

## CURRICULUM VITAE (CV)

<b>Name, Surname:</b>	Giorgi Khishtovani, PhD
<b>Country of Citizenship/Residence</b>	Georgia

### Education:

- Doctoral Studies (Dr. rer. Pol.), University of Bremen, Faculty of Business Studies and Economics (2011-2014)  
Doctoral Thesis: "The Transformation of Governance Structures in Georgia, 2003-2012"
- Master of Law (LL.M.), Major: Entrepreneurial Law, University of Trier, Faculty of Law (2008-2009)  
Master's Thesis: "Mergers and Acquisitions Warranty Rights"
- Master of Economic and Social Studies, Major: Finance and Investments, University of Trier, Faculty of Business Administration and Economics (2005-2008)  
Master's Thesis: "Critical Analysis of "Discounted Cash-Flow"-Method"
- B.A. in Business and Law, Georgian Technical University (2000-2005)  
Student Exchange Year, Leuphana University, Germany (2003-2004)  
Bachelor's Thesis: "Activities of International Financial Institutions in Developing Countries"

### Employment record on academic positions:

Period	Employing organization and your title/position. Contact info for references	Country	Summary of activities performed
12/2016-present	Iliani Business School, Iliia State University  Associate Professor and Head of "Finance and Investment" Department	Georgia	- Teaching classes in Finance and Investment on BA and MA levels: <ul style="list-style-type: none"> <li>• Firm Valuation,</li> <li>• Fundamentals of Financial Management,</li> <li>• Advanced Finance,</li> <li>• Insurance Business Cases,</li> <li>• Regulatory Impact Assessment (RIA)</li> <li>• Foundations of Business</li> </ul>
09/2015-12/2016	Department of Finance, Caucasus International University, Georgia  Associate Professor	Georgia	- Teaching classes in Finance and Investment: <ul style="list-style-type: none"> <li>• Public Debt Management</li> <li>• Investment Management,</li> <li>• Introduction in Financial Analysis</li> </ul>
03/2015-07/2017	Faculty of Business Studies and Public Administration, Robakidze University, Georgia  Visiting Professor	Georgia	- Teaching classes in Finance: <ul style="list-style-type: none"> <li>• Financial Analysis,</li> <li>• Securities and International Financial Markets,</li> <li>• Introduction in Risk Management</li> </ul>
03/2016-12/2016	Iliani Business School, Iliia State University, Georgia	Georgia	- Teaching classes in Finance and Investment: <ul style="list-style-type: none"> <li>• Firm Valuation,</li> <li>• Insurance Business Cases</li> </ul>

	Visiting Professor		
10/2011-12/2014	Department of Accounting and Control University of Bremen  Research Fellow	Germany	- Areas of research included: <ul style="list-style-type: none"> <li>• capital market research,</li> <li>• financial development,</li> <li>• international investments</li> </ul>

**Employment record on managerial positions:**

Period	Employing organization and your title/position. Contact info for references	Country	Summary of activities performed
07/2017-present	Policy and Management Consulting Group (PMCG)  Research Director  PMC Research Center (PMC RC)  Research Director	Georgia	<ul style="list-style-type: none"> <li>• Overall management and quality control of research and evaluation projects</li> </ul>
11/2017 – 06/2018	Policy and Management Consulting Group (PMCG)  Acting Director of Policy Advising	Georgia	<ul style="list-style-type: none"> <li>• Overall management of policy advising projects, including active communication with relevant decision-makers and stakeholders</li> <li>• Overall management and methodological oversight of policy evaluation projects</li> </ul>
07/2015–07/2017	National Science Foundation of Georgia  Director of Grants and Programs	Georgia	<ul style="list-style-type: none"> <li>• Responsible for the development, announcement, monitoring and evaluation of grants and programs</li> </ul>
01/2015–07/2015	Institute for Development of Freedom of Information (IDFI)  Head of Research	Georgia	<ul style="list-style-type: none"> <li>• Management and quality control of research projects</li> </ul>
12/2014–01/2015	Institute for Development of Freedom of Information (IDFI)  Acting Director	Georgia	<ul style="list-style-type: none"> <li>• Overall management of organisational projects and activities</li> </ul>
12/2009-10/2011	Faculty of Economics and Business Administration Tbilisi State University (TSU)  Deputy Dean	Georgia	<ul style="list-style-type: none"> <li>• Responsible for international relations and the study process</li> </ul>

10/2004– 09/2005	Human Resource Management Department TBC-Bank  Database Manager	Georgia	<ul style="list-style-type: none"> <li>Database management</li> </ul>
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**Short-term consultant, sector expert and researcher assignments:**

Period	Employing organization and your title/position. Contact info for references	Country	Summary of activities performed
10/2019 – present	Business Association of Georgia (BAG)  Senior Researcher / Team Leader	Georgia	<ul style="list-style-type: none"> <li>Team Leader under the project “BAG Index”. The purpose of the project is preparation of survey design, sampling of enterprises to be interviewed, questionnaire design, management of the data collection process on monthly basis, survey data analysis and the preparation of the research outputs – quarterly publication of <i>BAG Index</i> and <i>Employment Barometer</i> and biannual publication of <i>BAG Investment Survey</i>.</li> </ul>
02/2019- 09/2019	Ilia State University  Senior Researcher / Team Leader	Georgia	<ul style="list-style-type: none"> <li>Team Leader under the EU-funded project “Defining Functional Regions and Determining Leading Economic Sectors in Kakheti (Georgia)”. The purpose of the research was to define functional regions in the administrative region of Kakheti in Georgia, identify leading economic sectors and subsectors, analyse their competitive advantages in the functional regions and elaborate recommendations for their further development</li> </ul>
03/2019- 08/2019	The State Commission on Migration Issues in Georgia  Senior Researcher / Team Leader	Georgia	<ul style="list-style-type: none"> <li>Research team consisting of 3 researchers worked on the applied research project “Labor Migration from Georgia and Private Employment Agencies in Georgia” aiming to examine the work of employment agencies in Georgia. The main objective of the research was to examine the work of employment agencies operating in Georgia with an emphasis on the services provided to job-seekers and employers, to study the contractual obligations taken by different parties, and to inspect the protection of labor rights in the migration process. As a result of this research, we have revealed the trends and characteristics of labor migration facilitated by employment agencies in Georgia and have produced recommendations for the better protection of citizens’ rights in the migration process as well as better alignment of labor migration trends with the developmental needs of Georgia.</li> </ul>

07/2018 – 06/2019	International Finance Corporation (IFC)  Short-term Consultant for Investment Policy and Competitiveness	Georgia	<ul style="list-style-type: none"> <li>• Conducting investment incentives inventory for Georgia</li> </ul>
09/2018- 11/2018	Actions Against Hunger  Senior Researcher / Team Leader	Georgia	<ul style="list-style-type: none"> <li>• Research team consisting of 6 researchers worked on the applied research project “The regional market assessment in Georgia using components of Smart Specialization”. The general objective of the research was to assess the private business sector in Tbilisi and five target municipalities within Kvemo Kartli and Samegrelo-Zemo Svaneti regions. The most concentrated and competitive sectors of the targeted regions were identified and studied. The market assessment provided information on business trends, gaps in the employment market and key private sector actors as well as opportunities for synergies and linkages.</li> </ul>
08/2018- 09/2018	Emerging Markets Forum  Senior Researcher / Team Leader	Georgia	<ul style="list-style-type: none"> <li>• Research team consisting of 4 researchers has prepared a country note on the Belt and Road Initiative (BRI) in the South Caucasus (Georgia, Armenia, and Azerbaijan).</li> </ul>
08/2018 – 09/2018	The World Bank  Short-term Consultant for Human Capital Development	Georgia	<ul style="list-style-type: none"> <li>• Consulting the Government of Georgia (GoG) in drafting the human capital development country strategy</li> </ul>
06/2018- 03/2019	Asian Development Bank Institute (ADBI)  CAREC Institute  Researcher / Team Leader	Japan, China, Georgia	<ul style="list-style-type: none"> <li>• Team Leader under the ADBI and CAREC Institute funded project “Leveraging SME Finance through Value Chains in CAREC Countries”. The aim of the research was to study the challenges facing SMEs in Georgia in terms of access to finance. The research were focused on identifying barriers to SME finance in Georgia, assessing the status of the financial knowledge of SME managers and the status of domestic and global value chains in Georgia, analysing the opportunities of SMEs in Georgia to link with both domestic and global value chains, assessing value chain financing in Georgia and policies promoting SME finance</li> </ul>

05/2018-10/2018	Kutaisi University Senior Researcher	Georgia	<ul style="list-style-type: none"> <li>Senior researcher under the EU-funded project “Kutaisi and its Adjacent Areas Competitiveness Study”. The objective of the applied research was to facilitate the competitiveness of Kutaisi and its adjacent areas through identifying and studying its most competitive economic sectors. Tourism sector was identified in Kutaisi as the most competitive sector and value chain analysis (VCA) of this sector was undertaken</li> </ul>
05/2018-10/2018	Ilia State University Senior Researcher / Team Leader	Georgia	<ul style="list-style-type: none"> <li>Senior researcher under the EU-funded project “Tbilisi and its Adjacent Areas Competitiveness Study”. The objective of the applied research was to facilitate the competitiveness of Tbilisi and its adjacent areas through identifying and studying its most competitive economic sectors. Hospital sector was identified in Tbilisi as the most competitive sector and value chain analysis (VCA) of this sector was undertaken. Besides, the policy paper “Analysing Competitiveness of the Hospital Sector and its Value Chain in the City of Tbilisi – Using Smart Specialisations Methodology Components” has been prepared under this assignment</li> </ul>
02/2018 – present	PMC Research Center and Ifo Institute for Economic Research  Team Leader	Georgia	<ul style="list-style-type: none"> <li>Team Leader under the project “<i>Georgian Economic Climate</i>”. The purpose of the project is selection of local economic experts to be polled, analysis of survey findings and production of the quarterly publication “<i>Georgian Economic Climate</i>” based on quantitative data analysis.</li> </ul>
09/2017-06/2019	European Commission Principal Investigator / Team Leader	Georgia	<ul style="list-style-type: none"> <li>Research team consisting from 6 researchers and various peer-reviewers has identified priority products in seven regions of Georgia and conducted value chain analysis (VCA) of seven agricultural products for each region</li> </ul>
09/2016–03/2018	Joint Project of Institute of Administrative Science at Tbilisi State University and Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ)  Co-author	Georgia	<p>Co-authored two chapters of the <i>Handbook of Public Administration in Georgia</i>:</p> <ul style="list-style-type: none"> <li>Public Finances and Budget</li> <li>Public Service</li> </ul>
07/2015-11/2015	GIZ Team Leader		<ul style="list-style-type: none"> <li>Managed team of consultants to conduct Regulatory Impact Assessment (RIA) of the Employment Mechanism in the framework of GIZ supported project</li> </ul>

04/2015-10/2015	PMC Research Center and Konrad Adenauer Foundation  Consultant	Georgia	<ul style="list-style-type: none"> <li>Review relevant applications under the project "Public Policy Discourse Panel: Policy Research for Sustainable Economic Development"</li> </ul>
12/2014-07/2015	Institute for Development of Freedom of Information (IDFI) and Parliament of Georgia (UNDP funded project)  Consultant	Georgia	<ul style="list-style-type: none"> <li>Supporting Parliament of Georgia Involvement in Open Government Partnership (OGP) Initiative</li> </ul>
09/2014-02/2015; 07/2015-02/2016	University of Bremen and Institute for Development of Freedom of Information (IDFI)  Manager of the Project „Strategic Plan Georgia 2020 – Strengthening Public Involvement“	Georgia	<ul style="list-style-type: none"> <li>- Project management,</li> <li>- Staff management,</li> <li>- Stakeholder communication</li> <li>- Budget monitoring</li> <li>- Writing policy briefs,</li> <li>- Conducting public discussions,</li> <li>- Delivering lectures in universities</li> </ul>
09/2014-11/2014	The National Agency for Cultural Heritage Preservation  Consultant	Tbilisi, Georgia	<ul style="list-style-type: none"> <li>Conduct consultant activities on selected projects</li> </ul>

#### Voluntary activities:

Period	Employing organization and your title/position. Contact info for references	Country	Summary of activities performed
11/2018 – present	Higher Authorization Council of the Vocational Education Institutions  Member	Georgia	<ul style="list-style-type: none"> <li>The council is awarding authorization to the Georgian Vocational Education Institutions and accreditation to the programs implementing by the Georgian Vocational Education Institutions and Higher Education Institutions;</li> </ul>
08/2017– present	National Science Foundation of Georgia  Expert	Georgia	<ul style="list-style-type: none"> <li>Review of project and grant applications in economics and business administration</li> </ul>
09/2015–07/2017	Horizon 2020, the EU Framework Programme for Research and Innovation	Georgia	<ul style="list-style-type: none"> <li>Act as a country national contact point (NCP)</li> </ul>

	ERC National Contact Point (NCP) in Georgia		
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### Teaching Experience:

**MBA/MSc:** Regulatory Impact Assessment (03/2019 – present), Fundamentals of Financial Management (03/2017-08/2019), Firm Valuation (10/2016-07/2018), Advanced Finance (10/2017-07/2018), Insurance Business Cases (03/2015-07/2015), Ilia State University

Economics of Education (03/2017-07/2017)  
Georgian National University

Securities and International Financial Markets (03/2015-07/2015; 03/2016-07/2016; 03/2017-07/2017), Financial Analysis (10/2015-02/2016; 10/2016-02/2017), Grigol Robakidze University

Public Debt Management (03/2015-07/2015; 03/2016-07/2016), Investment Management (03/2015-07/2015), Caucasus International University

Master Thesis Supervisor (05/2016-09/2016)  
Bank of Georgia University

**BA:** Foundation of Business (09/2019-present)  
Ilia State University

Introduction in Financial Management (09/2018-present)  
Ilia State University

Introduction in Financial Analysis (10/2015-02/2016)  
Caucasus International University

Introduction in Risk Management (03/2015-07/2015)  
Grigol Robakidze University

Introduction to Financial Accounting (10/2011-02/2014)  
University of Bremen

### Publications:

(2019) “Connectivity, Trade and Financial Integration of the South Caucasus Via the Belt and Road Initiative (BRI)”, In: Caucasus Analytical Digest No. 11 (October 2019), pp. 3-9 (together with Mariam Zabakhidze, Rezo Beradze and Irakli Gabriadze)

(2019) “Identification of functional regions and their competitive advantages in Kakheti, Georgia, Co-author (together with Maya Komakhidze, Sopo Basilidze, Samo Drobne, Miha Konjar, Nino Pataraiia)

(2019) “China's Belt and Road Initiative: Potential Transformation of Central Asia and the South Caucasus”, SAGE Publishing, Co-author (author of the chapter: “The Belt and Road Initiative in the South Caucasus” (together with Mariam Zabakhidze, Rezo Beradze and Irakli Gabriadze))

- (2019) "Labor Migration from Georgia and Sectoral Analysis of Private Employment Agencies in Georgia", Co-author (together with Maya Komakhidze and Ani Zurashvili)
- (2019) "Leveraging Small and Medium-Sized Enterprise Finance Through Value Chains in Georgia", ADBI Working Paper Series No. 968 (together with Mariam Saghareishvili and Sopo Basilidze), <https://www.adb.org/sites/default/files/publication/508716/adbi-wp968.pdf>
- (2019) "The Belt and Road Initiative in Central Asia and the South Caucasus", Conference Paper, Emerging Markets Forum 2019 Eurasia Meeting, Co-author (author of chapter: "The Belt and Road Initiative in the South Caucasus" (together with Mariam Zabakhidze, Rezo Beradze and Irakli Gabriadze))
- (2019) „Sectoral Analysis of Regional Markets in Georgia by Using the Components of Smart Specialization”, Co-author (together with Sopo Basilidze and Giorgi Babunashvili)
- (2018) "Analyzing Competitiveness of the Hospital Sector and its Value Chain in the City of Tbilisi – Using Smart Specializations Methodology Components" (together with Nino Patariaia, Sopo Lebanidze, Lasha Kavtaradze, Sopo Basilidze, Tatuli Dushuashvili)
- (2018) "The Assessment of Competitiveness of Kutaisi and It's Surrounding Areas" (together with Collogues from Kutaisi University and Grigol Robakidze University)
- (2018) "Handbook of Public Administration in Georgia", Co-author (Author of chapters: *Public Finances and Budget, Civil Service*)
- (2016) "Transformation von Governance-Strukturen in Georgien, 2003-2012", Hamburg, Verlag Dr. Kovac (<http://www.verlagdrkovac.de/978-3-8300-8735-9.htm>)
- (2014) Predicted Financial Impact of the Health Care Reforms on Private Insurance Companies between 2006-2013 in Georgia - The Case of "Aldagi-BCI", in: *Economics and Business* (TSU), #2, pp. 115-138, March-April
- (2013) The Tariffs Guidance of Multiplex Operator Access to Digital Terrestrial Broadcasting Network, Working Paper, IDFI
- (2012) Corporate Political Responsibility (CPR) and its Impact on Firm's Financial Performance -Case of Georgian Insurance Sector, in: *Economics and Business* (TSU), #5, Sep.-Oct. 2012, pp. 157-182 (together with Erekle Pirveli)(go to following Link for Working Paper in English: <http://www.idfi.ge/?cat=researches&lang=en&topic=57&header=>)
- Capital Market Development in Georgia, in: *Economics and Business* (TSU), #6, Nov.-Dec. 2012, pp. 79-91(go to following Link for Working Paper in English: <http://www.idfi.ge/?cat=researches&lang=en&topic=58&header=>)

### **Trainer's Experience:**

- (2016) "Training Course in Report Writing for State Audit Office of Georgia's Auditors" organized by State Audit Office of Georgia (SAOG) in the framework of the World

Bank financed project “Advancing Public Participation in the Audit Process in Georgia” (May-June, 2016)

- (2015) Training courses for local Civil Society Organizations “State Budget – planning, programs and audit” organized by “The Centre for Strategic Research and Development for Georgia” (CSRDG) in the framework of the project “Empowering local organizations for cooperation in the decision-making process” (July-September, 2015)
- (2015) Training courses for students “Georgian System of Market Economy, 2003-2012” and “Financial Development in Georgia, 1990-2012”, Ilia State University and Tbilisi State University
- (2011) Training course for administrative staff “Campus Management System - NOAH”, Tbilisi State University
- (2010) Training Course for administrative staff “Introduction in Campus Management System”, Tbilisi State University

### **Workshops, Conferences, Educational Programs:**

- Regulatory Impact Assessment (RIA) for Sustainable Development Agenda 2030, TOT III, Giz – Program Legal Approximation towards European Standards in the South Caucasus, Tbilisi, Georgia, 6/11/2017-9/11/2017
- Regulatory Impact Assessment (RIA) for Sustainable Development Agenda 2030, TOT II, Giz – Program Legal Approximation towards European Standards in the South Caucasus, Tbilisi, Georgia, 20/10/2017-23/10/2017
- Regulatory Impact Assessment (RIA) for Sustainable Development Agenda 2030, TOT I, Giz – Program Legal Approximation towards European Standards in the South Caucasus, Tbilisi, Georgia, 2/10/2017-5/10/2017
- Career Integration Fellows Teaching Principles and Practices for Economics Course, CERGE-EI, 2017, Prague, Czech Republic
- Leadership Academy for Development (LAD), Stanford CDDRL, Ilia State University and EPRC, Case Teaching and Case Writing Workshop, 27-28 February, 2017
- Uppsala Centre for Russian and Eurasian Studies (Uppsala University), “A Decade of Georgian Reforms: Miracle or Mirage?”, Title of the Paper: “Healthcare reform as a mirror image of state economic policy developments in Georgia between 2003 and 2012”, in Uppsala (Sweden), 11-12 December 2015
- Regional Studies Association (RSA) European Conference 2014, Title of the Paper: "Limits of Financial Globalization and its Impact on Small Trade in Post-Soviet Cities", in Izmir (Turkey), 15.-18. June, 2014
- Open World Program, Open World Leadership Center, in Washington, DC and Chicago, IL, 03.-13. February 2010
- StarConference Central and East Europe 2010, in Bila Tserkva (Ukraine), 22.-26. February 2010

**Language Skills:** Georgian – Native, English – Advanced, German – Advanced, Russian - Advanced

### **Contact information:**

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