




Workshop Scenario

"SUSTAINABLE DEVELOPMENT AND ENTREPRENEURSHIP IN MARITIME SERVICES"


 **Date:** 13 May 2025

 **Time:** 10:00 (coffee and sweet stories)

 **Location:** Conference Hall "NATO", Nikola Vaptsarov Naval Academy

 **Start of the discussion:** 10:30 a.m.

SEMINAR SCENARIO

 **10:00 - 10:30**

Registration of participants, distribution of materials and welcome coffee

 **10:30 - 11:30**

Official opening and welcome

  **Presenter:**

Dear colleagues, distinguished guests, friends and maritime supporters,

It is my great pleasure to welcome you aboard today's seminar dedicated to "Sustainable Development and Entrepreneurship in Maritime Services." We are gathered here thanks to an inspiring international project with the beautiful name **MARitime Soft Skills for Onboard Healthy Nutrition and CULinary Arts in Seagoing Services – CUL-MAR-Skills**. As you know, on this adventure we sailed together with partners from Bulgaria, Romania, Turkey and Greece.

I am honored to hold the helm of today's event and believe that together we will reach interesting ideas and inspiring horizons. But first, let's give the floor to the Captain who is managing the project from the side of the Nikola Vaptsarov Naval Academy - **Captain I-st Rank, Associate Professor Dr. Ivo Yotzov.**

 **Participant:** Welcome address by Captain I-st Rank, Associate Professor Dr. Ivo Yotzov.

 **Presenter:**

Thank you, Assoc. Prof. Dr. Ivo Yotzov, for your inspiring opening remarks. Now let's set sail and move on to today's presentations!

We start with the first presentation on entrepreneurship in maritime logistics, because in times of uncertainty, entrepreneurial minds always find the right course.

Abstract I: Entrepreneurial thinking in the maritime supply chain

Authors. Dr. Marieta STEFANOVA, Hristina GOVEDAROVA, Irina DILOVA, Aleksandar HRISTOV – Nikola Vaptsarov Naval Academy

It's my pleasure to hand over the helm to PhD student Aleksandar Hristov, who will present our research within 5 to 10 minutes.

 **Participant 1:** Presentation by [Alexander Hristov](#)

 **Presenter:**

Thank you, Alexander! Great start to our sailing. Let's hear your questions and comments!

.....

We continue with the same spirit and energy in the next presentation.

And because sea adventures never stop, we continue our sailing even more confidently to our next topic. It will tell us why and how digital technology is transforming warehouses and logistics in general in the

maritime business - because, friends, if any of you think a warehouse is a boring place with boxes and shelves, you clearly haven't seen the warehouse of the future!

Abstract II: " The role of technology and digitalisation in warehouse innovation"

Authors: **Dr. Marieta STEFANOVA, Dr. Anna KARADENCHEVA – Nikola Vaptsarov Naval Academy**

It is with great pleasure that I give the microphone to Dr. Anna Karadencheva, who will immerse us in the warehouses of tomorrow - warehouses where technology is the leading factor for innovation and success. Anna, we look forward to your presentation!

 **Participant 1: Dr. Anna Karadencheva (presentation)**

 **Presenter:**

Anna, thank you for your intriguing presentation! Now it's your turn, dear colleagues and guests - ask questions, share experiences, and challenge our speaker!

..... **(after discussion)**

So, boldly forward! The next topic is for the enterprising and resourceful - those who don't just wait for a tailwind, but set the sails themselves. We had planned an online participation from our colleague Lior Agai from Israel, who prepared this presentation with great enthusiasm. Unfortunately, we are currently unable to contact him, but we will not miss the opportunity to discuss the topic.

Abstract III: "Nurturing resourcefulness and initiative in logistics practice"

Authors. **Dr. Marieta STEFANOVA Nikola Vaptsarov Naval Academy, Lior AGAI – Chernorizets Hrabar Free University of Varna**

As I know that there are enough initiative and resourceful colleagues among you, I suggest the following - let yourselves present your ideas, examples or personal experiences related to the topic. I am sure we can make a more exciting and useful discussion by sharing our own stories.

So, who will be the first initiative participant to inspire us with their experience?

🚩 **Participant 3:** (Spontaneous speeches and short presentations from the audience)

🚩 **Presenter:**

Thank you all for your initiative and extremely useful discussion! I am proud to have such creative and active colleagues and friends!

I now invite you to move from the calm waters to the slightly more turbulent but extremely interesting waters of the maritime business. Entrepreneurs in the maritime sector often swim against the tide, facing risks and challenges on a daily basis. But it is there, amidst the waves of uncertainty, that they find the real opportunities for success.

Abstract IV: " The maritime sector - challenges and opportunities for entrepreneurs"

Authors: Dr. Antoaneta STOYANOVA, Milena PENEVA, University of Economics - Varna.

It is with great pleasure that I hand over the microphone to **Dr. Antoaneta Stoyanova**, who will tell us about the bravest entrepreneurs in the maritime sector - those who turn storms into tailwinds and risks into opportunities!

🚩 **Participant 4: Dr. Antoaneta Stoyanova** (*Presentation*)

🚩 **Presenter:**

Antoaneta STOYANOVA, thank you for the wonderful and inspiring presentation! Now I look forward to your questions, comments, or perhaps an interesting story from your own experience.

..... (after discussion)

Great discussion! I've always said that the best ideas are born in these conversations - brave, open and real.

Here we come to one of the hottest and most important topics today - sustainability. We hear more and more about sustainable solutions, but how do they happen in practice in the maritime sector? Now we will hear how entrepreneurs are turning sustainability from a complex task into a winning strategy.

Abstract V: " Sustainability in entrepreneurship - challenges and real solutions in the maritime sector"

Authors: **Dr. Kristiana Atanasova, Svetoslav Tsonev - Nikola Vaptsarov Naval Academy**

I am pleased to give the floor to Svetoslav Tsonev, who will show us why sustainability is not just a trendy term, but a real driver of successful business and real change in the maritime industry!

 **Participant 5: Svetoslav Tsonev** (Presentation)

 **Presenter:**

Thank you, Svetoslav, for your useful ideas and valuable examples of sustainable entrepreneurship!

And now it's your turn - questions, personal stories or suggestions? The discussion is open, and we are awaiting your input!

..... (after discussion)

It's great to see so much commitment to the topic of sustainability! Thank you for your energy and great ideas!

Now we turn to a topic I particularly like - adapting the entrepreneurial perspective to the specific conditions of the maritime sector. Can creativity and freedom of ideas find a place among the strict rules and regulations of the maritime world? Let's check this together!

Abstract VI: " Adapting the entrepreneurial perspective in the maritime sector"

Authors: **Dr. Antoaneta STOYANOVA, Milena PENEVA**, University of Economics – Varna

Now is the time to listen to Milena Peneva, who will tell us exactly how we can combine bold ideas and realistic solutions in the maritime business, without losing either our creativity or the stability of our business. Milena, the floor is yours!

 **Participant 6: Milena Peneva** (Presentation)

 **Presenter:**

Milena, thank you for the great presentation and practical tips! Colleagues, let's hear your questions, reactions and comments - let's see if maritime entrepreneurship has sparked your curiosity!

..... **(after discussion)**

Thanks for the excellent discussion - your participation always makes our meetings so special!

Do you know what a good chef has in common with a good logistician? They both know that the secret to success lies in the right choice of ingredients, whether for delicious dishes or efficient logistical decisions. Now we will learn how choosing seasonal and sustainable products can improve not only a ship's menu, but also the sustainability of the entire supply chain in the maritime industry.

Abstract VII: " Sustainable sourcing and use of seasonal products in maritime and logistics practice"

Authors. Dr. Marieta STEFANOVA, Dr. Anna KARADENCHEVA –
Nikola Vaptsarov Naval Academy

It is with great pleasure that I give the floor to **Dr. Anna Karadancheva**, who will show us why sustainable sourcing and careful selection of seasonal produce is not just a modern practice, but a necessary step towards a greener and more successful maritime future.

 **Participant 7: Dr. Anna Karadancheva** (Presentation)

  **Presenter:**

Anna, thank you for your very interesting presentation and useful examples!

I am now eager to hear your questions, ideas, or examples of how sustainable products are changing practice in the marine industry. You are welcome!

..... (after discussion)

Excellent discussion, thank you all for sharing your experiences and interesting ideas! I am really inspired by your activity!

Colleagues, you've heard the expression "food is not for throwing away", right? In maritime practice, it's not just wishful thinking, it's a daily necessity. Every gram of food on board is a precious resource, and the ability to effectively use everything available speaks volumes about the professionalism of the entire team. Now let's see how we can reduce waste and use the leftovers wisely so that we are all happy in the end - the environment and the crew.

Summary VIII: " Food waste reduction and efficient utilisation of residues"

Authors: Dr. Marieta STEFANOVA, Yoanna Dimitrova Staneva-Tsvetkova, Nikola Vaptsarov Naval Academy

I give the floor to Yoanna Dimitrova, who will present practical approaches and fresh ideas for minimising food waste and smart management of leftovers on board.

 **Participant 8: Yoanna Dimitrova Staneva-Tsvetkova** (*Presentation*)

  **Presenter:**

It's time to address a sore subject we all know very well - plastic. It may be convenient, but unfortunately, it is also a huge problem, especially on board. Anyone who has worked on a ship knows how difficult it is to manage packaging waste. The good news is that there are solutions, and now we will find out. Yoanna, thank you for this great presentation! I'm sure all of us already have questions or our own examples to share. You are welcome - the discussion is yours!

..... **(after discussion)**


Wonderful discussion! Your commitment to the topic always shows me how important and relevant sustainable food issues are. Thank you!

How can we significantly reduce the amount of plastic waste in ships' kitchens and change things for the better?

Summary IX: "Reducing plastic and packaging waste in the galley"

Authors. Dr. Marieta STEFANOVA, Hristina GOVEDAROVA, Irina DILOVA, Aleksandar HRISTOV – Nikola Vaptsarov Naval Academy

It is with great pleasure that I give the floor to PhD student **Hristina Govedarova**, who will tell us how, with small but decisive changes, we can reduce plastic and waste on board, thus creating a cleaner and more sustainable marine environment.

 **Participant 9: Hristina Govedarova** (*Presentation*)

  **Presenter:**

Hristina, thank you so much for your clear ideas and practical advice!
Colleagues, I am convinced that this topic has touched you. I look forward to your questions, suggestions and personal experiences - share them with us!

..... (after discussion)

Excellent discussion! I'm glad we all understand how important this topic is and how much each of our personal efforts matters.

The time has come for the last but very important presentation. They say that if you can't measure something, you can't manage it. This applies with full force to the environmental impact of the ship's kitchen. We will look at why monitoring and accurately measuring your environmental footprint is not just a bureaucratic requirement, but the key to real sustainability and better outcomes.

Abstract X: " Monitoring and measuring the environmental impact of the ship's galley"

Authors: Dr. Marieta STEFANOVA, Nikola Vaptsarov Naval Academy, Lior AGAI – Chernorizets Hrabar Free University of Varna

As you already know, today's technical problems prevented **Lior Agai** from Israel from joining directly. But this topic is important and deserves attention, so again I will rely on your expertise and ideas. I suggest we discuss together what indicators are good to monitor and how monitoring helps to achieve sustainable results.

Let's get started - who will be the first to share ideas and suggestions?

 **Participants:** *(spontaneous discussion and presentation by the audience)*

  **Presenter:**

Colleagues, amazing discussion - thank you sincerely for sharing your ideas and valuable experiences.

There is no better way to wrap up the presentations for today than to see how much we know and how much we can do when we work together.

The official closing of the seminar

Presenter:

Dear colleagues, friends and true maritime supporters,

This concludes today's journey, filled with inspiring ideas, lively discussions, and fantastic energy.

I sincerely thank you for your commitment, activity, and wonderful suggestions, which made today's seminar so special and successful.

I hope that each of us will walk away today not only with new knowledge but also with inspiration for real action towards a more sustainable and successful maritime industry.

A special thank you to our wonderful presenters and to all of you - the participants - whose enthusiasm made our day so meaningful and rewarding.

Wishing you exciting new encounters, success in your work and a fair wind

in all that you do,

I close the formal part of the seminar.

Stay healthy, inspired and see you on new sea

adventures  

(Moderator Notes)

Time management:

Periodically remind presenters and participants about the schedule. For example:

- „We are doing great on time, let's keep this pace.“

- „We're running slightly behind schedule; please keep the following presentations concise.“

Feedback: Encourage participants to briefly share their feedback at the end of the session. For example:

- „Before we conclude, I'd appreciate hearing briefly about the most valuable insight you gained today.“

⚠ Questions for discussion (note to Presenter):

1. In your opinion, what are the greatest practical challenges for achieving sustainable development in the maritime sector?
2. How can an entrepreneurial mindset positively influence onboard working culture?
3. What are the concrete measures we can put in place to reduce plastic and packaging waste in the maritime industry?
4. Do you think digital technologies are sufficiently embraced and effective in today's maritime logistics, and how can we improve them?
5. What has been your personal experience in reducing food waste and using leftovers efficiently in ship kitchens?
6. What do you think are the most important indicators to monitor when monitoring the environmental impact of ship kitchens?
7. What challenges do you face in the sustainable sourcing and use of seasonal products in the seafood industry?
8. How do you think more maritime entrepreneurs can be encouraged to apply sustainable and environmentally friendly practices in their work?
9. Which best practices from other industries can we apply in the maritime sector to increase sustainability?
10. What is the most important thing you learned today that you would immediately apply to your practice or work?