

PERSONAL INFORMATION

Hasan Hanić

📍 Belgrade (Serbia)

✉ hasan.hanic@bba.edu.rs

WORK EXPERIENCE

01/05/1973–30/04/2005

College / university teaching professional

Faculty of Economics University of Belgrade, Belgrade (Serbia)

Career advancement / teaching titles:

- Assistant - Trainee, 1973, Faculty of Economics, University of Belgrade
- Assistant, 1978, Faculty of Economics, University of Belgrade
- Assistant Professor, 1982, Faculty of Economics, University of Belgrade
- Associate Professor, 1988, Faculty of Economics, University of Belgrade

- Full professor, 1993, Faculty of Economics, University of Belgrade

During study stays he spent some time in economics and business schools in New York, London, Hamburg, Berlin and Moscow. In addition to teaching at elementary and postgraduate studies at the Faculty of Economics in Belgrade, in his capacity as visiting professor, he conducted postgraduate studies at the faculties of economics in Subotica, Kragujevac, Niš, Podgorica, Sarajevo and others.

01/05/2005–Present

College / university teaching professional

Belgrade banking academy - Faculty of banking, insurance and finance University "Union" in Belgrade, Belgrade (Serbia)

Career advancement / teaching titles:

- Professor emeritus, 2017, University "Union" in Belgrade

He was appointed guest professor at the universities in Turin (Italy) and Košice (Slovakia).

EDUCATION AND TRAINING

1968–1972

Bachelor of Economics

Faculty of Economics University of Belgrade, Belgrade (Serbia)

1973–1976

Master of Economic Sciences

Faculty of Economics University of Belgrade, Belgrade (Serbia)

1976–1982

Doctor of Economic Sciences

Faculty of Economics University of Belgrade, Belgrade (Serbia)

PERSONAL SKILLS

Job-related skills

BIBLIOGRAPHY

Textbooks (2007-2017)

- *Istraživačko-analitički marketing*, BBA, Belgade, 2017.
- *Metodologija ekonomskih istraživanja*, IES i BBA, Belgade, 2017.

- *Osnovi finansijske statistike*, BBA, Belgade, 2017.
- *Marketing u medijima*, Megatrend University, Belgade, 2010.
- *Sistem informacija za upravljanje marketingom*, BBA, Belgade, 2008.
- *Proces istraživanja tržišta*, BBA, Belgade, 2008.
- *Upravljanje marketingom*, BBA, Belgade, 2008.
- *Kompjuterski kriminalitet*, FKN, Sarajevo, 2008.
- *Marketing*, BBA, Belgade, 2007 (3rd edition), 1st edition, 2005.
- *Principi marketinga*, BBA, Belgade, 2007 (2nd edition), 1st edition, 2006.

Monographs and monographic chapters (2007-2017)

- The Influence of cash conversion cycle on profitability of trade in Serbia, *New insights and potential sources of new entrepreneurial growth*, Informatica Srl – Filodiritto Publisher Bologna, Italy, 2017.
- Risk Management in Islamic Banking, *Risk Management in the Financial Services Sector*, Faculty of Economics, Belgade 2016.
- *New Economic Policy Reforms*, BBA, Belgade, 2015.
- Macroeconomic implications of the global financial crisis on Serbian economy, *New Economic Policy Reforms*, BBA, Belgade, 2015.
- Global financial crisis: cause, consequences and the impact on Serbian economy, *Contemporary trends and prospects of economic recovery*, CEMAFI International Association, Nice, 2014.
- Foreign exchange rate as a factor to improve the business environment: the case of Serbia, *Contemporary trends and prospects of economic recovery*, CEMAFI International Association, Nice, 2014.
- *Post Crisis Recovery*, Belgrade Banking Academy, Belgrade, 2013.
- Stabilisation mechanism for eurozone over-indebted countries, *Post crisis recovery*, BBA, Belgrade, 2013.
- *Managing structural changes: trends and requirements*, Faculty of Economics of the University of Coimbra, Coimbra, 2012.
- Monetary and fiscal policy in the times of crisis, *European integration process in Western Balkan countries*, Faculty of Economics of the University of Coimbra, Coimbra, 2012.
- Comparative analysis of insurance market concentration in Serbia, Croatia and Slovenia, *Achieved results and prospects of insurance market development in modern world*, Faculty of Economics, Belgrade, 2012.
- Strengthening Economic Subjects' Internal Capacities: Marketing Management and CRM, *Managing structural changes*, Faculty of Economics of the University of Coimbra, Coimbra, 2012.
- Internationalization of the Shareholder Capital in Banking Sector in Serbia, *Contemporary issues in the integration processes of Western Balkan countries in the European Union*, International Center for Promotion of Enterprises, Institut ekonomskih ved, Ljubljana, 2011.
- *Global Crisis in the Central-Eastern European Region – Influence on Financial Systems and Small and Medium-Sized Enterprises*, Czestochowa University of Technology, BBA i IES, Czestochowa, 2010.
- *Influence of Global Economic Crisis on CEE Region: Possible Way Out*, Faculty of Economics, Košice, 2010.
- Serbia in a turmoil of global economic crisis, autor poglavlja, *Global crisis in the Central-Eastern European region*, Czestochowa University of Technology i BBA, Belgrade, 2010.
- Impact of global financial crisis on the Serbian economy, *Influence of Global Economic Crisis on CEE Region*, Faculty of Economics, Košice, 2010.
- Some Aspects of Distance Education in V4 Countries and Serbia, *Enterprise - Constituent Element of National Competitiveness*, Elfa, Košice, 2010.
- *The new economy: Challenges, opportunities and choices*, Indo American Books, Delhi, 2009.
- Internationalization of the Shareholder Capital in Banks and Creation of the New Financial Products in Serbia, *The new economy: Challenges, opportunities and choices*, Indo American Books, Delhi, 2009.
- *Proces istraživanja tržišta*, BBA, Belgade, 2008.

- *Sistem informacija za upravljanje marketingom*, BBA, Belgrade, 2008.

Conference proceedings (2007-2017)

- *Politika regionalnog razvoja, naučno utemeljenje i praktični primeri: tematski Zbornik radova*, BBA, Belgrade, 2015.
- *Economic Sciences on the Crossroad*, Proceedings from the International Scientific Conference, Belgrade, 2013.
- *Economic Growth and Development of Serbia: New model*, BBA i IES, Belgrade, 2010.
- *Business Opportunities in Serbia - The Case of the Italian Business Sector and the Role of Management Education*, BBA, IES, Belgrade, 2009.
- *Challenges of economic sciences in the 21st Century*, IES, Belgrade, 2009.
- *Tržište bankarskih proizvoda i usluga u Srbiji i zemljama u okruženju*, BBA and IES, Belgrade, 2008.
- *Tržište osiguranja u Srbiji - stanje i perspektive*, BBA and IES, Belgrade, 2007.

Articles (2007-2017)

- Securities as Funding Source for Mortgage Loans in the European Union, *Economic Analysis*, 2015.
- Dynamic Analysis of the Concentration Degree of the Banking Sector in Serbia, 4th International Scientific Conference *Economies of Integration ICEI 2015- Challenges of Economy in Environmental under Crisis*, 3-5. decembar, Conference proceeding, Faculty of Economics, Tuzla, 2015.
- Katastrofalne posledice incidentnih situacija pri prevozu opasnih materija u drumskom saobraćaju, simpozijum *Upravljanje katastrofalnim rizicima i održivi razvoj*, 5-7. june, Aranđelovac, Conference proceeding, Faculty of Economics, Belgrade, 2015.
- Economic analysis in the context of EU environmental policy, *Ecologica*, 2015.
- Ekonomski profil Srbije, međunarodna konferencija *Unapređenje ekonomskih odnosa između Turske i Srbije*, Conference proceeding: *Türkiye-Sırbistan Ekonomik İlişkilerin Geliştirilmesi İktisadi Araştırmalar Vakfı*, Istanbul, 2015.
- Kreiranje novog modela finansiranja regionalnog razvoja, međunarodna naučna konferencija *Politika regionalnog razvoja - naučno utemeljenje i praktični primeri*, Conference proceeding, BBA, Belgrade, 2015.
- Tehnološka infrastruktura CRM - KAM koncepta kao faktor konkurentnosti finansijskih organizacija, *FBIM Transactions*, 2015.
- Quantifying externalities of investment projects in EU and Serbia, *Ecologica*, 2014.
- Modelling of claim counts as a base for premium system determination, *Tehnic technologies education management*, 2013.
- Developing the Model of Entrepreneurial University in the Western Region, in: Book of Abstracts *Innovation in Education, Business and Tourism in the Function of Overcoming Crisis and Acceleration of Development*, University of Travnik, 2013.
- Istraživanje tržišta - faktor uspešnosti strategijskog marketinga finansijskih organizacija, *Marketing*, 2013.
- Effects of Privatization and Restructuring on Manufacturing Industry: The Evidence from Serbia, *Metalurgija internacional*, 2013.
- Razvoj modela preduzetnog univerziteta na prostoru zapadnog Balkana, International Symposium *Inovacije u obrazovanju, preduzetništvu i turizmu u funkciji prevazilaženja krize i ubranog razvoja*, 17. i 18. may, *Univerzitetska hronika*, Sarajevo, 2013.
- Moralne dimenzije profita, Scientific Conference *Ekonomski učinci morala i moralni učinci ekonomije*, 14. june, Conference proceeding, BBS, Belgrade, 2013.
- Specifičnosti sistema održivog upravljačkog računovodstva i ekološkog izveštavanja u sektoru maloprodaje, Scientific Conference *Uticao klimatskih promena na životnu sredinu i privredu*, 22-24. april, Conference proceeding, Naučno-stručno društvo za zaštitu životne sredine Srbije, Belgrade, 2013.
- Technical, financial and economic effects of natural disasters on wastewater treatment systems: the

- case of Balkan countries, Scientific Conference *Links Between Science and Practice*, 8-11. october, Conference proceeding, Geographical institute Jovan Cvijić, Beograd, 2013.
- Specifičnosti marketinga finansijskih organizacija, *Marketing*, 2012.
 - Key aspects of understanding innovation through learning and education, *Tehnics technologies education management*, 2012.
 - Uticaj razvoja zelene prakse na performanse u maloprodaji, Conference proceeding *Ekonomski aspekti ekološke politike*, IES/BBA, Belgrade, 2012.
 - Relationship between twin deficits, external debt and T-bills yield in SEE countries, Scientific conference *From Global Crisis to Economic Growth. Which Way to Take?* 20-22. september, Faculty of Economics, Belgrade, 2012.
 - Efikasnost marketing komunikacija i efektivnost medija za različite ciljne grupe, Scientific conference *Menadžment*, 10-11. april, ICIM plus, Belgrade, 2012.
 - Managing Customer Relationship, International Symposium *Innovative management and business performance*, 5-9. june, Zlatibor, Conference proceeding, FOS, Belgrade, 2012.
 - Primena savremenih koncepata kriznog marketing menadžmenta i budžetiranje marketinga u uslovima krize, Scientific conference *Drugi talas ekonomske krize - posledice na privredu regiona i moguća rešenja*, 24-25. may, Sremska Kamenica, Conference proceeding, University Edukons, Novi Sad, 2012.
 - Razvoj i upravljanje odnosima sa klijentima u industriji finansijskih usluga, *Poslovna ekonomija*, 2011.
 - Primena ekstenziviranih metoda implicitnog znanja u postupku obavljanja revizije finansijskih izveštaja, *Finansije*, 2011.
 - Managing Customer Relationship within Financial Organizations, *Polish journal of management studies*, 2011.
 - Education in the beginning of the XXI century, Conference proceeding *Enterprise*, Faculty of Economics, Košice, 2010.
 - Influence of global crisis on Serbian economy, Scientific conference *Economic Growth and Development of Serbia*, BBA/IES, Belgrade, 2010.
 - Savremeni koncepti marketing menadžmenta, Scientific conference *Menadžment 2010*, 17-18. march, Kruševac, Conference proceeding ICIM, Kruševac, 2010.
 - Performanse privrede Srbije u svetlu globalne ekonomske Srbije, International Symposium *Problemi poslovanja osiguravajućih kompanija u uslovima krize*, 13-16. may, Zlatibor, Conference proceeding, Institut za osiguranje i aktuarstvo, Belgrade, 2010.
 - Primena ekspertnih sistema u internoj reviziji, International Symposium *Interna revizija*, 15. april, Dubrovnik, Conference proceeding, Udruženje internih revizora u BiH and Faculty of Economics, Sarajevo, 2010.
 - Transformacija bankarskog sektora u Srbiji, Scientific conference *Kraj privatizacije, posledice po ekonomski razvoj i nezaposlenost u Srbiji*, february, Conference proceeding, IES/BBA, Belgrade, 2010.
 - Specificities of online concept in comparison with a classic concept of marketing research, *Economic Analysis*, 2009.
 - Uloga istraživanja tržišta u poslovnom odlučivanju o uvođenju novih proizvoda osiguravajućih kompanija, Scientific conference *Novi proizvodi na tržištu osiguranja*, 29. may - 1. june, Zlatibor, Conference proceeding, Udruženje aktuara Srbije and Faculty of Economics, Belgrade, 2008.
 - Upravljanje projektom marketinškog istraživanja, *International Symposium Kompetentnost projektnih menadžera*, 14-16. may, Zlatibor, Conference proceeding, YUPMA, Belgrade, 2008.
 - Kupovno ponašanje potrošača u velikim gradovima Srbije, *"Tržišne strukture i zaštita konkurencije - iskustva zemalja u tranziciji"*, Conference proceeding, BBA/IES, Belgrade, 2008.
 - Interna revizija i upravljanje rizikom u bankama, *International Symposium Interna revizija*, 17-19. april, Conference proceeding, Udruženje internih revizora u BiH i Faculty of Economics, Sarajevo, 2008.
 - Neki finansijski aspekti upravljanja projektima partnerstva javnog i privatnog sektora, *International Symposium Kompetentnost projektnih menadžera*, 14-16. may, Zlatibor, Conference proceeding, YUPMA, 2008.
 - CRM kao element bankarskog marketinga, Scientific conference *Tržište bankarskih proizvoda i usluga u Srbiji i zemljama u okruženju*, 12. june, Conference proceeding, BBA/IES, Belgrade,

2008.

- Osnovne dimenzije tržišta osiguranja u Srbiji, Scientific Conference *Tržište osiguranja u Srbiji*, 9. may, Conference proceeding, BBA/IES, Belgrade, 2007.

Scientific studies and projects (2007-2017)

- Istraživanje tržišta postprodajnih usluga, studija rađena u okviru programa *Implementacija pilot inicijative za kreiranje javnih politika zasnovanih na dokazima*, ordering: PERFORM Helvetas Switzerland, Republički sekretarijat za javne politike i Komisija za zaštitu konkurencije Republike Srbije, Belgrade, 2016.
- *Izazovi i perspektive strukturnih promena u Srbiji: Strateški pravci ekonomskog usklađivanja sa zahtevima EU*, ordering: Ministarstvo nauke i tehnološkog razvoja Republike Srbije, IES/BBA, Belgrade, 2011-2016.
- *Evropske integracije i društveno-ekonomske promene privrede Srbije na putu ka EU*, ordering: Ministarstvo nauke i tehnološkog razvoja Republike Srbije, IES/BBA, Belgrade, 2011-2016.
- *Strategija razvoja trgovine Srbije*, ordering: Ministarstvo trgovine Republike Srbije, Faculty of Economics, Belgrade, 2015.
- *Analysis of the Retail Market in BiH*, ordering: Konkurencijsko vijeće BiH, Sarajevo, 2015.
- *Ekonomska analiza tržišta nespecijalizovane trgovine na veliko i tržišta trgovine na malo u nespecijalizovanim prodavnicama pretežno hrane, pića i duvana za period 2010 - 2012. godina, za tržište Grada Beograda i tržište Republike Srbije*, ordering: Komisija za zaštitu konkurencije Republike Srbije, IES, Belgrade, 2013.
- *Analiza stanja na tržištu trgovine na malo u nespecijalizovanim prodavnicama pretežno hrane, pića i duvana u prodajnim objektima tipa samousluga, supermarketa, diskonta i hipermarketa u Srbiji i Beogradu u periodu 2008-2010. godine*, ordering: Komisija za zaštitu konkurencije Republike Srbije, IES, Belgrade, 2011.
- *Visegrad V4 fund, Strengthening the educational and scientific collaboration among Faculties of Economics within V4 and countries of South Eastern Europe*, 2009-2010.
- *Analiza tržišta usluga prekograničnog transfera novca fizičkim licima u Republici Srbiji, II faza: Analiza strukture relevantnog tržišta usluga prekograničnog brzog transfera novca fizičkim licima bez otvaranja računa u Republici Srbiji*, ordering: Komisija za zaštitu konkurencije Republike Srbije, IES, Belgrade, 2009.
- *Tržište oglašavanja Srbije*, ordering: Komisija za zaštitu konkurencije Republike Srbije, IES, Belgrade, 2009.
- *Strategija razvoja turizma grada Beograda*, korukovodilac, ordering: Gradski Sekretarijat za privredu, IES, Belgrade, 2009.
- *Analiza tržišta usluga prekograničnog transfera novca fizičkim licima u Republici Srbiji - I faza: Utvrđivanje vrsta i karakteristika usluga prekograničnog transfera novca fizičkim licima u Republici Srbiji*, ordering: Komisija za zaštitu konkurencije Republike Srbije, IES, Belgrade, 2009.
- *Analiza stanja tržišta nespecijalizovane prodaje na malo - pretežno hrane, duvana i pića - delatnost 52110*, korukovodilac, ordering: Komisija za zaštitu konkurencije Republike Srbije, IES, Belgrade, 2008.
- *Razvoj elektronskog bankarstva u Srbiji*, BBA, Belgrade, 2008.
- *Istraživanje tržišta bankarskih usluga u Srbiji*, BBA, Belgrade, 2008.
- *Tempus projekat "Business University of the New Age in Serbia, the BBA-BUONA"*, with: Scuola di Amministrazione Aziendale C.F. Torino, BBA, Belgrade, 2008.
- *Analiza tržišta osiguranja u Srbiji i Cmoj Gori*, BBA, Belgrade, 2007.
- *Istraživanje mogućnosti prodaje napitka «Chino ice coffee»*, rukovodilac, ordering: Xemico Ltd, Kipar, BBA/IES, Belgrade, 2007.
- *Investicioni program Izgradnja hotela «Vidojević» Beograd*, BBA, Belgrade, 2007.
- *Predlog nove organizacije Poslovnog sistema Telefonija*, IES/BBA, Belgrade, 2007.
- *Merenje vrednosti brenda negazirane vode "Vlasinska Rosa"*, Smart Invest, Belgrade, 2007.
- *Investicioni program Izgradnja hotela "Prezident STC" Vrnjačka Banja*, BBA, Belgrade, 2007.