



### Short narrative biography

Dimitrova Makedonka has over 18 years' professional experience in leadership positions in non-profits, business and education sectors. Dimitrova is holding the position of Director of the Scientific Board of the UACS Entrepreneurship and Leadership Development Institute where she conducts a research based projects in the area of entrepreneurial activities and innovation in SMEs. Dimitrova has been lecturing Entrepreneurship and International Management and Globalization at both undergraduate and graduate level at the University American College Skopje, Skopje, Macedonia since 2009. She is visiting lecturer at Tallahassee International College, Florida, USA.

### Contact information

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### Education

- 2012- *PhD candidate in Entrepreneurship and SME Development*, Regional Joint Doctoral Programme in Entrepreneurship and SME Management for Western Balkan Countries DOCSMES, Università di Bologna, Italy and University "St. Kliment Ohridski" Bitola, Republic of Macedonia
- 2004-2005 University of Pittsburgh, Graduate School for Applied Public Policy and International Affairs  
MPPM - *Master of Public Policy and Management*
- 1993-1998 B.A. in Turkish and English Language and Literature, Faculty of Phylology, University Ss. Cyril and Methodius, Skopje

### Training

- 2013 - „Resita Network, Case Study Development Training and Workshop”, Maribor, Slovenia, 2013. Macedonia,
- 2015 2014. Bulgaria, 2015
- 2012 „Train the Trainer - Summer School in Entrepreneurship”, Resita Network and Zenica Faculty of Economics, University of Sarajevo, Zenica, Bosna and Herzegovina
- 2011 „Entrepreneurship Colloquium Business Case Study Writing Workshop”, European Foundation for Entrepreneurial Research and Warsaw School of Economics, Warsaw, Poland
- 2010 „Entrepreneurship Colloquium on Entrepreneurial Finance”, European Foundation for Entrepreneurial Research and IESE School of Business, Barcelona, Spain
- 2009 „Effectuation Seminar”, European Foundation for Entrepreneurship Research (EFER) & Vlerick Leuven Management School, Gent, Belgium
- 2009 „Second Course on Sustainability in Action Part II”, Regional Environmental Center (REC) & Italian Ministry for Environment, Venice/Italy and Budapest/Hungary

**Working Experiences (academic, research, other)**

- 2009 - present      Lecturer (expert from practise) at University American College Skopje
- 2014 - present      Visiting Lecturer in Leadership and International Management at the Tallahassee International College, Florida, USA
- 2014 - present      Director of the Scientific Board of the UACS Entrepreneurship and Leadership Development Institute, Macedonia
- 2012 - present      Board Member – Social Innovation Laboratory/Regional Initiative based in Zagreb, Croatia
- 11/2015              Guest Lecturer in Entrepreneurship, Technical faculty of Bor, Belgrade University, Serbia
- 01-08/2015          Project Manager and Lecturer: Mavrovo International Summer School “Social Innovations”, Financed by DAAD, Resita Network
- 03 -07/2015          Main Researcher for Macedonia, Social Innovation – Driving Force of Social Change, SI-DRIVE. Research project funded by the European Commission under the Framework Programme 7 (FP7); Broad mapping of social innovation in Macedonia, *Client: Social Innovation Laboratory, Croatia*
- 03-06/2014          Project Lecturer and Mentor: EVN Business Plan Competition for Higher Education Institutions
- 01-06/2013          Project Manager and Lecturer: Ohrid International Summer School “Sustainable Tourism Development at the Ohrid, Financed by DAAD, Resita Network
- 2006 - 2009          General Secretary at the Macedonian Center for Energy Efficiency, Skopje, Macedonia
- 2012 - 2013          Project Developer and Communications Director
- 2012 - 2013          Communications Expert: Acciona Ingineria, Spain, Technical Assistance for Revision/Update and Implementation of a Communication Action Plan for Operational Programme for Regional Development (2007-2009), *Client: Ministry of Finance of the Republic of Macedonia, Ministry of Transport and Communications of the Republic of Macedonia and Ministry of Environment and Physical Planning of the Republic of Macedonia*
- 2010 -2012          Marketing Specialist: WeBSEFF – Western Balkans Sustainable Energy Financing Facility, EBRD Financed Project
- 2011-2012          National Expert and Researcher: EU Build Project for EE in Buildings – EU Funded Project
- 2001-2006          Communications Director, Booz Allen Hamilton, Macedonia Competitiveness Activity, USAID funded project, Skopje, Macedonia

**Administrative duties**

- 2013 - present      MOODLE Learning platform content manager

**Memberships in professional associations**

- 2013                  Research Gate
- 2009                  Harvard Business Review
- 2009                  EFER Alumni
- 2006                  NISPACEE
- 2005                  National Entrepreneurship and Competitiveness Council
- 2004                  Macedonian Business Women Network
- 2003                  The Competitiveness Institute
- 2002                  Macedonian Center for Energy Efficiency – MACEF

**Recent conferences**

- 03/2016      Mentor: Winter School in Design Thinking, Social Innovation Hub, Skopje, Macedonia
- 11/2015      Workshop Lecturer and Start Up Mentor: Start Up Work and Travel Academy (2013, 2014, 2015)
- 11/2015      Session Moderator and Presenter: YOUTH ENTREPRENEURS REGIONAL CONFERENCE, Skopje, Macedonia

- 2010 - Summer Academy Panelist and Presenter: Resita Network, cooperation of South-Eastern-European universities in summer schools. Serbia, 2010. Romania, 2011. Albania, 2012. Slovenia, 2014. Podgorica, 2015
- 10/2013 Resita Network, Joint Master in Innovation and Entrepreneurship. Development Workshop. Romania, 2012. Serbia, 2013. Macedonia, 2014. Germany, 2014.
- 05/2014 Presenter and Panel moderator: Building Code Myth or Reality: Evidence from the Western Balkans. Dimitrova, M. Dimitrov, O. Eremeeva N., V. Naumovski, M. Conference proceedings of the 10th International May Conference on Strategic Management IMKSM 2014, Bor, p. 993, Serbia
- 06/2012 Presenter and Panelist: Macedonia National Report – Financing Energy Efficiency in Buildings (National Researcher), Bruxelles, Belgium
- 02/2010 Café Scientific at British Council Skopje, Online conference Skopje, London, Ankara, topic: Green economy- Economics of Sustainable Development, lecturer: Miriam Kennet, Green Economics Institute UK, Moderator and academic support UACS by Makedonka Dimitrova

### Recent publications

- CASE 5: Fx3x: Star Performance without a Star Attitude, Authors: Dimitrova M, Petrovska I. Entrepreneurial Icebreakers - Conquering International Markets from Transition Economies: Insights from Internationally Successful Central and Eastern European Entrepreneurs. Palgrave-Macmillan, 2015
- Dimitrova M. Vadjal J. Petrovska I. & Bojadziev M. Should I become an entrepreneur or an employee: dilemmas of students in Macedonia and Slovenia? Acta Oeconomica Universitatis Selye, p. 35-44, 2014
- Stoshikj, M. Petrovska I. Tomovska A. Pachovski V. Dimitrova M. Measuring Social Media Return On Investments. Conference proceedings of the 10th International May Conference on Strategic Management IMKSM 2014, Bor, p. 334-342, 2014
- Veleski, Ljupco. Dimitrova, Makedonka. Efremov, Krum. European Market and Macedonian Food Processing Companies. Conference proceedings of the 10th International May Conference on Strategic Management IMKSM 2014, Bor, p.161, 2014
- Прирачник за енергетска ефикасност и обновливи извори на енергија за општини. Димитров et al. Центар за енергетска ефикасност на Македонија, Скопје. ISBN 987-608-65523-2-9. Меѓународен проект ИРЕКО, 2014
- Tomovska-Misoska, Ana. Dimitrova, Makedonka. Nikolovska, Zdenka. Petrovska, Svetlana. Cognitive Styles of Entrepreneurs and Non-entrepreneurs in the Republic of Macedonia. Journal of Entrepreneurship and Innovation. Issue 5, Year V, 2013
- Hristova, Snezana. Petrovska, Ilijana. Dimitrova, Makedonka. Internationalization in Higher Education: Trends and Opportunities. Published Annals Of Eftimie Murgu University Resita Fascicle II. Economic Studies Vol.2013. P. 90-101, 2013
- Peter Schulte, Dragana Živković, Michael Graef, Jaka Vadjal, Gelu Trisca, Ivan Mihajlović, Daniel Pavlov, Vasilika Kume, Živan Živković, Makedonka Dimitrova, Dževad Zečić, Jasmin Halebić and Adrian Tantau, Resita network - academic entrepreneurship and innovation network of south eastern european universities: an example of successful networking in entrepreneurship and innovation at academic level. Serbian Journal of Management. 8 (1) 117 – 130, 2013
- Bundaleska, Elena. Dimitrova, Makedonka. Nikolovska, Zdenka. Corporate Governance and Small & Medium Businesses. "Business Development 2011- Conference proceedings", ISSN 1840-4006, Zenica University, Faculty of Economics, November, 2011.
- Dimitrova, Makedonka.. Energy efficiency training program for municipalities. Chapters 11 - 16. Ministry for environment and physical planning, 2010.

<b>Language skills</b>	Macedonian language as mother tongue; excellent knowledge of English and Turkish, basic knowledge of Italian.
<b>Awards</b>	Energy Globe Award for Sustainability for 2011, EVN Primary School Project, National Award Coin of Excellence, Fort Benning, USA, 1998
<b>Honorary Title</b>	Energy Globe Ambassador for Macedonia 2013 – on going