

# CURRICULUM VITAE

1. Family name: Njavro

2. First names: Mario

OMISSIS

**6. Education:**

Institution [ Date from - Date to ]	Degree(s) or Diploma(s) obtained:
05/2005-12/2007	Executive MBA in Agribusiness and Commerce: <i>Risk Management in Grain Chain- the Case of Mlinar Inc</i> University of Zagreb Faculty of Agriculture
1/2002- 05/2006	PhD Agricultural Economics: <i>Microeconomic Analysis of Risk Management Strategies in Apple production</i> University of Zagreb Faculty of Agriculture
10/1998- 12/2001	Postgraduate study- Master of Science-Agricultural Economics University of Zagreb Faculty of Agriculture
10/1993-11/1997	MSc. Agricultural Economics University of Zagreb Faculty of Agriculture

**7. Language skills:** Indicate competence on a scale of 1 to 5 (1 - excellent; 5 - basic)

Language	Reading	Speaking	Writing
Croatian (mother tongue)	1	1	1
English	1	1	1
Spanish	4	4	4
Serbian	1	1	1

**8. Membership of professional bodies:**

European Association of Agricultural Economist (EAAE)  
Croatian Society of Agricultural Economists  
International AgriMBA network, General Board Member

**9. Other skills:**

MS Office  
MS Excel add-ins for risk analysis: Decision Tools Suite (@Risk, @Risk for Projects, RISKOptimizer, Precision Tree, Top Rank) and Simetar- (Simulation & Econometrics to Analyze Risk)  
SPSS

**10. Present position:** University professor (Full Professor) at the University of Zagreb Faculty of Agriculture, Department of Management and Rural Entrepreneurship

**11. Years within the firm:** 1998-today

**12. Key qualifications:**

**General Professional Experience**

- Ph.D. in agricultural economics and MBA in Agribusiness and Commerce

## Curriculum vitae

- **20+ years of professional experience in research, teaching and consulting in agricultural economics and rural development to the business sector, government and NGOs sector.**
- Use of secondary data (national statistics, Eurostat, FAOstat, Farm Accountancy Data Network, EU market observatory and similar) on daily basis in research and consultancy work.  
Experience in questionnaire design and application of primary data collection methods like surveying and interviewing.  
Actively involved in the introduction and development of agricultural data management system in Croatia and abroad.
  - Farm Survey was a part of the Farmer Support Service project (World Bank, Croatia 1997-2002).
  - The introduction and development of the Farm Accountancy Data Network in Croatia (consultant and member of the National FADN committee to the author of the scientific papers based on FADN data).
  - **Farm Business Monitoring System** and development of **Agricultural Market System** (capacity development in value chain analysis, policy evaluation and monitoring tools for the agricultural market unit within the Ministry of Agriculture in Azerbaijan).
  - **Upgrading agricultural statistics and price monitoring system** to enhance access to EU (Albania)
  - Projects in connection with **agricultural statistics** (Calculation of Standard Output in Croatia) and calculating support in rural development measures
- *As the assistant minister* for rural development (and Head of Managing Authority for Rural Development) and the Spokesman at the Special Committee for Agriculture (2016)- Proven involvement in the **Common Agricultural Policy of EU**. Involvement in all aspects of Common Agricultural Policy from direct payments and **common market organisation** to rural development.

### Specific Professional Experience

- Support to different stakeholders in Croatia (Ministry of agriculture, Extension service, Croatian Bureau of Statistics) and abroad *in collecting and use of data in connection with farm economics, calculation of standard outputs, surveying small and self-subsistence farms, price monitoring, value chain analysis and policy monitoring and evaluation.*
- Experiences in cost-benefit analysis, capital budgeting and business planning. I worked on several feasibility studies for irrigation in Croatia and I have practical experience in preparing business plans for farmers.
- Trained on agricultural statistics and price monitoring in the USA and farm accountancy in the EU.
- Author and co-author of **strategic plans** and business models in rural entrepreneurship.
  - *The strategy of Agricultural Development at the Municipality Sali (Dugi Otok island) (2021)*
  - *Feasibility study for organic production of aromatic and medicinal herbs at the Pokupsko municipality (Zagreb County) (2019)*
  - *Consultant for strategic and marketing plan on the IPA Cross-border Program Croatia-Bosnia and Herzegovina project "Green oasis - increasing competitiveness of SMEs in agricultural production in the cross border area of Posavina (2014).*
  - *Program of sustainable agriculture for the Zadar County (2013)*
  - *Expert for value chain analysis, wine management and models of wine farms on the Strategy for the wine sector in Dubrovnik-Neretva County (2012).*
  - *The strategy of Croatian Fruit production 2008-2013*
  - *Rural Development Strategy of Istria Country (2008)*
  - *Agroecological Valuation of the rural space and the programs for crop and livestock production in the County Herceg Bosna (Bosnia and Herzegovina) (2008)*
  - *Strategic program of sustainable agriculture on the island of Krk (2007)*
  - *Strategy for rural development in Croatia (UN FAO project, 2002-2003).*

## Curriculum vitae

- In-depth **knowledge of agri-food value chain analysis**. Combination of the research and practical works on the topics like the **fresh fruit and vegetable value chains**, capacity development in value chains and application in value chain education and research.
  - Project **Productive Partnerships in the Fruit and Vegetable Sector in Croatia** focused on the linkage of fruit and vegetable growers with the modern supply chains (2009).
  - Consultancy assignment for UN FAO during 2011 comprised analysis of food value chain on the project *Capacity Building in Agricultural Biotechnology and Biosafety in Armenia, Georgia and Moldova*.
  - The project „**Value chain analysis in fresh fruit and vegetable supply sector, opportunities and risks for the small scale farmers**”(2012-2013) was supported by the Netherlands Government, and in collaboration with the Wageningen University Centre for Development Innovation (CDI) and Van Hall Larenstein. The project encompassed profound training of agriculture/economy related scientists and students in the analysis of agri-food chains according to the modern market systems.
- Author of the book **Risk Management in Agriculture**. Among other things, in the book, I discussed price risk management and instruments to cope with market risk.

### Other qualification

- Working knowledge of English language and basic knowledge of Spanish.
- Advanced functional skills (leadership, creative, innovative and initiative prone, communicative and open for cooperation). As the *assistant minister*, the *Head of Department* (2010-2015) and *program leader* of Executive MBA in Agribusiness and Commerce (2013-2015) I gave my best to lead by example and provide a vision of the organisations' development. Leadership includes developing human capacities, communication with clients (farmers and companies) and media.
- Demonstrated experience in the organization of national and international events, conferences, workshops. Responsible for the promotion of the rural development program (media campaigns, organization of conferences, workshops and events such as fairs, contest and similar). I organized (as the team leader or a team player) a significant number of conferences, projects' workshops and roundtables.  
Expert level of computer literacy.

### 13. Specific experience in the region:

Country	Date from - Date to
Croatia	
Albania	2019
Azerbaijan	2006 and 2007 (one month each year), 2014 (43 day), 2018 (one week), 2021 (10 WD), 2022 (10 WD)
Armenia, Georgia, Moldova	2011 (one week per country)
Bosnia and Herzegovina	During 2014

#### 14. Professional experience

## Curriculum vitae

Date from - Date to	Totals of Working Days	Location	Company	Position	Description
07/1998- today	Full-Time	Zagreb/ Croatia	The University of Zagreb, Faculty of Agriculture	<p>University professor (2021- today)</p> <p>Associate Professor (2016- 2021)</p> <p>Assistant Professor (2009- 2016) - Head of department (2010-2013)</p> <p>Senior Assistant- (PhD) (2006-2009)</p> <p>Junior Assistant (1998- 2006)</p>	<p>Activities ranging from <b>research</b> and education to consultancy assignment, project management and advisory services. Mentoring students and young researcher, building teams, communication and networking, raising funds for research and project management.</p> <p>The main topics of my interests are agribusiness management, risk and decision management, rural entrepreneurship and <b>value chain analysis</b>. <b>The main topics of applied research are:</b> agricultural/farm economic analyses, extensive use/application of FADN, econometric methods for modelling agricultural production sector.</p> <p><b>Knowledge transfer activities: Teaching and training</b> agro-econometry, agricultural and farm economics, <b>agribusiness</b> management, risk calculation and decision management (BSc, MSc and PhD levels). Implemented at least 10 training courses annually on above subjects.</p> <p><b>Teaching activities</b> in the field of Management and (Rural) Entrepreneurship, Cooperative Management and Decision making on BSc, MSc and PhD level.</p> <p><b>Experience in designing and implementation of teaching courses on agribusiness management</b> within International Network for the MBA Agribusiness and Commerce lifelong learning for professionals and academics (<a href="https://www.ica-agrimba.eu/">https://www.ica-agrimba.eu/</a>) and <b>guest lecture</b> at the course Strategic Management in Agribusiness at the National University of Life and Environmental Sciences of Ukraine (2018). Research in the field of agribusiness management, risk management, rural entrepreneurship and <b>value chain analysis</b>. <a href="https://www.agr.unizg.hr/en/member/118">https://www.agr.unizg.hr/en/member/118</a></p>

Curriculum vitae

April – December 2022	30 WD	Croatia	UN FAO and the Mediterranean Universities Union - UNIMED	Researcher	<p><b>Family Farming Institutional Context</b> Analysis of family farming legal and institutional context in the Croatia</p> <ul style="list-style-type: none"> <li>- <b>Mapping of existing set of institutional, policy and legal frameworks</b> targeted towards, or related to family farming in Croatia</li> <li>- Documentation and systematic analysis of <b>case studies about policies, strategies, initiatives and programs successfully supporting family farming</b></li> </ul>
August-December 2021.	100 WDs	Zagreb, Croatia	EIT Climate KIC	Researcher and Project leader	<p><b>Agricultural Risk Metrics, ARM-SaaS Tool for the needs of Farmers</b> Agriculture Risk Metrics (ARM) is a web-based portal, designed to assist agricultural stakeholders to better understand and evaluate risks, with particular attention to the impact of <b>climate risk and market risk.</b></p> <p>Implementation of trainings on Agro-Economic Analysis for the staff of the Agricultural Research Centre and Ministry of Agriculture.</p> <p>Building professional capacities of ARC and MoA staff on <b>management of Farm Data Management System (FDMS)-data, analysing these data by using advanced methods and models, and hereby transfer the best EU practise in these areas.</b></p>
November 2021 and March 2022	10 WDs	Baku, Azerbaijan	International Development Ireland	Consultant	<p>Technical support to the Ministry of Agriculture in creating policies for the <b>Common Agricultural Policy 2021-2027</b></p> <p>Creating new operations, updating calculation and payment in the EU CAP rural development measure, namely the <b>Integrated Administration and Control System (IACS) measures</b> and development of strategic documents:</p> <ul style="list-style-type: none"> <li>- Measure 10 Agri-Environment-Climate</li> <li>- Measure 11 Organic Agriculture</li> <li>- Measure 14 Animal Welfare</li> <li>- National Action Plan for Development of Organic Agriculture 2023-2027</li> <li>- Analysis of the potential of karst pastures and proposal of measures for developing livestock production in the area of karst</li> </ul> <p><b>Review of Croatian FADN.</b></p>
05/2020-ongoing	40 WDs	Zagreb/Croatia	EY Croatia	Consultant	<p>Technical support to the Ministry of Agriculture in creating policies for the <b>Common Agricultural Policy 2021-2027</b></p> <p>Creating new operations, updating calculation and payment in the EU CAP rural development measure, namely the <b>Integrated Administration and Control System (IACS) measures</b> and development of strategic documents:</p> <ul style="list-style-type: none"> <li>- Measure 10 Agri-Environment-Climate</li> <li>- Measure 11 Organic Agriculture</li> <li>- Measure 14 Animal Welfare</li> <li>- National Action Plan for Development of Organic Agriculture 2023-2027</li> <li>- Analysis of the potential of karst pastures and proposal of measures for developing livestock production in the area of karst</li> </ul> <p><b>Review of Croatian FADN.</b></p>

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07/2018-07/2020	50 WD	Zagreb/ Croatia	Ministry of Agriculture of the Republic of Croatia	Researcher	Project of Delineation of agricultural areas affected by specific constraints (mountains areas and areas with natural constraints- NCA). Support in developing <b>farm business monitoring system</b> in NCA by upgrading Croatian <b>FADN</b> and analysis of <b>farm economics in areas with natural constraints</b> .
2019	34 WDs	Tirana/ Albania	UN FAO FAO Regional Office for Europe and Central Asia	International Agricultural Policy Expert	FAO TCP/ALB/3606 Building Ministry of Agriculture and Rural Development of Albania administrative capacities for technical negotiations with the European Union in agriculture and rural development". Statistics, <b>economic analysis</b> , monitoring. Review of the <b>agricultural data collection</b> process and recommendations to update the questionnaires/templates for data collection at the level of the Ministry of Agriculture and to develop a methodology for the (simple) <b>price monitoring system</b> .
12-16 February 2018	7 WDs	Baku/ Azerbaijan	Ministry of Agriculture of Azerbaijan	TAIEX Expert	TAIEX Expert Mission on Monitoring and Assessing the Results of Agricultural Policies The mission aimed to improve the current <b>monitoring system in agriculture</b> and <b>share knowledge</b> on the monitoring and evaluation tools for measuring the efficiency of the <b>agricultural policies</b> based on the Common Agricultural Policy (CAP) approach, <b>stimulate technical capacities development of the staff of the Ministry of Agriculture and Institute of Agricultural Economics</b> on use of <b>FDMS/FADN based methods</b> .
02/2016-01/2017	Full time	Zagreb/ Croatia	Ministry of Agriculture of the Republic of Croatia	Assistant Minister for Management of EU Funds for Rural Development, the EU and International Cooperation	Management of EU Funds for Rural Development, the EU and International Cooperation Head of Managing Authority for Rural development program (between other rural development issues, was responsible for implementing and developing of <b>Agricultural Knowledge Management Strategy</b> and <b>Innovation Systems</b> in Croatia. Croatian spokesperson in <b>Special Committee for Agriculture (SCA)- Council of EU</b>

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2014	68 WDs	Baku/ Azerbaijan	United Nations, Food and Agriculture Organization (FAO) Regional Office for Europe and Central Asia	Consultant in Value Chain Development	<p>Capacity and institutional development for improved value chain coordination. Tasks included</p> <p>Review and discuss the situation related to the needs for <b>capacity development in Agricultural Marketing Unit (AMU)</b> and other supply chain supporting institutions as <b>FDMS team</b>, with the staff of Ministry of Agriculture (MoA) and representatives of main stakeholders in the food supply chain;</p> <p>Initiate and guide national consultants in the preparation of an assessment of the needs for <b>training and analytical reporting for Agricultural marketing unit</b>;</p> <p>Act as a resource person in the participatory <b>training workshop</b> on value chain analysis and <b>market research</b>, and identification of priority value chains and initiate on the <b>job training</b> of AMU and other concerned units of MoA (<b>FDMS team</b>) in the appraisal of selected priority value chains;</p> <p>Resource person at the <b>stakeholder workshop on value chain appraisals and policy options for the development of marketing system</b>.</p> <p>Act as a resource person and present <b>draft National Plan of Action for development of marketing system</b>, including policy proposals and investment priorities at the consultation with relevant stakeholders;</p> <p>Prepare guidelines for rapid value chain appraisal and <b>market analysis</b> for AMU;</p>
11-12/2006 08-09/2007	56 WDs	Azerbaijan	United Nations, Food and Agriculture Organization (FAO) Regional Office for Europe and Central Asia	TCCT consultant	<p>Establishment of <b>farm data and monitoring system</b> in Azerbaijan for the purposes of <b>agricultural policy and farm management</b>, <b>knowledge management of farming issues</b>.</p> <p>Expert provided farm records system scheme together with farm budget template, guides for enumerators and proposal of farm typology</p> <p>Previous and existing farm data collection systems in Azerbaijan was reviewed and <b>training</b> of enumerators and survey on three pilot sites was supported and supervised.</p> <p>The framework of the database programme to be used by the subcontractor for the development of software applications for entry, validation and management of collected data was created.</p>



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2009-2011	90 WDs	Zagreb/Croatia	Ministry of Agriculture, Fishery and Rural Development	Project Leader/ Coordinator for the Faculty of Agriculture	<p>Technical Assistance for Establishment of Farm Accountancy Data Network (FADN) in Croatia.</p> <p>The project was implemented under the Croatian Extension Agency and the Bureau of Statistics. The project encompassed all segments of the FADN system: sampling, data collection, software development and analysis.</p>
12/2014-05/2015	60 WDs	Zagreb/Croatia	Ministry of Agriculture, Fishery and Rural Development	Project leader/ Expert	<p>Report on analysis of FADN data for agricultural policy decision making, and report on analysis of FADN data in production economics and financial ratios in different sectors in Croatia and analysis of production and financial risk. Comparison of Croatian farms with EU farms and proposal of indicators for measuring business success in farming.</p>
09/1998 – 12/2002	150 WDs	Zagreb/Croatia	World Bank and Ministry of Agriculture, Fishery and Rural Development	Project Coordinator	<p>Farm Survey in Croatia goal was to improve the opportunities of creating and analyzing the agricultural policy.</p> <p>The objectives were to make possible the insight into social and demographic circumstances at family farms and to determine family income and financial results by surveying farm resources, production, marketing channels and sources of government supports.</p>
07/2008	30 WDs	Zagreb/Croatia	Croatian Bureau of Statistics	Consultant	<p>Data Collection Project: Subsistence and Semi-Subsistence Farms</p> <p>Analysis of the pilot survey and feasibility and cost-benefit study for the different ways of data collecting on the project: <i>Developing Approach to Collect Data about Subsistence and Semi-Subsistence Farms</i></p>
02 – 06/2009 & 12/2010 – 01/2011	30 WDs	Croatia	Croatian Agricultural Extension Institute (2009) & Ministry of Agriculture, Fishery and Rural Development (2010)	Project Leader	<p>"Calculation of Standard Output (SO) Coefficients" – FADN Croatia</p> <p>Calculation of Standard Output Coefficients in crops and livestock production for the purposes of State statistics, Eurostat and Ministry of Agriculture</p>

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01.2004	10 WDs	Hungary	United Nations, Food and Agriculture Organization (FAO) FAO Regional Office for Europe and Central Asia	Agricultural Consultant	<p><b>Farm Data Information Network (FDIN).</b>          Provided collection of gross margin budgets data for the most important crops and livestock production in Croatia in order to improve <b>farm analysis</b> and decision making, promote <b>capacity building</b> for improved data collection and management, and assist clients in making the best use of available sources, and promote partnership in the interactive <b>farm data</b> and information exchange.</p>
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## 15. Other relevant information (eg, Publications)

1. Njavro, M., Čop, T. (2021). Risk Management in Agriculture, (in Croatian language), online book, <https://www.mate.hr/product/2318/upravljanje-rizikom-u-poljoprivredi>
2. Krišto J., Njavro M., Čop T. (2020). Mutual Insurance as a Risk Management Tool in the Agricultural Sector – The EU Experience and Lessons for Croatia (in Croatian). 28. Tradicionalno savjetovanje Ekonomska politika Hrvatske u 2021. Hrvatska poslije pandemije, str. 254-290
3. Čop, T., Čehić, A., Njavro M. (2020). Income Stabilization Tool in Viticulture–Risk Management Innovation: the case of the Istria County, *Journal of Central European Agriculture*, 21/3, p. 686-696
4. Čop, T., Sušac, G., Šimanović, M., Njavro, M. (2020). State and prospects of e-agriculture, *Agroeconomia Croatica*, 10/1, p 61-67
5. Njavro, M., Kulišić, B., Čop, T. (2020). The Common Agricultural Policy and Bioeconomy Challenges for Croatian Agriculture and Rural Development Post-2020. The 1st Croatian-Japanese conference „Contemporary problems in economics “, Zagreb School of Economics and Management and Kansai University, Japan.
6. Kulišić, B., Radić, T., Njavro, M. (2020). Agro-Pruning for Energy as a Link between Rural Development and Clean Energy Policies. *Sustainability* 12 (10), 1-19.
7. Davor Romić, Mario Njavro (2019.). Korištenje zemljišnih resursa i poljoprivredna proizvodnja u Republici Hrvatskoj, *Zbornik Akademije poljoprivrednih znanosti at: <http://apz.agr.hr>* (Franjo Tomić ur.)
8. Čop, T., Krmpotić, K., Njavro, M. (2019). Economics of ancient grains production (in Croatian). *Agroeconomia Croatica* 9 (1), 69-80
9. Romić, M., Njavro, M., Romić, D. (2019). Current and Future Challenges in Agricultural Land Use and Soil Protection in Croatia. *Central European Initiative On Agricultural Land Protection Ceiland Proceeding*, Lucia Palšová, Zuzana Lazíková (ur.). Nitra: Slovak University of Agriculture in Nitra, 2019. str. 91-98.
10. Čop, T., Juračak, J., Njavro, M. (2019). Production and Business Results of Wine Producers in Continental and Adriatic Croatia, *Proceedings in Food System Dynamics*, DOI:<https://doi.org/10.18461/pfsd.2019.1910>
11. Jakšić, L., Ivanjko, E., Njavro, M. (2018). Q-Methodology: Theoretical framework for policy making in the Croatian wine sector. *International Journal of Wine Business Research*, Vol. 30, 4.
12. Njavro, M., Juračak, J., Čop, T. (2018). Agrokor Case: The Recent Past and The Uncertain Future of The Big Agribusiness Conglomerate in Croatia. *Proceedings in Food System Dynamics*, 2018, <https://doi.org/10.18461/pfsd.2018.1804>
13. Bedek, Ž. and Njavro, M. (2016). Risks and Competitiveness in Agriculture with Emphasis on Wine Sector in Croatia. *Applied Studies in Agribusiness and Commerce – APSTRACT Vol. 10. Number 1. p. 11-18. DOI: 10.19041/APSTRACT/2016/1/2*
14. Jakšić, L., Njavro, M., August, H. (2016) Croatian Wine Market, Support Policy and Specific Obstacles to Wine Export. *Applied Studies in Agribusiness and Commerce – APSTRACT Vol. 10. Number 1. P. 19-22. DOI: 10.19041/APSTRACT/2016/1/3*
15. Očić, V., Šakić Bobić, B., Njavro, M. (2016). Economic results of Croatian farm. *Applied Studies in Agribusiness and Commerce – APSTRACT Vol. 10. Number 1. p. 53-58. DOI: 10.19041/APSTRACT/2016/1/7*
16. Bedek, Ž., Njavro, M. and Jakšić, L. (2015). Importance of Strategic Management in Modern/Contemporary Agribusiness - Literature Review and Lessons that can be learned in Croatia (in Croatian). *Agronomy Journal*, Vol.77 No.4-6. <http://hrcak.srce.hr/161838>
17. Smrkulj, H. and Njavro, M (2016). Risk Management on the Winegrowing Farms at Northwest Croatia (in Croatian). *Journal of Central European Agriculture*, Vol 17, no.1 p.221-235. DOI: <http://dx.doi.org/10.5513/JCEA01/17.1.1693>
18. Bedek, Ž, Njavro, M (2015), Strategic Risk Management in Croatian Wine Industry upon EU Accession. *New Medit*, Vol. 14, no. 1, p. 53-60
19. Jakšić, L., Ivanjko,E., Njavro, M. (2015). Application of the correlated competitive profile matrix for support adjustment to SMEs in winemaking. *Journal of Wine Research*, Vol. 26, Issue 2, p. 136-152.
20. Njavro, M., Blomme Sopov, M., Alić, A. (2014). Soft Fruit Sector In Croatia-Agribusiness Management Video Supported Case Study. *International Journal on Food System Dynamics- Proceedings in Food System Dynamics 2014*.

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21. Repar, L., Njavro, M., Par, V. (2012.). Management and leadership in agribusiness companies. Journal of Central European Agriculture, Vol 13, no.1 DOI: <http://dx.doi.org/10.5513/JCEA01/13.1.1024>
22. Ljubaj, T., Franić, R., Njavro, M. (2012). Socioeconomic Changes in Istrian County's Rural Area. Agronomski glasnik , Vol 74, no.1.
23. Njavro, M., Smrek, S. (2009.) Innovative crop insurance products (in Croatian). Insurance, Croatian journal for theory and application of insurance, no.9.
24. Gugić, J; Par, V.; Njavro, M.; Verović, A. (2009). Risks and Risk Management on grape and wine production farms in Dalmatia (in Croatian). Agronomski glasnik (0002-1954), 70, 5; 425-438
25. Gugić, J.; Par, V.; Njavro, M.; Andrić, V. (2009). Economic efficiency in peach and apricot production- case study (in Croatian). Pomologia Croatica: 15 (3-4) 115-128.
26. Gugić, J.; Par, V.; Njavro, M.; Dvornik-Gosaić, J. (2009.). Break-even model application for business decision—making in olive production (in Croatian). Pomologia Croatica 15 (3-4); 95-114
27. Bobic Šakić, B., Grgic Z, Njavro, M. (2009). The effect of Common Agricultural Policy on Dairy production in Croatia. Mljekarstvo, 59, No 2, p. 125-132.
28. Gotz, L.; Njavro, M.; Hanf, J.H.; Pieniadz, A.(2009). Vertical coordination with growers in the supermarket fresh fruit and vegetables supply chain in Croatia. Agrarwirtschaft 58 (8): 363-370.
29. Njavro, M., Duralija, B. (2009). Economic Impacts of Climate Variability in Berry Fruit- a Decision Analysis Approach. Acta Horticulture Number 838.Proceedingg of the Workshop on berry Production in Changing Climate Conditions and Cultivation Systems (ed. Kruger, E., Carlen, C. and Mezzetti, B.).
30. Hadelan, L., Njavro, M., Par, V. (2008). Business performance of former state-owned large farms (agrocombinats) after economic system change- Deductions from the Croatian Stock Market. Outlook on Agriculture 37:4, 283-288(6).
31. Njavro, M., Par, V., Pleško, D. (2007). Livestock Insurance as a Risk Management Tool on Dairy Farms. Poljoprivreda, 13: 1, 78-82.
32. Njavro, M., Par, V. (2006). Risk Management and Crop Insurance Role and Importance for Horticultural Farms in Croatia. in Cafiero, C. i Cioffi, A. (editors) "Income Stabilization in Agriculture. The Role of Public Policies", Naples:ESI-Edizioni Scientifiche Italiane. ISBN 88-495-1292-9, p. 233-245.
33. Njavro, M., Jakobović, S. i Budimir, V. (2005): Risk Management of Fruit, Grape and Wine productions farms in Slavonia and Baranya (in Croatian). Poljoprivreda (Agriculture) 11/ no. 1, p. 31.-37.
34. Franić, Ramona, Grgić, Z., Njavro, M. (2004). EU-Integration Pressure and Search for "True Active Participants in Market Development of Agriculture (Such as in the Example of the Privatisation of Sladorana d.d. Županja. Društvena istraživanja, Vo. 13, no.1-2, p. 49-71.

### Training

Date of obtainment	Name and type of organisation providing training / Place of training	Principal subjects/ Occupational skills covered
2019	Zagreb School of Economics and Management and Sheffield Hallam University	Doctor of Business Administration (DBA), supervisor training
2018	uP_running project <a href="http://www.up-running.eu/Brussels">http://www.up-running.eu/Brussels</a>	Training for Trainers on Wood Biomass from Agrarian Pruning and Plantation Removal (APPR)
2018	Inno4AgriFood e-learning <a href="http://inno4agrifood.eu/about">http://inno4agrifood.eu/about</a>	Inno4AgriFood Certificate: INNO-4-AGRIFOOD EXPERT
09 <sup>th</sup> to 16 <sup>th</sup> December 2017	Hochschule Geisenheim, Department of Business Administration and Market Research	Visiting professor Capacity development in teaching, developing and testing new case studies in agribusiness management-wine business, sharing experiences in teaching wine economics and establishing

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		professional connections and develop networks
25 <sup>th</sup> of February 2016	Coursera Coursera.org	World Bank Group's Mooc on Risk and Opportunity: Managing Risk for Development
6th-7th of November 2012	Wageningen UR Centre for Development Innovation/ Zagreb, Croatia	Innovative teaching methods for capacity building on value chains
September 2012	University Computing Centre, Zagreb, Croatia	E-learning Merlin (open-source system Moodle)-basics
28th and 29th of March 2011	University of Zagreb. Course leader: Dr. Johan Sonneveld (University of Utrecht), Zagreb, Croatia	Professionalization of PhD Supervision
23 <sup>rd</sup> -29 <sup>th</sup> Nov.2008	Institute for Mediterranean Agriculture (IAMZ-CIHEAM), Zaragoza, Spain	Risk Management in Mediterranean Agriculture-Agricultural Insurance, Advanced Course
1 <sup>st</sup> – 3 <sup>rd</sup> July 2008	Wageningen Business School (Ir. D. Postma) and Krizevci College of Agriculture (dr. S. Srećec), Križevci, Croatia	Interactive Strategic Management
21 <sup>st</sup> - 22 <sup>nd</sup> July 2005	Palisade Corporation	Risk Assessment Seminar, Munich, German
20 <sup>th</sup> Sept.- 17 <sup>th</sup> of Oct.2004	Wageningen University, The Netherlands: Social Sciences Department, Business Economics Group	Tempus IMG (Farm Management Education)
June, 2004	Zagreb School of Economy and Management, prof. Ickis, J.C., INCAE, International Business School	The Case Method for Management Education
01-14 Sept. 2003	Farm Management Department and Institute for Risk Management in Agriculture- Wageningen University, The Netherlands:	Risk management in agriculture, visiting researcher
11-14 Nov.2001	9 <sup>th</sup> Pacioli (Farm Accountancy Data Network), Braunschwig, Germany	Farm Accountancy Data Network
21-26 June 2001	International Training Centre.(PHLO) Wageningen, The Netherlands	Risk Management in Agriculture-Principles and Applications"
22nd-29th. July 2000	Euromontana and Swiss Centre for Mountain Regions (SAB), and financed by Swiss Agency for Development and Co-operation (SDC). Hondrich, Switzerland	Workshop: "Creation and Management of Mountain Organization for development"
1999	National Agricultural Statistics Service (NASS) and Economic Research Service (ERS) Washington D.C. USA.	Two weeks training on Agricultural Statistics