrative Factor of the Unique Industrial Area of Bosnia and Herzegovina*, Proceedings of the Seventh International Symposium in Neum, author of the text: Financial Strength of Insurance Companies in Bosnia and Herzegovina, Association of Accountants and Auditors of FB&H, Sarajevo, 2004, p.263-280
 23. Group of authors: *Internal Audit and Internal Control over Business*, Proceedings, author of the text: Current state and Need for Development of Internal Controllers System within Insurance Sector in B&H, Citizens' Association of Public Finance (JAFIS) – Association of Accountants, Auditors and Financial Participants of B&H, Sarajevo, 2004, p.79-90
 24. Group of authors: *Financial and Accounting Role in Modern Conditions of Market Earning*, chapter: Promissory notes and Maintenance of Capital Substance in Inflationary Conditions, p. 121-130, co-author Sead Kreso, Ph.D., Association of Accounting and Financial Workers, B&H and FEB, Sarajevo, 1991
 25. International Academic Conference: “Industrial Systems – IS'90“, co-author on the study: “New aspects of Economic Justification for the Creation of Integral Informational System in Companies“ (second co-author is M.A. Aleksandar Savić), Yugoslavia, Novi Sad, 1990;

26. International seminar and work on a topic: "The role of students in national development", Togo, Lome, 1979
27. International forum and work on a topic: "Struggle for Establishing New International Economic Order in the World", Cuba, Havana, 1978

VII. PROFESSIONAL WORKS IN PROCEEDINGS

1. „New products in insurance as development initiative“ = „Novi proizvodi u osiguranju kao poticaj razvoja“, *Sixteenth International Symposium – Status and Perspectives of Bosnia and Herzegovina*, Neum, BiH, May 2015. *Conference Proceedings*, Revicon, ISSN: 2232-8734 pp. 387-392 (with Jasmina Selimović);
2. „Readiness of insurance industry in Bosnia and Herzegovina for change“ = „Spremnost industrije osiguranja u Bosni i Hercegovini za promjene“, *Seventeenth International Symposium – Toward changes*, Neum, BiH, September 2014. *Conference Proceedings*, Udruženje-Udruga računovođa i revizora Federacije Bosne i Hercegovine, ISBN: 978-9958-9058-3-4 pp. 429-474 (with Jasmina Selimović, Edin Taso, Enver Avdić);
3. „Insurance companies' technical provisions – importance and role“, *Fifteenth International Symposium – Priorities for B&H*, Neum, BiH, May 2014. *Conference Proceedings*, Revicon, ISSN: 2232-8734 pp. 253-260 (with Jasmina Selimović);
4. „Banks and insurance companies – partners or competitors“ = „Banke i osiguravajuća društva – konkurenti ili komplementari“, *Fourteenth International Symposium – Path to inovative and creative B&H*, Neum, BiH, May 2013. *Conference Proceedings*, Revicon, ISSN: 2232-8734 pp. 433-439 (with Jasmina Selimović);
5. „Perspective and challenges of insurance sector in bank-centric system in B&H“ = „Perspektiva i izazovi sektora osiguranja u bankocentričnom sistemu u BiH“, *Thirteenth International Symposium – Fiscal framework and sustainable development of B&H*, Neum, BiH, May 2012. *Conference Proceedings*, Revicon, ISSN: 2232-8734 pp. 663-673 (with Jasmina Selimović);
6. „Accounting profession as function of insurance companies business activities improvement“ = „Računovodstvena profesija u funkciji unapređenja poslovanja društava za osiguranje“, *Fourteenth International Symposium – Financial and Accounting Profession as function of business improvement*, Neum, B&H, September 2011. *Conference Proceedings*, Udruženje-Udruga računovođa i revizora Federacije Bosne i Hercegovine, ISBN: 978-9958-705-05-2 pp. 23-32 (with Jasmina Selimović);
7. „Insurance companies – institutional investors – alternative for bank loans“ = „Društva za osiguranje kao institucionalni investitori – jedan oblik alternative bankarskim kreditima“, *Twelfth International Symposium – Reforms as the base for sustainable development*, Neum, BiH, May 2011. *Conference Proceedings*, Revicon, pp. 585-598 (with Jasmina Selimović);
8. „Insurance in B&H and Financial Crisis“ = „Osiguranje u BiH i finansijska kriza“, *Twelfth International Symposium – Financial and accounting Profession in Overcoming Financial Crisis*, Neum, B&H, September 2009. *Conference Proceedings*, Udruženje-Udruga računovođa i revizora Federacije Bosne i Hercegovine, pp. 169-178 (with Jasmina Selimović);
9. „International Accounting Standard 19 perspectives in Bosnia and Herzegovina“ = „Stanje i perspektive Međunarodnog računovodstvenog standarda 19 u Bosni i Hercegovini“, *The Fourth International Symposium – International Standards in finance and accounting sector vs. National Practice*, Međugorje, B&H, September 2009. *Conference Proceedings*, Fircon, pp. 97-106 (with Jasmina Selimović);
10. „Insurance in Bosnia and Herzegovina in World Crisis Period“ = „Stanje osiguranja u BiH u vrijeme svjetske ekonomske krize“, *10th International Symposium – European Path of BiH in World Crisis*, Neum, B&H, May 2009. *Conference Proceedings*, Revicon, pp. 539-546 (with Jasmina Selimović);
11. „Bosnia and Herzegovina Insurance Market and Global Financial Crisis“ = „Tržište osiguranja u BiH i globalna finansijska kriza“, *The Seventh International Symposium on Insurance – Insurance and the Global Financial Crisis*, Zlatibor, Serbia, May 2009. *Conference Proceedings*, Udruženje aktuarsa Srbije, ISBN 978-86-84309-22-0, pp. 306-316 (with Jasmina Selimović);

12. "Current State and Prospects of International Accounting Standard 19 in Bosnia and Herzegovina", *International Standards in Financial and Accounting Sectors vs. National Practice*, Proceedings, Fircon, p.97-107; - co-author M.A. Jasmina Selimović;
13. "Insurance in B&H and Financial Crisis", *The Role of Financial and Accounting Profession in Exceeding Economic Crisis*, Proceedings, Association of Accountants and Auditors of FB&H, p.169-179; - co-author M.A. Jasmina Selimović;
14. "State of B&H Insurance in the Time of World Economic Crisis", Tenth International Symposium – European Way of B&H in Conditions of Economic Crisis, Neum, B&H, May 2009, Proceedings, Revicon, p. 539-546;
15. "Insurance Market in B&H and Global Financial Crisis", *the Seventh International Insurance Symposium – Insurance and Global Financial Crisis*, Zlatibor, Srbija, May 2009, Proceedings, Association of Actuaries in Serbia, ISBN 978-86-84309-22-0, p. 306-316 – co-author M.A. Jasmina Selimović;
16. Group of authors: "Corporative Management", Proceedings, author of the text: "Transformation of Insurance Companies during the Privatization Process – a Rough Draft to Think About", Revicon, Sarajevo, 2007, p. 81-90;
17. Group of authors: "Modern Trends in the Development of Insurance Market", the Fourth International Symposium of Faculty of Economics in Belgrade and Association of Actuaries in Serbia, author of the text: "Forming of Institutional Infrastructure as a Support to Insurance Development in Bosnia and Herzegovina", Vrnjačka Banja, 2006
18. Group of authors: "Corporative Management and Capital Markets in Bosnia and Herzegovina", Proceedings of International Seminar, author of the text: "Prospects and Challenges of Insurance Companies' Transformation – New Solutions and/or New Problems?", Dubrovnik-Sarajevo, 2006
19. Group of authors; Accounting and Tax Reform in B&H, Proceedings of the Fifth International Symposium, author of the text: "Actuaries and Actuary Science in Bosnia and Herzegovina", Revicon, Sarajevo, 2004
20. Group of authors: The Role of Finance, Accounting and Auditing in Economic Reforms, Proceedings of the Sixth International Symposium, author of the text: "Insurance Market Functioning in Bosnia and Herzegovina and Federation of B&H", Association of Accountants and Auditors of FB&H, Neum, 2003

VIII. PROFESSIONAL WORKS IN MAGAZINES

1. "Banks and insurance companies – competitors or partners" = „Banke i osiguravajuća društva – konkurenti ili komplementari“, Prizma, Revicon, July/August 2013., ISSN 1512-8156, pp. 85-89 (with Jasmina Selimović);
2. „Insurance companies in Bosnia and Herzegovina in 2010 – results and perspectives“ = „Društva za osiguranje u Bosni i Hercegovini na kraju 2010. godine – stanje, dubioze i perspektive“ Prizma, Revicon, May/Jun 2011., ISSN 1512-8156, pp 54-69 (with Jasmina Selimović and Marko Dmitrović);
3. „Insurance companies in Bosnia and Herzegovina in 2009“ = „Društva za osiguranje u Bosni i Hercegovini u 2009. godini“, Prizma, Revicon, May/June 2010., ISSN 1512-8156, pp. 44-58 (with Jasmina Selimović and Marko Dmitrović);
4. Diagnosis of Current State of Insurance Industry in Bosnia and Herzegovina and its Prospects, Banks in B&H – Special edition "Osiguranje", June 2009, p. 14-16;
5. Financing of theoretic and practical studies, 'Pregled' magazine, Sarajevo, issue 1-2/2007, ISSN: 0032-7271, p. 439-443
6. Current State and Prospects of Insurance in B&H, Special addition to daily newspaper "Srpska Herald", Banja Luka, December 7th 2006, p. 4-5
7. Ranking insurance companies in Bosnia and Herzegovina for the:
 - a. year 2004, Prizma, Sarajevo, issue 7-8/2005
 - b. year 2005, Prizma, Sarajevo issue 7-8/2006
 - c. year 2006, Prizma, Sarajevo, issue 7-8/2007
 - d. year 2007, Prizma, Sarajevo, issue 7-8/2008
 - e. year 2008, Prizma, Sarajevo, issue 7-8/2009

8. Insurance Market in B&H: Regulator Strengthening is the Priority, "Banks in B&H" magazine, Special edition "Osiguranje", May 2006, p.9-11
9. Insurance Market in B&H and Introduction of New Products into Insurance, Special issue of "Poslovni kontakt" magazine, issue 278/2006, Banja Luka, 2006, p. 80-91
10. Prospects of Life Insurances Development, Prizma, Sarajevo, issue 7-8/2004
11. Insurance Market in B&H – Positioning according to Euro standards, Poslovne novine, Privredna štampa, Sarajevo, issue 1130/2004

IX. INTERNATIONAL RESEARCH PROJECTS

1. "Report on B&H Competitiveness" project (for the years 2000, 2001, 2002, 2004-2005, 2005-2006, 2006-2007, 2007-2008, 2008-2009), organized in cooperation with MIT Centre and Academy of Sciences and Arts of Bosnia and Herzegovina and according to methodology of World Economic Forum and Harvard Institute for International Development – project co-leader;
2. Project and publications "Competitiveness of South Eastern Europe countries and region" and "Competitiveness of Bosnia and Herzegovina and South Eastern Europe region", organized in cooperation with MIT Centre and Regional economic forum and according to methodology of World Economic Forum and Harvard Institute for International Development (year 2007-2008 and 2008-2009);
3. EU project for helping the insurance sector TARMIS (Technical Assistance to the Reform and Modernisation of Insurance Sector), Bosnia and Herzegovina, 2006-2007
4. EU Twinning project for the insurance sector in B&H, 2008

X. LOCAL RESEARCH PROJECTS

1. Optimization of foreign economic relations of Magnesite Mine Kladanj (RMK) Zenica in the areas of foreign-currency and safety politics, project co-operator, Faculty of Economics in Sarajevo, 1984
2. Informing RMK workers, project co-operator, Institute for Organization and Economics, Sarajevo, 1984
3. Building of thermo-electric power plant and heating plant Banja Luka – investment program, project co-operator and co-author, Energoinvest, Sarajevo, 1985
4. The role of information system in autonomous and management decision-making, project co-operator and co-author. Institute of Economics Sarajevo, 1985
5. Techno-economic analysis of department store building in Zenica, co-author, Faculty of Economics Institute, Sarajevo, 1986
6. Manufacturing of light ready-made clothes for women in Basic Organization of Joint Labour (OOUR) "Proizvodnja kućne radinosti" of Working Organization (RO) "Bosnafolk" Sarajevo – investment program, co-author, Institute of Faculty of Economics Institute, Sarajevo, 1986
7. Expert opinion the state of RO "Glama" Glamoč, co-author, Organization and Economics Institute, Sarajevo, 1986
8. Studies on allocation system in the process of making book of rules on personal incomes in:
 - a. RO "Fabrika motora", Hrasnica
 - b. RO "Fabrika transmisije", Hrasnica
 - c. RO "Tvornica prečistača", Rogatica
 co-author and co-operator, Faculty of Economics Institute, Sarajevo, 1986
9. Financial business analysis of Complex Organization of Joint Labour (SOUR) "Veselin Masleša", co-operator, Faculty of Economics Institute, Sarajevo, 1986
10. Promotion of organization and specialization of retail network RO "Promet" Zenica, co-operator, Faculty of Economics Institute, Sarajevo, 1986
11. Construction of nuclear power plant for needs of Bosnia and Herzegovina – economic and financial aspects, co-operator, SOUR Energoinvest, Sarajevo, 1986
12. Direction of power supply system development and Sarajevo power supply by the year 2015, co-operator, Institute of Faculty of Mechanical Engineering in Sarajevo, 1988

13. Autonomous catering industry development program in the area of Chamber of Commerce (OPK) Sarajevo and the City of Sarajevo by the year 2000, co-author, Faculty of Economics Institute, Sarajevo, 1988
14. Possibilities of SOUR "Energoinvest" entering the market of engineering services and food industry equipment in Yugoslavia, co-author, Faculty of Economics Institute in Sarajevo, 1989
15. Analysis of business creditworthiness of "Sarajevotekstil" with a proposition for institutional form of organization, co-author, Institute for planning and management system, Belgrade, 1989
16. Job and working assignment descriptions for the following companies:
 - a. RO "Kombiteks", Bihać
 - b. RO "KTK" Factory for production of footwear and fancy goods (Fabrika obuće i galanterije), Sarajevo
 - c. RO "Bosanka" Kladanj
 co-author, Faculty of Economics Institute in Sarajevo, 1986-1988
17. Investment projects for creation of a unique, i.e. integral information system for the following companies and institutions:
 - a. Newspaper Publishing and Printing Labour Organization (NIŠRO) "Oslobođenje" Sarajevo
 - b. RO "ŠIT" Bosanski Šamac
 - c. RO "ŠIPAD-JANJ" Donji Vakuf
 - d. Municipal Assembly Prijedor
 - e. Municipal Assembly Banovići
 co-author, Faculty of Economics Institute in Sarajevo, 1986-1991
18. Research of Sarajevo "KRAS" company macro organization format in accordance with conditions of market earning, co-author, Faculty of Economics Institute in Sarajevo, 1989
19. Valuation of business creditworthiness and propositions for further business orientation of "Vispak" company in Visoko, co-author, Faculty of Economics Institute in Sarajevo, University of Sarajevo, 1990
20. Indebtedness analysis of Communal Society (DP) "Vitex" Visoko, author, Economic Institute Sarajevo, 1991
21. Determining of on record creditworthiness of wholesale and retail trading, author, RO "Vrbaspromet", Donji Vakuf, Faculty of Economics Institute, Sarajevo, 1990
22. Model for acquiring financial means by issuing securities, co-author, DP "Vispak" Visoko, Faculty of Economics Institute, Sarajevo, 1990
23. Research and consultant works in twenty-three companies dealing with ownership transformation in accordance with legislative regulations of Law on Public Capital (Službeni List SFRJ, issue 84/89 and 46/90), in organization of a number of Economic Institutes and other organizations, in period of 1990-1997
24. Problems and arbitration in relation to interest account between Industrial Company (IP) "Komar" Donji Vakuf and Privredna Banka Sarajevo – Bugojno subsidiary, author, SIM Agency, Sarajevo, 1991
25. Methodology of creating a one-year business plan for Trading Company (TP) "Progres" Zenica, author, KONIA Ltd., Sarajevo, 1991
26. Development strategy for Graphic and Publishing Company (GIK) "Oko" Sarajevo, co-author, Economic Institute Sarajevo, 1993
27. Company valuation of DP Department store (Robna kuća) "Sarajka", project leader and main co-author, Faculty of Economics Institute, University of Sarajevo, 1993
28. Company valuation of Hotel Tourism Company (HTP) "Europa" Sarajevo on December 31st 1991, project leader and main co-author, Faculty of Economics Institute, University of Sarajevo, 1993
29. Development strategy of "Bosnalijek" company, Sarajevo, co-author, Economic Institute Sarajevo, 1993
30. Development strategy of "PTT Inženjering" company Sarajevo, co-author, Economic Institute Sarajevo, 1994

31. Normative acts – Book of rules of Agency for International Cooperation in Reconstruction and Development of RB&H, RB&H Government and Economic Institute, Sarajevo, 1994
32. Renovation and Reconstruction program for “HEPOK“ Trading Centre Sarajevo, co-author, Faculty of Economics Institute, University of Sarajevo, 1995
33. Concept of insurance system in Republic/Federation of B&H, Strategy of development and organization system in “Sarajevo-osiguranje“, d.d. (company limited by shares), co-author, Agency “Bosna“ Sarajevo, 1995
34. Tourism development strategy in Lukavac Municipality – author of chapter: “Due diligence of JP “Plaže jezera Modrac“, Lukavac, Faculty of Economics Institute, University of Sarajevo, 1998
35. Preliminary and practical project of education and research “A Woman in Business“, NGO FORMA F, Posušje – Mostar, 1997-2001
36. Economic justification for the concession of Bjelašnica-Igman complex, author of chapter: Defining the prices of concession and objects for sale, Faculty of Economics Institute, Sarajevo, 2004
37. Payroll accounts according to the International Accounting Standard (MRS) 19 for the following companies:
 - a. Central Bank of Bosnia and Herzegovina, for the years 2006, 2007, 2008
 - b. BOR Bank 2007
 - c. Investiciono-komercijalna banka 2007, 2008
 - d. Union banka 2007
 - e. BH Pošta 2008
 - f. Hrvatska pošta, Mostar 2007, 2008
 - g. HT Mostar, 2008
 - h. Agencija za bankarstvo FBiH, 2007, 2008
 - i. Cantonal Public Communal Company (KJKP) Pokop, Sarajevo, 2008

XI. ORGANIZATION OF INTERNATIONAL CONGRESSES AND CONFERENCES (organization board membership)

1. International Symposium for Internal Audit, Brela, 2008 and 2009
2. ICES2008 – International Conferences of Faculty of Economics in Sarajevo, University of Sarajevo, Organization board President

XII. ORGANIZATION OF LOCAL CONGRESSES AND CONFERENCES (organization board membership)

1. Organization board of the International Symposium of Association of Internal Auditors in B&H, 2007, 2008 and 2009
2. Organization board of the manifestation called Days of B&H Finance, Banja Luka, May 2007 and 2008

XIII. MENTORSHIPS (Ph.D. papers, M.A. papers and B.A. papers)

1. Hasan Prelić, M.A. paper: “Ways of reforming pension system in Bosnia and Herzegovina“ (2007)
2. Zlatan Murgić, M.A. paper: “Annuity saving in the light of pension insurance system reforms“ (2008)
3. Jasmina Selimović, M.A. paper: “Trends of developing actuarial models and methods in life insurances“ (2008)
4. Amela Omerašević, M.A. paper: “Risk management in insurance companies“ (2009)
5. Edin Taso, M.A. paper: “Due diligence – business investigation of an insurance company“ (2009)

XIV. COMMISSION MEMBERSHIP (Ph.D. and M.A. papers)

- **Commission member for M.A. papers**

1. Memić Nedim "The efficiency of managing company investments – case study Energoinvest, d.d. Sarajevo" (2006)
 2. Alibegović Džafer: "Technical analysis of securities: possibilities and limits of use in stock markets in countries in transition" (2007)
 3. Franjić Aida: "The role of marketing in managing client's life cycle in insurance market" (2007)
 4. Avdić Armin: "Privatization of power-supply sector – the example of JP Elektroprivreda in Bosnia and Herzegovina" (2007)
 5. Spahić Amir: "Convergenetion of the price of talking service of landline and mobile networks of telecom operator in B&H as the factor of economy of scale: case study of BH Telecom" (2008)
 6. Milisav Vedran: "Place and role of the Central Bank of Bosnia and Herzegovina in the European system of central banks from the aspect of government finance" (2008)
 7. Subašić Muhidin: "Financial aspects of pension system reforms in Bosnia and Herzegovina" (2008)
 8. Babić Sead: "Influence of regulation and new technologies on the investment and business efficiency of telecom sector in B&H: the example of BH Telecom d.d. Sarajevo" (2008)
 9. Šaćiragić Nedim: "The role of pension insurance reform in capital market in B&H" (2008)
 10. Stupar Hanifa: "The role of financial institutions in pension reform" (2009)
 11. Hadžialijagić Anis: "The role and importance of reinsurance in EU insurance industry with a reference to reinsurance activities in B&H" (2009)
 12. Letić Belma: "State promissory notes as the factor of development and stabilization of financial markets in countries in transition with a special reference to Bosnia and Herzegovina" (2009)
 13. Banković Jelena: "Capital market efficiency – presumption and limitations of functioning in Bosnia and Herzegovina" (2009)
- **Commission member for Ph.D. papers**
 1. M. Sc. Dara Ljubić: "Risk management in charging the outstanding debts in payments system", Faculty of Economics, University of Mostar (2008)
 2. M. Sc. Almira Arnaut Berilo: "Multivariational dynamic models of portfolio optimization in securities market" (2008)
 3. M. Sc. Amir Karalić: "The influence of national debt on financial system and economic development", (2008)
 4. M. Sc. Hasan Ćelam: "The influence of financial markets on industrial growth in countries in transition with a special reference to Bosnia and Herzegovina", (2008)
 5. M. Sc. Sead Babić: "Determination of prices of untied elements of the local access network on the basis of long-term incremental costs and their influence on investment in telecommunication infrastructure in Bosnia and Herzegovina" (2008)
 6. M. Sc. Azra Zaimović: "Possibilities of use of risk and yield evaluation model in capital market in Bosnia and Herzegovina", (2008)

XV. ADDITIONAL REFERENCES

▪ *STUDY TRIPS*

1. "Company valuation" Training, South West London College, Zagreb, 1990
2. Corporate Governance: The elements and their Relationship, USA, University of Delaware and Hungary, Budapest, 1998
3. University in Regensburg (Germany), 2007

▪ *PARTICIPATION IN PROFESSIONAL CONFERENCES AND GATHERINGS*

1. Sixth International Conference of Actuaries from Western and Central Europe, Dubrovnik, April 2004;

2. From the year 2004 onwards – regular international gatherings of accounting, auditing and financial workers in Neum, twice a year;
3. From the year 2007 onwards – regular gatherings of internal auditors in B&H (4-5 gatherings a year)
4. Participation in the international seminar “Corporative management and capital market in B&H”, Dubrovnik, 2005 and 2006;
5. Regular participation in all gatherings in Bosnia and Herzegovina that are related to the area of insurance;
6. Regular annual participation (from the year 2003 onwards) in international symposiums organized by JAFIS (Association of Accountants, Auditors and Financial Participants of B&H, Sarajevo) in Neum;
7. Regular annual participation (from the year 2003 onwards) in international symposiums organized by Association of Accountants and Auditors of Federation of B&H in Neum;
8. International symposium: “Systems of Social Security – analyses and first recommendations for B&H and its entities”, University of Banja Luka and University of Regensburg (Germany), Banja Luka, 2006;
9. International academic symposium: “Systems of social security”, University of Sarajevo and University of Regensburg (Germany), Sarajevo, 2006;
10. International regional symposia on insurance and actuary science in Serbia:
 - a. “Possibilities and limitations of introducing monetary means of insurance companies in Bosnia and Herzegovina”, Vrnjačka Banja (2005)
 - b. “Development of actuarial profession in Bosnia and Herzegovina”, Kopaonik (2005)
 - c. “Forming of institutional infrastructure as a support to the development of insurance in Bosnia and Herzegovina”, Vrnjačka Banja (2006)
11. International forum and work on a topic: “Struggle for Establishing New International Economic Order in the World”, Cuba, Havana, 1978
12. International seminar and work on a topic: “The role of students in national development”, Togo, Lome, 1979
13. International Academic Conference: “Industrial Systems – IS'90”, co-author on the study: “Some aspects of Economic Justification for the Creation of Integral Informational System in Companies” (second co-author is M.A. Aleksandar Savić), Yugoslavia, Novi Sad, 1990;

d. PROFESSIONAL INTERVIEWS IN MEDIA

- i. Giants on the legs of glass, Interview for special issue of “Osiguranje u FBiH” magazine, Privredna štampa, Sarajevo, September 2002
- ii. The most developed industrial branch in the future will be insurance, Interview for “Zaštita” magazine, issue 4/2006, p. 71-71, Sarajevo, 2006

e. ACADEMIC AND RESEARCH SUPPORTS

- i. Within teaching and academic process at the Faculty
- ii. Within Insurance Agency of B&H

f. EDITING WORK FOR INTERNATIONAL AND LOCAL MAGAZINES

1. –

g. ACADEMIC ENGAGEMENT APART FROM FACULTY OF ECONOMICS IN SARAJEVO

- i. Faculty of Mathematics and Natural Sciences in Sarajevo, University of Sarajevo, Assistant Professor on subject Introduction to Actuarial Mathematics;
- ii. Faculty of Economics, University of Tuzla, Assistant Professor on subject Financial and Actuarial Mathematics;

- iii. Faculty of Economics, University of Zenica, Assistant Professor on subjects Financial and Actuarial Mathematics and Company Financing;
- iv. University of Business Engineering and Management, Banja Luka, Assistant Professor on subject Business Mathematics;

h. OTHER

- **Significant works for seminar purposes**

- i. Analysis of company's financial creditworthiness, Economic Institute, Sarajevo, 1993
- ii. Financial analysis in investment studies, Economic Institute, Sarajevo, 1993
- iii. Financial and monetary flows; Financial markets, Financial regulations, Institute for Accounting and Auditing of R B&H, 1995 and 1996
- iv. Financial aspects of investment projects, Business School of Faculty of Economics in Sarajevo, 1996
- v. Finance and Accounting Management in Trading Companies, Business School of Faculty of Economics in Sarajevo, 1996
- vi. Adjusting balances of companies in preparation for the process of privatization, Influences of applied law from the year 1990 that have regulated privatization of companies on balances, Price Waterhouse, Sarajevo, 1996
- vii. Author and moderator of education programs in management and author of a series of written materials for NGOs and companies:
 - 1. "Forma F", 1997-2001
 - 2. "The New Bosnia Fund", 1998-2000
 - 3. "Schweizerisches Arbeitshilfswerk", SAH, Mostar, 1999-2000
 - 4. "Bosnalijek" Sarajevo, 1999-2000
- viii. Creator, moderator, co-author and lecturer at a number of seminars on the topic:
 - 1. Programme for Rehabilitation and Sustainable Social Development in Bosnia and Herzegovina, UNDP/UNOPS – PROGRESS B&H and MIS Centre, Faculty of Economics, University of Sarajevo, 1999-2000
- ix. The Essence of Financial Management, Agrokomerc d.d., Velika Kladaša, 2002
- x. Current state of actuary profession in Bosnia and Herzegovina, Bureau of Insurance B&H, Neum, 1999 and Lukavac, 2001
- xi. Banking and financial institutions: Insurance industry, institutions and instruments – Insurance companies in B&H, Vocation seminar "Authorised Internal Auditor", Revicon, Sarajevo, 2006

- **Other significant professional engagements**

- 1. Engagement at Faculty of Economics, University of Sarajevo, during the war period (1992-1995), Monograph of Faculty of Economics, University of Sarajevo 1952-2002
- 2. Editor of Library of MIT Centre Soros Foundation – B&H Open Society Fund: "MIT of..."
- 3. Editor of a number of books
- 4. Editorial member of a number of books
- 5. Teaching programs for high-schools for the following subjects:
 - 1. Industrial Mathematics
 - 2. Financial Mathematics
 - 3. Business Finance (within the subject: Finance)
 Institute of Education and Pedagogy Sarajevo, 1992-1995
- 6. Consulting work in USAID organization for the following companies:
 - 4. "Digigraph", Sarajevo, 1995
 - 5. "Napredak osiguranje", 1996

7. Business consultant at “Sarajevski kiseljak” company, Kiseljak, for the periods 1991-1992 and 1997-2000
8. Author of all teaching schedules at Faculty of Economics, University of Sarajevo, from 1983-2002
9. Reviews of a number of teaching books, professional books, articles
10. Outline of a number of professional books – published in various magazines and newspapers