



IPS at UNWE – Your Guarantee for Successful Business in the Knowledge Economy



**THE INSTITUTE FOR POSTGRADUATE STUDIES –
DIVISION AT THE UNIVERSITY OF NATIONAL AND
WORLD ECONOMY**

Prof. Marcho MARKOV – Director



Professional Area

- 40 years of experience and traditions
- Division for postgraduate training, vocational qualifications, specialization and life-long learning
- Training of Bulgarian and foreign citizens who have acquired diploma for high and higher education
- IPS provides training, consultancy, research and publishing to its customers





Mission and Vision

- IPS builds a stable basis for life-long career for its course participants and solves problems of its customers in an uncertain world
- IPS is a leader in postgraduate studies in the areas of business, management and law and guaranteed quality according to European standards
- IPS is your guarantee for successful business in the knowledge economy



Status

- IPS is a separate juridical not for profit entity
- IPS works on a self-sustained basis with its own bank account and separate balance sheets
- Its qualification diploma is recognized and approved by the Ministry of Education and Sciences
- Quality management system of IPS is certified according to ISO 9001:2000 since October 16th 2001
- The scope of the certification covers postgraduate studies and project management



Organizational structure

- Board of Directors, elected by the Academic Council of the UNWE
- Pedagogical Council of IPS – its members are distinguished professors of UNWE and business experts
- Seven training centers
- Administrative department



Priorities

- Knowledge and skills how to adapt to changing business environment
- Personal approach to customers
- Flexible and effective organization of the training process
- From traditional education to modern training and consultancy
- Development and implementation of European projects



Major activities

- Diversification of areas and functions covered by IPS courses
- Development of new form and techniques of training parallel with traditional ones
- Networking with Bulgarian and foreign training institutions
- Long term partners' relations
- Consultancy in priority areas
- Development and implementation of EU projects
- Public tendering



Training centers

- **International Business, Politics and Law Center**
- **Finance Accounting and Control Center**
- **Management Skills Development Center**
- **Quality Management Center**
- **International Projects Center**
- **Vocational Training Center**
- **Facultative Education Center**



Training forms

- **Qualification** - acquiring a new major
- **Specialization** – improving existing qualification
- **Life-long learning** – updating knowledge and skills of a definite qualification degree
- **Vocational training** – acquiring a new profession



Areas of training

- **Business Administration**
- **Finance**
- **Accounting**
- **Insurance**
- **Auditing**
- **International Economic Relations**
- **EU Integration**
- **Law**
- **ICT**
- **Management**
- **Marketing**
- **Human Resources management**
- **Quality Management**
- **Public Administration**
- **Project Management**



Target groups

- Top and middle level managers in private and public sectors
- Entrepreneurs
- Public administration clerks
- Experts who strive for professional careers in different social sectors
- Individual trainees
- Students



Access to target groups

- Enrolments through commercials in public media
- Tailor made training ordered by companies and institutions
- Joint work with partners for training in the country
- Training organized and financed through international and local projects



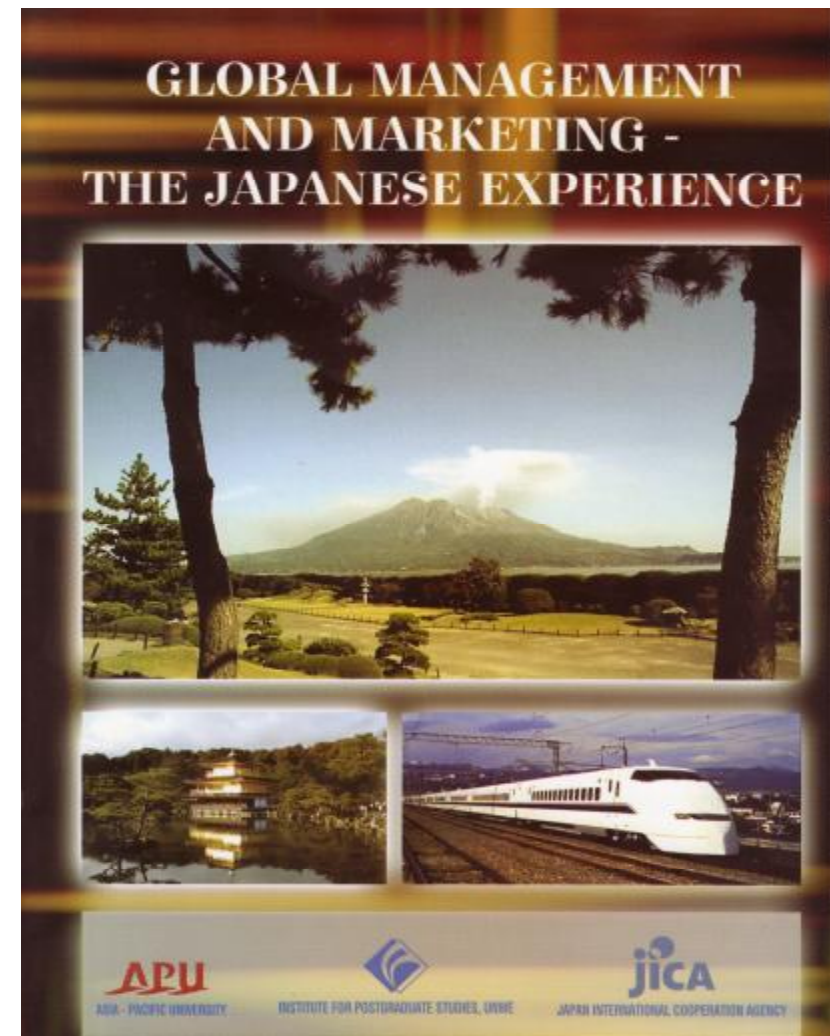
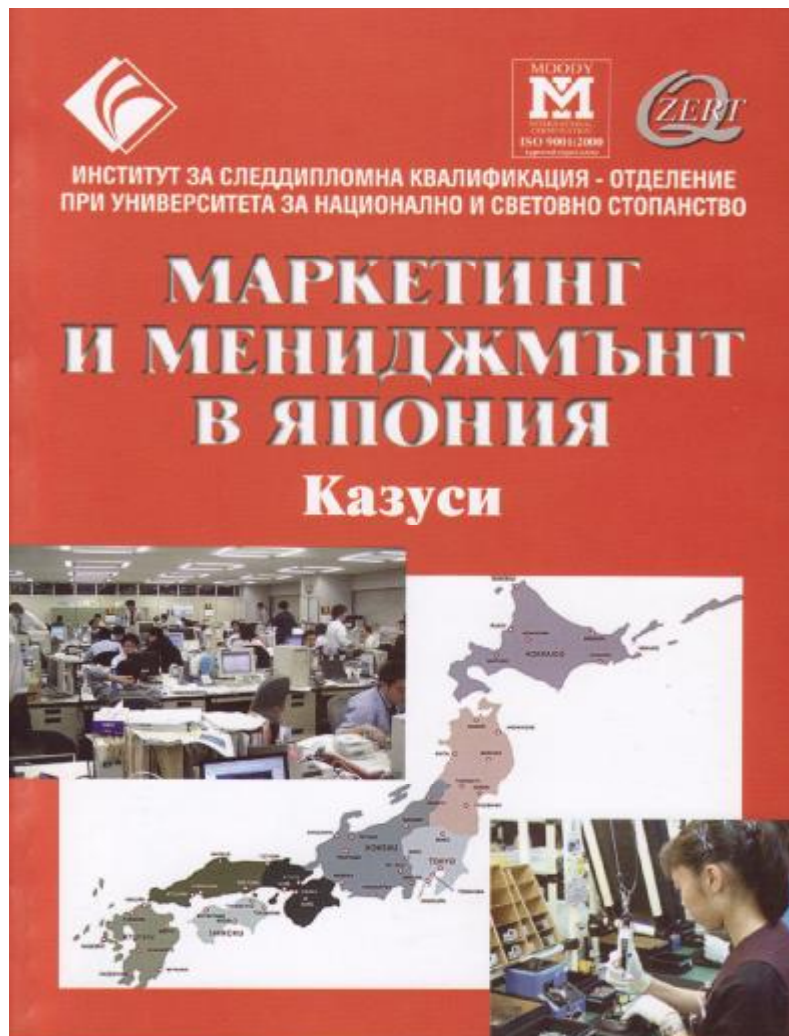
International projects of IPS

- Management Skills Development Center – established in a joint Bulgarian Japanese project for SMEs' support in Bulgaria, financed by the Japanese International Cooperation Agency (JICA)
- IPS initiated the establishment of a Certifying Institute of Municipal Clerks for Central and Eastern Europe as a chapter of the International Institute of Municipal Clerks in USA





International projects of IPS





EU PHARE Programme projects

- Management Training Project in Bulgaria, 1997-1998
- Management Training Project, 2001-2003 г.
- Project “New Opportunities with a New Profession”, 2003 г.



EU “Leonardo da Vinci” Programme pilot projects

- Virtual On-line Quality Management Training System, VIRTUOSE
- On-line Training for Investments in Securities, OTIS
- Integrated Blended Training for SMEs’ employees, INTETRAIN
- European commitment to entrepreneurship



EU “Leonardo da Vinci” Programme mobility projects

- Regional development training, *Grenoble, 2001*
- Modern training and learning in in-company vocational education in the service sector, *Valencia, 2004*
- Life-long learning of young people with higher education without job experience, *Berlin, 2005* /Project was awarded with a Quality certificate of the Ministry of Education and Sciences and Ministry of Labor and Social Policy/
- University – business partnership and vocational training in business and management, *Turin, 2006* /Project was awarded with a Quality certificate of the Ministry of Education and Sciences and Ministry of Labor and Social Policy/



EU “Leonardo da Vinci” Programme mobility projects

- Innovative training methods oriented to priority economic sectors, *Barcelona, 2006*
- Dynamic adapting of continuous vocational training to the labor market requirements, *Evora, 2007, Paris, 2008,*
- Intercultural challenges of knowledge transfer in the field of vocational education and training, *Granada 2008*
- Crosscultural communication in vocational training and education, *2009, Bratislava*
- Modernization of Life - long learning on the basis of vocational standards for knowledge, skills and competencies, *2009, Madrid*



EU “Leonardo da Vinci” Programme mobility projects





Regional development projects

- World Bank project “Active Services to the Labor Market”
 - Sector development strategies for the municipalities of Ihtiman, Kostenets, Dolna Banya, Nikolaevo, Parvomay and Tran
 - Regional development plans for 2007– 2013 for the municipalities of Bozhuriste, Kostenets, Dolna Banya, Varshets and Roman



Consultancy

- IPS delivers consultancy to companies, municipalities and institutions
- IPS is consultant of the following banks and their clients:
 - Dexia Kommunalkredit Bank
 - UniCredit Bulbank



Areas of consulting

- Business strategies
- Marketing
- Innovations
- Finance
- Management consulting
- Human resources management
- Quality management standards
- Operations management
- Public-private partnership
- Transport
- Production management
- Environment



Public tendering

- The Council of Ministers public tender in support of the implementation of the Council of Ministers Communication strategy of the Republic of Bulgaria for the European union **“Organizing and implementing events for improving the knowledge of Bulgarian citizens about their rights and obligations as citizens of the European Union”**
 - ü **Partners:** “Bullbrokers” Ltd and “National Management School” Association
 - ü **Scope:** Organizing social discussions, conferences, seminars, round tables and training
 - ü **Target groups:** Academic society, governmental and municipal authorities, NGOs, business men and women, cultural institutions, journalists, etc.





Public tendering





Public tendering





Training in the public tender



- 14 two days seminars “Development and management of European projects”, delivered by IPS
- 14 two days seminars “European scheme for environmental management”, delivered by “Bullbrokers” Ltd
- 3 one day seminars “Opportunities for training and mobility in the European Union”, delivered by the “National Management School” Association



Public tendering

Developing a strategy for
HR management of the
Bulgarian Industrial
Association and its
branches

The image shows the cover of a strategy document. At the top, there are three logos: the European Union flag, the logo for the European Social Fund (ЕСФ) in Bulgaria, and the logo for the Operational Program 'Administrative Capacity'. Below these logos is a line of text in Bulgarian: 'Проектът се осъществява с финансовата подкрепа на Оперативна програма "Административен капацитет", съфинансирана от Европейския съюз чрез Европейския социален фонд'. In the center, there is the logo of the Bulgarian Chamber of Commerce and Industry (БЪЛГАРСКА СТОПАНСКА КАМАРА) and its full name. Below that, the word 'СТРАТЕГИЯ' is written in large, bold, blue letters. Underneath, there is a subtitle in Bulgarian: 'ЗА УПРАВЛЕНИЕ НА ЧОВЕШКИТЕ РЕСУРСИ НА БЪЛГАРСКА СТОПАНСКА КАМАРА И НЕЙНИТЕ СТРУКТУРИ КАТО ПАРТНЬОРИ НА ДЪРЖАВНАТА АДМИНИСТРАЦИЯ ПРИ ФОРМИРАНЕТО НА МЕСТНИ И НАЦИОНАЛНИ ПОЛИТИКИ'. At the bottom, there is the logo of the Institute for Post-Diploma Qualification - Department at UNSS and its contact information: 'ИНСТИТУТ ЗА СЛЕДДИПЛОМНА КВАЛИФИКАЦИЯ - ОТДЕЛЕНИЕ ПРИ УНИВЕРСИТЕТА ЗА НАЦИОНАЛНО И СВЕТОВНО СТОПАНСТВО', 'София 1797, бул. "Климент Охридски" № 2, тел: (+359 2) 862 1060, факс: (+359 2) 862 7447', and the website 'http://www.ips.bg'.



Public tendering

Current state and tendencies of migration and integration policies for immigrants in Bulgaria





Anniversary conference with international participation: “Lifelong learning – good practices and challenges”

- In 2009 it was the 40-year anniversary since the start of postgraduate studies in the University of National and World Economy.
- The event was celebrated with an Anniversary conference with international participation.
- A collection of the delivered reports on the international conference was issued: “Lifelong learning – good practices and challenges”.





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Contact persons:

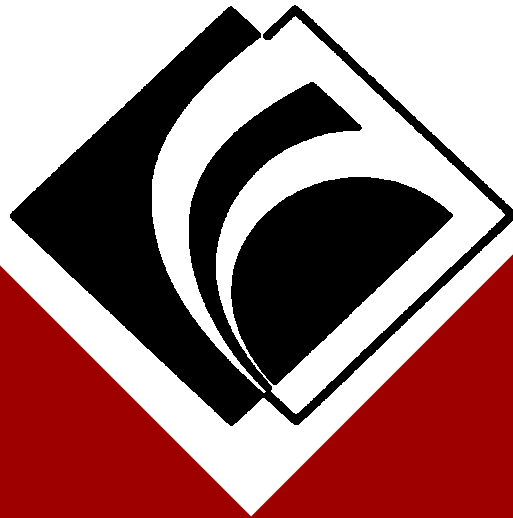
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Thank you for your attention!



We expect you!