

## **Agnieszka Klucznik Toro PhD**

### **Work History**

International Center for Entrepreneurship (ICE)                      Oct 2010 – Present Wrocław, Poland

founder, general manager

1. Founder and general manager,
2. Entrepreneurship consultancy,
3. HRM, Mentoring, Recruitment,
4. Research on student internship, entrepreneurship, labour market
5. Trainer of professionals,
6. Publisher, editor and opponent of scientific publications.

Business sector: Professional, scientific and technical activities

International Study Program, Corvinus University of Budapest   Feb 2011 – Present

Budapest, Hungary

visiting professor

Lecturer of Macroeconomics (e.g. Long-Run Growth, Monetary Policy, Banking System, Employment, Inflation, International Trade, Comparative Advantage, and Protectionism, Economic Growth in Developing and Transitional Economies)

Budapest College of Communication, Business and Art (BCCB)                      Nov 2007 - Aug 2012

Budapest, Hungary

docent / associate professor

Lecturer of the subjects:

1. Entrepreneurship - introduction as a new course (e.g. Opportunity Recognition, Generating Business Ideas, Feasibility Analysis,

Business Planning, Industry and Competitor Analysis, Effective Business Model, Proper Ethical and Legal Foundation, Building a Team, Financing, Marketing Issues, Intellectual Property, Challenges of Growth)

2. International Economics and Management (e.g. Trade Patterns, Scale Economies),

3. EU Economics (e.g. Growth Effects, Capital Market Integration, European Monetary System),

Leader of the projects (e.g. IHEPI2010, IHEPI2009)

Coordinator of international projects on behalf of BCCB (e.g. Erasmus Intensive Summer Courses, Praxis Center for Excellence, Leonardo da Vinci-Transfer of Innovation)

Initiator of international exchange programs (e.g. with University of Luxembourg, Linneus University)

Opole University of Technology      Nov 1997 - Sep 2007

Opole, Poland

lecturer

Lecturer of the subjects:

1. Economics:

- Microeconomics (e.g. Theory of Enterprises, Analyses of Consumer Behaviour, Market Structures and Resource Allocation),

- Macroeconomics (e.g. Calculations of Domestic Products, Monetary Policy, Banking System, Employment, Theory of Economic Growth, Aggregate Demand and Supply, Inflation, Tax System),

2. Business Planning,

3. Integrated Systems of Management (after graduation from the the Academy of SAP R/3 in Finance and Controlling at the SAP Training Center).

Izmir University of Economics (IUE)    Sep 2006 - Jun 2007

Izmir, Turkey visiting professor

Lecturer of Economics

## **Education**

Warsaw University of Technology

Ph.D., in management

The specialisation of the doctoral studies: Management of Production, Transfer of Technology, Productivity, Technological Innovations.

The Ph.D. thesis focused on the relationship between higher education and the changing demands in the labour market dimension of the knowledge-based economy.

Opole Technical University

MA engineer, management

The diploma thesis focused on auditing in a multinational manufacturing company and concentrated on the cost reduction innovation.

The last 2 years of study organized within an Individualized Education Plan (IEP) at 2 faculties simultaneously: Faculty of Management and Faculty of Electrical Engineering, Automatic Control and Informatics.

### **Successful scholarships and grants:**

1. International Visegrad Found (IVF)
2. International Association of Technology, Education and Development (IATED)
3. Steinbeis Europa Centrum, Germany
4. International Visegrad Found and the Danube Rectors' Conference
5. Deutsch Ministerium Für Wissenschaft, Forschung und Kunst, Germany
6. Centre International de Formation Europeenne (CIFE) and European House in Opole, Poland
7. Warsaw University of Technology, Poland

### **Research achievements**

1. Entrepreneurship, e.g. literature review, women`s entrepreneurship,
2. Human aspect of innovation: the relationship between higher education, labour market and innovation,
3. Relationship between labor market and higher education of engineers, e.g. labor market forecasting for highly qualified workers,
4. Internship, e.g. legal regulations, organizational forms, internationalization, etc.