

10.00 Registration open

Thursday, 27<sup>th</sup> November 10.30-12.00  
**Opening Plenary Session**

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**OPENING ADDRESSES**

**Conference Chairman: Mr. Blerim ZLLATKU**

Director, Economic Chamber of North-West Macedonia, Macedonia  
www.oemvp.org

**An Macedonian entrepreneurial experience**

**Dr. Fatmir BESIMI**

Minister, Ministry of Economy of RM

**GOLDEN SPONSOR - Stopanska Banka AD Skopje**

Introductory Speech

**SME Policy & Practice - what have we learnt?**

**Erwan FOUERE**

European Commission Ambassador in Macedonia, Delegation of European Commission in Macedonia

**Evzal RAKIPI**

Director, Business Development & Career Centre, South East Europe University, Macedonia  
www.bdc.seeu.edu.mk

**Ceremony for awarding vouchers by Ministry of Economy of the Republic of Macedonia to the representatives of ten new Regional Business Centres in the Republic of Macedonia**

12.00 - 12.15 Coffee-break

Thursday, 27th November 12.15-16.30  
**IV INTERNATIONAL SUSTAINABLE MANAGEMENT SEMINAR**

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12.15 - 14.00

**ROUND TABLE: SME Development in Transition and Developing Economies**

**Moderator: Dr. Antal SZABO**

Erenet Scientific Director, Hungary, UN ret. Regional Adviser on Entrepreneurship and SMEs

**Vahida Redgepagik**

Director, Agency for Promotion of Entrepreneurship of RM, Macedonia

**Dr. Antal SZABO**

Scientific Director, ERENET, Hungary

*Development of SME sectors in countries in transition and developing countries*

**Artan GJERGJI M.A**

Director, Department of Business Services - Chamber of Commerce and Industry of Tirana, Albania

**Borce RALESKI**

Member of the Board, Small Business Chamber of Commerce of Macedonia

**Vladimir MATEVSKI**

Coordinator, Macedonian Chambers of Commerce

**Igor NIKOLOSKI**

European Charter for SME

## FINAL AGENDA

### **Kiril NEJKOV**

IFC, World Bank, USA

*Good Corporate Governance in Family Businesses - Benefit for the Owners and for the Whole of the Macedonian Economy*

### **Zlatko VETEROVSKI**

Custom Head Office of Republic of Macedonia

*Advantages of the Republic of Macedonia Obtains from the Membership in Regional Trade Organizations Schemes as a Support to Foreign Investors Decisions in Venturing with the Macedonian Companies*

### **Mile BOSKOV**

CERM

*The role of the Employers' Organizations in the Transition Countries - Republic of Macedonia*

14.00 - 15.00 Network lunch

15.00 - 16.30

## **PAPER SESSION: Entrepreneurship Education performing through Entrepreneurship Practice**

**Session Chairman: prof. Dr. Dejan PENDEV**

Director, The Institute of Economics, Macedonia - University St. Cyril and Methodius, Macedonia

### **Ph.D. Izet ZEIRI**

Dean, Business Administration faculty South East Europe University, Macedonia

*An theoretical overview of the interactions between entrepreneurship and strategic management*

### **Ph.D. Radmil POLENAKOVIK, Aleksandar KURCIEV, Bojan JOVANOSKI**

University "St. Cyril and Methodius" Business Start-up Centre (UKIM-BSC)

*Entrepreneurial Trainings - Experience of University "St. Cyril and Methodius" Business Start-up Centre*

### **Dr. Bedri ADEMI**

South East European University

*SME Family Management*

### **Nina MAZGAN**

META Group, Slovenia

*Training and Development of Entrepreneurs and Entrepreneurial Spirit for a Growing Region*

### **Roman Papadimitrov**

Director, HRDF (Human Resources Development Fund)

### **Jovan MAGOVSKI**

CEED HR

### **Zivko KOSTOSKI**

ICT PREZENT, Macedonia

[www.prezent.com.mk](http://www.prezent.com.mk)

*One-Year Experience as Part of a Business Incubator*

### **Jasmina MANEVA - GALEVSKA**

Junior Achievement Macedonia

*ENTREPRENEURS ARE MADE, NOT BORN*

*Entrepreneurial Education as the Basis for Self-Employment?*

### **Ljubisa NIKOLOVSKI**

Agency for Promotion of Entrepreneurship of RM, Macedonia

*Understanding the Implementation of Innovations as Support to Small Businesses*

16.20 - 16.30 Conclusions and closing of the session

10.00 Registration open

Friday, 28th November 10.30-16.30  
**III INVESTMENT FORUM FOR SMALL BUSINESS**

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10.30 - 12.00

**PLENARY SESSION: Micro-finance, Development Banking, Innovative SME Financing**

**Conference Chairman: Mr. Blerim ZLLATKU**

Director, Economic Chamber of North-West Macedonia, Macedonia  
www.oemvp.org

**Moderator: Dr. Laurence HEWICK**

President Hewick Research Inc., Canada; President & Director of the Golden Horseshoe Venture Forum; Director of BitNet; Co-founder of the Mohawk College International Development Institute; and member of the Viatech

**Dr. Laurence HEWICK**

President Hewick Research Inc., Canada  
*An Overview of Private Sector Financing for Small Business Development*

**Veland RAMADANI, MBA**

South East European University in Tetovo  
*Business Angels, Who They Really Are?*

**Heinz HABERTHEUER Head of Office, Attache**

Coordination Office for Technical Cooperation - Austrian Embassy, Macedonia  
*Business & Development - Benefits for All*

**Jovan GAVRILOVSKI**

BAS (Business Advisory Services), EBRD

**Ph.D. Naser RAIMI**

State University Tetovo, Faculty of Economics, Macedonia  
*The role of small and medium companies in economic growth in Republic of Macedonia through comparative analysis*

**Aneta Mostrova**

*Public Supply Procedures*

**Stopanska Banka AD Skopje**

*SME Financing Opportunities in Stopanska Banka AD*

12.00 - 12.15 Coffee-break

12.15 - 14.00

**WORKSHOP: Regional Business and Tourism Networking**

**Emil DIMITROVSKI**

President, Economic Chamber for Tourism of Macedonia, Macedonia  
*A Day in Macedonia*

**Ph.D. Jovanka Biljanoska**

*Barriers in regional tourism development*

**Marko Stojanov**

*Attracting foreign tourists in Macedonia*

**Prof. Suna SPIROVSKA**

COSMO Innovate Center  
*Entrepreneurship in Tourism Small Business*

FINAL AGENDA

**Dr. Dusan NIKOLOVSKI**

*Entrepreneurial Nets*

**14.00 - 15.00** Network lunch

**15.00 - 16.30**

**ROUND TABLE - CIP Programme, IPA Programme, FP7 and other funding support schemes**

**Jadranka ARIZANKOVSKA**

Counsellor for EU programs and projects

*CIP Programme Supporting Funds*

**Samira IBRAIMI**

DMVV-Macedonian-German Economy Union

**Fatmir BYTYCI**

MCMS, Macedonia

**Dr. Anita GROZDANOV**

Technology-metallurgy Faculty, Skopje, Macedonia

**16.20 - 16.30** Conclusions and closing of the session and the Conference