



List of Summaries of the Publications

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On account of the selection process for the position of Associate Professor in the higher education field of *3. Social, Economic and Legal Studies* in the course of study *3.8. Economics (Finance)* announced by the *Konstantin Preslavsky University of Shumen* in the *State Gazette*, issue 27 of April 2, 2021

I. HABILITATION (POST-DOCTORAL) THESIS – A MONOGRAPH

- 1. Zagorcheva, D.,** *Planning and Management of In-House Revenue of Municipalities Through Budget Simulators* (original title: *Планиране и управление на собствените приходи на общините чрез симулатори за бюджетиране*), 2021, Konstantin Preslavsky Publishing House, Shumen, pp. 1-158, ISBN 978-619-201-485-8

Summary: The monograph introduces a new model of planning in-house revenue by implementing budget simulators. The simulators have been configured based on currently available planning methods. Each simulator generates a forecast for each separate item of the in-house revenue. The final forecast can either be made through a dedicated simulation or it can be a combination of the results of the separate forecasts.

The planning model based on the use of budget simulators can be utilised in every active unit of the budget sector. It can be useful for the development of equivalent models for the planning of expenditure or, alternatively, in the private sector.

The simulators can serve as the basis for more detailed theoretical and applied research, thus contributing to both the theory and the practice of budget management. The model and the simulators can be used in practical exercises with degree students.

II. PUBLISHED BOOKS BASED ON A DEFENDED DOCTORAL THESIS FOR THE ACQUISITION OF THE ACADEMIC TITLE “DOCTOR”

1. **Zagorcheva, D.**, *Evaluation of the tax and investment policy of municipalities by use of a model for evaluating local business environment* (original title: *Оценка на данъчната и инвестиционната политика на общините чрез модел за оценка на локалната бизнес среда*), 2020, Konstantin Preslavsky Publishing House, Shumen, pp. 1-248, ISBN 978-619-201-434-6

Summary: The problem with analysing business environment is the focus on long-term factors of influence and the lack of an adequate apparatus for monitoring and analysis of dynamic processes spanning across the economic and political environment. These two environments are characterised by fast-paced dynamics and are able to significantly alter local business environment within a short timeframe. Changes in local taxing policy and in regional economic development strategies as well as a lack of political consensus in decision-making on a local government level can have a negative impact on the industry in the region. Once they have come into effect, decisions and legal changes such as these cannot be modified during the fiscal year. This calls for constant monitoring of the changes made by the local government, a solid ability to predict and plan ahead, and an opportunity for open exchange between local authorities and industrial businesses in the region.

The model is applicable by municipalities, industrial plants, financial and credit institutions, branch organisations, companies in commerce and service, private persons or companies doing economic evaluations and analysis, forecasters, central government authorities, natural persons, etc.

The model can be used in practical exercises with degree students. It can be used independently or in addition to other tools for business environment analysis. Up to this point, there is no equivalent to this model.

III. ARTICLES AND REPORTS PUBLISHED IN REFERENCED SCIENTIFIC JOURNALS

1. **Zagorcheva, D.**, Pavlov, D., *Dynamic Estimation of the Local Business Environment in Support to Investment Decisions of the Top Managers* (original title), Serbian Journal of Management Vol. 15 (2), 2020, pp. 263-275, e-ISSN 2217-7159

Summary: Every manager has investment ideas for business development. Part of the investments are related to the construction of production facilities in new locations, whereby investors are faced with various risks which could even bring initial plans for development to a halt. Many of these risks are due to a lack of reliable data on the business environment in new areas. The aim of this article is to present the influence that local investment politics exert on the local business environment. This lets entrepreneurs compare the conditions of the business environment in different locations and identify the possible dynamics of their tendencies.

IV. ARTICLES AND REPORTS PUBLISHED IN UNREFERENCED SCIENTIFIC JOURNALS

1. **Zagorcheva, D.**, *An Algorithm for Successful Municipal Budgeting* (original title: *Алгоритъм за успешен общински бюджет*), SocioBrains (www.sociobrains.com), issue 77/2021, pp. 144-151, e-ISSN 2367-5721

Summary: Budget preparation is one of the main tasks in the hands of every municipal administrative board. It is with the help of the budget that local authorities present their vision for regional development, guarantee the functioning of local structures, ensure the progress potential of the local economy, the maintaining of the population's living standard and that political promises are kept. Municipal budget can be viewed from various perspectives – financial, political, economic, administrative, etc.

This article offers a systemised algorithm for budget planning and the proper execution of the municipal budget plan. Focus lies on the main stage of budget planning, which includes a series of actions in a strictly predefined order.

2. **Zagorcheva, D.**, *Planning Simulators as an Innovative Approach in Public Sector Management* (original title: *Симулаторите за планиране като иновативен подход в управлението на публичния сектор*), SocioBrains (www.sociobrains.com), issue 75/2020, pp. 154-160, e-ISSN 2367-5721

Summary: The relation between necessity and opportunity is a key factor in the communication between the government and society and the process of reaching an agreement. Monitoring of public resources plays a pivotal role in simulations due to differences in necessities, differences in priorities, lack of trust, limitations in the mechanisms for citizen control and in the transparency in the distribution and spending of public resources. This opens up the question about the necessity of seeking an innovative approach in public sector management.

The offered simulators are based on various methods for planning and management of public resources. The simulators can be applied in the planning and management of both revenue and expenditure within the public sector. The use of simulators is an innovative approach for the management of public resources. The simulators can also be used in practical exercises with high school and degree students as well as serve as the basis for future research and projects.

3. **Zagorcheva, D.**, *Shaping Economising Attitudes with a Focus on People's Individual Characteristics* (original title: *Формиране на спестовни нагласи с фокус върху индивидуалните характеристики на хората*), SocioBrains (www.sociobrains.com), issue 76/2020, pp. 160-165, e-ISSN 2367-5721

Summary: Most academic research on the topic focuses on global and general factors affecting economising attitudes. The article at hand does not fail to offer a quick review of these factors and the way they affect different individual financial attitudes.

An array of factors have their effect on the process of decision-making as far as savings are concerned. Each of these factors has a different effect on each individual. The reason for this is that our personal beliefs and notions move us to make different decisions concerning consumption and savings. The report is focused on personal factors as opposed to general ones – those which stem from people's individual characteristics.

4. **Zagorcheva, D.**, *Internal Financial Control in the Public Sector – Norms, Contractors, Scope* (original title), SocioBrains (www.sociobrains.com), issue 70/2020, pp. 71-75, e-ISSN 2367-5721

Summary: The spending of resources from the public sector has always been an object of observation. Society's sensitivity toward the efficiency of public resource management puts additional importance on the monitoring of and control over expenditure and the thorough work of public institutions.

Internal financial control in the public sector is mandatory and is carried out based on two main normative documents – the Law on Financial Management and Control in the Public Sector and the Law on Internal Auditing in the Public Sector. Differentiation between the two types of internal financial control is based not only on legal regulations, but also on the requirements towards the persons, the range, the time and the way in which said control is carried out.

5. **Zagorcheva, D.**, *Using Simulators in Budgeting as an Effective Budget Management Tool* (original title: *Използване на симулатори при съставяне на бюджета като ефективен инструмент за управлението му*), Annual Gazette of the Konstantin Preslavsky University of Shumen – Faculty of Mathematics and Computer Science, vol. XXI C, 2020, pp. 119-130, ISSN 1311-834X

Summary: The so-called “perfect budget plan” created using a “universal method” is not realistic in practice. However, tools and models which generate a realistic and viable budget plan can be offered instead. Nowadays, there is a noticeable need of a model for personal income budgeting, which is based on objective data, makes reasonable forecasts, offers real results and guarantees the meeting of forecast values. The article focuses on the use of simulators as a management tool.

6. **Zagorcheva, D.**, *Effects of the 2020 State Budget Changes in the Republic of Bulgaria Caused by the COVID-19 Pandemic* (original title: *Ефекти от промяната на държавния бюджет на Република България за 2020 г., провокирана от пандемията КОВИД-19*), MATTEX 2020 Collection of Reports, Konstantin Preslavsky University of Shumen, pp. 181-188, ISSN 1314-3921

Summary: The report introduces the changes in the state budget of the Republic of Bulgaria caused by the COVID-19 pandemic. The aim is to define the effect of those changes and the preparedness of the state to secure financial stability in the current situation by reviewing the decision of June 30, 2020. For this purpose, real data out of reports by the Ministry of Finance have been used. The report at hand is based solely on a review of the readings in each item. A final analysis and a statement are only possible after the final state budget report.

7. **Zagorcheva, D.**, *Simulators for Municipal Budget Planning* (original title: *Симулатори за съставяне на общинския бюджет*), Collection of Reports, Jubilee International Scientific Conference, vol. 1/2020, Science and Economy, University of Economics, Varna, 2020, pp. 201-211, ISBN 978-954-21-1037-8 (RePEc)

Summary: Budget planning can be described as a foundation stone in economy, as it is the tool that sets limitations and restrictions as well as tolerance levels for the period it encompasses. It is difficult to create a unified model, but different forecasting mechanisms generating a realistic and feasible budget plan can be offered. Focus lies on the need of a budgeting model which is based on reliable data and makes reasonable forecasts.

8. **Zagorcheva, D.**, *Review of Some Significant Changes in Taxation in Bulgaria Since the Transition to Today* (original title), SocioBrains (www.sociobrains.com), issue 55/2019, pp. 213-216, e-ISSN 2367-5721

Summary: Bulgaria has been undergoing an array of changes since 1990. The so-called “transition period” began with a change in government, but necessitated a complete transformation of state organisation and systems. Fiscal politics have always been an essential element in manifesting the political intentions for development and economic growth of the country. The article at hand reviews significant fiscal changes such as politics and taxation.

9. **Zagorcheva, D.**, *Dynamics of the Bulgaria’s External Debt for the Period 1999-2018* (original title), SocioBrains (www.sociobrains.com), issue 54/2019, pp. 97-103, e-ISSN 2367-5721

Summary: External debt management is the main macroeconomic duty of every state government. It is related to a range of actions and conditions. Firstly, a set of standards needs to be laid down and implemented which is to serve as the foundation of the whole debt management process. The set of standards needs to comply with the economic situation and the norms of the respective country. It is to lie on firm, clear, easily applicable and understandable legal grounds. Secondly, an institutional structure needs to be prepared. This structure is to include institutions and persons that hold the necessary legal rights to administer the foreign debt. During the formation of the institutional structure, it is important to create long-lasting inter-institutional relations in order to ensure reliable communication and data exchange between said institutions. Thirdly, a set of tools for controlling and monitoring the foreign debt needs to be set up. Controlling ensures the smooth realisation of all payments on the debt. Monitoring aims to observe tendencies in debt changes and to signal undesired variances. Last but not least, a functional system for risk identification is to be set up. Apart from identifying risks, the system should be able to categorise them according to their severity and plausibility. The correct execution of the above-listed steps is sure to guarantee the creation of a reliable apparatus for external debt management as long as they are implemented continuously and an openness for change and reaction to external influences is kept.

10. Zagorcheva, D., *Key Problems of Municipal Budget Planning* (original title: *Основни проблеми при изготвяне на бюджетите на общините*), Annual Gazette of the Konstantin Preslavsky University of Shumen – Faculty of Mathematics and Computer Science, vol. XIX C, 2018, pp. 81-90, ISSN 1311-834X

Summary: The article aims to introduce the process of budget planning on a local level and to mark its main stages, control mechanisms, managerial decisions and the problems municipalities often have to face during this task. Budget planning is a complicated process which calls for the use of a well-fitted set of tools to shape each consecutive step in the budget preparation in order for the budget to then correspond to the needs of the respective institution, to function successfully and lastingly.

11. Zagorcheva, D., *Economising – Some Unpopular Factors of Influence* (original title: *Спестяването – някои непопулярни фактори, които му влияят*), MATTEX 2018 Collection of Reports, Konstantin Preslavsky University of Shumen, pp. 343-350, ISSN 1314-3921

Summary: Economising can be described as the withholding, or saving of earnings and the postponement of their spending, i.e. consumption for a point in the future. In a broader sense, economising is any purposeful or casual saving of earnings or a part of them. A narrower definition considers only that part of the earnings which has been saved or invested in such a way so that it does not lose its purchase value. The article sheds light on a few specific factors which influence economising attitudes.

- 12. Zagorcheva, D.,** *Importance of the Tax and Investment Policy of Municipalities for Improving Local Business Environment* (original title: *Значение на данъчната и инвестиционна политика на общините за подобряване на локалната бизнес среда*), Science Conference Collection of Reports, Real Estate and Investments, Economic University of Varna, 2018, pp. 166-177, ISBN 978-954-21-0956-3

Summary: Industrial companies and their development are of great importance to each municipality. They mean employment for the population, economic growth, a good living standard and more. It is in the interest of municipalities to create good conditions for the industrial development of the region. This interdependence implies a clear relation “municipality – industrial business.” One of the key tools local authorities have in influencing local business conditions is the municipal tax and investment policy. The criteria included in this research are dependent on municipal decisions meaning that one negative evaluation can be a sufficient argument to initiate economic changes to the advantage of industrial enterprises.

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