

**Study programme: Agromanagement - 4 YEAR STUDY PROGRAMME**  
**DIPLOMA: Graduated Agricultural engineer, Agromanager, Baccalaureat**  
**(NQF level VI B)**

**General programme for the first three years is identical for all study programme**

CODE	VII SEMESTER – FOURTH YEAR			
	Compulsory courses	Credits	Classes	Total
2ZF105912	Marketing of Agricultural Products	8	3+2+2	216
2ZF106112	Agribusiness Entrepreneurship	8	3+2+2	216
2ZF106712	Project Management	6	2+2+1	156
	<i>Faculty elective course</i>	4	2+1+1	120
	<i>Faculty elective course</i>	4	2+1+1	120
	<b>Total:</b>	30	12+8+7	828

CODE	VIII SEMESTER – FOURTH YEAR			
	Compulsory courses	Credits	Classes	Total
2ZF107012	Agricultural Policy	6	2+2+1	156
2ZF106212	Financial Management	6	2+2+1	156
	<i>University elective course</i>	6	2+2+1	156
	<i>Faculty elective course</i>	4	2+1+1	120
	<b>Graduation thesis</b>	8	0+0+8	192
	<b>Total:</b>	30	8+7+12	780

CODE	<i>Faculty elective courses VII semester</i>			
2ZF106312	Organizational Behavior	4	2+1+1	120
	Foreign language 2	4	2+1+1	120
2ZF106512	Business Communication	4	2+1+1	120
2ZF106412	Human Resource Management	4	2+1+1	120
<i>Faculty elective courses VIII semester</i>				
2MF103712	Quality Management	4	2+1+1	120
2ZF106012	Farm Management	4	2+1+1	120

Code	<i>University elective courses VII semester and VIII semester</i>			
UGD102212	Fundamentals of Tourism	6	2+2+1	156
UGD102312	Earth Sciences	6	2+2+1	156
UGD102412	Physics	6	2+2+1	156
UGD102512	Biology	6	2+2+1	156
UGD102612	Health care	6	2+2+1	156
UGD102012	History of Art	6	2+2+1	156
UGD102112	National history	6	2+2+1	156

1.	Course title	<b>Marketing of agricultural products</b>			
2.	Course code	2ZF105912			
3.	Study programme:	Agromanagement , 4 year study programme			
4.	Organizers of the study programme (faculty, institute, group)	University "Goce Delcev"- Stip. Faculty of agriculture - Stip			
5.	Level of study (first, second, third cycle)	First cycle			
6.	Academic year / semester	IV year/ VII semester	7.	Number of ECTS credits	8
8.	Professor	ass. Prof. Elenica Sofijanova, Ph.D			
9.	Preconditions for course enrollment	Subscribed VII semester			
10.	Goals of the course programme: Curriculum content of the course introduces the students to the marketing and market access in the operation of organizations, where the focus is taken marketing concept of the production of all marketing activities, range of products and services				
11.	<p>Content of the course programme:</p> <p>A) Contents of lectures: 1. Introduction and determination of the nature and importance of marketing; 2. Concept and definition of marketing of agricultural products; 3. Development of marketing as a discipline; 4. Marketing activities, marketing concepts, marketing prerequisites market performance 5. Market research, marketing information system; 6. Product Selection and agricultural range of products and services; 7. Determining the method of sale, prices of agricultural products and services; 8. Optimization of marketing elements; 9. Marketing organization busy agricultural organizations; 10. Prediction of distribution channels, build a control system for monitoring; 11. Promotion, economic propaganda of agricultural products; 12. Marketing of international trade in agricultural products.</p> <p>B) Contents of exercises: Discussion about basics marketing activities 2. Questionnaire analysis work; 3. Analysis of the more important parts of the theoretical part; 4. Concrete examples from practice, shown through charts, graphs; 5. Specific market research for specific agricultural products; 6. Preparation of the production programme for certain agricultural products; 7. Channels of distribution; 8. Highlights ways to sell at a certain company (example); 9. Promotion of certain agricultural products 10. Examples of marketing international trade of agricultural products; 11. Marketing activities for specific examples; 12. Discussion of marketing conceptions of practical examples from agriculture</p>				
12.	<p>Methods of study:</p> <p>Lectures, theoretical and practical exercises, consultations; making independent seminar work; learning home; exam preparatory classes and mid-term tests: consultation.</p>				
13.	Total amount of available time	216 hours			
14.	Distribution of the available time	3 +2 +2			
15.	Forms of teaching activities	15.1.	Lectures - theoretical training	3	
		15.2.	Practice (laboratory, auditory), workshops, outreach and teamwork	2	
16.	Other forms of activities	16.1.	Team projects	1	

		16.2.	Individual projects	1
		16.3.	Individual study	/
17.	Forms of assessment			
	17.1.	Exams (mid-term exams, exam, electronic testing)		70
	17.2.	Project activities (oral and written presentation)		10
	17.3.	Other forms of studying activities		20
18.	Criteria for assessment (points / grade)		to 50 points	5( five) (F)
			from 51 to 60 points	6( six) (E)
			from 61 to 70 points	7(seven) (D)
			from 71 to 80 points	8( eight) (C)
			from 81 to 90 points	9(nine) (B)
			from 91 to 100 points	10(ten) (A)
19.	Condition for getting a signature and taking the final exam		/ 60% of term activities or minimum 42 points from 2 mid-term exams, project activities and attending to lectures and discussions	
20.	Language in which classes are conducted		Macedonian	
21.	Method of monitoring the quality of instruction		Self-evaluation, periodic tests for students, questionnaires	

22.	Literature				
	Compulsory literature				
	Ordinal number	Author	Title	Publisher	Year
22.1.	1.	Stamenkovski A.	Marketing of SMEs	Nip Gurga	1995
	2.	Jakovski B.	Marketing	UKIM	1997
	3.	Philip Kotler, Kevin Keller	Marketing Management (13 Edition)	Datapons DOOEL, Skopje	2009
	Additional literature				
	Ordinal number	Author	Title	Publisher	Year
22.2.	1.	Todor Galev Jorde Jakimovski	Farm management	Institute for Sociological, Political and Juridical Research, Skopje,	2009

<b>Appendix No.3</b>		<b>Syllabus for the first, second and third cycle of study</b>			
1.	Course title	<b>Agribusiness Entrepreneurship</b>			
2.	Course code	2ZF106112			
3.	Study programme:	Agromanagement , 4 year study programme			
4.	Organizers of the study programme (faculty, institute, group)	University "Goce Delcev"- Stip. Faculty of agriculture - Stip			
5.	Level of study (first, second, third cycle)	First cycle			
6.	Academic year / semester	IV year/ VII semester	7.	Number of ECTS credits	8
8.	Professor	ass. Prof. Elenica Sofijanova, Ph.D			
9.	Preconditions for course enrollment	/			
10.	Goals of the course programme: Teaching course content is tailored so as to introduce students to the fact that agro entrepreneurship is promoted as a separate development factor with a strong influence on the stability and quality of the country's economic growth, and the fact that all countries in the world pay special attention to the agricultural entrepreneurship development, not only SMEs but also in corporations, public administration and social activities.				
11.	<p>Content of the course programme:</p> <p>A) Contents of lectures: 1. Treatment and essential characteristics of the agro entrepreneurship; 2. Reaffirmation of the market paradigm and the development of enterprises and agro entrepreneurship; 3. Policy measures and instruments helping the development of small and medium enterprises and agribusiness entrepreneurship; 4. Agribusiness entrepreneurial economy 5. Systemic-institutional foundations of free market and entrepreneurship; 6. The role of the state in maintaining freedom of the market, competition and the creation of an entrepreneurial environment; 7. Organized capital market; 8. SME development and policy in the Republic of Macedonia; 9. Bilateral programmes for the development of small and medium enterprises; 10. Financing SMEs through credit lines of international financial institutions; 11. Macedonian Bank for Rural Development; 12. Business Plan for Rural Development</p> <p>B) Contents of exercises: 1. Entrepreneurial practice; 2. Small and medium enterprises and agribusiness entrepreneurship in developing countries; 3. Small business and agribusiness entrepreneurship in transition countries; 4. Business angels, Business link, Business network; 5th How to start your own business?; 6. Operation of the business; 7. How to get additional funds; 8. Decision-making in agricultural entrepreneurship; 9. NEPA Regional centers for entrepreneurship development - practical examples: 10. Making a business plan; 11. Marketing and sales methods; 12.Financial analysis, risks and rewards in agribusiness entrepreneurship</p>				
12.	<p>Methods of study:</p> <p>Lectures, theoretical and practical exercises, consultations; making independent seminar work; learning home; exam preparatory classes and mid-term tests: consultation.</p>				

13.	Total amount of available time		216 hours			
14.	Distribution of the available time		3 +2 +1			
15.	Forms of teaching activities	15.1.	Lectures - theoretical training	3		
		15.2.	Practice (laboratory, auditory), workshops, outreach and teamwork	2		
16.	Other forms of activities	16.1.	Team projects	1		
		16.2.	Individual projects	1		
		16.3.	Individual study	/		
17.	Forms of assessment					
	17.1.	Exams (mid-term exams, exam, electronic testing)			70	
	17.2.	Project activities (oral and written presentation)			10	
	17.3.	Other forms of studying activities			20	
18.	Criteria for assessment (points / grade)		to 50 points	5( five) (F)		
			from 51 to 60 points	6( six) (E)		
			from 61 to 70 points	7(seven) (D)		
			from 71 to 80 points	8( eight) (C)		
			from 81 to 90 points	9(nine) (B)		
			from 91 to 100 points	10(ten) (A)		
19.	Condition for getting a signature and taking the final exam		/ 60% of term activities or minimum 42 points from 2 mid-term exams, project activities and attending to lectures and discussions			
20.	Language in which classes are conducted		Macedonian			
21.	Method of monitoring the quality of instruction		Self-evaluation, periodic tests for students, questionnaires			
22.	Literature					
	22.1.	Compulsory literature				
		Ordinal number	Author	Title	Publisher	Year
		1.	Taki Fiti, Milford Beitmen	Entrepreneurship	UKIM-Skopje	1999
		2.	Stevenson, Howard, Gumpert David	The Heart of Entrepreneurship	Harvard Business Review	1985
	22.2.	Additional literature				
Ordinal number		Author	Title	Publisher	Year	

		1.	Drucker Peter	Innovation and Entrepreneurship - Practice and Principles	Faculty of Economy, Belgrade	1991
		2.	Joseph Schumpeter	History of economic analysis	Informatory Zagreb	1975

Appendix No.3		Syllabus for the first, second and third cycle of study				
1.	Course title	<b>Project Management</b>				
2.	Course code	2ZF106712				
3.	Study programme:	Agromanagement, 4 year study programme				
4.	Organizers of the study programme (faculty, institute, group)	University "Goce Delcev"- Stip. Faculty of agriculture - Stip				
5.	Level of study (first, second, third cycle)	First cycle				
6.	Academic year / semester	IV year/ II semester	7.	Number of ECTS credits	6	
8.	Professor	ass. Prof. Janka Dimitrova, Ph.D				
9.	Preconditions for course enrollment	No				
10.	Goals of the course programme: The purpose of this course is to develop students an awareness of the need for project planning and management, to provide students with an overview of the principles and concepts of project management, as well as to equip students with the theoretical background and skills in using project management tools. Students should acquire professional attitudes, knowledge and practices that are widely applied in project management.					
11.	Content of the course programme: Introduction to Project Management, The life cycle of the project and the organization, Project Management Processes, Project Integration Management, Project Management Coverage Time for project management, project management costs, Quality Project Management, Human Resource Management					
12.	Methods of study: Lectures, theoretical and practical exercises, consultations; making independent seminar work; learning home; exam preparatory classes and mid-term tests: consultation.					
13.	Total amount of available time	156 hours				
14.	Distribution of the available time	2 +2 +1				
15.	Forms of teaching activities	15.1.	Lectures - theoretical training	2		
		15.2.	Practice (laboratory, auditory), workshops, outreach and teamwork	2		
16.	Other forms of activities	16.1.	Team projects	1		
		16.2.	Individual projects	/		

		16.3.	Individual study	/
17.	Forms of assessment			
17.1.	Exams (mid-term exams, exam, electronic testing)			70
17.2.	Project activities (oral and written presentation)			10
17.3.	Other forms of studying activities			20
18.	Criteria for assessment (points / grade)		to 50 points	5( five) (F)
			from 51 to 60 points	6( six) (E)
			from 61 to 70 points	7(seven) (D)
			from 71 to 80 points	8( eight) (C)
			from 81 to 90 points	9(nine) (B)
			from 91 to 100 points	10(ten) (A)
19.	Condition for getting a signature and taking the final exam		/ 60% of term activities or minimum 42 points from 2 mid-term exams, project activities and attending to lectures and discussions	
20.	Language in which classes are conducted		Macedonian	
21.	Method of monitoring the quality of instruction		Self-evaluation, periodic tests for students, questionnaires	

22.	Literature				
	Compulsory literature				
	Ordinal number	Author	Title	Publisher	Year
22.1.	1.	Field, Mike and Keller, Laurie	Project Management Open University	International Thomson Press,	1998
	2.	Hughes, Bob and Cotterell, Mike	Software Project Management	McGraw-Hill (4th Ed)	2005
	Additional literature				
22.2.	Ordinal number	Author	Title	Publisher	Year

<b>Appendix No.3</b>		<b>Syllabus for the first, second and third cycle of study</b>			
1.	Course title	<b>Agricultural policy</b>			
2.	Course code	2ZF103712			
3.	Study programme:	Agromanagement , 4 year study programme			
4.	Organizers of the study programme (faculty, institute, group)	University "Goce Delcev"- Stip. Faculty of agriculture - Stip			
5.	Level of study (first, second, third cycle)	First cycle			
6.	Academic year / semester	IV year/ VIII semester	7.	Number of ECTS credits	6

8.	Professor	Prof. Jovan Ananiev, Ph.D		
9.	Preconditions for course enrollment	/		
10.	Goals of the course programme: <ul style="list-style-type: none"> <li>- Gaining knowledge on how to create public policies</li> <li>- The acquisition of knowledge about the specifics of agricultural policy in the European Union</li> <li>- Acquisition of knowledge creation patterns of agricultural policy in the Republic of Macedonia</li> <li>- The acquisition of skills for the analysis of agricultural policies</li> </ul>			
11.	Content of the course programme: <ul style="list-style-type: none"> <li>- An introduction to the process of making public policy</li> <li>- Agrarian policy in the context of public policy</li> <li>- Stages in creating agricultural policies</li> <li>- Specific agricultural policies</li> <li>- Institutional framework</li> <li>- The process of monitoring</li> <li>- European Policy Common Agricultural</li> <li>- Macedonian agricultural policy</li> <li>- Normative Framework-analysis of primary legislation</li> </ul>			
12.	Methods of study: Lectures, theoretical and practical exercises, consultations; making independent seminar work; learning home; exam preparatory classes and mid-term tests: consultation.			
13.	Total amount of available time	156 hours		
14.	Distribution of the available time	2+2+1		
15.	Forms of teaching activities	15.1.	Lectures - theoretical training	2
		15.2.	Practice (laboratory, auditory), workshops, outreach and teamwork	2
16.	Other forms of activities	16.1.	Team projects	0.5
		16.2.	Individual projects	0.5
		16.3.	Individual study	/
17.	Forms of assessment			
	17.1.	Exams (mid-term exams, exam, electronic testing)		70
	17.2.	Project activities (oral and written presentation)		10
	17.3.	Other forms of studying activities		20
18.	Criteria for assessment (points / grade)		to 50 points	5( five) (F)
			from 51 to 60 points	6( six) (E)
			from 61 to 70 points	7(seven) (D)
			from 71 to 80 points	8( eight) (C)
			from 81 to 90 points	9(nine) (B)
			from 91 to 100 points	10(ten) (A)
19.	Condition for getting a signature and taking the final exam		/ 60% of term activities or minimum 42 points from 2 mid-term exams, project activities and attending to lectures and discussions	



20.	Language in which classes are conducted	Macedonian			
21.	Method of monitoring the quality of instruction	Self-evaluation, periodic tests for students, questionnaires			
22.	Literature				
	Compulsory literature				
	Ordinal number	Author	Title	Publisher	Year
22.1.	1.	William Dunn	Public Policy Analysis	Academic Book	2010
	2.	Alenka Verbole	Rural Policy	University of Ljubljana	2010
	Additional literature				
	Ordinal number	Author	Title	Publisher	Year
22.2.	1.				

<b>Appendix No.3</b>		<b>Syllabus for the first, second and third cycle of study</b>			
1.	Course title	<b>Financial management</b>			
2.	Course code	2ZF106212			
3.	Study programme:	Agromanagement , 4 year study programme			
4.	Organizers of the study programme (faculty, institute, group)	University "Goce Delcev"- Stip. Faculty of agriculture - Stip			
5.	Level of study (first, second, third cycle)	First cycle			
6.	Academic year / semester	IV year/ VIII semester	7.	Number of ECTS credits	6
8.	Professor	Prof. Risto Fotov, Ph.D			
9.	Preconditions for course enrollment	/			
10.	Goals of the course programme: The course objective is students to impart basic knowledge in the field of managing financial assets within the enterprise to enable them to understand the process of financial decision-making, as well as to interpret the impact that financial decisions will have on creation of value for the company.				
11.	Content of the course programme: - Enterprise, capital and financial management; - Financial analysis and financial planning; - Long-term financial decisions; - Short-term financial decisions; - Cost of capital, leverage and dividend.				
12.	Methods of study: Lectures, theoretical and practical exercises, consultations; making independent seminar work; learning home; exam preparatory classes and mid-term tests: consultation.				
13.	Total amount of available time	156 hours			
14.	Distribution of the available time	2+2+1			

15.	Forms of teaching activities	15.1.	Lectures - theoretical training		2	
		15.2.	Practice (laboratory, auditory), workshops, outreach and teamwork		2	
16.	Other forms of activities	16.1.	Team projects		1	
		16.2.	Individual projects		1	
		16.3.	Individual study		/	
17.	Forms of assessment					
	17.1.	Exams (mid-term exams, exam, electronic testing)			70	
	17.2.	Project activities (oral and written presentation)			10	
	17.3.	Other forms of studying activities			20	
18.	Criteria for assessment (points / grade)		to 50 points	5( five) (F)		
			from 51 to 60 points	6( six) (E)		
			from 61 to 70 points	7(seven) (D)		
			from 71 to 80 points	8( eight) (C)		
			from 81 to 90 points	9(nine) (B)		
			from 91 to 100 points	10(ten) (A)		
19.	Condition for getting a signature and taking the final exam		/ 60% of term activities or minimum 42 points from 2 mid-term exams, project activities and attending to lectures and discussions			
20.	Language in which classes are conducted		Macedonian			
21.	Method of monitoring the quality of instruction		Self-evaluation, periodic tests for students, questionnaires			
22.	Literature					
	Compulsory literature					
	22.1.	Ordinal number	Author	Title	Publisher	Year
		1.	Arsov Saso	Financial Management	Faculty of Economics-Skopje	2008
	Additional literature					
	22.2.	Ordinal number	Author	Title	Publisher	Year
		1.	James C. Van Horne, John M. Wachowicz, Jr	Fundamentals of Financial Management, 10th edition	Prentice Hall, New Jersey	1998
		2.	Ross, Stephen, R. Westerfield, J. Jaffe	Corporate Finance	McGraw-Hill , Irwin,	1999

Appendix No.3		Syllabus for the first, second and third cycle of study				
1.	Course title	<b>Organizational behaviour</b>				
2.	Course code	2ZF106312				
3.	Study programme:	Agromanagement , 4 year study programme				
4.	Organizers of the study programme (faculty, institute, group)	University "Goce Delcev"- Stip. Faculty of agriculture - Stip				
5.	Level of study (first, second, third cycle)	First cycle				
6.	Academic year / semester	IV year/ VII semester	7.	Number of ECTS credits		
8.	Professor	Prof. Trajko Miceski, Ph.D.				
9.	Preconditions for course enrollment	/				
10.	Goals of the course programme: The aim of this course is to help students in understanding the behavior of the people in the today's complex organizations. The syllabus of this course mainly focuses its attention to the following questions: the man as an individual, motivation, groups and behavior of groups, leadership theories, authority, power, politics, culture and organizational changes					
11.	Content of the course programme: Introduction; Organizational behaviour in a global context, Behaviour of the individual; Organizational behaviour and the organization; Groups in the organization; Motivation; Power, The individual and the organization; Leadership; The nature of the organizational behaviour.					
12.	Methods of study: Lectures, theoretical and practical exercises, consultations; making independent seminar work; learning home; exam preparatory classes and mid-term tests: consultation.					
13.	Total amount of available time	120 hours				
14.	Distribution of the available time	2++1				
15.	Forms of teaching activities	15.1.	Lectures - theoretical training	2		
		15.2.	Practice (laboratory, auditory), workshops, outreach and teamwork	1		
16.	Other forms of activities	16.1.	Team projects	1		
		16.2.	Individual projects	/		
		16.3.	Individual study	/		
17.	Forms of assessment					
	17.1.	Exams (mid-term exams, exam, electronic testing)			70	
	17.2.	Project activities (oral and written presentation)			10	
	17.3.	Other forms of studying activities			20	
18.	Criteria for assessment (points / grade)		to 50 points	5( five) (F)		
			from 51 to 60 points	6( six) (E)		
			from 61 to 70 points	7(seven) (D)		

		from 71 to 80 points	8( eight) (C)		
		from 81 to 90 points	9(nine) (B)		
		from 91 to 100 points	10(ten) (A)		
19.	Condition for getting a signature and taking the final exam	/ 60% of term activities or minimum 42 points from 2 mid-term exams, project activities and attending to lectures and discussions			
20.	Language in which classes are conducted	Macedonian			
21.	Method of monitoring the quality of instruction	Self-evaluation, periodic tests for students, questionnaires			
22.	Literature				
	Compulsory literature				
22.1.	Ordinal number	Author	Title	Publisher	Year
	1.	prof. Ljubomir Drakulevska	Leadership-base for effective strategic management	Faculty of Economics, Skopje	1999
	Additional literature				
22.2.	Ordinal number	Author	Title	Publisher	Year
	1.	Kinicki, Angelo, Robert Kreitner	Organizational Behaviour, key concepts, skills & best practices	McGraw-Hill, Irwin, Hightstown	2006
	2.	Roobbins, Stephen P.	Bitni elementi organizatsikog ponasanja	MATE, Zagreb	1995

Appendix No.3		Syllabus for the first, second and third cycle of study			
1.	Course title	<b>Business communication</b>			
2.	Course code	2ZF106512			
3.	Study programme:	Agromanagement , 4 year study programme			
4.	Organizers of the study programme (faculty, institute, group)	University "Goce Delcev"- Stip. Faculty of agriculture - Stip			
5.	Level of study (first, second, third cycle)	First cycle			
6.	Academic year / semester	IV year/ VII semester	7.	Number of ECTS credits	4
8.	Professor	ass. Prof. Elenica Sofijanova, Ph.D			
9.	Preconditions for course enrollment	/			

10.	Goals of the course programme: The course aims to present students with communication and communication process as an imperative for effective and efficient response in an enterprise, it is a complex process of information transfer through a different set communication structures and relationships, written, spoken or nonverbal form with the only purpose of information exchange.			
11.	Content of the course programme: A) Contents of lectures: 1. Basic concepts, forms, categories and characteristics of communication; 2. Designing the communication climate in the enterprise; 3. Difficulties in communication and organizational conflict; 4. Rules and models for successful business communication 5. Emotional intelligence and stress management; 6. Presentation and developing presentation skills; 7. Manager-creator of business communication; 8. Organizing and conducting meetings; 9. Develop the skills of negotiation; 10. Workplace as interpersonal communication-instruction-giving and receiving; 11. Developing ability to active listening; 12. Manager creator of motivation combined with high morale through communication process; B) Contents of exercises: 1. Communication and communicating with each other - nasty interlocutors 2. Distractors in communication and overcoming them; 3. Conflict management strategies; 4. What is the role of emotions in the workplace? How to be confident? - Practical exercises; 5. Assembling the cover letter; 6. Structure of the presentation, practical training and independent individual presentation; 7. Elements of meeting, types of meetings - role play exercise; 8. Interview and survey questions for interview and practical preparation of the questionnaire; 9. CV; 10. Business Communication on the phone - handy tips; 11. Ethics, social responsibility and diversity - ethical compass; 12. Lifestyle as an anti-stress therapy - examples for reducing and controlling anger			
12.	Methods of study: Lectures, theoretical and practical exercises, consultations; making independent seminar work; learning home; exam preparatory classes and mid-term tests: consultation.			
13.	Total amount of available time	120 hours		
14.	Distribution of the available time	2 +1 +1		
15.	Forms of teaching activities	15.1.	Lectures - theoretical training	2
		15.2.	Practice (laboratory, auditory), workshops, outreach and teamwork	1
16.	Other forms of activities	16.1.	Team projects	0.5
		16.2.	Individual projects	0.5
		16.3.	Individual study	
17.	Forms of assessment			
	17.1.	Exams (mid-term exams, exam, electronic testing)		70
	17.2.	Project activities (oral and written presentation)		10
	17.3.	Other forms of studying activities		20
18.	Criteria for assessment (points / grade)	to 50 points	5( five) (F)	
		from 51 to 60 points	6( six) (E)	
		from 61 to 70 points	7(seven) (D)	

		from 71 to 80 points	8( eight) (C)	
		from 81 to 90 points	9(nine) (B)	
		from 91 to 100 points	10(ten) (A)	
19.	Condition for getting a signature and taking the final exam	/ 60% of term activities or minimum 42 points from 2 mid-term exams, project activities and attending to lectures and discussions		
20.	Language in which classes are conducted	Macedonian		
21.	Method of monitoring the quality of instruction	Self-evaluation, periodic tests for students, questionnaires		
22.	Literature			
22.1.	Compulsory literature			
	Ordinal number	Author	Title	Publisher
	1.	Konstantin Petkoski, Aneta M. Ivanovska	Mastery communicating	Kiro Dandaro Bitola
	2.	Liljana Batkoska	Business communications	Kiro Dandaro Bitola
	3.	Armstrong Michael	Kompletna menagerska znanja – upravljanja ljudima I sobom	Zagreb, Mep consult
22.2.	Additional literature			
	Ordinal number	Author	Title	Publisher
	1.	Gareth Jones, Jennifer George	Modern Management	ISPPI, Skopje
	2.	Garet R. Jones	Organizational theory text and cases	Addison-Welsy Publishing Company, Massachusetts
	3.	Elenica Sofijanova	Uncontrolled conflicts in organizational behavior	Kiro Dandaro Bitola

Appendix No.3		Syllabus for the first, second and third cycle of study
1.	Course title	<b>Human Resource Management</b>
2.	Course code	2ZF106412
3.	Study programme:	Agromanagement , 4 year study programme
4.	Organizers of the study programme (faculty, institute, group)	University "Goce Delcev" - Stip. Faculty of agriculture - Stip

5.	Level of study (first, second, third cycle)	First cycle				
6.	Academic year / semester	IV year/ VII semester	7.	Number of ECTS credits	4	
8.	Professor	assi. Prof. Elenica Sofijanova, Ph.D				
9.	Preconditions for course enrollment	/				
10.	Goals of the course programme: The aims of this course is to present students with introductory observations on the importance of human resources in organizations through the managerial functions of planning, job analysis, recruitment, selection, training and development					
11.	<p>Content of the course programme:</p> <p>A) Contents of lectures: 1. Principles of Management and Introduction to the development of human resources; 2. Job analysis and human resource planning; 3. Recruiting potential candidates and selection of candidates; 4. Employee training and development of employees 5. Evaluating the performance of employees, remuneration systems; 6. Labor relations and collective bargaining and leaving the organization; 7. Knowledge (understanding) people, Interaction : individual-group-organization; 8. Conflict management conflicts; 9. Communication as a factor in the running; 10. Motivation, Stress and stress understanding 11. Mobbing; 12.Management of self development, SWOT-analysis.</p> <p>B) Contents of exercises: 1. Description and specification of the work 2. Questionnaire analysis work; 3. Listing assembly; 4. Compilation Vitae (CV); 5. Assembling the cover letter; 6. Selection by interview; 7. Valuation of labor after scoring method; 8. Earnings in a given enterprise system (example); 9. Career Management 10. Firing; 11. Conflict and negotiation; 12. Motivation</p>					
12.	<p>Methods of study:</p> <p>Lectures, theoretical and practical exercises, consultations; making independent seminar work; learning home; exam preparatory classes and mid-term tests: consultation.</p>					
13.	Total amount of available time	120 hours				
14.	Distribution of the available time	2 +1 +1				
15.	Forms of teaching activities	15.1.	Lectures - theoretical training	2		
		15.2.	Practice (laboratory, auditory), workshops, outreach and teamwork	1		
16.	Other forms of activities	16.1.	Team projects	0.5		
		16.2.	Individual projects	0.5		
		16.3.	Individual study	/		
17.	Forms of assessment					
	17.1.	Exams (mid-term exams, exam, electronic testing)			70	
	17.2.	Project activities (oral and written presentation)			10	
	17.3.	Other forms of studying activities			20	
18.	Criteria for assessment (points / grade)	to 50 points		5( five)	(F)	
		from 51 to 60 points		6( six)	(E)	

		from 61 to 70 points	7(seven)	(D)
		from 71 to 80 points	8( eight)	(C)
		from 81 to 90 points	9(nine)	(B)
		from 91 to 100 points	10(ten)	(A)
19.	Condition for getting a signature and taking the final exam	/ 60% of term activities or minimum 42 points from 2 mid-term exams, project activities and attending to lectures and discussions		
20.	Language in which classes are conducted	Macedonian		
21.	Method of monitoring the quality of instruction	Self-evaluation, periodic tests for students, questionnaires		

22.	Literature				
	Compulsory literature				
	Ordinal number	Author	Title	Publisher	Year
22.1.	1.	Dobri Petrovski	Human Resource Management	UKO	2007
	2.	Todor Krlev	Principles of Management	IIM	2005
	3.	Gareth Jones, Jennifer George	Modern Management	ISPPI, Skopje	2009
	Additional literature				
	Ordinal number	Author	Title	Publisher	Year
22.2.	1.	Biljana Bogičević	Human Resource Management	Belgrade	2004
	2.	Lloyd Byars, Leslie Rue	Human Resource Management	McGraw-Hill	2006

<b>Appendix No.3</b>		<b>Syllabus for the first, second and third cycle of study</b>
1.	Course title	<b>Quality Management</b>
2.	Course code	2MF103712
3.	Study programme:	Agromanagement , 4 year study programme
4.	Organizers of the study programme (faculty, institute, group)	University "Goce Delcev"- Stip, Faculty of Agriculture
5.	Level of study (first, second, third cycle)	First cycle



6.	Academic year / semester	Fourth year / VIII semester	7.	Number of ECTS credits	4	
8.	Professor	Prof. Sasa Mitrev, Ph.D				
9.	Preconditions for course enrollment	No				
10.	Goals of the course programme: Quality management in the modern organization. Customer loyalty. Creating a competitive market organizations. Role, importance and implementation of the ISO 9001 family of standards					
11.	Content of the course programme: 1. Introduction to quality management (quality as a strategic goal and utility organizations for competitiveness). 2. Quality management system (general requirements relating to the ISO 9001:2008 Quality Management System). 3. Management responsibility (item 5 of the standard ISO 9001:2008). 4. Resource management (item 6 of the standard ISO 9001:2008). 5. Conversion product (item 7.1, 7.2 and 7.3 of the standard ISO 9001:2008). 6. Realization of the product (see section 7.4, 7.5 and 7.6 of the standard ISO 9001:2008). 7. Measurement, analysis and improvement (item 8 of the standard ISO 9001:2008). 8. Introduction to ISO 17025, the competence of testing and calibration laboratories. 9. Introduction to ISO 27001, Information Security Management Systems. 10. Introduction to ISO 14001, Environmental Management. 11. Introducing standard OHSAS 18001 health and safety management. 12. Introduction to ISO 22000 Food Safety Management System.					
12.	Methods of study: lessons, exams.					
13.	Total amount of available time	120 hours				
14.	Distribution of the available time	2+1+1				
15.	Forms of teaching activities	15.1.	Lectures - theoretical training	2		
		15.2.	Practice (laboratory, auditory), workshops, outreach and teamwork	1		
16.	Other forms of activities	16.1.	Team projects			
		16.2.	Individual projects	1		
		16.3.	Individual study			
17.	Forms of assessment					
	17.1.	Exams (mid-term exams, exam, electronic testing)			70	
	17.2.	Project activities (oral and written presentation)			10	
	17.3.	Other forms of studying activities			20	
18.	Criteria for assessment (points / grade)		to 50 points	5( five) (F)		
			from 51 to 60 points	6( six) (E)		
			from 61 to 70 points	7(seven) (D)		
			from 71 to 80 points	8( eight) (C)		
			from 81 to 90 points	9(nine) (B)		

		from 91 to 100 points	10(ten) (A)
19.	Condition for getting a signature and taking the final exam	/ 60% of term activities or minimum 42 points from 2 mid-term exams, project activities and attending to lectures and discussions	
20.	Language in which classes are conducted	Macedonian	
21.	Method of monitoring the quality of instruction	Self-evaluation	

22.	Literature				
	Compulsory literature				
	Ordinal number	Author	Title	Publisher	Year
22.1.	1.	Institute of accreditation of Republic of Macedonia	Quality management systems - Requirements (ISO EN ISO 9001:2008)	IARM	
	2.	Hrvoje Skoko	Quality management	Sinergija, Zagreb, Croatia	2000
	3.	David Hoyle	Quality Systems Handbook (4 <sup>th</sup> edition)	Butterworth-Heinemann, A member of the Reed Elsevier plc group	2001
	Additional literature				
	Ordinal number	Author	Title	Publisher	Year
22.2.	1.	Institute of accreditation of Republic of Macedonia	ISO 17025, ISO 27001, ISO 14001, ISO 22000, ISO 18001	IARM	2010

<b>Appendix No.3</b>		<b>Syllabus for the first, second and third cycle of study</b>	
1.	Course title	<b>Farm Management</b>	
2.	Course code	2ZF102512	
3.	Study programme:	Agromanagement , 4 year study programme	
4.	Organizers of the study programme (faculty, institute, group)	University "Goce Delcev"- Stip. Faculty of agriculture - Stip	
5.	Level of study (first, second, third cycle)	First cycle	

6.	Academic year / semester	IV year/ VIII semester	7.	Number of ECTS credits	4	
8.	Professor	ass. Prof. Elenica Sofijanova, Ph.D				
9.	Preconditions for course enrollment	/				
10.	Goals of the course programme: The course aims is to present students with introductory observations on the importance of farm management through managerial functions of planning, job analysis, recruitment, selection, training and development, as well as measuring the performance of management by developing basic management skills					
11.	<p>Content of the course programme:</p> <p>A) Contents of lectures: 1. Farm management in the twenty-first century; 2. Measuring the performance of management; 3. Economic principles - choice of production levels; 4. Whole farm planning, cash flow budget 5. Farm business organization and yield; 6. Dealing with risk and uncertainty, investment analysis; 7. Obtaining resources for capital management and use of credits; 8. Control and use of land; 9. Human resource management and planning of the agricultural labor force; 10. Improving management capacity 11. Rules and regulations for agricultural labour; 12. Management of self development , SWOT-analysis.</p> <p>B) Contents of exercises: 1. Management in agriculture 2. Accounting records and comparative analysis; 3. Study of economic farm unit; 4. Planning profitability, cash flow and capital investment evaluation (practical examples); 5. Human resource planning and mechanization; 6. Sources of funding-balance sheet and income statement; 7. Tax-practice examples; 8. Marketing (examples); 9. European Union - Farm Management; 10. Agricultural marketing organizations; 11. Cereal markets - examples; 12. Livestock markets, examples;</p>					
12.	<p>Methods of study:</p> <p>Lectures, theoretical and practical exercises, consultations; making independent seminar work; learning home; exam preparatory classes and mid-term tests: consultation.</p>					
13.	Total amount of available time	120 hours				
14.	Distribution of the available time	2 +1 +1				
15.	Forms of teaching activities	15.1.	Lectures - theoretical training	2		
		15.2.	Practice (laboratory, auditory), workshops, outreach and teamwork	1		
16.	Other forms of activities	16.1.	Team projects	0.5		
		16.2.	Individual projects	0.5		
		16.3.	Individual study	/		
17.	Forms of assessment					
	17.1.	Exams (mid-term exams, exam, electronic testing)			70	
	17.2.	Project activities (oral and written presentation)			10	
	17.3.	Other forms of studying activities			20	
18.	Criteria for assessment (points / grade)	to 50 points		5( five)	(F)	
		from 51 to 60 points		6( six)	(E)	
		from 61 to 70 points		7(seven)	(D)	

		from 71 to 80 points	8( eight)	(C)
		from 81 to 90 points	9(nine)	(B)
		from 91 to 100 points	10(ten)	(A)
19.	Condition for getting a signature and taking the final exam	/ 60% of term activities or minimum 42 points from 2 mid-term exams, project activities and attending to lectures and discussions		
20.	Language in which classes are conducted	Macedonian		
21.	Method of monitoring the quality of instruction	Self-evaluation, periodic tests for students, questionnaires		

22.	Literature				
	Compulsory literature				
	Ordinal number	Author	Title	Publisher	Year
22.1.	1.	Donald D. Kay, William M.Edwards, Ratricia A. Daffy	Farm Management (VI edition)	Publishing Center TRI	2009
	2.	Jonathan Turner, Martin Taylor	Applied Farm Management (Second Edition)	Publishing Center TRI	2010
	3.	Gareth Jones, Jennifer George	Modern Management	ISPPI, Skopje	2009
	Additional literature				
	Ordinal number	Author	Title	Publisher	Year
22.2.	1.	Biljana Bogičević	Human Resource Management	Belgrade	2004
	2.	Lloyd Byars, Leslie Rue	Human Resource Management	McGraw-Hill	2006

### **UNIVERSITY ELECTIVE COURSES - Fourth year of study**

<b>Appendix No.3</b>		<b>Syllabus for the first, second and third cycle of study</b>			
1.	<b>Title of the Course</b>	<b>Fundamentals of Tourism</b>			
2.	<b>Code</b>	<b>UGD102212</b>			
3.	<b>Study Programme</b>	<b>Tourism</b>			
4.	<b>Organizer of the study programme (unit or institute, Faculty, department)</b>	University Goce Delcev-Stip Faculty of tourism and business logistics Department of Gevgelija			
5.	<b>Cycle (first, second and third cycle)</b>	First cycle			
6.	<b>Academic year / semester</b>	I / I	7.	<b>Number of credits</b>	8
8.	<b>Professor (s)</b>	Zlatko Jakovlev PhD			
9.	<b>Preconditions for course enrollment</b>	Enrolled in first year studies			

<b>10.</b>	<b>Goals of the course programme:</b> The objectives are scientific and practical, scientific refers to the acquisition of theoretical knowledge of students about the basics of tourism, and the practical application of scientific knowledge in the hospitality practice.			
<b>11.</b>	<b>Content of the course programme:</b> Introduction <ol style="list-style-type: none"> <li>1. Theoretical and methodological approach to the study of tourism(subject, tasks, goals and methods of tourism studies)</li> <li>2. Aspects of the scientific study of tourism</li> <li>3. Theoretical understanding of the concept of tourism</li> <li>4. Practical importance of defining tourism</li> <li>5. Tourism and analog appear</li> <li>6. Socio-economic conditionality tourism</li> <li>7. Theoretical views on the emergence of tourism</li> <li>8. Tourist need</li> <li>9. Factors of tourism</li> <li>10. Tourism functions</li> <li>11. Tourism values</li> <li>12. Tourist destination</li> <li>13. Tourist attractions and activities</li> <li>14. Types of tourism</li> <li>15. Tourist regulation</li> <li>16. Tourist differential</li> <li>17. Tourist futurology</li> </ol>			
<b>12.</b>	<b>Methods of study::</b> Lectures, tutorials and laboratory exercises			
<b>13.</b>	<b>Total available time</b>		216 hours	
<b>14.</b>	<b>Distribution of available time</b>		3 + 2 + 2 / per week	
<b>15.</b>	<b>Forms of teaching / learning activities</b>	<b>15.1.</b>	<b>lectures / theoretical - contact teaching, e-teaching</b>	3 hours
		<b>15.2.</b>	<b>theoretical and practical exercises, e-exams, preparation of independent seminar work</b>	2 hours
<b>16.</b>	<b>Other forms of activities</b>	<b>16.1.</b>	<b>Project tasks</b>	1 hours
		<b>16.2.</b>	<b>Individual tasks</b>	1 hours
		<b>16.3.</b>	<b>Home learning</b>	1 hours
<b>17.</b>	<b>Forms of assessment</b>			
	<b>17.1.</b>	<b>Tests / oral exams</b>		0-20 points
	<b>17.2.</b>	<b>Seminars (paper / project - presentation: written and/or oral)</b>		10 points
	<b>17.3.</b>	<b>Activity and participation</b>		20 points
<b>18.</b>	<b>Criteria for assessment (points/grade)</b>		up 50 points	5 (five) (F)
			51 to 60 points	6 (six) (E)
			61 to 70 points	7 (seven) (D)
			71 to 80 points	8 (eight) (C)
			81 to 90 points	9 (nine) (B)
			91 to 100 points	10 (ten) (A)

19.	<b>Condition for getting a signature and taking the final exam</b>	60% success from all activities before exam i.e 42 points from two mid-term tests, seminar attendance of lectures and exercises
20.	<b>Language in which classes are conducted</b>	Macedonian language
21.	<b>Method of monitoring the quality of teaching</b>	Self-evaluation

Appendix No.3		Subject programme from first cycle studies			
1.	Course title	<b>BIOLOGY</b>			
2.	Course code	UGD102512			
3.	Study programme:	University elective subject			
4.	Organizers of the study programme (faculty, institute, group)	Faculty of Agriculture Department of Plant Protection			
5.	Level of study (first, second, third cycle)	First cycle			
6.	Academic year / semester	Second / forth Third / sixth	7.	Number of ECTS credits	6
8.	Professor	Ass. prof. Liljana Koleva Gudeva PhD			
9.	Preconditions for course enrollment	No			
10.	Goals of the course programme: Gaining fundamental knowledge in biology which is necessary for understanding of life and life processes. Gaining of wide knowledge about the living organisms, cell structure, biological systems, as well as understanding of reproduction. Development of proper attitude to the each own health and health of other humans. Understanding of principles of inheritance. Implementation of gained knowledge.				
11.	<b>Content of the course programme:</b> <ol style="list-style-type: none"> <li>1. Biology as science of living organisms</li> <li>2. The cell and cell structural elements</li> <li>3. Nucleic acids</li> <li>4. Cell cycle</li> <li>5. Reproduction</li> <li>6. Basics of genetics</li> <li>7. Plant cytology</li> <li>8. Classification of basic types of animal tissues</li> <li>9. Plant tissues</li> <li>10. Anatomy, morphology and physiology of plants</li> <li>11. Anatomy and physiology of animals</li> <li>12. Phylogenic and taxonomy of life organisms</li> </ol>				
12.	Methods of study: research work; work in small groups; individual learning; practical classes; project work; discussion; debate; individual tasks				

13.	Total amount of available time		156 hours			
14.	Distribution of the available time		2 +2 +1			
15.	Forms of teaching activities	15.1.	Lectures - theoretical training	2 hours/week		
		15.2.	Practice (laboratory, auditory), workshops, outreach and teamwork	2 hours/week		
16.	Other forms of activities	16.1.	Team projects	-		
		16.2.	Individual projects	1 hour/week		
		16.3.	Individual study	-		
17.	Forms of assessment					
	17.1.	Exams (mid-term exams, exam, electronic testing)			70	
	17.2.	Project activities (oral and written presentation)			10	
	17.3.	Other forms of studying activities			20	
18.	Criteria for assessment (points / grade)		to 50 points	5 ( five) (F)		
			from 51 to 60 points	6 ( six) (E)		
			from 61 to 70 points	7 (seven) (D)		
			from 71 to 80 points	8 ( eight) (C)		
			from 81 to 90 points	9 (nine) (B)		
			from 91 to 100 points	10 (ten) (A)		
19.	Condition for getting a signature and taking the final exam		/ 60% of term activities or minimum 42 points from 2 mid-term exams, project activities and attending to lectures and discussions			
20.	Language in which classes are conducted		Macedonian			
21.	Method of monitoring the quality of instruction		Self-evaluation			
22.	Literature					
	Compulsory literature					
	22.1.	Ordinal number	Author	Title	Publisher	Year
		1.	Ass. Prof. Liljana Koleva Gudeva	Cell biology	Authorized lessons	2009
		2.	Ass. Prof. Liljana Koleva Gudeva	Plant Physiology	GDU - Stip	2010
	Additional literature					
22.2.	Ordinal number	Author	Title	Publisher	Year	
	1.	Prof. Jordanka Dimova PhD	Phisiology	UKIM - Skopje	2000	

<b>Appendix No.3</b>		Subject programme from the first, second and third cycle studies			
1.	Title of the subject	<b>NATIONAL HISTORY</b>			
2.	Code	<b>UGD102112</b>			
3.	Study programme	First cycle / University selective course			
4.	Organization of the study programme (unit or institute, department, department)	History and archeology			
5.	Level of study (first, second, third cycle)	First cycle			
6.	Academic year / semester	1/2	7.	Number of ECTS credits	5
8.	Professor	Prof. Kiril Cackov PhD			
9.	Preconditions for course enrollment	Subscribed 2 semester			
10.	<ul style="list-style-type: none"> <li>- Goals for the course programme:</li> <li>- Students to gain a thorough knowledge of history;</li> <li>- For students to develop critical thinking as a basis for scientific interpretation of human society;</li> <li>- Formation - education as the highest human value;</li> <li>- Training of young researchers and promoting multiculturalism in the Republic. Macedonia</li> <li>- Formation of aesthetic, patriotic and moral values and develop a sense of belonging to their country;</li> <li>- Study of the contents of important historical phenomena, processes and moments from antiquity to the independence of the Republic of Macedonia.</li> </ul>				
11.	<p>Content of the course programme: Subject of history, historiography and auxiliary sciences</p> <p>Creating Ancient Macedonian state</p> <p>Culture and religion of Ancient Macedonia</p> <p>Settlement of the Slavs in the Balkans and in Macedonia</p> <p>The spread of Christianity and literature in Macedonian Slavs</p> <p>Bogomil Movement</p> <p>Byzantine rule in Macedonia</p> <p>Macedonian liberation wars against the Byzantine Empire</p> <p>Independent rulers Average</p> <p>Falling Macedonia under Serbian rule</p> <p>Macedonia under Ottoman rule</p> <p>Resistance against Turkish rule in Macedonia (Mariovo rebellion and insurrection Skanderbeg)</p> <p>Cultural, educational and religious life of the population in Macedonia</p> <p>Liberation wars in the second half of the 19th century</p> <p>Foreign propaganda and the consequences of their actions</p> <p>Macedonia during the eastern crisis</p> <p>The emergence and growth of the Macedonian national revolutionary movement</p> <p>Liberation movement of the late 19th century</p> <p>Ilinden Uprising in Macedonia in 1903</p> <p>Consequences of the Ilinden Uprising</p>				



	<p>Macedonia after the Ilinden Uprising  Continuation of revolutionary activity and the outbreak of the Young Turk revolution in the 19th and 20th century  Cultural and national development in the 19th and 20th century  Macedonia during the Balkan Wars of 1912/13  First Macedonia during the First World War 1914-1918  Second Macedonia in the period between the two World Wars in the Kingdom of SHS and the Kingdom of Yugoslavia  Third Second World War and the Anti-Fascist War in Macedonia 1941-1943  Anti-Fascist War 1944-1945  Historical significance of the Anti  Macedonia after the Second World War 1944-1953  Macedonia in the period 1953-1991  Restoration Ohrid arheiposkopija as Macedonian Orthodox Church  The collapse of the Yugoslav federation and the independence of Macedonia in 1991</p>			
12.	<p>Methods of study::  Oral Power Point presentation  • Lectures  • Presentations  • Seminars on topics of extra-curricular content  • Analysis of text / film / theater / literary works and so on.  • Debate and discussion  • Analysis of the philosophical problems / problematic learning  • Individual assignments (homework, individual presentations, etc.).  Own research (internet, bibliography, library, media, etc.)..</p>			
13.	Total available time- 152			
14.	Distribution of the available time 2+2+1			
15.	Forms of teaching activities	15.1	Lectures - theory	2 hours
		15.2	Practice(laboratory auditory), seminars, teamwork	2 hours
16.	Other forms of activities	16.1	Project tasks	hours
		16.2	independent tasks	1 hour
		16.3	Home learning	hours
17.	Forms of assessment	Combined (currently writing and oral final exam)		
	17.1	tests	credits 40	
	17.2	Seminar paper / project (presentation: written and oral)	credits 10	
	17.3	Activity and participation	credits20	
18.	Criteria for assessment (points / grade)	from 50	stitch	5 (five) (F)
		From 51 to 60		6 (six) (E)

		from 61 to 70	7 (seven) (D)	
		from 71 to 80	8 (eight) (C)	
		од 81 до 90	9 (nine) (B)	
		From 91to 100	10 (ten) (A)	
19.	Condition for getting a signature and taking the final exam	Minimum of 42 points from current activities		
20.	Language of instruction	macedonian		
21.	Method of monitoring the quality of teaching	Supporting student self-evaluation and evaluation		
22.	literature			
	22.1	compulsory literature		
	.	Author	Title	Publisher
	1.		Историја на Македонскиот народ, т. 1-3,	Институт за национална историј
	2.	- д-р Александар Стојановски. д-р Иван Кантарџиев, д-р Данчо Зогравски, д-р Михаило Апостолски	Историја на Македонскиот народ	1988
	3.	Велјановски, Н.	Македонија 1945-1991- пат до независноста	ИНИ 2002
	22.2	Additional literature		