

**Brief description of the monography
of Chief Assistant Professor Eduard Marinov, PhD.**

In connection with the competition for the occupation of the academic position “Associate Professor” in the field of higher education 3. “Social, business and legal sciences”, professional field 3.8. Economics (International Trade), promulgated in State Gazette, issue 83 of 22.10.2019. Dr. Marinov has presented as a monograph the book “Opportunities and Prospects for Bulgarian Trade Relations with the Sub-Saharan Africa Countries”.

In his monography Dr. Eduard Marinov presents to the readers a synthesized, yet comprehensive analysis of Bulgaria’s trade relations with Sub-Saharan African countries aiming to outline the opportunities for Bulgarian business revealed by this relatively unknown in our country region, which is quite neglected in the last decades.

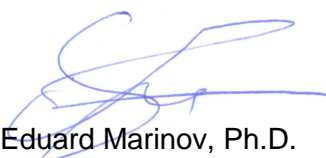
The aim of the publication is to identify the potential benefits and possible priority actions in the field of trade cooperation on the part of both Bulgarian companies and the government to redevelop trade relations with Sub-Saharan Africa in the context of the EU’s policy towards the region. In addition, the study aims to identify opportunities and support the state in formulating policies and instruments to achieve trade expansion on these markets. • To examine and evaluate the attitudes of Bulgarian business towards the opportunities and real trade relations between Bulgaria and Sub-Saharan African countries.

A short introduction presents the main features of the Sub-Saharan Africa region, after which the institutional structure of Bulgarian trade relations with Sub-Saharan Africa and in particular the new framework of the EU’s trade relations with the region are summarized. The book presents the results of the analysis of the trade relations of Bulgaria with the Sub-Saharan countries, including a study of the dynamics of trade, a comparative analysis with the EU and other Central and Eastern European countries, a detailed research of the commodity and geographic structure of trade for the 2003-2015 period. Then, based on a representative survey of 1000 Bulgarian companies, the author introduces a synthesized profile of Bulgarian companies trading with Sub-Saharan Africa, as well as of those who are interested in the region. The next part describes the results of systematic in-depth interviews with representatives of companies having real foreign trade relations with countries in the region in order to deepen and specify the results obtained in previous parts and formulate adequate recommendations to the business and the state. The last, concluding part summarizes the most important analytical results of the survey, and presents some recommendations regarding the possibilities for improvement of the policy towards the region by the Bulgarian companies as well as by the government.

The book has been developed to provide in a systematic and comprehensible way information of the current state and the prospects of Bulgarian foreign trade relations with Sub-Saharan African countries to politicians, government officials, business representatives, the academic community and the general public.

In October 2017, the book received an award for excellent project in the field “Human and Society” within the Young Scientists Support Program of the Ministry of Education and Science and the Bulgarian Academy of Sciences.

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Eduard Marinov, Ph.D.