



EVALUATION
by
Assoc. Prof. Georgi Toskov, PhD,

"Associate Professor" in the field of higher education 3. Social, Economic and Legal Sciences, professional field 3.8 Economics from the University of Food Technologies – Plovdiv, member of the scientific jury in the procedure for acquiring the PhD educational and scientific degree by Yordan Ivanov Penchev, appointed by order of the Rector of AU - Plovdiv, RD-16-518/22.04.2025;

This evaluation is prepared based on the submitted documents for the doctoral student Yordan Ivanov Penchev, including a dissertation on the topic "Management of Supply Chains of Agricultural Products", an abstract of the dissertation, a list of publications, and a curriculum vitae (CV).

I. Biographical Data

Yordan Ivanov Penchev was born on March 20, 1994. He is a Bulgarian citizen. He began his education at the Vocational High School of Electrical Engineering and Electronics in Plovdiv, where he studied from 2009 to 2013. He obtained a Bachelor's degree in "Management of Regional Development" from the Agricultural University, Plovdiv (2016-2020). Subsequently, he completed two Master's programs: "Agricultural Marketing" at the Agricultural University, Plovdiv (2020-2021), and "Regional Security" at Sofia University "St. Kliment Ohridski" (2020-2021). Currently, he is a doctoral student in the scientific specialty "Organization and Management" at the Agricultural University, Plovdiv (from 2021 to present).

Since February 20, 2014, he has been working as a firefighter at the Ministry of Interior. He possesses good communication and interpersonal skills, teamwork, conflict management and resolution, negotiation, and goal-setting skills. He has good digital skills, including working with Microsoft Office, internet, emails, social networks, and other software products. He is proficient in English at level B2/C1.

II. Scientific Research Work

The dissertation of Yordan Penchev is dedicated to the management of supply chains of agricultural products. The volume of the dissertation is 134 pages with 13 tables and 26 figures. 45 literary sources were used.

Aim and objectives of the dissertation: The aim of the research is to determine the integration of agricultural producers into the supply chains of agricultural products and its impact on the results of economic activity.

To achieve this aim, the following objectives have been set:

- Clarifying the specifics of production structures in agriculture and business relations with intermediaries in the sale of products.
- Clarifying the mechanism of operation of agricultural product supply chains.
- Developing a methodology for studying agricultural product supply chains.
- Identifying the factors determining the market status of agricultural producers in the supply chain.
- Identifying the potential for shortening supply chains by agricultural producers.
- Making recommendations for improving the market status of farmers in the supply chain.
- Developing a model of the agricultural product supply chain.

Subject and object of research: The object of research is agricultural holdings growing fruits and vegetables in Southern Bulgaria. The subject of research is the management activities for planning, execution, and control of the sale of agricultural products.

Main research thesis: Marketing management of agricultural product supply chains leads to an improvement in the market status of agricultural producers.

Research methodology: In conducting the research, a system approach, retrospective analysis, situational analysis, comparative analysis, statistical methods (including Chi-square analysis), diagnostic analysis, prognostic analysis, etc., were applied. Qualitative and quantitative methods, secondary data analysis, case study analysis, and desk research were used. In the empirical analysis, a stratified random sampling approach and a two-stage control function were used.

Contributions to theory and practice: The dissertation contains the following more significant contributory ideas and solutions:

- The specifics of production structures in agriculture and business relations with intermediaries in the sale of products have been clarified.
- The mechanism of operation of agricultural product supply chains has been clarified.
- A methodology for studying agricultural product supply chains has been developed.
- The factors determining the market status of agricultural producers in the supply chain have been identified, and recommendations for its improvement have been made.
- The potential for shortening supply chains by agricultural producers has been identified, and a model for managing an agricultural product supply chain has been proposed.

III. List of Publications on the Topic

Yordan Penchev is the author or co-author of the following publications related to the topic of the dissertation:

- Penchev, Y. Distribution management of agricultural production. Journal of Bio-based Marketing. 2023, № 2.
- Penchev, Y. FUNCTIONING OF AGRICULTURAL SUPPLY CHAINS. Journal of Bio-based Marketing. 2025, № 1.
- Penchev, Y. PROFILE OF FARMERS IN SHORTENING SUPPLY CHAINS. Journal of Bio-based Marketing. 2025, № 1.
- Penchev, Y., Distribution management of agricultural production. Economics and management of agriculture. 2022, № 2.

IV. Critical Notes and Recommendations

Based on the analysis of the presented materials, it can be recommended to further develop and promote the proposed model for managing agricultural product supply chains among agricultural producers in Bulgaria.

V. Conclusion

The dissertation of Yordan Penchev represents an in-depth study of the management of supply chains of agricultural products in Bulgaria. The set goals and objectives have been achieved, and the contributions made have both theoretical and practical value. The developed methodology and the proposed supply chain management model can be useful for improving the market status of agricultural producers.

The presented materials show that doctoral student Yordan Penchev has conducted independent scientific research that meets the requirements for awarding the educational and scientific degree "Doctor".

I believe that the dissertation meets the requirements of the Law on the Development of the Academic Staff in the Republic of Bulgaria and the Regulations of AU-Plovdiv for its

application, and based on the presented materials for review, I give my POSITIVE evaluation and recommend to the esteemed jury to award the PhD educational and scientific degree to Yordan Ivanov Penchev.

Prepared by: /Assoc. Prof. G. Toskov/