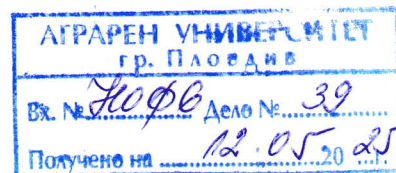


## OPINION



on a dissertation for obtaining the educational and scientific degree "doctor" in: field of higher education 3.0 Social, economic and legal sciences professional field 3.8 Economics, the scientific specialty Organization and Management

**Author of the dissertation:** Yordan Ivanov Penchev PhD student at the Department of Management and Marketing at the Agricultural University, Plovdiv

**Thesis topic:** Management of agricultural products supply chain

**Reviewer:** Assoc. Prof. Dr. Teodor Nikolaev Radev, field of higher education 3.0 Social, economic and legal sciences, PN 3.7 Administration and management, scientific specialty Organization and management appointed as a member of the scientific jury with Order No. PD 16-518 /22.04.2025 of the Rector of the Agricultural University - City of Plovdiv.

### 1. Brief presentation of the candidate.

PhD student Yordan Ivanov Penchev was born in the city of Plovdiv and received his bachelor's and master's degrees from the Agricultural University of Plovdiv. His interests are in the field of marketing management and market service.

### 2. Relevance of the problem.

The topic of the dissertation is relevant, since the agricultural sector is developing dynamically under the influence of the business environment. The factors of the external business environment have a strong influence on the economic development of the business units in the sector. In this regard, it should be noted the need to manage the supply of agricultural products to utilize the opportunities for better customer service by shortening supply chains.

### 3. Purpose, tasks, hypotheses and research methods.

The purpose of the dissertation is clearly formulated and refers to establishing the integration of agricultural producers in the supply chains of agricultural products and its impact on the results of economic activity.

To achieve the goal, 7 tasks have been defined, the solution of which gives the work a completed look.

The doctoral student has formulated three working hypotheses, which have been proven through the use of systems analysis, situational analysis, comparative

analysis, diagnostic analysis, and prognostic analysis.

#### **4. Visualization and presentation of the results obtained.**

The doctoral student has used a wide range of tools to visualize and summarize the obtained results in tables, graphs and diagrams, which allow him to correctly systematize and objectively present the obtained results.

#### **5. Discussion of the results and literature used.**

In his work on the dissertation, the doctoral student has studied a major part of the modern specialized scientific literature in relation to strategic management and the possibilities for sustainable development of economic structures. The opinions of famous authors have been commented on and presented, and on their basis the author's understanding of the researched problem has been formed.

The doctoral student defines and correctly uses the terms. Yordan Penchev successfully summarizes the state and problems of the applied approaches in the management of agricultural holdings in their participation in supply chains. This allows her to formulate specific conclusions for improving the applicability of a strategic approach in the management of the supply of agricultural products.

#### **6. Contributions of the dissertation work.**

The dissertation "Management of Agricultural Products Supply Chains" contains the following contributing ideas and solutions.

##### **Scientific contributions**

The specifics of production structures in agriculture and business relations with intermediaries in the sale of production are clarified.

The mechanism of action of agricultural product supply chains has been clarified.

##### **Scientific and applied contributions**

The potential for shortening supply chains by agricultural producers has been identified and a model for managing the supply chain of agricultural products has been proposed.

#### **7. Critical notes and questions.**

I have no critical remarks. I have a question about what activities farmers use to add value in supply chains.

#### **8. Published articles and citations.**

The doctoral student has published three articles on the topic of the dissertation, which meets the minimum requirements for obtaining the educational and qualification degree of Doctor. The publications also ensure that the national minimum requirements are met.



The presented abstract objectively reflects the structure and content of the dissertation.

## CONCLUSION:


Based on the various research methods learned and applied by the doctoral student, the correctly conducted experiments, the generalizations and conclusions made, I believe that the presented dissertation meets the requirements of ZRASRB and the Regulations of the Agrarian University for its implementation, which gives me reason to evaluate it POSITIVELY.

I would like to suggest to the esteemed Scientific Jury to also vote positively and to sentences of **Yordan Ivanov Penchev** the educational and scientific degree "doctor" in the scientific specialty "Organization and Management"

Date: 12 V. 2020

City of Plovdiv

REVIEWER: .....

  
Assoc. Prof. D. Zoder