

ILIR R. HAJDINI



Wien 1200, Austria
| 0043 650 998 2383 |
ilir.hajdini@univie.ac.at

EDUCATION AND TRAINING

- 2011 – 2017 **PhD in Management at University of Vienna, Vienna, Austria**
Course work successfully finished up to date includes: Management Decision Making, Panel-micro-econometrics, Applied Econometrics, Advanced Econometrics, Micro-economics, Statistics for Social Sciences, Philosophy of Science, Interdisciplinary Knowledge Lab: Observing, Reflecting and Creating Radically New Knowledge, Multivariate Business Statistics, Theory of Networks, Experimental Methods, Advanced Optimizations, Structural Equations Modeling and five PhD seminars.
PhD Thesis: Control In Franchise Networks
- 2007 – 2009 **MSc in International Management at University of Sussex, Brighton, United Kingdom**
Course work includes: International Business, Managing Technology in Global Environment, Global Management, Innovation Management, Research and Scientific Methods, and Managing and Working Across Cultures.
Master Thesis: Innovation Management: The Leadership Role of the CEO. High Tech Companies of Yahoo and Google Cases.
- 2004 – 2007 **BA in Business Administration at University for Business and Technology, Prishtina, Kosova**
Major: Macro-economics
- 2000 – 2004 **High School of Natural and Mathematical Sciences at Sami Frasheri, Prishtinë, Kosova.**

SCIENTIFIC WORK EXPERIENCE

- 2015 - 2017 **Research fellow**
Prae-doc research fellow at the **University of Vienna** (Austria), Faculty of Business, Economics and Statistics, funded by the **Austrian Science Fund** on the topic: "Control and Ownership in Franchising Networks"
- 2014 – 2015 Prae-doc research fellow at the **University of Vienna** (Austria), Faculty of Business, Economics and Statistics, contracted based on the fund by the **Anniversary Fund of the Austrian National Bank** on the topic: "The governance structure of the international franchise firm"

TEACHING EXPERIENCE

Lecturer

- Since 2014
- **University of Vienna** (Austria), Faculty of Business, Economics and Statistics,
 1. International Strategy and Organization: Advanced Topics (for bachelor and master students)
 2. Organization of the International Firm (for bachelor and master students)
- 2008-2011
- **American School of Kosova** (Kosovo),
 1. Microeconomics, 2. Macroeconomics, and
 3. Marketing.

PRACTICAL MANAGERIAL EXPERIENCE

- 2010-2011
- Marketing and Sales Director at the Executive Office at the Steel NewCo IMK Pipe Factory in Ferizaj, Kosova**
- Responsibilities included: marketing and sales planning, international market research, business to business customer relations, product development and pricing, advertising and other promotion strategies.
- 2009-2010
- Sales Supervisor at IPKO Slovenian Telecommunications Company in Kosova**
- Responsibilities included: sales supervision and long term sales planning, human resources policy co-designing, performance evaluation of employees, sales forecasting and targeting, cost projections and finance planning, retail advertising and promotion strategies.
- 2006-2007
- Admissions and training officer assistant at University for Business and Technology, Prishtina, Kosova.**
- Responsibilities included: selecting the demanded training programs for Kosova business community, conducting market research, market segmentation and media targeting strategies (e.g. media selection, content and promotion planning and timing). Additional tasks included: student application processing, evaluation and communication of results.
- Trainings included: efficient selling, quality management, risk management, stress management, project management, and procurement.
- 2006-2006
- Support Staff and Counselor at Camp Starfish, in New Hampshire, United States of America.**
- The summer camp trainings and practical work was dedicated to emotionally, behaviorally, and learning challenged teenagers. Trainings and know-how transfer was the main objective.
- 2004-2006
- Students' Government Representative at University for Business and Technology, Prishtina, Kosova.**
- Advocate students' rights as well as communicate their requirements to the University Dean.

COMPUTER SKILLS AND LANGUAGES

- Albanian – mother tongue
- English – excellent spoken and written
- German – intermediate
- Microsoft Office (Word, Excel, Power Point, Access, Outlook, Publisher)
- **Statistical software:** STATA, SPSS, AMOS, Smart PLS, LIZREL

PUBLICATIONS AND PRESENTATIONS AT INTERNATIONAL CONFERENCES

Publications

- Hajdini, I., Klapper, H., Rommer, P., & Windsperger, J. (2017). Control and Performance in Franchising Networks. In Management and Governance of Networks (pp. 35-56). Springer International Publishing.
- Raha, A., Hajdini, I., Windsperger, J (2017). Going beyond the Dyadic Ties in Franchise Systems: A Stakeholder Approach” (under review)
- Hajdini, I., Windsperger, J (2016). Real Options in Franchising: Application of Transaction Cost and Real Option Theory (under review)
- Hajdini, I., Jell-Ojober, M., Windsperger, J (2016). The Choice between Equity and Non-equity Modes in International Franchising (Working paper).
- Hajdini, I., Raha, A., Windsperger, J (2016). Vertical Restraints in Franchise Contracts: Determinants of Contractual Complexity (Working Paper).
- Hajdini, I., (2016). Performance Consequences of Vertical Restraints in Franchise Networks (Working Paper).
- Hajdini, I. (2012). Intertemporal Choices in Management Decision Making: Discounted Utility, Hyperbolic and Quasy-Hyperbolic Models. Available at: <http://www.grin.com/en/e-book/202566/intertemporal-choices-in-management-decision-making>

International Conferences and Workshops

- “The Moderating Role of Control in Network Performance” at the 6th International Conference on Economics and Management of Networks (EMNet), 21-23 of October 2013, Agadir, Morocco.
- “Control and Performance in Franchise Networks” at the 7th International Conference of the School of Economics and Business, 13-14 of October, 2014, Sarajevo, Bosnia and Herzegovina.
- “The Choice Between Equity and Non-equity Modes in International Franchising” at the International Workshop on Franchising and Distribution Networks in Emerging Countries, 12-13 of May, 2016, University of Lion (Jean Monnet), Saint Etienne, France.
- “Real Options in Franchising: Application of Transaction Cost and Real Option Theory” at 30th Annual ISoF Conference, 9-11 of June, 2016, University of Groningen, Groningen, Netherlands.
- “Going beyond the Dyadic Ties in Franchise Systems: A Multilateral Approach” at the 31st Annual ISoF Conference, 7-10, 2017, Georgia State University, Atlanta, United States of America.
- “Determinants of Vertical Restraints in Franchise Contracting” at the 31st Annual ISoF Conference, 7-10 of June, 2017, Georgia State University, Atlanta, United States of America.
- “Assignment of Call Option Rights In Franchise Contracts: A Transaction Cost and Real Option Perspective” at the 31st 21st Annual Conference of the Society for Institutional & Organizational Economics, 23-25 of June, 2017, Columbia University, New York, United States of America.

RECOGNITIONS AND RESEARCH INTERESTS

Recognitions

- Best Graduate Paper Award issued by the International Society of Franchising for the paper titled “Real Options in Franchising: Application of Transaction Cost and Real Option Theory”.
- UBT (The University for Business and Technology) prize for best final year performance in Management, Business and Economics department.
- The title ‘UBT Ambassador’ for the outstanding contribution to promote the University for Business and Technology.
- The AKJ (Austria and Kosova Jury) second award in the UBT business plan competition.

Research Interest:

- **International and Strategic Management,**
- **Organization Design of Plural and Hybrid Governance Forms,**
- **Theory of Networks and Clusters,**
- **Corporate Governance and Finance.**