



THE ABSTRACTS

of the scientific publications of Dr. Plamena Nikolova Milusheva, Department of "Industrial Business and Logistics", University of Economics - Varna, for participation in a competition for the academic position of "docent" in professional field 3.8. Economics, scientific specialty "Supply Logistics", announced in SG no. 28/2023, p. 87

A. Scientific works for participation in the competition for "docent"

I. Monograph or equivalent publications under Art. 62, item 3 of PRAS in IU - Varna

General number	Group number	Title
1	1	Milusheva, P., Current problems in the supply of commercial and manufacturing companies in Bulgaria, Varna: Science and Economics, 2022, 123 p. - (Bibl. Prof. Tsani Kalyandzhiev; Book 81)., ISBN (print) 978-954 -21-1127-6
<p>Enterprise sourcing is one of the most important sources of competitive advantage in both domestic and international markets. In this regard, the paper formulates and proves the following research thesis: there are significant reserves in the development of procurement as a business practice, which should lead to solving current problems in this area.</p> <p>The main objective of the monographic work is, based on an analysis and assessment of the procurement of the investigated enterprises, to identify areas that need improvement and in this regard to formulate recommendations.</p> <p>In the development, the author gives his point of view/opinion and formulates his views on procurement. Supplier selection practices and relationships with them are identified, and a methodology with indicators for researching supply development in the context of the logistics concept is proposed. The development of procurement in the studied companies has been evaluated (in the form of strengths and weaknesses) and specific recommendations have been developed aimed at managers to improve the application of logistics and, in more detail, procurement.</p>		

III. Scientific articles according to Art. 71, item 2 of PRAS in IU - Varna

General number	Group number	Title
2.	1	Milusheva, P. Relationships with suppliers, MANAGEMENT and sustainable development = Management & Sustainable Development – Sofia: , 2013, 1, 49-52., ISSN 1311-4506
<p>In today's conditions, when companies compete by relying on their supply chains, at the forefront of managers' work is the aspiration to achieve complete synchronization in the work of customers and suppliers. The integration of business processes in the chain is a major factor in companies' path to developing successful supply chains. In order to achieve the desired improvements, the attention of managers is increasingly directed/focused on to the interaction of the company's internal units and external business partners. In this regard,</p>		



<p>relations between suppliers and customers are becoming more and more intense and sustainable.</p> <p>The purpose of the article is to make an attempt to outline trends related to various aspects of the relationships between commercial and manufacturing companies and their suppliers and, on this basis, to highlight reservations for their improvement.</p> <p>The data used were collected at the end of 2012 through personal interviews from 35 commercial and manufacturing enterprises.</p>		
3.	2	<p>Milusheva, P. Development of logistics in hotels on the Bulgarian Black Sea coast, Izvestia of the Union of Scientists - Varna. Economic Sciences Series = Izvestia: journal of the Union of Scientists. Economic sciences series, 2012, pp. 92 - 97. ISSN 1314-7390; ISSN 2603-4085</p>
<p>Today, in the hotel and restaurant industry as the main economic activities, the role of logistics in increasing the competitiveness of the organization in modern market conditions is becoming more and more important. In connection with the strategic importance of logistics, there is a tendency to appoint managers at the top management level for the purposes of logistics management. This process is accompanied by changes in the organizational structure of companies' management, reinventing the role of logistics, realizing the need for knowledge and skills of personnel in the logistics field, giving priority to logistics that is in line with the organization's business strategy, implementing new management practices, etc.</p> <p>The purpose of this report is to present the results of the application of the logistics concept in the management of a group of hotels located on the Bulgarian Black Sea coast, which have adopted and apply the logistics approach.</p>		
4.	3	<p>Milusheva, P. Aspects in the relationships of companies with suppliers, ECONOMICS and computer science = Economics and Computer Science – Varna: Knowledge and Business, 2016, 1, pp. 6 - 10, ISSN 2367-7791; ISSN 2367-7791</p>
<p>In today's conditions, supplier relationship management is a key factor for any company's successful business. The purpose of the present study is to outline aspects of the relationships between commercial and manufacturing enterprises and their suppliers and, on this basis, to identify reserves for their improvement. The object of the development are Bulgarian and foreign commercial and manufacturing companies that operate on the territory of Bulgaria. The data used in the article were collected at the end of 2015 through personal interviews from 82 enterprises, of which 39 are manufacturing and 43 commercial ones.</p>		
5.	4	<p>Milusheva, P. Some Aspects of the Decision to Buy, not to Produce Parts and Components ECONOMICS and computer science = Economics and Computer Science – Varna: Znanie i biznes, 2015, 5, 2019, 2, 64 - 67. ISSN 2367-7791</p>
<p>The strategic decision made by any manufacturing enterprise involves the choice of whether to produce or purchase the materials involved in the manufactures. The emphasis of the article is on the factors influencing the purchase decision rather than the production decision. The brief review of the specialized literature and the survey conducted among a group of manufacturing companies led to some results based on the analysis of the</p>		



<p>importance of group of factors in deciding whether to purchase parts and components rather than produce them in-house.</p>		
6.	5	<p>Milusheva, P. _ Is it an advantage or disadvantage to source materials from manufacturers, <i>ECONOMICS</i> and computer science = <i>Economics and Computer Science – Varna: Knowledge and Business</i>, 2022, 2, 23-26, ISSN 2367-7791; ISSN 2367-7791</p>
<p>In the conditions of an unprecedented global crisis, which has affected all spheres of socio-economic and political life in Bulgaria and the world, the awareness of where and from where companies receive and will receive raw materials, materials, goods, etc. the need is critical to prevent disruptions in supply chains. Deciding which supplier to choose is a strategic decision and requires good reasoning. In this regard, the purpose of the article is, on the basis of a study of literature sources, to bring out the advantages and disadvantages of working with a supplier-manufacturer and subsequently, to draw conclusions based on information from a group of companies whether it is an advantage to work with a supplier-manufacturer versus working with an intermediary and if so what are the established advantages. In accordance with the set goal, the present study is directed at production and trading companies operating on the territory of Bulgaria. Data for the study were collected in the period November 2021 - January 2022. 13 enterprises were covered, of which 6 (46%) were manufacturing and 7 (54%) were trading companies. Based on a literature review, the advantages and disadvantages of choosing a supplier-manufacturer over a supplier-intermediary are summarized. Based on the information gathered, the advantages of working with manufacturers are outlined. It is noteworthy that for trading companies, the priority "lower price" when purchasing from a manufacturer is very often indicated by the interviewees, in contrast to manufacturing companies, which value the possibility of ordering large quantities the most. With the current trends of digitization, restructuring of supply chains and loss of trust between organizations, this type of information would serve researchers and specialists who make a choice of suppliers and make this complex decision that requires competent and thorough analysis.</p>		
7.	6	<p>Milusheva, P. _ Supply Problems of Construction Companies, <i>ECONOMICS</i> and computer science = <i>Economics and Computer Science - Varna: Knowledge and Business</i>, 2022, 2, 27-30, ISSN 2367-7791; ISSN 2367-7791</p>
<p>The purpose of the article is to outline the problems in the supply of a group of construction companies operating on the territory of Bulgaria and to offer guidelines for overcoming these problems. The data for the study was collected in the period November 2022 - December 2022. Based on the set goals, the study covered construction companies operating on the territory of Bulgaria - small, medium and large enterprises. The companies carry out group I, II and III constructions, which include residential construction, public service construction, industrial construction and their adjacent infrastructure, electronic communications and facilities. The article summarizes the nature, scope and purpose of sourcing construction companies. The problems in this area are outlined based on information about a group of construction companies operating on the territory of Bulgaria. An attempt is made to suggest guidelines for mitigating the adverse effects of the current crisis and the weakness in the performance of the supplies that have been identified. Based on the difficulties and weaknesses that we have identified in the offer of the companies studied, we believe that it is essential</p>		



<p>to take measures to raise awareness of the need to become familiar with the concept of logistics and its application, especially in one of the enterprises, which significantly fall behind in this regard.</p>		
8.	7	<p>Milusheva , P. _ Factors Impacting the Decision to Purchase Parts and Components, Rather than Manufacture them in the Conditions of the Covid-19 Pandemic, Izvestia of the Union of Scientists - Varna. Economic Sciences Series = Izvestia: journal of the Union of Scientists. Economic sciences series. 11, 2022, 3, 64-68, ISSN 1314-7390 ; ISSN 2603-4085</p>
<p>In the conditions of blocked main hubs, frozen container traffic, high container freight rates, difficult deliveries and a number of other shocks accompanying the Covid-19 crisis, the business faced a number of challenges to which it had to adapt. In this regard, the factors that influence the decision not to produce, but to purchase parts and components under the new conditions, also arouse interest. This aspect is related to the make-or-buy strategic decision, where a choice is made between producing materials or purchasing them from an external supplier.</p> <p>The purpose of this paper is both to highlight the importance of a group of factors that influence companies' decision to purchase parts and components rather than to manufacture them themselves, and to attempt to compare the importance of these factors at different periods, namely before and during the Covid - 19 crisis. The claim is that the degree of importance of the factors taken into account in the decision not to manufacture but to buy parts and components is different in each individual situation.</p>		
9.	8	<p>Milusheva , P. _ Current Problems in the Supply of Commercial and Manufacturing Companies in Bulgaria During the COVID-19 Pandemic, Izvestia of the Union of Scientists - Varna. Economic Sciences Series = Izvestia: journal of the Union of Scientists. Economic sciences series, 11, 2022, 1, 67-72, ISSN 1314-7390; ISSN 2603-4085</p>
<p>The Covid-19 pandemic has affected all sectors of the economy worldwide and has significant challenges for supply chains. In this regard, the aim of the present development is to identify the current problems of supply as a business practice and to make recommendations aimed at reducing the negative effect of the crisis.</p>		
10.	9	<p>Stoikova, T., Milusheva, P., Current Problems of Working with Suppliers of Companies in Bulgaria, Tserevitinovskie chtenia - 2022 : Materials VIII International Scientific-Practical Conference, Moscow, April 1, 2022, Moscow : Russian Economic University. G.V. Plekhanova, 2022, 33-35., ISBN (print) 978-5-7307-1905-7, ISBN (online) 978-5-7307-1905-7</p>
<p>The purpose of the report is to identify the current problems of a group of trading and manufacturing companies when working with suppliers and recommendations are given to overcome them. The most common problems were found to be: delivery delays; shortages and errors in the quantity of delivered materials; lack of information about price changes; sale of expired goods; damaged packaging; lack of documentation and others.</p>		



IV . Scientific reports under Art. 77, item 4 of PURPNSZAD in IU - Varna

General number	Group number	Title
11.	1	Milusheva, P. Problems in providing construction companies with material and technical resources in the Municipality of Varna. Logistics in Action - Sofia, 2005, pp. 104-109. ISBN 954-9321-07-X; ISBN 978-954-9321-07-4
<p>The purpose of the report is to analyze the provision of material and technical resources to construction enterprises in the Municipality of Varna and, on this basis, to indicate possibilities for overcoming problems that arise in this area. The presented research results can be useful for managers in construction companies in order to direct their attention to aspects that hinder the effective management of material flows in companies.</p>		
12.	2	Milusheva, P. Problems of logistics in construction enterprises when adapting to the economies of the member states of the European Union, Building entrepreneurship and immovable property - Varna: Science and Economics IU, 2006, 102-107. ISSN 1313-2369; ISSN 2683-0280
<p>The purpose of the report is to present problems and challenges in managing logistics in construction enterprises during the period of adjustment of the Bulgarian economy to the member states of the European Union and, on this basis, to outline opportunities for overcoming them. The given recommendations are aimed at improving logistics management in the analyzed enterprises.</p>		
13.	3	Milusheva, P., Development of logistics in commercial companies. COMPANIES and markets in Bulgaria in the conditions of European integration - the ongoing adaptation - Varna: Science and Economics IU, 2, 2008, pp. 440 - 449. ISBN 978-954-21-0369-1 ; ISBN 978-954-21-0370-7
<p>The purpose of the report is to present the results of a study of the state and trends in the application of logistics in a group of commercial enterprises. Various aspects that point to the degree of development of logistics are considered. It was established that there is a potential for further development of the intra-company integration of logistics activities, for which the good knowledge of the logistics concept and the awareness of the need for its implementation have a determining influence.</p>		
14.	4	Milusheva, P., Logistics service - a factor for increasing the competitiveness of companies even in the conditions of an economic crisis (on the example of a group of companies from the Varna region), THE WORLD crisis and economic development - Varna: Science and Economics IU, item 2, 2010, pp. 574-580. ISBN 978-954-21-0489-6; ISBN 978-954-21-0490-2; ISBN 978-954-21-0491-9; ISBN 978-954-21-0489-6
<p>The purpose of this report is to present the results of a study of the state of logistical customer service in a group of commercial and industrial enterprises from the Varna Region. The research is based on data collected through questionnaires using the personal interview</p>		



<p>method. An attempt was made to reveal some aspects of logistics service in the studied enterprises, in their effort to cope with the competitive pressure during the economic crisis.</p>		
15.	5	<p>Milusheva, P., Stoyanova, D., QMS-factor in relationships with suppliers, Perspectives in Front of Industrial Business - Varna: Iko-consult, 2013, p.338-341. ISBN 978-954-8235-09-9</p>
<p>The purpose of the report is to outline the main aspects of the relationships between the researched organizations and their suppliers and to reveal the influence of the implemented QMS in these relationships. Based on the conducted research, a comparison has been made between companies in which a Quality Management System has been implemented and organizations in which such a system is not available, according to various indicators in the field under consideration. The results showed visible differences between the two groups, with certified organizations more likely to maintain long-term and mutually beneficial relationships with their suppliers. It can be concluded that the adoption of the principles and regulations laid down in standards of the ISO 9000 series is a factor that favorably affects the relationship between the two interested parties.</p>		
16.	6	<p>Vasilev, Yu., Milusheva, P., Realization of the graduates of the "Logistics", "Business Logistics" and "Logistics Management" majors, Modern logistics - business and education - Varna: Science and Economics, 2017, pp. 189 - 195 ISBN 978-954-21-0945-7</p>
<p>The purpose of this report is to track the professional realization of students who have completed the three majors. The survey was conducted in June 2017. Number of surveys sent: 100. Responses received: 55. Data collection method: survey created in Google Forms. 74.5% of the respondents have completed a bachelor's degree or a master's degree in the field of logistics. 25.5% of the respondents have completed a bachelor's degree and a master's degree in the field of logistics.</p> <p>More than half of the respondents work in the field of logistics. Most of them work in the "Logistics" department. Over half of logistics-related graduates find work within a year of graduation. There is no relationship between whether one works in the field of logistics and the monthly remuneration. More than half of the bachelor's degree graduates in logistics are realized in the field of logistics. Nearly two-thirds of Logistics Management Master's graduates work in the field of logistics. No relationship was established between the size of the enterprises and the monthly remuneration.</p>		
17.	7	<p>Milusheva, P., The challenges facing the supply of construction companies in the conditions of a pandemic, Economic science, education and real economy: development and interactions in the digital age, Varna: Science and economics, 3, 2020, 233 - 237. ISBN 978-954- 21-1039-2</p>
<p>The global pandemic of COVID-19 is causing disruptions in the supply of construction companies in Bulgaria. The purpose of the report is to present the supply challenges in the conditions of the corona virus pandemic for a group of small and medium-sized construction companies in Bulgaria and to offer guidelines for overcoming them. The subject of research was chosen due to the expectation that this group of companies will be</p>		



more severely affected by the crisis. The recommendations given are due to the identified difficulties and we believe that they will help companies to adapt to the changes.

18.	8	Vasilev, Yu., Milusheva, P., Relationships of the degree of usefulness of the disciplines (according to the students) with some aspects of the realization (monthly salary and time to find a job) of the graduates of the "Logistics" and "Logistics Management" majors, Logistics in the conditions of crisis: challenges and solutions: Collection of reports, Varna: Science and Economics, 2022, 73-78., ISBN (online) 978-954-21-1128-3 /
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The report presents some results of a survey among graduates of "Logistics", "Business Logistics" and "Logistics Management" majors. The purpose of the report is to establish connections and dependencies between the degree of usefulness of the disciplines (according to the students) with some aspects of the realization of the graduated students (monthly remuneration and time to find a job) of these specialties. Statistical methods were used - one-dimensional, two-dimensional distributions, correlations, analysis of structures, etc.

V. Textbooks and study aids under Art. 71 (5) , item 1 of PRAS in IU - Varna

General number	Group number	Title
19.	1	Makedonska, D., Milusheva, P., Dimitrov, I., Logistics, Varna : Univ. ed. of TU, 2012. - 270 pp. ISBN:978-954-20-0560-5

The textbook is adapted to the curriculum of the discipline "Logistics" studied in the bachelor's and master's degrees at the Technical University - Varna. It would also be useful for doctoral students and practitioners. The main goal of the authors is to assist students in acquiring special knowledge in the field of logistics.

Summary of the parts developed by Dr. Plamena Milusheva

Plamena Milusheva independently developed chapter 8 and carried out a scientific revision of the textbook. Paragraph 8.1 presents the essence of transport logistics. Paragraph 8.2 is aimed at: comparative characteristics of the types of transport and types of companies to which it can be assigned, factors that influence when making a decision about transport, tariffs and others.

Chapter 2, which is dedicated to the evolution of logistics, was co-authored by Assoc. Dr. Eng. Dimitrichka Makedonska. In chapter 4, which is co-authored with Assoc. Ph.D. Eng. Dimitrichka Makedonska advocates basic aspects of supply logistics, namely: essence, supply cycle, types of supplies and decision-making in this area , etc. Chapter 6 co-authored with Assoc. Dr. Engineer Dimitrichka Makedonska discusses the essence of distribution logistics. In chapter 7, co-authored with Assoc. Dr. Ivan Dimitrov presents the essence and main aspects of logistics service. Indicators for service level analysis are proposed. In chapter 9 together with Assoc. Ph.D. Eng. Dimitrichka Makedonska presents the essence of warehousing, types and specifics of warehousing activities and others.



VI. Other publications

General number	Group number	Title
20.	1	Milusheva, P., Problems in logistics management in construction, "Eco-consult" Varna, 2023, 152., ISBN (print) 978-954-8235-18-1. (Bibl. PhD - Defended Doctoral Dissertations)
<p>An essential condition for increasing the efficiency of construction production is the correct choice of roads and ways of rational management of material flows. The understanding of the logistics approach as a process of organizational-analytical optimization of the complex processes of material provision, production, distribution and placement in practice have a great effect on the economic results of enterprises.</p> <p>The objective, which is the basis of the dissertation work, is to investigate and refine the theoretical-applied basis for the management of logistics in construction and to indicate the possibilities for its improvement in the conditions of a market economy.</p> <p>The analysis of the construction companies studied by us confirms the opinion that where a synthesis and integration of logistics, management and production is realized, where the implemented computer systems support information logistics operations and follow the principles imposed by logistics, there a lasting trend is established of quantitative and qualitative improvements in the main technical, economic and financial indicators.</p> <p>The decrease in purchasing power on the market leads to an increase in the disproportion in the production-demand-supply chain. In summary, these phenomena make it necessary to improve the management of companies, to increase the efficiency of production and, as a result, to reduce the cost of the finished product. The shortest way to achieve this goal is a complex application of the logistics approach in the conditions of an integrated information system of companies. Logistics, marketing and management, implemented in an integrated and informational manner in construction companies, are the means to solve a large part of the above-mentioned problems.</p> <p>It is necessary to find the most favorable dimensions of the tax burden, advantageous forms of crediting, especially for small and medium-sized businesses. To eliminate the slow and long procedures concerning the entire investment process, and for this purpose the Law on Territorial Development (ZUT) and its regulations are updated.</p> <p>The restoration of the previously existing preferential conditions will be a kind of crediting. It is necessary to ensure unidirectionality, to eliminate the differences and inconsistencies in the ZUT, the Law on Local Taxes and Fees and the Accounting Law. By creating a favorable economic environment and prerequisites for this, the state will create a real basis for quality new construction meeting European standards.</p> <p>The proposed new model for logistics management is the means to solve the outlined problems of planning, implementation and control in construction companies.</p>		

City. Varna,
30.04.2023
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Заличена информация съгласно
ЗЗЛД и регламент (ЕС) 2016/ 679