

PERSONAL INFORMATION



Aleksandra MARTINOVSKA STOJCHESKA

 Bul 16th Makedonska Brigada 3, 1000 Skopje, North Macedonia
 389 2 3115 277  389 76 255 898
 amartinovska@fznh.ukim.edu.mk; amartinovska@gmail.com
 <https://scholar.google.com/citations?user=UMgcyQcAAAAJ&hl=en>
 Skype sanims77

Sex Female | Date of birth May 7th, 1977 | Nationality Macedonian

WORK EXPERIENCE

1999 - present

University lecturer and researcher

University " Ss Cyril and Methodius" – Skopje, Faculty of Agricultural Sciences and Food - Skopje
 Institute of Agricultural Economics/Department of Agricultural Policy

- **Full Professor** (2018-present); **Associate Professor** (2012-2018); Assistant Professor (2007-2012), **Teaching Assistant** (2002-2007), **Junior Assistant** (1999-2002)
- **Head of Institute of Agricultural Economics** (2021-2024); Head of Agricultural Policy Dept. (2017-present); Head of Agribusiness Dept. (2009-2013)
- **Lecturer (undergraduate level)**: Costing and budgeting in agriculture, Farm business analysis, Valuations in agriculture, Farm accounting.
- **Lecturer (postgraduate level)**: Research Methods, Applied Farm Management, Cost management in agribusiness (FASF Agricultural Economics MSc Program); Thesis Course and Financial Accounting (BICA Double MSc Degree, 2010/2011 and 2011/2012); Ethics in agri-food research, Financing and costs in agriculture and rural development (FASF Ag. Economics PhD Program).
- **Researcher**: agricultural and food systems, performance, productivity and efficiency, farmers' behaviour, production economics, farm management, accounting, rural development, agricultural policy, climate change in agriculture.
- **Supervised or co-supervised** MSc students and PhD students (eg. farm management, farm optimisation, technical efficiency, performance, land fragmentation, climate change, water economics, monitoring and evaluation of agricultural policy through indicators, etc.)

Business or sector Academia/University

1998 - 1999

Agribusiness Specialist

Macedonian Business Resource Center, USAID

- Work with Macedonian companies in improving their overall business performance. Business plan and feasibility studies preparation. Sales and distribution plans. Post-harvest management of fresh fruits and vegetables. Specialist projects in export promotion and export plans.

Business or sector Consultancy/Advisory

EDUCATION AND TRAINING

2003 – 2007

Ph.D. in Agricultural Economics

EQF level 8

Ss. Cyril and Methodius University in Skopje, Faculty of Agricultural Sciences and Food - Skopje
 Doctoral thesis: Costs and budgets in function of accounting information systems at family farms

1999 – 2001

M.Sc. in Agricultural Economics

EQF level 7

Ss. Cyril and Methodius University in Skopje, Faculty of Agricultural Sciences and Food - Skopje
 Master thesis: Cost of production as competitiveness factor in glasshouse tomato and cucumber

1996 – 1998

B.Sc. (Honours) in International Agri-Food Production and Marketing

EQF level 6

Harper Adams University – UK
 IAC Larenstein - The Netherlands

1994 – 1998

B.Sc. (Agricultural Engineer) in Vegetable and Flower Production

EQF level 6

Ss. Cyril and Methodius University in Skopje, Faculty of Agriculture - Skopje

SELECTED TRAININGS:

- CIHEAM Curso Internacional sobre Economía Agroalimentaria, Unidad de Economía Agroalimentaria, Oct.-Nov. 2000, Zaragoza, Spain.
- University of Gent Novel and Functional Food course, Socrates Intensive Programme, January 2001, Gent, Belgium.
- Cours sur la Gestion des entreprises et la géographie des zones rurales, Jun. 2001, University of Rennes, AGRENA, France.
- Marie Curie EU Action Training Course on Economic and Farm Management Advisory Work, Sep. 2008, University of Hohenheim Germany and Russian State Agrarian University - Moscow Timiryazev Agricultural Academy, Moscow, Russia.
- Evaluating CAP by Positive Mathematical Programming Tools using GAMS: Introduction and Practice, Oct. 2009, University of Parma, Dept. of Economics, Unit of Agrifood Economics, Parma, Italy.
- PhD course Applied Production Analysis, Jun. 2010, SLU, Uppsala, Sweden
- Course on Applied econometric methods, Feb. 2015, Department of Economics, University of Fribourg, Fribourg, Switzerland.
- Putting Food Systems in a Sustainable Development Context, trade-offs and synergies, May 2021, Johns Hopkins University, USA, Black Sea Economic Cooperation (BSEC), FAO Sub-Regional Office for Central Asia (SEC)
- Mentoring programme of Marie Skłodowska Curie national contact points, Oct.2022-Mar. 2023 (online and Ankara, Türkiye), Scientific and Technological Research Council of Türkiye – TUBITAK, MSCA-NET
- Seminar on Digital Agriculture and Information Management for Developing Countries, Nov.-Dec. 2022, Ministry of Commerce, China (online)
- Regional Workshop Agri-Environmental Indicators Monitoring and Climate Change adaptation in Agriculture: Support strategic approaches and preventive measures, Sept. 20-21 2023, EU4Green AEA project, Tirana, Albania
- Training workshops on Higher education quality assurance and compliance with ESG 2015 and national qualification framework, Feb. 2022-Dec. 2024, implemented through Lithuania-France-Slovenia consortium Twinning program with MES: Further support to the implementation of the National Qualifications Framework)
- State of the World's Food Systems, Food Systems Countdown to 2030 Initiative and first assessment of global food systems, Jan. 2024

PERSONAL SKILLS

Mother tongue(s) Macedonian language

Other language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C1	C1	C1	C1	C1
Serbian, Croatian	C1	C1	C1	C1	B2
French	B2	B2	B2	B2	B1
Czech	B1	B1	A2	A2	A2
Spanish	A2	B1	A2	A2	B1

Levels: A1/A2: Basic user - B1/B2: Independent user - C1/C2 Proficient user
[Common European Framework of Reference for Languages](#)

Job-related skills

- PhD and MSc Degree in Agricultural Economics, two BSc Degrees: International Food Production and Marketing (UK/Netherlands) and Horticulture – Vegetable Production (Engineer)
- Lecturer in various undergraduate and post graduate level courses in agricultural economics
- Research interests in the area of farm management, economic and technical performance, efficiency and productivity analysis, cost-benefit analysis, investment analysis, farmers' behavior in decision-making and strategic choices, stakeholder and value-chain analysis, economic aspects of climate change, food systems analysis, agricultural policy and green economy
- Experience in business plans and investment plans preparation
- Over 26 years professional working experience in the sector

- Author of two university textbooks (Costs and budgeting in agriculture – 2002 and Valuations in agriculture – 2009, Macedonian language)
- Involved in national and international projects (FAO, SIDA, USAID, WB, SWG/JRC, Horizon etc)
- Led or co-authored a number of research and applicative studies
- Plenary and sectional key speeches at relevant agri-food performance and policy international events (SWG Ag Policy Forum 2017, IAMO Forum 2021, 2022, 2023 and 2024, AgroRes Symposium 2021, FMCG Summit 2021, APF 2017, 2023 and 2024, etc.)
- Member of Scientific/Program Committees at relevant events (XV EAAE Congress 2016, ISAF 2017, AgroRes 2019-2022, 10th CEFOOD – 10th Central European Congress on Food 2021, etc.)
- Experience with various stakeholders related to the agricultural and food sector, through different project cooperation or expertise
- Experience in designing and conducting field surveys, data processing and analysis
- Long-term training experience in the field of agri-business and farm management, with farmers, advisors and other stakeholder groups. Training-of-trainers. Policy briefs preparation and coaching.
- Demonstrated experience in working with government institutions
- Experience in leading and co-leading agriculture and food related analytical studies

Digital competence

SELF-ASSESSMENT				
Information processing	Communication	Content creation	Safety	Problem solving
Proficient user	Proficient user	Independent user	Basic user	Basic user

Levels: Basic user - Independent user - Proficient user
[Digital competences - Self-assessment grid](#)

- Advanced command of office suite (word processor, spread sheet, presentation software), SPSS and AMOS; Basic command of STATA and GAMS

Driving licence

Driving licence category B

ADDITIONAL INFORMATION

Selected projects (last 15 years)	▪ EconWelfare FP7project KBBE 1-1-213095 (2008-2011), Agricultural Economist. ▪ RRPP regional project "The impact of socio-economic structure of rural population on success of rural development policy" (2014-2015), Senior Researcher. Swiss Agency for Development and Cooperation, SDC. ▪ RRPP regional project "Establishing Rural Development Network for Joint Research Cooperation" (2016), Senior Researcher. Swiss Agency for Development and Cooperation, SDC. ▪ National policy instruments and EU Approximation process: Effects on farm holdings in the Western Balkan countries (2015-2017), Senior researcher and national study leader, SWG and EU-JRC. Focus on technical efficiency, input and output oriented. ▪ Impact assessment in the organic agriculture sector in 2017 and 2018 due to the different IME interventions in the organic agriculture (2017-2019), Senior Researcher. Increasing Market Employability, Swiss Agency for Development and Cooperation, SDC. ▪ National Rural Parliament as a voice of rural citizens, Rural CSOs policy brief preparation and RD priorities (2018-2019), Senior Non-Key Expert, funded by the European Union. ▪ Introduction and Implementation of CMO measures, Marketing Subsectors - Sub-sectors' Stakeholder analysis (2018-2019), Senior Non-Key expert, funded by the European Union. ▪ Measuring Women Empowerment in Agriculture in the Republic of Macedonia with survey based and experimental economic method (2018-2019). Agricultural Economist. UKIM Faculty of Agricultural Sciences and Food and UN Women. ▪ Preparation of analysis for investments for construction of buyout-distribution centres – Production, Buyout and Trade of Fruits and Vegetables (2019) Project Coordinator, Senior Researcher. Prepared for the Ministry of Agriculture, Forestry and Water Economy of RNM. ▪ Sustainable and nutrition-sensitive food systems for healthy diets and prevention of malnutrition in Europe and central Asia - The role of trade and food systems in the transition of diets and prevention of malnutrition in North Macedonia (2019-2020), Agricultural Economist,
-----------------------------------	---

	<u>national consultant</u>. REU/Regional Initiative on Improving Agrifood Trade and Market Integration, FAO. • Labour costing analysis in the agricultural sector in North Macedonia - Input-Output analysis with multipliers (2020) <u>Senior Non-Key Expert and Study leader</u>, Increased Market Employability Project, Swiss Development Agency. • Study on the research, innovation and technology transfer capacities and on the recent agricultural policy developments in the context of the EU approximation process in the pre-accession countries (2019-2020), part of Ag Policy Lead team, <u>Senior researcher and study editor</u>, implemented by Standing Working Group for Regional Rural Development, SWG and European Commission, Joint Research Centre, JRC. • Analysis of the broken and disrupted market linkages in agriculture as a result of Covid-19 crisis with mid- and short-term recommendations (2020) <u>Study coordinator and senior researcher</u>, National Federation of Farmers (NFF), supported by SIDA WeEffect Sweden. • State of affairs for fostering green economy in agriculture and rural development: Comparative analysis of programs and measures in the Western Balkan countries and Croatia (2020) <u>Regional coordinator and National expert</u>, <u>Study editor</u>, Policy briefs regional coordinator and editor, EU funded project "Networking and Advocacy for Green Economy-NAGE", Rural Development Network of North Macedonia. • North Macedonia's Fourth National Communication and Third Biennial Update Report on Climate Change under the UNFCCC, AFOLU sector (2019-2021) <u>Economist</u>, UKIM – Institute of Agriculture, Faculty of Agricultural sciences and food, Faculty of Forestry, implemented by UNDP and Ministry of Environment and Physical Planning (MoEPP). • Policy recommendations and roadmap for facilitation of the approximation process of the Western Balkan countries to the EU CAP segment related to green economy and entrepreneurship (2021) <u>Regional Working Group Coordinator and Green Economy Roadmap Coordinator</u>, Networking and Advocacy for Green Economy-NAGE", IPA 2018/395379-49. • Implementation of calculation the cost of production (2021) TCP/MCD/3703/C2 - <u>National Consultant on Agriculture Economics and Capacity</u>, FAO. • Revenue DIVERSIFICATION pathways in Africa through bio-based and circular AGRicultural innovations' – DIVAGRI (2021-2025), HORIZON 2020 RIA, #101000348, <u>Agricultural Economist</u>, part of Ss. Cyril and Methodius University/Faculty of Agricultural Sciences and Food – Skopje team • Regional Cooperation Centre for Sustainable Food Systems (CSFS) Black Sea Economic Cooperation (BSEC) - GCP/SEC/019/TUR (2021-2023) - <u>National Consultant for Food Systems Assessment</u>. FAO regional project. • Further support to the implementation of the National Qualifications Framework (2021-2023), <u>National expert – representative National Council on Higher Education and Research</u>, IPA II, EU Support for Education, Employment and Social Policy. • Comparative analysis of agricultural sectors and rural areas in the pre-accession countries: Agricultural policy developments, situation of the agri- food sector and economic context (2021-2022), part of Ag Policy Lead team, <u>Senior researcher and study editor</u>, financed by DG AGRI and implemented by a consortium comprised of Stichting Wageningen Research (Wageningen Economic Research - WECR) and the Regional Rural Development Standing Working Group in South Eastern Europe (SWG). • Smart agriculture and food processing with high added value (2021-2022), <u>Domain Coordinator</u> leading the Entrepreneurial Discovery Process for this domain of the Smart specialization strategy of North Macedonia, development of the National Research and Innovation Strategy for Smart Specialisation (RIS3) headed by Ministry of Economy and Ministry of Education and Science and supported by JRC, World Bank North Macedonia - Innovation and Competitiveness Ecosystem Technical Assistance (P169882). • Preparation and response to the global crisis on food, energy and finance systems – Food security and food access (2022) <u>National Consultant/Agricultural Economist</u> within the FAO project UNJP/MCD/009/UNJ. • Feasibility study on establishment of a reproduction and training centre for improving domestic beef cattle production (2022) <u>Agricultural economists</u>, conducting the Cost-Benefit Analysis. Faculty of Veterinary Medicine, Ss. Cyril and Methodius University in Skopje, within the FAO project "Development of a competitive and sustainable cattle sub-sector that contributes to poverty reduction and improved nutrition for the population" (AF2021/P07 – MCD). • Project Geographical Indication for production of wine in the Republic of North Macedonia - Assessment of the impact of the financial support to viticulture and wine sector (2022-2024), <u>Study Coordinator</u>, implemented jointly by Tikveš Winery AD Kavadarci and Deutsche Gesellschaft
--	---

	für Internationale Zusammenarbeit (GIZ). • Berichte zur Situation der ökologischen Landwirtschaft und Lebensmittelwirtschaft in Mittel- und Osteuropa (Länderberichte), Country Report on the Status of Organic Production, Processing and Trade in North Macedonia (2022), Coordinator and lead consultant AAEM, commissioned by BLE/BÖLN, implemented by EcoConnect, prepared for German Ministry of Food and Agriculture within the framework of the project 2821OE001. • Sustainable agri-food value chains in the Western Balkans (SUSAVAL) (2023-2025) Country coordinator, implemented by Hochschule Rhein-Waal, and funded by BMBF (in the context of the program: Bekanntmachung „Integration der Region Mittelost- und Südosteuropa in den Europäischen Forschungsraum“ (Bridge2ERA2021) • COST Action CA22134 - Sustainable Network for agrofood loss and waste prevention, management, quantification and valorisation (FoodWaStop) (2023-2027) Management Committee member. • COST Action CA22156 - Transformations International Experience and Research network for Sustainable futures (TransformERS) (2023-2027) Management Committee member. • Adaptation to climate change in agriculture - status, gaps and recommendations in Western Balkan countries/territories (2023-2024), Study Coordinator/Editor, Regional Coordinator and National Expert for socio-economic analysis linked to climate change in agriculture in the WB countries/territories. Regional Rural Development Standing Working Group in South-Eastern Europe (SWG) and EU4Green. • Comparative cross-country analysis of the agricultural policy developments in the WB countries/territories (2022-2024), Senior researcher, Germany - Western Balkans Agricultural Policy Dialogue (APD-WB), Regional Rural Development Standing Working Group in South-Eastern Europe (SWG). • Site Selection, Urban Planning, Feasibility, Schematic and Detailed Design of an Agri-Food Platform in Skopje area (Gazi Baba) (2023-2024), Agricultural Economist/Local Financial Management expert, AGRICULTURE MODERNIZATION PROJECT AMP/CS/QBS-SCI1.2-2, IRD ENGINEERING, AGT S.P.A. Rome, Italy and Civil Engineering institute "Macedonia" JSC for the Ministry of Agriculture, Forestry and Water Economy of the Republic of North Macedonia, funded by the World Bank. • Site selection, urban planning, feasibility, schematic and detailed design of Collection and Conditioning Centers in Strumica and Resen (2024), Key Expert 5 Horticulture value chain and market study specialist, AGRICULTURE MODERNIZATION PROJECT AMP/CS/QBS-SCI1.2-2, GLOBALTEC DESARROLLOS E INGENIERIA, S.A. for the Ministry of Agriculture, Forestry and Water Economy of the Republic of North Macedonia, funded by the World Bank. • Horizon Europe Hort2thefuture (Horticultural innovations in soil-friendly practices to ensure a sustainable future) (2024-2028) Agricultural Economist. Project funded by the European Union.
Professional engagements and memberships	• Member of National Council on Higher Education and Scientific-Research Work – academia representative of the Research-scientific field Agricultural and Veterinary Sciences (2021-present) • National Contact Point for Horizon Europe - Marie Skłodowska-Curie Actions – academia NCP (2021-present) • National Liaison Officer with European Association of Agricultural Economists (2020-present) • Member of Supervisory Board of the Centre for Advanced and Post Doctorate Studies CAPRIS UKIM (2024-present) • Member of IPARD Committee at the Ministry of Agriculture, Forestry and Water Economy of the Republic of Macedonia (2020-present) • EDP Coordinator for the Smart Agriculture with higher value added domain – Smart Specialisation Strategy North Macedonia (2022-present) • Member of European Association of Agricultural Economists (EAAE), International Farm Management Association (IFMA), Association of Agricultural Economists of RNM (AAEM) • Member of National Committee for FADN at the Ministry of Agriculture, Forestry and Water Economy of the Republic of Macedonia (2009-2012) • Liaison with EAAE and coordination, 132nd EAAE Seminar, Is transition really over (2012) • Member of Program Committee of XV European Agricultural Economics Association (EAAE) Congress (2015-2016) • Member-observer of Steering Committee of the EU twinning project Finalization of the Farm Accountancy Data Network (2018-2019) • Member Technical Group of Assessment of agriculture production through NAEZ and LRIMA and scenario development in FYR Macedonia (2018-2019)

	- Secretary General of the Association of Agricultural Economists of RNM (2011-2013); Executive Board member (2019-present) - Coordinator and key internal expert of Working Group 1. Agriculture and Rural Development, National Convention on the European Union in North Macedonia, supported by SlovakAid and USAID (2017-present)
Relevant conference and other events participation	Invited lecturer - Swedish University of Agricultural Sciences, Department of Economics, Sept. 2014, Uppsala, Sweden (Invited lecturer: Macedonia's agri-food complex: An assessment through productivity analysis) - BOKU University of Natural Resources and Life Sciences, Department of Economics and Social Sciences, Institute for Sustainable Economic Development, 5 April, 2022, Vienna, Austria (Invited lecturer: Agricultural and rural development settings and policy in the Western Balkans, with additional focus on the environmental concerns and vulnerability to climate change) - EIT FOOD Start-up awareness, December 4, 2023, Skopje, North Macedonia (Invited lecturer: Sustainable Food Systems) Plenary and sectional speeches, conferences, forums, panel discussions and other - Agricultural Policy Forum Sustainable Agricultural and Rural Development for Accelerated EU Integration of the Western Balkans, October 2017, Podgorica, Montenegro (Plenary speaker: Improving competitiveness of the rural economy considering the farm structure in the Western Balkans) 12th AAEM International Conference Changes & Challenges in South East European Agricultural Economics, June 2019, Ohrid (Chair) - X International Symposium on Agricultural Sciences and XXVI Conference of Agricultural Engineers of the Republic of Srpska AGRORES, May 27-29 2021 (Plenary speaker: Agricultural policy in the EU approximation context: State of affairs in pre-accession countries) - IAMO Forum 2021 Agri-food systems in the bio-economy, June 07-09, 2021, Halle, Germany (Organised session invited speaker: Opportunities and challenges of bio-economy for sustainable agri-food systems development in the Western Balkan countries) - VII FMCG Summit (Fast-Moving Consumer Goods Summit North Macedonia), 28 October, 2021, online (Invited speaker: Sustainable food systems) - FAO Regional Conference on Food Systems Sustainability Black Sea Economic Cooperation Organization Regional Cooperation Centre for Sustainable Food Systems, 7-8 March 2023, Istanbul, Türkiye (Invited speaker: BSEC National Food Systems Assessments – North Macedonia; Panelist: Key lessons and findings from national and regional FS assessments) - IV International symposium for agriculture and food - ISAF 2022, October 12-14, 2022, Ohrid, North Macedonia (Panelist: Digital Agriculture and Smart Specialization) - JRC and European Commission international conference "Implementing the Western Balkan Agenda on Innovation, Research, Education, Culture, Youth and Sport - Support to Smart Specialisation in the Western Balkans and Turkey", October 18-19, 2022, Skopje, North Macedonia (Panelist: The road to the Smart Specialisation strategy in North Macedonia) - IAMO Forum 2022 Rural resilience in a post-pandemic era, June 22-24, 2022, Halle, Germany (Organised Session invited speaker: Challenges in the design of policy framework for sustainable agriculture and rural development through green economy in the Western Balkan countries) - First International Symposium on Digital Technologies in Agriculture, December 6th – 8th, 2022, Osijek, Croatia (Panelist: Digital technologies in climate change mitigation) - IAMO Forum 2023 International Agricultural Trade, Geopolitics and Global Food Security, 21-23 June 2023, Halle, Germany (APD organised session invited speaker: Agricultural Policy Developments in the Western Balkans) - European Agricultural Economics Association (EAAE), August 28- September 2, 2023, XVII Congress, Rennes, France (Chair of Organised Session: Agriculture and Rural Development from a Western Balkan Countries Perspective: Global and Local Challenges) - Agricultural Policy Forum 2023, October 24-26, 2023, Podgorica, Montenegro (Plenary speaker: Towards climate adaptation partnership in the Southeast Europe)

	- International Conference Competitiveness in the Context of Climate Change: Implications & challenges for the agrifood sector, May 28, 2024, Tirana, Albania (Panelist: <i>The impact of climate change – Implication for the agriculture sector</i>) - Agricultural Policy Forum 2024, June 6-7, 2024, Jahorina, Bosnia and Herzegovina (Plenary speaker: <i>Towards strategic road maps for climate change adaptation in agriculture in the WBs</i>) - IAMO Forum 2024 The functions of land in times of change: environmental, social and economic perspectives, 26-28 June 2024, Halle, Germany (APD organised session invited speaker: <i>Social dimension of Climate Change Adaptation in the Western Balkan</i>) Contributions - Slovenian Agricultural Economics Society (DAES), Conference on Farm Management, 18th-19th March 2010, Hoce, Slovenia (Oral presentation: <i>Agriwise Macedonia - A new decision support system for farm management in contrast to current practices</i>) - Pacioli XVIII workshop, September 2010, Gent, Belgium (Oral presentation: <i>Economic and technical performance of Macedonian agriculture using FADN-type data</i>) - European Agricultural Economics Association (EAAE), Sept. 2011, XIII Congress, Zurich, Switzerland (Poster presentation: <i>The productivity situation in Macedonian agriculture: Gainers and losers during the first decade of the 21st century</i>) 132nd EAAE Seminar, Is transition really over?, October 2012, Skopje (Oral presentation: <i>Attitudes of Macedonian farmers towards EU accession</i>) - European Agricultural Economics Association (EAAE), Sept. 2014, XIV Congress, Ljubljana, Slovenia (Poster presentation: <i>An attempt to assess the impact of climate change on the agricultural sector in FYR Macedonia using an aridity index approach</i>) 25th NJF Nordic Association of Agriculture Scientists Congress: Nordic view to sustainable rural development, June 2015, Riga, Latvia (Oral presentation: <i>Application of rural development policy in SEE countries: Behavioral economics approach</i>) - Joint International Scientific Conference: Agrarian Perspectives XXIV. and 25th Annual Conference of the Austrian Society of Agricultural Economics, September 2015, Prague, Czech Republic (Oral presentation: <i>Do networks influence the farmers' intention to apply for rural development programme?</i>) - Rural Development Forum, November 2016, Skopje (Oral presentation: <i>Farmers' behavior as a research focus in Western Balkan countries</i>) - International Conference "Agriculture and Food Value Chain: Dynamics and Innovations", Institute of Agricultural Economics Sofia, October 2018, Sofia, Bulgaria (Oral presentation: <i>Motivations and obstacles for organic farming in Macedonia</i>) 30th Scientific-Experts Conference of Agriculture and Food Industry, September 26-27, 2019, Sarajevo, Bosnia and Herzegovina (Oral presentation: <i>Exploring the Links Between Farmers' Intention to Apply for Rural Development Program and Networks</i>) 13th International Conference of 'Economies of the Balkan and Eastern European Countries', EBEEC 2021, online, Pafos, Cyprus, May 14-16, 2021 (Oral presentation: <i>The role of rural development funds in EU pre-accession countries: the case of IPARD II</i>) - XVI EAAE Congress in Prague, July 20-23, 2021, Prague, Czech Republic (Poster presentation: <i>What drives farmers to organic farming? The case of North Macedonia</i>) - Joint Conference of the Slovenian Association of Agricultural Economists (DAES) and the Austrian Association of Agricultural Economists (OGA): Societal changes and their implications on agri-food systems and rural areas, September 22-23, 2022, Ljubljana, Slovenia (Oral presentation: <i>How does North Macedonia's agricultural policy support adhere to the EU CAP?</i>) - European Agricultural Economics Association (EAAE), Sept. 2023, XVII Congress, Rennes, France (Oral presentation: <i>Agriculture and rural policy development in the Western Balkans – internal and external challenges towards EU integration</i>)
Selected publications (full list available upon request)	Selected research publications and technical studies Martinovska-Stojcheska A., Dimitrievski D., Öhlmér B., and Karlsson T. (2010) Agriwise Macedonia - A new decision support system for farm management in contrast to current practices. Proceedings of 5 konferenca DAES Sodobni izzivi menedžmenta v agroživilstvu, mart 2010, Slovenia, pp. 51-59. 10.22004/ag.econ.183826 https://ageconsearch.umn.edu/record/183826/?ln=en - Dimitrievski D., Georgiev, N., Simonovska, A., Martinovska Stojcheska A., Kotevska A. (2010) Review of agriculture and agricultural policy in FYR Macedonia. In: Volk, T. (Ed.) Agriculture in the Western Balkan countries. Studies on the agricultural and food sector in Central and Eastern Europe, Leibniz-Institut für Agrarentwicklung in Mittel- und Osteuropa, Halle (Saale), Vol. 57, 145-164. https://www.iamo.de/fileadmin/documents/sr_vol57.pdf Martinovska-Stojcheska, A., Surry, Y. R. (2011). The productivity situation in Macedonian agriculture:

	Gainers and losers during the first decade of the 21st century. XIII International Congress, August 30-September 2, 2011, Zurich, Switzerland (No. 114667). European Association of Agricultural Economists. 10.22004/ag.econ.114667 https://ageconsearch.umn.edu/record/114667/?ln=en ▪ Martinovska-Stojcheska, A., Dimitrievski, D., Surry, Y., Sergio, L., Andersson, H. (2011) Economic and technical analysis of Macedonian farms based on farm accountancy data. Unicoop, University Ss Cyril and Methodius, Skopje and Swedish University of Agricultural Sciences, Uppsala, pp 51. ▪ Jordanov, B., Andersson, H., Georgiev, N., and Martinovska-Stojcheska, A. (2013). Price dispersion in neighboring countries in the Western Balkans-the case of the Macedonian tomato industry. Journal of Central European Agriculture. 14(1), 363-377 10.5513/JCEA01/14.1.1209 https://hrcak.srce.hr/98355 ▪ Kotevska A., Martinovska-Stojcheska A., Öhlmer B., Dimitrievski D. (2013) Attitude of Macedonian farmers towards EU accession. Agroekonomia Croatica, 3 (1), 9-17. https://hrcak.srce.hr/file/161387 ▪ Martinovska Stojcheska, A. and Janeska Stamenkovska, I. (2014) Chapter 2: Farm record keeping and measuring profitability. In: Business start-up Handbook for Young Farmers, Small Commission Grants, US Embassy, AAEM, pp. 13-24. ▪ Hristov, J., Martinovska-Stojcheska, A., and Surry, Y. (2015). Virtual water and input–output framework: an alternative method for assessing trade and water consumption in FYR Macedonia. Water Science and Technology, Water Supply, 15, 2, 317-326. 10.2166/ws.2014.118 https://waponline.com/ws/article-abstract/15/2/317/27454/Virtual-water-and-input-output-framework-an?redirectedFrom=fulltext ▪ Kotevska A. and Martinovska Stojcheska, A. (Eds.) (2015) The Impact of Socio-Economic Structure of Rural Population on Success of Rural Development Policy - Macedonia, Serbia, and Bosnia and Herzegovina. Skopje: Association of Agricultural Economists of Republic of Macedonia, 171 p. 10.13140/RG.2.1.1487.6245 https://www.researchgate.net/publication/281746787_The_impact_of_socio-economic_structure_of_rural_population_on_success_of_rural_development_policy_Macedonia_Serbia_and_Bosnia_and_Herzegovina ▪ Martinovska-Stojcheska, A., Kotevska, A., Bogdanov, N., Nikolic, A. (2015) Application of rural development policy in SEE countries: Behavioral economics approach. 25th Congress: Nordic view to sustainable rural development, 16 – 18 June, 2015, Riga, Latvia, Nordic Association of Agricultural Scientists, 434-439. https://lufb.ltu.lv/conference/NJF/NJF_2015_Proceedings_Latvia-434-439.pdf ▪ Martinovska-Stojcheska, A., Kotevska, A., Bogdanov, N., and Nikolic, A. (2016) How do farmers respond to rural development policy challenges? Evidence from Macedonia, Serbia and Bosnia and Herzegovina. Land Use Policy 59, 71-83. 10.1016/j.landusepol.2016.08.019 https://www.sciencedirect.com/science/article/abs/pii/S0264837716303337 ▪ Hristov, J., Martinovska-Stojcheska, A., and Surry, Y. (2016) The Economic Role of Water in FYR Macedonia: An Input–Output Analysis and Implications for the Western Balkan Countries. Water Economics and Policy, 2(4), pp. 1-37. 10.1142/S2382624X16500259 https://www.worldscientific.com/doi/10.1142/S2382624X16500259 ▪ Martinovska Stojcheska, A., Janeska Stamenkovska I., Markovic T., Kokot Z. (2017) Profitability of carp production in Macedonia and Serbia. Biotechnology in Animal Husbandry. Biotechnology in Animal Husbandry 33(1), 103-113. 10.2298/BAH1701103M http://www.doiserbia.nb.rs/Article.aspx?id=1450-91561701103M#Y2zO0XbMLb0 ▪ Simonovska, A., Gjosevski, D., Elenova, S., and Martinovska-Stojcheska, A. (2017) Sensitivity of agri-food sector to the financial crisis: Empirical evidence from a Balkan country. Agriculture and forestry, 63(4), 175-190. 10.17707/AgricForest.63.4.19 http://www.agricultforest.ac.me/paper.php?id=2745 ▪ Stamenkovska, I. J., Stojcheska, A. M., Markoski, M., & Zgajnar, J. (2022). Assessing the influence of soil properties on optimal production structure at vegetable farms. Contributions, Section of Natural, Mathematical and Biotechnical Sciences, 40(2), 229-238. http://csnmbs.manu.edu.mk/index.php/csnmbs/article/view/149 ▪ Kotevska, A., Martinovska Stojcheska, A., Dimitrievski, D., Janeska Stamenkovska, I. (2019). Data quality in the agri-economic research in the Republic of Macedonia. Journal of Agricultural, Food and Environmental Sciences, 73(1), 1-11. https://journals.ukim.mk/index.php/jafes/article/view/996 ▪ Huber, M., Kotevska, A., Stojcheska, A. M., Solovyeva, A. (2019). Evaluating an Information Campaign about Rural Development Policies in FYR Macedonia. Agricultural and Resource Economics Review, 48(1), 117-141. 10.1017/age.2018.4 https://www.cambridge.org/core/journals/agricultural-and-resource-economics-review/article/evaluating-an-information-campaign-about-rural-development-policies-in-fyr-macedonia/5409EFF7779E91BB8F507C157AE059B ▪ Martinovska Stojcheska, A., Hristov, J., Surry, Y. (2019) Farm response to climate change:
--	---

	Exploratory analysis of Macedonian agri-culture using Ricardian modelling approach. Contributions, Section of Natural, Mathematical and Biotechnical Sciences, 40(1), 105-114. http://csnmbs.manu.edu.mk/index.php/csnmbs/article/view/135 ▪ Tuna, E., and Stojcheska, A. M. (2019, September). Stakeholder and Social Networks: Basis for Developing Pasture Management Strategies. In Scientific-Experts Conference of Agriculture and Food Industry (pp. 193-200). Springer, Cham. 10.1007/978-3-030-40049-1_25 https://link.springer.com/chapter/10.1007/978-3-030-40049-1_25 ▪ Kotevska, A., Janeska Stamenkovska, I., Martinovska Stojcheska, A., Dimitrievski, D. (2019). Development of direct payment measures in the Macedonian process of harmonization with CAP. 5th ISF Conference: European Agriculture and Food Value Chain-Dynamics and Innovation, Proceedings. Bulgaria, Sofia: Institute of Agricultural Economics, Agricultural Academy, 21-36. ▪ Martinovska Stojcheska, A., Kotevska A., Tuna E., Simonovska A. (2020) Exploring the Links Between Farmers' Intention to Apply for Rural Development Program and Networks. In: Brka M., Omanović-Miklićanin E., Karić L., Falan V., Toroman A. (eds) Scientific-Experts Conference of Agriculture and Food Industry, 78 (pp. 201-208) Springer, Cham. 10.1007/978-3-030-40049-1_26 https://link.springer.com/chapter/10.1007/978-3-030-40049-1_26 ▪ Martinovska Stojcheska, A., Nacka, M., Tuna, E. (2020) Analysis of the broken and disrupted market linkages in agriculture as a result of Covid-19 crisis with mid- and short-term recommendations. Technical paper, Institutional Support to the NFF/SIDA-WeEffect. 1-28. ▪ Martinovska Stojcheska, A. (Editor) (2020). State of affairs for fostering green economy in agriculture and rural development: Comparative analysis of programs and measures in the Western Balkan Countries and Croatia. Skopje: Rural Development Network of North Macedonia, 133 p. 10.13140/RG.2.2.26014.66885 ▪ Acad. Kanevce, G., Dedinec, A., Taseska-Gjorgjieska, V., Dedinec, A., Mihajloska, E., Mukaetov, D., Poposka, H., Nedelkovski, D., Andonov, S., Chukaliev, O., Martinovska Stojcheska, A., Tanaskovik, V., Nestorovski, L., Nikolov, N., Mincev, I. (2020). Third Biennial Update Report on Climate Change of the Republic of North Macedonia. Climate Change Mitigation. Prepared for Ministry of Environment and Physical Planning of the Republic of North Macedonia (MOEPP), Financial and Technical support by Global Environment Fund, United Nations Development Programme (UNDP). Macedonian Academy of Sciences and Arts, 1-140. https://api.klimatskipromeni.mk/data/rest/file/download/1fde7ae390526eab08df8490ae199a7f0597b28f358721a252f2b23f316b3208.pdf ▪ Martinovska Stojcheska, A., Dimitrov, L. (2021) Climate vulnerability assessment through the Livelihood Vulnerability Indices. In: Mukaetov, D., Andonov, S., Chukaliev, O., Dimov, Z., Martinovska Stojcheska, A., Tanaskovik, V., Nikolov, N., Mincev, I. Poposka, H., Dimitrov, L. (2021). Report on climate change in agricultural sector, vulnerability and adaptation. Prepared for Ministry of Environment and Physical Planning of the Republic of North Macedonia (MOEPP), Financial and Technical support by Global Environment Fund, United Nations Development Programme (UNDP). 130-143. https://api.klimatskipromeni.mk/data/rest/file/download/f897ed8237922eb53195d9068a14d8cb66624114934f17c22d4c259e1c45292a.pdf ▪ Martinovska Stojcheska, A., Agic, R. and Janeska Stamenkovska, I. (2021). Vegetable production in North Macedonia - competitiveness, trends and challenges. Acta Horticulturae. 1320, 79-86. 10.17660/ActaHortic.2021.1320.10 https://www.actahort.org/books/1320/1320_10.htm ▪ Martinovska Stojcheska, A., Kotevska, A., Stamenkovska, I. J., Dimitrievski, D. (2021). Cross-country synthesis: Recent agricultural policy developments in the context of the EU approximation process in the pre-accession countries. In: Martinovska Stojcheska, A., Kotevska, A., Ciaian, P., Ilic, B., Pavloska-Gjorgjieska, D., Salputra, G. (Eds.) Recent agricultural policy developments in the context of the EU approximation process in the pre-accession countries (No. JRC124502). Joint Research Centre (Seville site), 6-31. data.europa.eu/doi/10.2760/041338 https://op.europa.eu/en/publication-detail/-/publication/e918b054-0b93-11ec-adb1-01aa75ed71a1/language-en ▪ Kotevska, A., Martinovska Stojcheska, A., Stamenkovska, I. J., Dimitrievski, D. (2021). Case study: North Macedonia. In: Martinovska Stojcheska, A., Kotevska, A., Ciaian, P., Ilic, B., Pavloska-Gjorgjieska, D., Salputra, G. (Eds.) Recent agricultural policy developments in the context of the EU approximation process in the pre-accession countries (No. JRC124502). Joint Research Centre (Seville site), 86-104. data.europa.eu/doi/10.2760/041338 https://op.europa.eu/en/publication-detail/-/publication/e918b054-0b93-11ec-adb1-01aa75ed71a1/language-en ▪ Martinovska Stojcheska, A., Znaor, D., Zhllima, E., Bajramović, S., Sopi, L., Martinović, A., Kotevska, A., and Bogdanov, N. (2021). Policy recommendations for facilitation of the approximation process of the Western Balkan countries to the EU CAP segment related to green economy and entrepreneurship. Skopje: Rural Development Network of North Macedonia, 28 p. http://brd-network.org/wp-content/uploads/2021/11/Policy-recommendations-1.pdf ▪ Martinovska Stojcheska, A., Znaor, D., Zhllima, E., Bajramović, S., Sopi, L., Martinović, A., Kotevska,
--	---

	A., and Bogdanov, N. (2021). Roadmap to Green Economy in the Western Balkans – proposed steps and actions. Skopje: Rural Development Network of North Macedonia, 28 p. http://brd-network.org/wp-content/uploads/2021/11/Roadmap-to-Green-Economy-1.pdf ▪ Martinovska Stojcheska, A., Janeska Stamenkovska, I., Kotevska, A., Dimitrievski, D., & Žgajnar, J. (2021). Assessing technical efficiency of vegetable farms in North Macedonia. Journal of Central European Agriculture, 22(2), 462-470. doi.org/10.5513/JCEA01/22.2.3129 https://jcea.agr.hr/en/issues/article/3129 ▪ Martinovska Stojcheska, A., Nacka, M. & Tuna, E. (2021). Disrupted Market Relations in Agriculture in North Macedonia: the COVID-19 Crisis. Eastern European Countryside, 27(1), 179-202. doi.org/10.12775/eec.2021.007 https://sciendo.com/article/10.12775/eec.2021.007 ▪ Martinovska Stojcheska, A. (2022) Food Systems Assessment North Macedonia. Working country brief. FAO-Türkiye Partnership Programme (FTPP II), Black Sea Economic Cooperation, Regional Cooperation Centre for Sustainable Food Systems (BSEC-CSFS), 1-68. http://cdn.bseccsfs.org/ContentModule/b837e688-cc4d-4d25-963f-77dfdb8fe0b.pdf ▪ Martinovska Stojcheska, A. Ed. (2022) Understanding of social entrepreneurship ecosystem in rural areas: Situation analysis for the Western Balkan countries. Balkan Rural Development Network, 1-30. http://www.brdnetwork.org/wp-content/uploads/2022/08/Regional-analysis-on-Social-Entrepreneurship.pdf ▪ Dimitrievski, D., Martinovska Stojcheska, A., (2023). Agricultural sustainability and food security in the Western Balkans – Evidence from North Macedonia. In: Green Agenda for the Western Balkans - The Road Toward Effective and Sustainable Implementation. Aspen Institute Germany, 28-34. https://www.aspeninstitute.de/wp-content/uploads/Green-Agenda-for-the-Western-Balkans_2023.pdf ▪ Martinovska Stojcheska, A. (2023) The role of agri- food systems in the transition of diets and prevention of malnutrition in North Macedonia (Chapter 8). In: Fang, C. and Gurinović, M., Eds. Sustainable and nutrition-sensitive food systems for healthy diets and prevention of malnutrition in Europe and Central Asia, FAO publication, 253-286. https://doi.org/10.4060/cc3907en ▪ Elenov, R., Martinovska Stojcheska, A., Simonovska Ana, Postolov, K., Temelkov, T. (2023) Grape producers' economic performance – Production size perspective. Agroekonomika 52(99), 41-50. https://agroekonomika.rs/images/Brojevi/ae99/Agroekonomika_99.pdf ▪ Aramyan, L., van Galen, M., Logatcheva, K., Herceglic, N., in contribution from Janeska Stamenkovska, I., Ali Koç, A., Kovacevic, V., Markovic, M., Martinovska Stojcheska, A., Zhllima, E. (2024) Comparative analysis of the socio-economic developments and competitiveness of the agri-food sector at a sectoral and macro level in the pre-accession countries. European Commission Directorate-General for Agriculture and Rural Development, https://data.europa.eu/doi/10.2762/357839 ▪ Martinovska Stojcheska, A., Kotevska, A., Janeska Stamenkovska, I., Dimitrievski, D., Zhllima, E., Vaško, Ž., Bajramović, S., Kerolli Mustafa, M., Marković, M., Kovacević, V., Koç, A., Bayaner, A. (Editors: Martinovska Stojcheska, A., Kotevska, A., Kasimis, C., Pavloska Gjorgjieska, D.) (2024). Agricultural policy developments in the EU pre-accession countries. European Commission Directorate-General for Agriculture and Rural Development, https://data.europa.eu/doi/10.2762/638991 ▪ Martinovska Stojcheska, A., Zhllima, E., Kotevska, A., Imami, D. (2024) Western Balkans agriculture and rural development policy in the context of EU integration - The case of Albania and North Macedonia. Regional Science Policy & Practice, 2024, 100049, ISSN 1757-7802, https://doi.org/10.1016/j.rsp.2024.100049 Selected professional expert studies ▪ Vuković, V., Martinovska Stojcheska, A., Nikolov, A. (2011) Feasibility study with cost-benefit analysis for a pig farm Porodin ZIK Pelagonija - pig farming. Faculty of Agricultural Sciences and Food – Skopje, Center for Applied Research, 1-61. (internal report) ▪ Gjosevski D., Martinovska Stojcheska A., Georgiev N., Dimitrievski D. (2011). Feasibility study with cost-benefit analysis to assess the profitability of including alternative energy sources (solar energy) in the vegetable processing process. Center for Promotion of Sustainable Agricultural Practices and Rural Development, Skopje. (internal report) ▪ Martinovska-Stojcheska, A., Gjosevski, D. 2012. Cost-benefit analysis for digester and energy production facility within Idrizovo. Organization for Agricultural Marketing and Rural Development - Fagricom, Norges Vel and Ministry of Foreign Affairs of Norway (internal report) ▪ Martinovska Stojcheska, A. (2017) Cost-Benefit Analysis and Financial assessment with pigmeat market analysis of the feasibility of establishing a pig farm MIK Sv. Nikole. In: Vukovic, V. Feasibility study for establishing a pig farm MIK Sv. Nikole. Faculty of Agricultural Sciences and Food – Skopje, Center for Applied Research. (internal report) ▪ Martinovska Stojcheska, A. (editor) (2019) Preparation of analysis for investments for construction of buyout-distribution centres – Production, Buyout and Trade of Fruits and Vegetables (2019).
--	--

	Commissioned by the Ministry of Agriculture, Forestry and Water Economy of RNM. (internal report) ▪ Martinovska Stojcheska, A., Janeska Stamenkovska, I., Dimitrov, L., Popovska Stojanov, D., Dimov, Z., Agic, R., Dimitrievski, D., Gjamovski, V., Nedelkovski, D. (2021) Cost of production for selected agricultural products in North Macedonia. FAO Food and Agriculture Organization of the United Nations, Strengthening of Agriculture and Rural Development Policy Analysis and Programming (TCP/MCD/3703/C2) (internal report) ▪ Martinovska Stojcheska, A., Dimitrov, L. (2020) Economic cost/benefit aspects (including Solar panel powered systems as replacement of fuel/electricity source of irrigation water, and Cost-benefit analysis of biochar application). In: Andonov, S., Chukaliev, O., Mukaetov, D., Dimov, Z., Martinovska Stojcheska, A., Tanaskovik, V., Nikolov, N., Mincev, I. Poposka, H., Dimitrov, L. (2021). National mitigation report, Republic of North Macedonia, Sector: Agriculture, Forestry and Other Land Use (AFOLU). Prepared for Ministry of Environment and Physical Planning of the Republic of North Macedonia. (internal report) ▪ Martinovska Stojcheska, A. (2022) Cost-Benefit Analysis within the Feasibility study on establishment of a reproduction and training centre for improving domestic beef cattle production (2022). Faculty of Veterinary Medicine, Ss. Cyril and Methodius University in Skopje, within the FAO project "Development of a competitive and sustainable cattle sub-sector that contributes to poverty reduction and improved nutrition for the population" (AF2021/P07 – MCD). (internal report) ▪ Martinovska Stojcheska, A., Kotevska, A., Simonovska, A., Gjoshevski, D., Dimitrievski, D., Tuna, E., Janeska Stamenkovska, I., Nacka, M., Elenov, R., Chanevski, Zl. (2022) Report on the Status of Organic Agriculture and Industry in North Macedonia. Association of Agricultural Economists of North Macedonia. http://www.ekoconnect.org/en/Publications-104.html ▪ Gjoshevski, D., Dimitrievski, D., Martinovska Stojcheska, A., Kotevska, A. (2022). Assessment of the impact of the financial support to viticulture and wine sector. Tikveš Winery AD Kavadarci and Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ). (internal report), German Ministry of Food and Agriculture within the framework of the project 2821OE001. (internal report) ▪ Caccamisi, D., Blazhevski, I., Martinovska Stojcheska, A., Popsimonova, G., Leonetti, L. (2024) Market study. Project "Site Selection, Urban Planning, Feasibility, Schematic and Detailed Design of an Agri-Food Platform in Skopje area (Gazi Baba)", AGRICULTURE MODERNIZATION PROJECT AMP/CS/QBS-SCI1.2-2, IRD ENGINEERING, AGT S.P.A. Rome, Italy and Civil Engineering institute "Macedonia" JSC for the Ministry of Agriculture, Forestry and Water Economy of the Republic of North Macedonia, World Bank. ▪ Martinovska Stojcheska, A., Garvanlieva Andonova, V., Trajkovski, M. (2024) Production and promotion strategy of majun, concept One Village-One Product (ESEP). Skopje: National Federation of Farmers. ▪ Caccamisi, D., Martinovska Stojcheska, A., Popsimonova, G., Blazhevski, I., Dimitrov, L. (2024) Market study. Project "Site selection, urban planning, feasibility, schematic and detailed design of Collection and Conditioning Centers in Strumica", AGRICULTURE MODERNIZATION PROJECT AMP/CS/QBS-SCI1.2-2, GLOBALTEC DESARROLLOS E INGENIERIA, S.A., for the Ministry of Agriculture, Forestry and Water Economy of the Republic of North Macedonia, World Bank. ▪ Caccamisi, D., Martinovska Stojcheska, A., Popsimonova, G., Blazhevski, I., Dimitrov, L. (2024) Market study. Project "Site selection, urban planning, feasibility, schematic and detailed design of Collection and Conditioning Centers in Resen", AGRICULTURE MODERNIZATION PROJECT AMP/CS/QBS-SCI1.2-2, GLOBALTEC DESARROLLOS E INGENIERIA, S.A., for the Ministry of Agriculture, Forestry and Water Economy of the Republic of North Macedonia, World Bank. Selected professional, training and expert publications ▪ Martinovska Stojcheska, A. (2013) Cost and revenue recording system – cost calculation of pepper and eggplant. Contract Production II, AGBIZ/USAID (conducted by MCG and ACE Foundation), 1-22. ▪ Martinovska Stojcheska, A., Azhdarski, J., Georgiev, N., Dimitrievski, D., Gjoshevski, D., Peshevski, M., Kotevska, A., Janeska Stamenkovska, I., Nacka, M., Tuna, E., Simonovska, A. (2012) Manual for the preparation of the professional qualification for an appraiser of the value of assets in agriculture. Faculty of Agricultural Sciences and Food, Skopje, 1-78. ▪ Martinovska Stojcheska, A. and Janeska Stamenkovska, I. (2014) Chapter 2: Farm record keeping and measuring profitability. In: Business start-up Handbook for Young Farmers, Small Commission Grants, US Embassy, AAEM, pp. 13-24. ▪ Dimitrievski, D., Martinovska Stojcheska, A., Janeska Stamenkovska, I. (2014). Farm record keeping diary and cost calculation of apples. EPICENTER-UNDP. ▪ Dimitrievski, D., Martinovska Stojcheska, A., Janeska Stamenkovska, I. Chapter 6: Manual for Farm Record Keeping and Cost Calculation of Apples. In: Handbook of agroecological measures in apple production. EPICENTER-UNDP. ▪ Martinovska Stojcheska, A., Kotevska, A., Dimitrievski, D. (2019) What is the EU Common Agricultural Policy? Policy Brief 1. National Federation Farmers, North Macedonia, 4 p.
--	--

- **Martinovska Stojcheska, A.**, Kotevska, A., Dimitrievski, D. (2019) Measures within the EU Common Agricultural Policy? Policy Brief 2. National Federation Farmers, North Macedonia, 4 p.
- **Martinovska Stojcheska, A.**, Janeska Stamenkovska, I., Simonovska, A. (2019) Productivity of farms in the European Union? Policy Brief 4. National Federation Farmers, North Macedonia, 4 p.
- **Martinovska Stojcheska, A.**, Kotevska, A., Tuna, E., Nacka, M., Simonovska, A., Janeska Stamenkovska, I. (2020) Developing strategic and operational capacities operations. A package of materials prepared for the for the Association for rural development "Rural women from Prespa – Resen". Building a Greener Economic Environment, Project "NTFP for Prespa Economic Development", CNVP (Connecting Natural Values & People Foundation), 322 p.
- **Martinovska Stojcheska, A.**, Cukaliev, O., Petkovski, V. (2022) Policy Brief 1. Data for estimating near-real time food availability in North Macedonia. Joint Programme developed by UNDP, UNICEF and FAO, to support the Government of North Macedonia to prepare and respond to the global crisis on food, energy and finance systems (UNJP/MCD/009/UNJ), 2 p.
- **Martinovska Stojcheska, A.**, Cukaliev, O., Petkovski, V. (2022) Policy Brief 2. Food availability through agri-food production and trade in North Macedonia. Joint Programme developed by UNDP, UNICEF and FAO, to support the Government of North Macedonia to prepare and respond to the global crisis on food, energy and finance systems (UNJP/MCD/009/UNJ), 11 p.
- **Martinovska Stojcheska, A.**, Cukaliev, O., Petkovski, V. (2022) Policy Brief 3. Recommendations for better estimating near-real time food availability in North Macedonia. Joint Programme developed by UNDP, UNICEF and FAO, to support the Government of North Macedonia to prepare and respond to the global crisis on food, energy and finance systems (UNJP/MCD/009/UNJ), 5 p.
- **Martinovska Stojcheska, A.**, Janeska Stamenkovska, I. (2022) Farm and rural holdings record keeping: Guide for keeping records and basic farm accounting for small farmers and rural households. Accompanied by author's developed farm accounting software. We Effect Europe Programme, 23 p.
- **Martinovska Stojcheska, A.** (2023) Farm management model, training material and guidelines. Revenue DIVERSification pathways in Africa through bio-based and circular AGRicultural innovations – DIVAGRI (2021-2025), HORIZON 2020 RIA, #101000348.
- **Martinovska Stojcheska, A.** (2024) Policy briefs and position papers preparation (compendium of training materials) - facilitating the work of the BRDN Thematic Hubs and for finalisation of position papers on Rural Women; Rural Youth and Rural Tourism. Project Empowerment of local development partnerships through strengthening of regional and national rural development networks in Western Balkan, GIZ VN 81284549.
- **Martinovska Stojcheska, A.** (2024) Farm entrepreneurship, farm management and basic cost accounting skills (training material for rural women). National Federation of Farmers.

Selected trainings development and delivery

- Series of **trainings on farm accounting, farm management and performance measurement** (2007-2010), **Trainer and coach**, Support of the National Extension Agency's Farm Monitoring System, Macedonian Agricultural Advisory Support Programme 2, funded by the Swedish International Development Agency (SIDA).
- **How to calculate the cost of production?** (May 2018), **Trainer**, training course delivered to the members of Zelena Berza, Sinpeks, Bitola.
- **Rural development priorities determination training** (February-April 2019), **Trainer**, delivered to CSOs members of RDN, project "National Rural Parliament as a voice of rural citizens", funded by the European Union.
- **Coaching on policy brief preparation and backstop preparation support for rural CSOs** (October-November 2019), **Trainer and coach**, delivered to CSOs members of RDN, project "National Rural Parliament as a voice of rural citizens", funded by the European Union
- **Policy briefs preparation training** (July 2020), **Trainer**, delivered to CSOs members of RDN, project "Institutional Support of the Rural Development Network of the Republic of Macedonia and its Members" supported by We Effect.
- **EU agriculture training course** (February 2020), **Principal trainer**, Topics: 1. EU Common Agricultural Policy overview; 2. Measures within the EU Common Agricultural Policy; 3. Productivity of farms in the European Union, delivered to the National Federation of Farmers, North Macedonia.
- **Development of analytical research skills - training and coaching** (May 2020), **Trainer**, delivered to RDN members, project "Institutional Support of the Rural Development Network of the Republic of Macedonia and its Members" supported by We Effect.
- **Developing strategic and operational capacities operations** (July-August 2020). **Coordinator, training needs assessment and principal trainer**, Topics: Strategic management, Business planning, Cost management, training conceptualisation and coordination. Delivered to the members of the Association for rural development "Rural women from Prespa – Resen". Building a Greener

	Economic Environment, Project “NTFP for Prespa Economic Development”, CNVP (Connecting Natural Values & People Foundation). ▪ Training and coaching on research and analysis (March-July 2022), Trainer and coach, research design, methods and implementation, accompanied with coaching and editing of the preparation of regional analysis “Understanding of social entrepreneurship ecosystem in rural areas: Situation analysis for the Western Balkan countries”. Delivered to the members of the rural development networks from Albania, Bosnia and Herzegovina, Kosovo, Montenegro, North Macedonia and Serbia. Rural Project “P9404, Support to BRDN in institutional development to Revive Rural Communities in the Western Balkan”, implemented by the Balkan Rural Development Network, supported by We Effect. ▪ Farm and rural holdings record keeping (June-September 2023, series of one-day trainings North Macedonia, Kosovo, Albania), Principal trainer, Training for using the Guide for keeping records and basic farm accounting for small farmers and rural households, and accompanying author’s developed farm accounting software. We Effect Europe Programme. ▪ Preparation of position papers (February 2024, Podgorica, Montenegro), Principal trainer regional workshop, Facilitating the work of the BRDN Thematic Hubs and for preparing of position papers for the project: Empowerment of local development partnerships through strengthening of regional and national rural development networks in Western Balkan GIZ VN 81284549 ▪ How much does my product cost? How much should I sell it? (March-April 2024, series of one-day trainings Demir Kapija, Skopje, Resen), Principal trainer, enhancing the operational and entrepreneurial proficiency of small-scale operators who have secured grants from the Ministry. IME aims to achieve this by facilitating capacity-building sessions and exploring crucial topics such as product cost analysis and pricing strategies. ▪ Farm entrepreneurship, farm management and basic cost accounting skills (April-May 2024, trainings in Skopje and Debar), Trainer, in the framework of the project: “Strengthening the employability of Rural Women through ProfilPASS”, supported by the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) and implemented by the National Federation of Farmers.
--	--