**Appendix 12d**

**REPORT**

to occupy the academic position

| | |
|---|---|
| ''Professor'' | |
| ''Associate professor'' | X |
| | One of the academic positions indicated shall be marked with the sigh “X”. |

**Candidates to occupy the position** :

| 1 | Chief assistant | Dr. | Angelina | Georgieva | Terzieva | UCTM |
|---|---|---|---|---|---|---|
| No. | academic position | scientific degree | name | middle name | surname | workplace |

**Scientific area** :

| | Social, economic and legal sciences |
|---|---|
| code | name |

**Professional area** :

| 3.7. | Administration and management |
|---|---|
| code | name |

**Scientific specialty** :

| Organization and management of production by industry |
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**The competition has been announced:**

| 71 | 07.08.2026 | Economics and Business Administration | Chemical and Systems Engineering |
|---|---|---|---|
| in the State Gazette issue | date | for the needs of the Department | Faculty |

**The report was written by** :

| professor | Doctor of Economic Sciences | Ivan | Stoilov | Georgiev | UNWE - retired |
|---|---|---|---|---|---|
| academician position | scientific degree | name | middle name | last name | workplace |

**1. Report for the candidate:**

| chief assistant | doctor | Angelina | Georgieva | Terzieva |
|---|---|---|---|---|
| academic position | scientific degree | name | middle name | last name |

**1.1. Meeting the minimum requirements under the Regulations:**

| A) The candidate meets the minimum requirements | 20 points | X |
|---|---|---|

| | | |
|---|---|---|
| B) The candidate doesn't meet the minimum requirements | 0 points | |
| | | one of the answers given is marked with the sign "X" |

| It must be filled if answer B is marked. The publication activity of the candidate is analyzed. The response of the results achieved (quoted) is analyzed. |
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| I give a positive assessment of the candidate's publication activity. Arguments: 18 publications, including 15 after the election as chief assistant; the type of publications are monographs, articles, reports and textbooks, which examine theoretical, methodological and methodological-applied problems at the level of a selected economic sector (clothing production) and at the enterprise level; the emphasis in the publications is on the problems of competitiveness, including technological transfer in enterprises from the "Clothing Production" sector.<br>The results presented in the candidate's publications have received a positive assessment from interested scientists. 10 citations are indicated by 9 authors of 6 of the publications - articles and reports. The subject of citations is mainly issues related to technological innovation, technological transfer and competitiveness in the development of articles and reports for both the "Clothing Production" sector and other sectors: oil - vegetable industry, grain production, recycling industry. |

**1.2. Relevance of scientific and/or applied research:**

| | | |
|---|---|---|
| A) The research is relevant. Part of the research is pioneering (no results are known on the topic by other authors) | 8 points | |
| B) Research is relevant. Results from other authors are known for each of the topics and/or applications studied | 6 points | X |
| C) Most of the research is relevant, but also some results are presented that have no scientific and/or applied value. | 4 points | |
| D) The smaller part of the research is relevant | 2 points | |
| E) Research is not relevant | 0 points | |
| | | One of the answers given is marked with the sign "X" |

| The evaluation of the relevance of the research must be substantiated. |
|---|
| The relevance of the research of Chief Assistant Professor Terzieva is beyond doubt. First, the main publications are aimed at the most important factors for the sustainable and effective development of the "Clothing Production" sector under the conditions of an open market economy, namely: production of products in demand on the local and international markets; effective organization of production; modern technologies and trained personnel. Second, the subject of research are the mechanisms relevant to the sector for increasing the technological level through technology transfer, commercialization of scientific research results, etc. Third, the information base of the research reflects the state of the economy and enterprises over the past ten years. Fourth, part of the achieved applied results (approaches) are also relevant for other sectors. |

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**1.3. Objectives of the research:**

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|---|---|---|
| A) Realistic and of scientific and/or applied interest | 8 points | X |
| B) Realistic, but not of scientific and/or applied interest | 4 points | |
| C) Unattainable (unrealistic) | 0 points | |
| | | one of the answers given is marked with the sign "X" |

| Objectives must be specified. The type of the set objectives must be justified. |
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| The candidate's research goals are of a scientific and applied nature. They are realistic insofar as they are based on proven scientific approaches, methodologies and business solutions, as well as on the candidate's research capabilities.<br>In summary, the objectives are:<br>First, to systematize the theoretical aspects of the modern organization of production in clothing enterprises;<br>Second, to propose an approach for analyzing and assessing the impact of the characteristics of the manufactured finished products on processes, equipment, personnel and technological level;<br>Third, to justify the crucial role of technology transfer in achieving the necessary competitiveness of clothing manufacturing enterprises;<br>Fourth, to assess the competitiveness of enterprises in the studied sector through several indicators based on available information from the NSI: number and structure of enterprises; volumes of production, imports and exports; employment; investments; profitability, etc.<br>Fifth, to propose organizational and technical solutions to current problems in enterprises from various sectors, relating to technological renewal, personnel training, trade in chemical products, waste management, etc. |

**1.4 Candidate research contributions**

| | | |
|---|---|---|
| A) With lasting scientific and/or applied response, they form the basis for research and applications | 20 points | |
| B) They are of significant scientific and/or applied interest, complete and/or summarize previous research | 16 points | X |
| C) They are of scientific and/or applied interest | 12 points | |
| D) Lack of significant contributions | 8 points | |
| E) Lack of contributions | 0 points | |

| | | |
|---|---|---|
| | | one of the answers given is marked with the sign “X” |

| Contributions must be specified. The type of results achieved must be justified. |
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| 1. The main characteristics of the organization of production in clothing manufacturing enterprises are systematized from the standpoint of modern theoretical achievements regarding the structure, production processes, forms and methods of organization, the design of production lines, etc.<br>2. An approach has been developed and implemented in which, based on the characteristics of a specific finished product, decisions for choosing an organizational and technological scheme of the production process are analyzed and evaluated: operations, equipment, software applications, etc. This approach facilitates student learning.<br>3. The crucial role of technology transfer in achieving the necessary competitiveness of clothing manufacturing enterprises is substantiated.<br>4. Based on a methodologically sound analysis, a dynamic assessment of the competitiveness of the sector for the period 2014 - 2023 has been given and important conclusions have been drawn for the future development of the "Clothing Production" sector.<br>5. Organizational and technical solutions to current problems in enterprises from various sectors are proposed, relating to technological renewal, personnel training, trade in chemical products, waste management, etc.<br>By nature, the contributions are:<br>• Enriching existing knowledge on competitiveness at sector level;<br>• Justification of the need to apply certain scientific and technical achievements in the activities of enterprises in the "Clothing Production" sector. |
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**1.5. Participation of the candidate in achieving of the presented results:**

| | | |
|---|---|---|
| A) The candidate has at least an equal participation in the submitted papers | 8 points | X |
| B) The candidate has at least an equal participation in most of the submitted papers | 7 points | |
| C) The candidate has a secondary participation in most of the submitted papers | 4 points | |
| D) The candidate's participation is unnoticeable | 0 points | |
| | | one of the answers given |

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| | | is marked with the sign “X” |

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| Critical notes must be provided if one of the items C or D is marked. |
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**1.6. Pedagogical activity:**

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| A) The candidate has effective and sufficient pedagogical activity at the university. The textbooks issued are modern and useful (they meet the requirements of the Regulations). The work with undergraduate and doctoral students is at a high professional level | 8 points | |
| B) The candidate has sufficient pedagogical activity at the university. The textbooks issued satisfy the requirements of the Regulations | 6 points | X |
| C) The pedagogical activity and/or textbooks issued are insufficient (do not meet the requirements of the Regulations) | 0 points | |
| | | one of the answers given is marked with the sign “X” |

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| Critical notes must be provided if one of the items B or C is marked. |

**1.7. Critical notes:**

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|---|---|---|
| A) Lack of critical notes | 8 points | |
| B) Critical notes of a technical nature | 7 points | |
| C) Critical notes that would partially improve the results achieved in a small part of the research | 5 points | X |
| D) Critical remarks that would partially improve the results achieved in most of the research | 3 points | |
| E) Significant critical notes | 0 points | |
| | | one of the answers given is marked with the sign “X” |

| Critical notes must be provided if one of the answers C, D, or E is marked. |
|---|
| 1. The candidate studies and assesses the competitiveness of the sector based on indicators obtained by summing up the data and their subsequent averaging for the totality of **all enterprises.** This approach is justified in assessments and decisions for the sector from the position of the sector itself and the larger systems: manufacturing industry, industry, economy. However, for specific enterprises, the generalized assessments have little applied value. It could be increased if the assessments for the sector are supplemented with analysis and assessments (cluster analysis, case study method) by groups of enterprises with selected similar characteristics, for example, large enterprises - technological and/or market leaders, enterprises united in a cluster, micro - and small enterprises operating only for regional markets, etc. Then the recommendations for increasing competitiveness in the "Clothing Production" sector will be more precisely addressed.<br>2. The conclusions regarding the efficiency of investments in the sector (section 4.3 of the monograph) should be accepted with reservations, as they are based on the assumption that changes in revenues and expenses are due only to the investments made, and not to other factors beyond the control of the enterprises. Separately, there is the issue of more accurate measurement of the economic lag (lag of the effect from the moment of making the investments).<br>3. The competition documents contain information that allows for a positive quantitative assessment of the candidate's pedagogical activity (courses, hours), but not for assessing its quality in terms of the content of the lecture activity, the seminar classes, the scientific supervision of students' course projects, etc. |

**1.8. Conclusion**

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| A) The evaluation of the candidate's activity is **POSITIVE** | The evaluation is assigned to a total number of at least 50 points. | X<br><br>69 points |
| B) The evaluation of the candidate's activity is **NEGATIVE** | The evaluation is assigned to a total number below 50 points. | |
| | | one of the answers given is marked with the sign "X" |

| To be filled in if requested by the member of the specific jury |
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|---|---|---|
| 29.10.2026 | The report was written by:<br><br>Prof. DSc. Ivan Georgiev | |
| date | | signature |