CURRICULUM VITAE

Personal Information	
Name	Aleksandra Stoilkovska
E-mail	a.stoilkovska@utms.edu.mk
Nationality	Macedonian
Academic Title	Full Professor

Work Experience	
· Dates (from – to)	2025-present
· Name and address of employer	University Skopje
· Type of business or sector	Higher Education
· Occupation or position held	Dean of The Faculty of Human Resource Management
· Dates (from – to)	2024 – 2025
· Name and address of employer	University Skopje
· Type of business or sector	Higher Education
· Occupation or position held	President of the Senate
· Dates (from – to)	2011 – 2024
· Name and address of employer	University of Tourism and Management Skopje
· Type of business or sector	Higher Education
· Occupation or position held	Dean of The Faculty of Human Resource Management
· Main activities and responsibilities	Teaching, managing the faculty activities, research, projects, master studies coordination
· Dates (from – to)	2009 – 2011
· Name and address of employer	University of Tourism and Management Skopje
· Type of business or sector	Education
· Occupation or position held	Dean of The Faculty of Entrepreneurship
· Main activities and responsibilities	Teaching, managing the faculty activities
· Dates (from – to)	2008 - 2009
· Name and address of employer	MIT University - Skopje
· Type of business or sector	Education
· Occupation or position held	Dean of The Faculty of Management
· Main activities and responsibilities	Teaching, managing the faculty activities
· Dates (from – to)	2007 - 2008

· Name and address of employer	MIT University - Skopje
· Type of business or sector	Education
· Occupation or position held	Professor of The Faculty of Management
· Main activities and responsibilities	Teaching, managing the faculty activities
· Dates (from – to)	1999 - 2007
· Name and address of employer	Primary School Vlado Tasevski – Skopje
· Type of business or sector	Education
· Occupation or position held	School Principal
· Main activities and responsibilities	Managing the school activities
· Dates (from – to)	1990- 1997
· Name and address of employer	Primary School Liman Kaba– Skopje
· Type of business or sector	Education
· Occupation or position held	Professor
· Main activities and responsibilities	Teaching

Education and training	
· Dates (from – to)	2003 - 2006
· Name and type of organization providing education and training	University "Sts. Cyril and Methodius", Institute of Sociological, Political and Juridical Research
· Principal subjects/occupational skills covered	HR Management
· Title of qualification awarded	PhD of Management
· Level in national classification (if appropriate)	Graduated VIII
· Dates (from – to)	2000 - 2002
· Name and type of organization providing education and training	University "Sts. Cyril and Methodius", Institute of Sociological, Political and Juridical Research
· Principal subjects/occupational skills covered	HR Management
· Title of qualification awarded	Master of HRM
· Level in national classification	Graduated VII 2

(if appropriate)		
· Dates (from – to)		1985 -1990
· Name and type of organization providing education and training		University "Sts. Cyril and Methodius", Faculty of Philology "Blaze Koneski", Department of Macedonian Language and Literature
· Principal subjects/occupational skills covered		Macedonian Language and Literature
· Title of qualification awarded		Professor of Macedonian Language and Literature
· Level in national classification (if appropriate)		Graduated VII 1
· Dates (from – to)		2004
· Name and type of organization providing education and training		USAID- Slovenia
· Title of the training course		Secondary Education Activity
· Dates (from – to)		2001
· Name and type of organization providing education and training		SOROS - England
· Title of the training course		Active Learning Project in Secondary Education

Professional Experience		
· Dates (from – to)		March – May 2020
· Location		Gostivar, Macedonia
Company & reference person[1] (name & contact details)		CCC- Center for Competence & Certification Beti Delovska beti@basme.com.mk
· Position		Trainer
· Description		Training of teachers in primary and secondary schools in Gostivar on project management and ERASMUS Program. During the project were trained over 50 teachers from 6 schools in Gostivar.
· Dates (from – to)		September 2018 – June 2019
· Location		Macedonia
Company & reference person[2] (name & contact details)		CCC- Center for Competence & Certification Beti Delovska cks@cks.com.mk
· Position		Manager
· Description		WB and Ministry of Education and Science Project for skills development and support of innovation – training in soft skills of the teachers in VET schools. During the project, a training program for training in 7 different topics/modules (Skills for: organization, decision making, team work, project management, time management, and negotiation and presentation skills) was developed, and training to teachers (around 60) and students (around 100) from 2 VET schools were trained.
· Dates (from – to)		2019
· Location		Skopje, Macedonia

Company & reference person[3] (name & contact details)	UTMS, Faculty of HRM, Career Center Jana Kukeska j.kukeska@utms.edfu.mk
· Position	Trainer
· Description	Organization and implementation of seral workshops for teachers from elementary and high schools in Macedonia for: - Entrepreneurship and small business - The organizational skills of principal as a function to increase the efficiency of the school - Preparation of professional CV and motivation letter
· Dates (from - to)	April 2018 - August 2019
· Location	Macedonia
Company & reference person[4] (name & contact details)	MCA2000 Josko Ivanovski, PM Josko.ivanovski@gmail.com
· Position	Trainer
· Description	Balkan Mediterranean EU Project - INNOVENTER - Innovative Vocational Social Entrepreneurial Training - preparation of training materials for Social entrepreneurship, delivering training, promotional events, analysis of legislation. Training the representatives from 10 municipalities for social entrepreneurship together with other stakeholders (VET centers, universities and social enterprises).
· Dates (from - to)	2018
· Location	Skopje, Macedonia
Company & reference person[5] (name & contact details)	UTMS, Faculty of HRM, Career Center Jana Kukeska j.kukeska@utms.edu.mk
· Position	Trainer
· Description	Organization and implementation of seral workshops for teachers from elementary and high schools in Macedonia for Institutionalization of human resource management in the public sector
· Dates (from - to)	2018
· Location	Macedonia
Company & reference person[6] (name & contact details)	Women in the business world and management in the Republic of Macedonia, a published scientific project, University of Tourism and Management in Skopje, Aleksandar Dashtevski *a.dashtevski@utms.edu.mk*
· Position	Project methodology coordinator
· Description	Scientific research project on the place and role of women in the business world of the Republic of Macedonia. Management of the process of preparation of methodology.
· Dates (from - to)	2017
· Location	Skopje, Macedonia

Company & reference person[7] (name & contact details)	UTMS, Faculty of HRM, Career Center Jana Kukeska j.kukeska@utms.edu.mk
· Position	Trainer
· Description	Organization and implementation of seral workshops for teachers from elementary and high schools in Macedonia for: - Effective presenter skills - Career planning and development - Creating a professional resume - Human resource management in educational institutions - Human resource management information system
· Dates (from - to)	2016
· Location	Skopje, Macedonia
Company & reference person[8] (name & contact details)	UTMS, Faculty of HRM, Career Center Jana Kukeska j.kukeska@utms.edu.mk
· Position	Trainer
· Description	Organization and implementation of seral workshops for teachers from kindergartens, elementary and high schools in Macedonia for: - The role of professionals in human resource management in the child care institutions - The role of the director in the implementation of socially responsible activities in the organization - Importance of the formal education in creating competencies of the principals and professional associates of educational institutions
· Dates (from - to)	2015
· Location	Skopje, Macedonia
Company & reference person[9] (name & contact details)	UTMS, Faculty of HRM, Career Center Jana Kukeska j.kukeska@utms.edu.mk
· Position	Trainer
· Description	Organization and implementation of seral workshops for teachers from kindergartens, elementary and high schools in Macedonia for: - Preparation of a professional biography and letter of interest - Profile of a modern director of an educational institution - The leadership competencies of the school principal-factor for creating motivated staff
· Dates (from - to)	October 2011 - 2012
· Location	Macedonia
Company & reference person[10] (name & contact details)	BASME C&T Beti Delovska *basme@basme.com.mk*
· Position	Project coordinator

· Description		EU funded Project Mainstreaming of the National Agenda on CSR - Support to the National CSR Platform to increase awareness of corporate social responsibility in Republic of Macedonia. Training of around 500 participants of the following target groups: SMEs, NGOs, Public administration.
· Dates (from - to)		October 2009 - 2010
· Location		Macedonia
Company & reference person[11] (name & contact details)		WB - Project for Modernization of Education Antonie Onosimovski *aonosim@emp.gov.mk*
· Position		Project manager
· Description		Project for improving the capacities of the teachers in the primary schools in Macedonia. Management of the process of preparation and implementation of the project.
· Dates (from - to)		June 2008 - September 2009
· Location		Skopje
Company & reference person[12] (name & contact details)		BASME CT Beti Delovska beti@basme.com.mk
· Position		HRM expert
· Description		WB Project "Improvement of the efficiency of the Ministry of education and science" consists of analysis of the performance gaps and initial proposed measures for improvement in the ministry of education and science and preparation of Organizational Effectiveness Growth Plan and Monitoring and Evaluation plan, During the project, a detailed analysis of all the functions in the MOES was done and recommendations for improvement of the organizational effectiveness were proposed. Based on the results, comprehensive plans for development were prepared, and detailed procedures and guidelines were developed: Guidelines for: communication, task delegation, document management, staff appraisal, and training and HR development.
· Dates (from - to)		2002
· Location		International workshop on Management - Ohrid
Company & reference person (name & contact details)		Ministry of Education - Macedonia
· Position		Project manager and Trainer
· Dates (from - to)		2000 - 2001
· Location		International Action Research Project "One School - One Monument", awarded by the Counsil of Europe for 2001
Company & reference person (name & contact details)		Ministry of Education - Macedonia

· Position	Project manager and Trainer
· Position	Project Participant
· Dates (from – to)	1997 -1999
· Location	International Action Research Project "European Schools Network for Health Improvement" - Macedonia
Company & reference person (name & contact details)	Ministry of Education - Macedonia
· Position	Project manager and Trainer

International congresses and symposia	
· Dates (from – to)	June, 2018
· Location	Trenčíne, Slovakia
Company & reference person (name & contact details)	Trenčianska univerzita Alexandra Dubčeka v Trenčíne,
· Position	Presenter: Discrimination in employment based on political affiliation, (University Review, Vol. 12, 2018, No.1, p. 27-34)
· Dates (from – to)	June, 2012
· Location	Corfy, Greece
Company & reference person (name & contact details)	The 2nd Advances in Hospitality and Tourism Marketing & Management Conference
· Position	Presenter - "Corporate Responsibility and its connection to Organizational Responsibility of Leaders"
· Dates (from – to)	June, 2012
· Location	Solzopol, Bulgaria
Company & reference person (name & contact details)	IX International Scientific Conference " Management and Engineering' 12" Topic presented: Conflict in Family Business
· Position	Presenter
· Dates (from – to)	May, 2012
· Location	Skopje, Macedonia
Company & reference person (name & contact details)	University of Tourism and Management – Two day workshop – Management and Entrepreneurship
· Position	Trainee
· Dates (from – to)	June,2011
· Location	Solzopol, Bulgaria
Company & reference person (name & contact details)	IX International Scientific Conference " Management and Engineering' 11"
· Position	Presenter, Possessing the necessary managerial skills as a tool for successful project team
· Dates (from – to)	27-29th April. 2011
· Location	Skopje, Macedonia
Company & reference person (name & contact details)	The Second International Scientific Congress "The Influence of Tourism on Economic Development"
· Position	Organizing Committee, presenter (The Challenges of a Family Business) and moderator

· Dates (from – to)	3-5 November, 2010
· Location	Cyprus, Greece
Company & reference person (name & contact details)	ATLAS annual Conference 2010, "Mass turism VS niche turism" Limassol Cyprus
· Position	Business Ethics and social responsibility in t o urism
· Dates (from – to)	2010
· Location	Skopje, Macedonia
Company & reference person (name & contact details)	City of Skopje, European Day of Entrepreneur – Macedonia 2010
· Position	Presenter – "Family Business"
· Dates (from – to)	27th September 2010
· Location	University of Tourism and Management – Skopje, Macedonia
Company & reference person (name & contact details)	The International Congress of Tourisms and Management " The Challenges and Perspectives of the Tourism and Management" in honor of the International Day of Tourism
· Position	Presenter – "Emotionally Intelligent Organization"
· Dates (from – to)	2005
· Location	III International Conference " Management and Engineering ", Bulgaria
· Position	Presenter – "Connection of organizational climate with their effectiveness and efficiency"
· Dates (from – to)	2002
· Location	International pedagogical meeting "The teacher of the XXI century" - Ohrid
Company & reference person (name & contact details)	Ministry of Education - Macedonia
· Position	Presenter- "Management during the change"

Publications		
1	2025	Aleksandra Stoilkovska, Nevenka Stoeva, Beti Brsakovska*The Role of Geographic Education in Shaping Environmental Risk Awareness An Empirical Study of Upper Secondary Students Using Survey-Based* Analysis,GEO^3 Conference 2025 International Scientific Conference of the Institute of National Geography
2	2025	Aleksandra Stoilkovska, Biljana Trendafilova, Violeta Milenkovska, Human Resources, *Institutional Governance, and Spatial Inequalities in the Labor Market: A Comparative Perspective,* GEA Journal of geography, International journal, Volume 1, Number 1, une, 2025.
3	2025	Violeta Milenkovska, Aleksandra Stoilkovska, Gordana Badarovska, Artificial Intelligence in Educational Human Resource and Career Management, International Scientific Congress, ICON BEST
4	2025	Aleksandra Stoilkovska, Violeta Milenkovska, Gordana Badarovska, From Algorithmic Support to Institutional Responsibility: Artificial Intelligence in Educational Human Resource Management, International Scientific Congress, ICON BEST
5	2024	Aleksandra Stoilkovska, Marijana Stoilkovska, Gordana Badarovska. APPLICATION OF ELECTRONIC SYSTEMS IN FUNCTION OF INCREASED EFFICIENCY OF HEALTH ORGANIZATIONS, International Scientific Congress, ICON BEST, 2024
6	2024	Aleksandra Stoilkovska, Sasko Gramatnikovski, Todor Badarovski, Influence of the competitive environment on changing the competencies of human resources in the organization, International Scientific Congress,

		ICON BEST, 2024
7	2024	Jahi Jahija, Aleksandra Stoilkovska, Todor Badarovski, PUBLIC MANAGEMENT AS A NEW MODEL OF PUBLIC ADMINISTRATION, International Scientific Congress, ICON BEST, 2024
8	2024	Aleksandra Stoilkovska, Jahi Jahija, Todor Badarovski, The Management of Human Resources and the Provision of the Right to Security for Security at Work in Function of Work Efficiency, International Scientific Congress, ICON BEST, 2024
9	2024	Aleksandra Stoilkovska, Violeta Milenkovska, Gordana Serafimovic, Adapting Hybrid Work Models to Meet the Needs of Multigenerational Workforces, International Scientific Congress, ICON BEST, 2024
10	2024	Jana Ilieva, Aleksandra Stoilkovska and Aco Todosovski ENHANCING WORKPLACE ENVIRONMENT BY ADDRESSING MOBBING: IMPACTS ON MOTIVATION AND PRODUCTIVITY**,** Journal of Economics, Volume 15, No 1
11	2024	Aleksandra Stoilkovska, Marija Apostolova Nikolovska, Gordana Serafimovic, Mentoring of Employees aimed at Increased Enterprise, Journal of Economics, Volume 15, No 1, 2024
12	2022	Aleksandra Stoilkovska, Marija Stoilkovska-Bozioska, Contribution of virtual organizations to global development, International Scientific Congress, ICON BEST- 2022
13	2022	Aleksandra Stoilkovska, Gordana Serafimovic, Marijana Radevska, Managing employee perfectionism as a function of organizational performance development, International Scientific Congress, ICON BEST- 2022
14	2021	A. Stoilkovska, and M. A. Nikolovska SDG 1 2030 FOR ENDING POVERTY ‐ CAN ACHIEVE THIS GOAL IN THE BALKAN COUNTRIES? UTMS Journal of Economics, Vol. 12, No. 2, 2021, (EBSCO)
15	2020	Sasko Gramatnikovski, Aleksandra Stoilkovska, THE POSITIVE IMPACT OF OUTSOURCING IN THE HOTEL INDUSTRY, International Scientific Congress, ICON BEST- 2020
16	2020	Aleksandra Stoilkovska, Marija Apostolova Nikolovska, HR MANAGEMENT & LEADERSHIP SKILLS AND COMPETENCES, International Scientific Congress, ICON BEST- 2020
17	2019	Stoilkovska Aleksandra, Gramatnikovski Sashko, Gordana Serafimovic Positive Attitude Towards Business Ethics and Social Responsibility for Improving Corporate Image, UTMS Journal of Economics, Vol. 10, No. 1, 2019, (EBSCO)
18	2019	Milenkovska Violeta, Petrovska Julijana, Stoilkovska Aleksandra, The Influence of the Use of Power in Corporate Governance on the Socially Responsible Policies of a Competing Company, UTMS Journal of Economics, Vol. 10, No. 1, 2019, (EBSCO)
19	2018	Alexandra Stoilkovska, Violeta Milenkovska, Gordana Serafimovic, Discrimination in employment based on political affiliation, Trenčianska univerzita Alexandra Dubčeka v Trenčíne, University Review, Vol. 12, 2018, No.1, p. 27-34
20	2018	Aleksandar Dastevski, Jana Ilieva, Blagica Novkovska, Ljupka Naumovska, Aleksandra Stoilkovska, Angela Milenkovska, Gordana Serafimovic, Women in the business world and management in the Republic of Macedonia, a published scientific project, University of Tourism and Management in Skopje
21	2018	Natasha Janevska, Aleksandra Stoilkovska, The National Quakificitation Framework as a Tool for Lifelong and Career Development, International Scientific Congress, ICON BEST- 2018
22	2018	Aleksandra Stoilkovska, Aneta Markovska Ilievska, The Impact of the

		Self-assessment on the Career Development of Employees, International Scientific Congress, ICON BEST- 2018
23	2018	Aleksandra Stoilkovska, Miroslav Velkovski, Establishment of Talent Development System to Increase the Professional Skills of Employees, International Scientific Congress, ICON BEST- 2018
24	2017	Natasha Ristovska, Aleksandra Stoilkovska and Ivona Ravlikj, The Influence Of Foreign Direct Investment On The Economic Development. UTMS Journal of Economics, Vol. 8, No. 2 (pp. 141‐150), June 2017 (EBSCO)
25	2017	Aleksandra Stoilkovska, Gordana Serafimovic, Job Analysis As An Important Human Resources Management Function, International Refereed Scientific Journal, Vizyon, Gostivar, Volume 2 Issue 1, Jule 19, 2017
26	2016	Stoilkovska Aleksandra, Filip Petrovski, Gordana Serafimovic, Influence of Business Plan preparation to the Competitive Advantage of the Enterprise, V International Scientific Congress, ICON BEST- Global Tourism Challenges in 21st Century, 8th October 2016
27	2016	Stoilkovska Aleksandra, Gordana Serafimovic, The Evaluation System Of Employees In Function Of Improving Organizational Performance, V International Scientific Congress, ICON BEST- Global Tourism Challenges in 21st Century, 8th October 2016
28	2015	Gramatnikovski Sashko Stoilkovska Aleksandra, Gordana Serafimovic, Business Communication in function of improving the organizational culture of the company, UTMS Journal of Economics, Vol. 6, No. 2 December, 2015 (pp. 135-146), (EBSCO)
29	2015	Stoilkovska Aleksandra, Liljana Nasteska, Preparation of the Managers and Employees as a Form for Sucessful Enterprise, IV International Scientific Congress, ICON BEST - International Conference for Business, Economy, Sport and Tourism, October 9th to 11th, 2015.
30	2015	Stoilkovska Aleksandra, Julija Sekerova, Model for Preparing Staff Planning, IV International Scientific Congress, ICON BEST - International Conference for Business, Economy, Sport and Tourism, October 9th to 11th, 2015.
31	2015	Stoilkovska Aleksandra, Jana Ilieva, Valentina Mucunska Palevska, Awareness about Mediation as an Alternative Form of Dispute Resolution: Practices in the Republic of Macedonia, Internationa Journal of Cognitive Research in Science, Engineering and Education, Vol. 3, No. 1 (pp. 21-29), June 2015 (GIF global impact factor)
32	2015	Aleksandra Stoilkovska, Natasa Ristovska, Influence of Business Plan Preparation to the Competitive Advantage of the Enterprise, 1st International Congress on Economics and Business: New Economic Trends and Business Opportunities, 10-14 June 2015
33	2015	Jana Ilieva, Stoilkovska Aleksandra, Management of Prison Conditions as a Precondition for Better Socialization, 1st International Congress on Economics and Business: New Economic Trends and Business Opportunities, 10-14 June 2015
34	2015	Stoilkovska Aleksandra, Ristovska Natasha, Gramatnikovski Sashko,Innovative Business Models A Factor For Competitive Advantage Of The Companies, UTMS Journal of Economics, Vol. 6, No. 1 (pp. 135-146), June 2015 (EBSCO)
35	2015	Stoilkovska Aleksandra, Milenkovska Violeta, Ristovska Natasha, Intrapreneurial management approach: innovations and creativity as factors for sustainable development of the companies, SYLWAN Journal, Vol. 159, Issue. 6 (pp. 123-133), Warszawa, Poland, June 2015 (impact factor, Thomson Reuters)
36	2014	Gramatnokovski Sashko, Stoilkovska Aleksandra, Angelovski Konstantin, Increasing The Company`s Efficiency Via Supply Chain Management, XII International Scientific Conference Management and Engineering' 14, Sozopol, Bulgaria, 23-26. 06. 2014

37	2014	Davcheva Mimoza, Stoilkovska Aleksandra, Valentina Mucunska Palevska, Developing Strategic Management System With The Educational Organizations Towards Securing Higher Quality Management, XII International Scientific Conference Management and Engineering’ 14, Sozopol, Bulgaria, 23-26. 06. 2014
38	2013	Stoilkovska, Aleksandra, Violeta Milenkovska, and Gordana Serafimovic. 2013. The influence of family relations on decision making in family businesses. Special issue, UTMS Journal of Economics 4 (1): 17‐26.
39	2013	Stoilkovska, Aleksandra , Ace Milenkovski, Sashko Gramatnikovski, The Impact Of Corporate Social Responsibility On Long-Term Success Of Tourist Organizations, Novi Sad
40	2013	Aleksandra Stoilkovska, Violerta Milenkovska, Konstantin Angelovski, hical Management of Human Resources as a Way of Raising Awareness for Social Responsibility of the Employees, The Second International Scientific Conference, Employment, Education and Entrepreneurship (EEE, 2013) Belgrade, Serbia, 16-18 October, 2013
41	2013	Ace Milenkovski, Aleksandra Stoilkovska, “Managing Organizational E thics and Social Responsibility in Tourism Organizations”, The Third International Scientific Congress, ICON BEST 2013 University of Tourism and Management in Skopje
42	2013	Ace Milenkovski, Aleksandra Stoilkovska, Journal of Economics UTMS, The influence of the Competences of the Manager: Founder on the Success of the Organization, June 2013, Skopje Macedonia, Volume 4, Number 2, Publisher: University of Tourism and Management-Skopje, ISSN 1857-6982
43	2012	Stoilkovska, Aleksandra, Gordana Lazaroska, Communication processes, the place and role of emotions in negoritations, X nacionalna konferencija, Na putu ka znanja, Fakultet za menaxment, Sremski Karlovci, 28-29.09.2012
44	2012	Stoilkovska, Aleksandra, Gordana Lazaroska, Conflict in family businesses, Jubilee X International Scientific Conference Management and Engineering’ 12, Solzopol, Bulgaria, 17-20. 06. 2012
45	2012	Stoilkovska, Aleksandra, Gordana lazaroska, Corporate Responsibility and its connection to Organizational Responsibility of Leaders, The 2nd Advances in Hospitality and Tourism Marketing & Management Conference, Corfy, Greece, june, 2012
46	2012	Aleksandra Stoilkovska, The Challenges of a Family Business, UTMS Journal of Economic, Vol 2 no.2, p. 181 - 187
47	2011	Stoilkovska, Aleksandra, Gordana lazaroska, Possessing the necessary managerial skills as a tool for successful project team, Management and Engineering’ 11, IX International Scientific Conference, Collection of papers, Solzopol, Bulgaria, 2011
48	2011	Aleksandra Stoilkovska, The Challenges of a Family Business, The Influence of Tourism on Economic Development, Collection of papers, University of Turism and Management, Skopje, 2011, p. 245-250
49	2011	“Family Business” author Aleksandra Stoilkovska and Saso Merdzanoski, Publisher University of Tourism Management - Skopje
50	2010	Aleksandra Stoilkovska, PhD, Gordana Lazaroska, MsC International Conference of Tourism: Business Ethics and Social Responsibility in Tourism Organizations, Cyprus, Greece, May, 2010
51	2010	“Time Management” author Aleksandra Stoilkovska and Gordana Lazaroska, Publisher University of Tourism Management - Skopje
52	2010	“Business Ethics and social responsibility” author Aleksandra Stoilkovska and Beti Delovska, Publisher University of Tourism Management - Skopje

53	2010	“Human Resources Management” author Aleksandra Stoilkovska and Konstantin Petkovski, Publisher University of Tourism Management - Skopje
54	2010	“Business Negotiation” author Aleksandra Stoilkovska and Violeta Simjanovska Publisher University of Tourism Management - Skopje
55	2009	Aleksandra Stoilkovska, Emotionally Intelligent Organization, The International Congress of Tourisms and Management “The Challenges and Perspectives of the Tourism and Management”, University of Tourism and Management - Skopje, 27th September 2009
56	2009	“Project Management” author Aleksandra Stoilkovska and Sreten Miladinovski Publisher University of Tourism Management - Skopje
57	2005	Stoilkovska Aleksandra, “Connection of organizational climate with their effectiveness and efficiency” III International Scientific Conference Management and Engineering’05, Sozopol, Bulgaria, 2005
58	2005	“How to create healthy school climate” author Aleksandra Stoilkovska, Publisher Heracli Komerc - Bitola
59	2004	“Parthership with students’ parents as a factor to create a healthy school climate” - published text in “Obrazovni Refleksii “ no.3-4
60	2004	“The Principal’s Role in the preparation of the annual school’s curriculim vitae” -published text in “Prosveten Rabotnik” no. 917
61	2003	Tematic Tests in Macedonian Language for Eight Grade" -Marjan Kostovski, Aleksandra Stoilkovska, Rasko Lozanovski, Kostadinka Popovska, Publisher - Makedonska Iskra, Skopje
62	2003	Tematic Tests in Macedonian Language for Seventh Grade" - Stojanka Veljanovska, Aleksandra Stoilkovska, Rasko Lozanovski, Elica Kitanska, Publisher - Makedonska Iskra, Skopje
63	2003	Tematic Tests in Macedonian Language for Sixth Grade" - Aleksandra Stoilkovska, Valentina Petrova, Sonja Jovanovska, Snezana Velkova Publisher - Makedonska Iskra, Skopje
64	2003	“Tematic Tests in Macedonian Language for Fifth Grade" - Aleksandra Stoilkovska, Valentina Petrova, Kostadinka Popovska, Jagoda Serafimovska, Publisher - Makedonska Iskra,Skopje
65	2002	“New strategies to effective school” Aleksandra Stoilkovska, International pedagogical meeting "The teacher of the XXI century” - Ohrid
66	2010	Aleksandra Stoilkovska, PhD, Gordana Lazaroska, MsC International Conference of Tourism: Business Ethics and Social Responsibility in Tourism Organizations, Cyprus, Greece, May, 2010