

Curriculum vitae European

Personal information

Last name/first Name Nicolescu Ciprian
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E-mail ciprian.nicolescu@gmail.com
Nationality Romanian
Birth date 05.13.1970
Sex Male

Professional experience

Period 2002 - present
Position Assistant, Assistant Ph.D. (2001-2008), Lecturer Ph.D.(2008-2013), Senior Lecturer Ph.D. (2013-2016), Professor Ph.D. (2016-present)
Main activities and responsibilities Teaching: Management basics, SMEs management, Management methodologies, Organisation and Management based on knowledge
Scientific activity: projects, studies, research and analysis in field of management of SMEs
Name and address of employer The Bucharest University of Economic Studies from Bucharest, Romana Square, no. 6, sector 1, Bucharest, Romania
Domain Education
Period 1994 - 2014
Position Consultant
Main activities and responsibilities Consultant in domains of assessment, feasibility studies, economic and financial analysis, diagnosis and management reengineering
Name and address of employer S.C Internațional Manager S.R.L, Plevnei Street No. 145 B, Blok 1, P 104, Sector 6, Bucharest, Romania
Domain Consultancy and training
Period 2005- 2008
Position Executive Director
Main activities and responsibilities Coordinate of organization activities
Name and address of employer Association for Economic Development in the European Context, Magheru Blvd. 27, Entrance A, Floor 7, Flat 50, Sector 1, Bucharest
Domain Consultancy and training
Period 2002- 2016
Position Associate and administrator
Main activities and responsibilities Coordinate of company activities
Name and address of employer SC TOTAL GROUP SRL, Octavian Goga Blvd. 23, Blok M 106, Floor 4, Flat 52, Sector 3, Bucharest
Domain Client-oriented software for documents security and management

Period 1999 - 2005
 Position Vice President Counsellor / Director of Vice President Cabinet
 Main activities and responsibilities Coordination of activities carried out within the cabinet Vice President
 Name and address of employer National Health Insurance House, Calarași Street, No. 248 Sector 3, Bucharest
 Domain Health Insurance

Period 1997 - 1999
 Position Board Member, Director of Operations
 Main activities and responsibilities Coordination of organization activities and transactions related to Bucharest Stock Exchange and RASDAQ
 Name and address of employer ALPHA SVM SA, Lipscani Street, No. 18-20, Sector 3, Bucharest
 Domain Financial investment

Period 1996 - 1997
 Position Economist in the general department of treasury, securities and synthesis
 Main activities and responsibilities Implementation of activities related to capital market in the Agricultural Bank
 Name and address of employer Agricultural Bank, Smârdan Street, No. 3, Sector 3, Bucharest
 Domain Banking / capital market activities

Education

Period 18 -25 July 2008
 Qualification/diploma Harvard Business School Diploma: Entrepreneurship Education Colloquium on Participant - Centered Learning
 Disciplines/professional competences Domains studied: Active methods of training in entrepreneurial management
 Acquired competencies: Development of capacity for implementation and use of participant-centered learning methods
 Name of educational institutions Harvard Business School, Boston, USA
 National or international classification

Period 2001 - 2005
 Qualification/diploma PhD in Economics
 Disciplines/professional competences Domains studied: Management organization and management of SMEs
 Acquired competencies: Elaboration and implementation of strategies, use of systems, methods and techniques of management, achievement of management reengineering, accomplishment, of diagnostic analysis, SWOT analysis and business plans
 Name of educational institutions University of Economic Studies - Bucharest, Faculty of Management
 National or international classification 6 ISCED

Period 1998
 Qualification/diploma Broker certificate/ license issued by Bucharest Stock Exchange
 Disciplines/professional competences Domains studied: Capital Market - BSE
 Acquired competencies: Securities trading on BSE
 Name of educational institutions Bucharest Stock Exchange
 National or international classification

Period 1998
 Qualification/diploma Certificate/ license issued by R.A.S.D.A.Q.

Disciplines/professional competences	Domains studied: Capital Market - R.A.S.D.A.Q
Name of educational institutions	Acquired competencies: Trading of shares on R.A.S.D.A.Q
National or international classification	Roumanian Association Securities Automatic Dealers Quotation (R.A.S.D.A.Q)
Period	1997
Qualification/diploma	Certificate/ license issued by National Association of Securities Companies
Disciplines/professional competences	Domains studied: Capital Market
Name of educational institutions	Acquired competencies: Providing brokerage services for securities transactions
National or international classification	National Association of Securities Companies (ANSVM)
Period	1994 - 1995
Qualification/diploma	Master
Disciplines/professional competences	Domains studied: Strategies and financial - monetary policies, management of investments, monetary market, capital market, macroeconomics
Name of educational institutions	Acquired competencies: Working with specific elements of the capital market, conducting financial analysis (technical, fundamental, etc.), investment research, macroeconomic analysis
National or international classification	University of Economic Studies - Bucharest, Faculty of Finance, Insurance, Banking and Stock Exchange
Period	1994
Qualification/diploma	Certificate/ license of assessor
Disciplines/professional competences	Domains studied: Valuation of the organization assets
Name of educational institutions	Acquired competencies: Conducting assessments of the organizations assets
National or international classification	National Agency for Privatization in collaboration with the National Association of Evaluators from Romania
Period	1989 - 1994
Qualification/diploma	License in economics/ Diploma in Economic Science
Disciplines/professional competences	Domains studied: Political Economy, services management, marketing, tourism economy, economic analysis, negotiation techniques, science of commodities
Name of educational institutions	Acquired competencies: Elaboration of marketing studies, strategies of organization promotion, financial and economical analysis
National or international classification	University of Economic Studies - Bucharest, Faculty of Commerce
Period	1984 -1988
Qualification/diploma	Baccalaureate
Disciplines/professional competences	Domains studied: Political economy, accounting, law, science of commodities, geography, philosophy, history, sociology, mathematics
Name of educational institutions	Acquired competencies: operating in fields of commercial and accounting activities
National or international classification	Economic and Administrative Law School No.1 - Bucharest

Aptitudes and personal competences

Genuine Language

Romanian

Foreign languages

Self-evaluation

European level ()*

English

Understanding		Speaking		Writing
Listening	Reading	Conversation	Oral discourse	Writing
B2	B2	B2	B2	B2

Social competence and aptitudes

- Communication skills (teaching activities, meetings, conferences, seminars, forums, symposia, scientific communications, training, management and entrepreneurship investigations based on interviews, leisure, family, etc.)

- Team spirit (cooperation with other specialists in order to carry out projects / studies / research / studies etc., publishing of books, articles, studies, etc. in collaboration with other teachers / experts, participative management within organizations, activities coordination, participation in workshops, sports, family, etc.)

- High adaptability to various environments (collaboration/ contact with entrepreneurs, managers, professors, experts, etc.. in various fields)

Organizational competence and aptitudes

- Leadership: Management of organizations and projects, programs, studies, research, etc..

- Spirit of organization: Organization of the entities, projects, programs, studies, papers, analysis, investigations, research, etc.

Technical competence and aptitudes

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Computer competence and aptitudes

- Word (editing of own works, studies, research, articles, books, etc..)

- Excel (operating)

- Internet (information and communication with others)

Artistic competence and aptitudes

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Other competence and aptitudes

- High capacity of research (numerous studies, analyzes, surveys, publications, etc.)

- High potential to use entrepreneurial and management instruments (achievement of management reengineering, diagnostic and SWOT analysis, strategies, business plans, opportunity studies, economic and financial analysis, feasibility studies, evaluation studies etc.)

- Pedagogical skills (courses and seminars based on classical, active and mixed teaching/ training methods)

Driving License

B Class

Additional information

Published books:

- An entrepreneur oriented to diversification (co-author), within Relevant case studies on management of Romanian organizations, Pro Universitaria Publishing House, Bucharest, 2017, ISBN 978-606-26-0828-6
- White Charter of Romanian SMEs 2017 (co-author), Pro Universitaria Publishing House, Bucharest, 2017, ISBN 978-606-26-0802-6
- 2016 Romanian Management Assessment (co-author), Pro Universitaria Publishing House, București, 2017, ISBN 978-606-26-0785-2
- White Charter of Romanian SMEs 2016 (co-author), Sigma Publishing House, Bucharest, 2016, ISBN 978-606-727-167-6
- 2015 Romanian Management Assessment (co-author), Pro Universitaria Publishing House, București, 2016, ISBN 978-606-26-0580-3
- Libro Bianco delle PMI di Romania 2015 (co-author), Sigma Publishing House, Bucharest, 2015, ISBN 978-606-727-126-3
- White Charter of Romanian SMEs 2015 (co-author), Sigma Publishing House, Bucharest, 2015, ISBN 978-606-727-125-6
- Romanian managerial training in 2013 (co-author), within The Best Romanian Management Studies 2013-2014, Lambert Academic Publishing, Saarbrücken, Germany, 2015, ISBN 978-3-659-69622-0
- The 2014 Assessment of the Romanian Management (co-author), Pro Universitaria Publishing House, București, 2015, ISBN 978-606-0352-6
- White Charter of Romanian SMEs 2014 (co-author), Sigma Publishing House, Bucharest, 2014, ISBN 978-973-649-977-7
- The 2013 Assessment of the Romanian Management (co-author), Pro Universitaria Publishing House, Bucharest, 2014, ISBN 978-606-26-0007-5
- White Charter of Romanian SMEs in 2012 (co-author), Lambert Academic Publishing, Saarbrücken, 2013, ISBN 978-3-8465-3632-2
- White Charter of Romanian SMEs 2013 (co-author), Sigma Publishing House, Bucharest, 2013, ISBN 978-973-669-902-9
- Carte Blanche des PME de la Roumanie 2013 (co-author), Sigma Publishing House, Bucharest, 2013, ISBN 978-973-669-903-6
- Charte Blanche des PME de Roumanie 2013 (co-author), Sigma Publishing House, Bucharest, pp 12- 18, 27-54, 55-71, 149-185, 302 pg., 2013, ISBN 978-973-669-901-2
- The 2012 Assessment of the Romanian Management (co-author), Pro Universitaria Publishing House, Bucharest, 2013, ISBN 978-606-647-832-8
- Libro Bianco delle PMI di Romania 2012 (co-author), Sigma Publishing House, Bucharest, 2012, ISBN 978-973-649-798-8
- Carte Blanche des PME de la Roumanie 2012 (co-author), Sigma Publishing House, Bucharest, 2012, ISBN 978-973-649-797-1
- White Charter of Romanian SMEs 2012 (co-author), Sigma Publishing House, Bucharest, 2012, ISBN 978-973-649-770-4;
- The health of Romanian management in 2011 (co-author), Pro Universitaria Publishing House, Bucharest, 2012, ISBN: 978-606-647-293-7;
- Management Dictionary (co-author), Pro Universitaria Publishing House, Bucharest, 2011, ISBN 978-973-129-882-5;
- Management minidictionary „Management of competitiveness and benchmarking” (co-author), Pro Universitaria Publishing House, Bucharest, 2011, ISBN 978-973-129-883-2;
- Management minidictionary „Organizational Culture” (co-author), Pro Universitaria Publishing House, Bucharest, 2011, ISBN 978-973-129-884-9;
- Management minidictionary „Management science” (co-author), Pro Universitaria Publishing House, Bucharest, 2011, ISBN 978-973-129-885-6;
- Management minidictionary „Entrepreneurship and SMEs management” (co-author), Pro Universitaria Publishing House, Bucharest, 2011, ISBN 978-973-129-886-3;
- Management minidictionary „Knowledge Management” ((co-author), Pro Universitaria Publishing House, Bucharest, 2011, ISBN 978-973-129-887-0;
- Management minidictionary „Commercial management” (co-author), Pro Universitaria Publishing House, Bucharest, 2011, ISBN 978-973-129-888-7;
- Management minidictionary „International Comparative Management” (co-author), Pro Universitaria Publishing House, Bucharest, 2011, ISBN 978-973-129-889-4;

- Management minidictionary „Economic management” (co-author), Pro Universitaria Publishing House, Bucharest, 2011, ISBN 978-973-129-890-0;
- Management minidictionary „Research&development management” (co-author), Pro Universitaria Publishing House, Bucharest, 2011, ISBN 978-973-129-891-7;
- Management minidictionary „Management of production” (co-author), Pro Universitaria Publishing House, Bucharest, 2011, ISBN 978-973-129-892-4;
- Management minidictionary „Managers and leaders” (co-author), Pro Universitaria Publishing House, Bucharest, 2011, ISBN 978-973-129-894-8;
- Management minidictionary „Organizational management” (co-author), Pro Universitaria Publishing House, Bucharest, 2011, ISBN 978-973-129-895-5;
- Management minidictionary „Managerial reengineering” (co-author), Pro Universitaria Publishing House, Bucharest, 2011, ISBN 978-973-129-896-2;
- Management minidictionary „Decision system” ((co-author), Pro Universitaria Publishing House, Bucharest, 2011, ISBN 978-973-129-897-9;
- Management minidictionary „Information system” (co-author), Pro Universitaria Publishing House, Bucharest, 2011, ISBN 978-973-129-898-6;
- Management minidictionary „Methodological-managerial system” (co-author), Pro Universitaria Publishing House, Bucharest, 2011, ISBN 978-973-129-899-3;
- Management minidictionary „Organizational system” (co-author), Pro Universitaria Publishing House, Bucharest, 2011, ISBN 978-973-129-900-6;
- Management minidictionary „Strategy and strategic management” (co-author), Pro Universitaria Publishing House, Bucharest, 2011, ISBN 978-973-129-901-3;
- White Charter of Romanian SMEs 2011 (co-author), Sigma Publishing House, Bucharest, 2012, ISBN 978-973-649-661-5;
- Knowledge organization and management (co-author), Pro Universitaria Publishing House, Bucharest, 2011, ISBN 978-973-129-824-5;
- The health state of Romanian management in 2010 (co-author), Pro Universitaria Publishing House, Bucharest, 2011, ISBN: 978-973-129-860-3;
- SMEs potencial to create value added - analysis and perspectives in the field of manufacturing industry (co-author), Expert Publishing House, Bucharest, 2010, ISBN 973-618-231-2;
- White Charter of Romanian SMEs 2010 (co-author), Olimp Publishing House, Bucharest, 2010, ISBN 978-973-1806-42-6;
- The health state of Romanian management and out of crisis, (co-author), Media 10 Publishing House, Bucharest, 2010;
- White Charter of Romanian SMEs 2009 (co-author), Lidana Publishing House, Suceava, 2009, ISBN 978-973-7679-81-9;
- Case studies of autochthonous and international management (co-author), University Publishing House, Bucharest, 2009, ISBN 978-973-749-547-1;
- Entrepreneurship and management of SMEs (co-author), Economic Publishing House, Bucharest, 2008, ISBN 978-973-709-420-9;
- Management of SMEs and international comparative management - 232 tests (co-author), Olimp Publishing House, Bucharest, 2008, ISBN 978-973-1806-21-1;
- White Charter of Romanian SMEs 2008 (co-author), Olimp Publishing House, Bucharest, 2008, ISBN 978-973-1806-31-0;
- White Charter of Romanian SMEs 2008 – english version (co-author), Olimp Publishing House, Bucharest, 2008, ISBN 978-973-1806-33-4;
- Charte Blanche des PME de la ROUMANIE 2008 (co-author), Olimp Publishing House, Bucharest, 2008, ISBN 978-973-1806-34-1;
- White Charter of Romanian SMEs 2007 (coautor), Olimp Publishing House, Bucharest, 2007, ISBN 978-973-1806-06-8;
- White Charter of Romanian SMEs 2007 – english version (co-author), Olimp Publishing House, Bucharest, 2007, ISBN 978-973-1806-14-3;
- Charte Blanche des PME de la ROUMANIE 2007, (co-author), Olimp Publishing House, Bucharest, 2007, ISBN 978-973-1806-15-0;
- Carta Blanca de las PYME de RUMANIA 2007 (co-author), Olimp Publishing House, Bucharest, 2007, ISBN 978-973-1806-17-4;
- Carta Bianca delle PMI della Romania (co-author), Olimp Publishing House, Bucharest, 2007, ISBN 978-973-1806-16-7;
- The economist, manager in company (co-author), Tribuna Economică Publishing House, Bucharest, 2007, ISBN 978-973-688-072-8;
- “Mittelstand” and trade in South Eastern Europe – Social market economy as a compass of

- development (co-author), Konrad Adenauer Stiftung, e.V., Sankt Augustin/ Berlin, printed by MAG Plus, Sarajevo, 2007, COBISS.BH-ID 16174086;
- Course Support - Training and consulting programs in pragmatic management of companies, human resources management and management of projects with national and international funding (co-author), Cronos Publishing House, Bucharest, 2007, ISBN 978-973-1806-10-5;
 - Case studies in the areas of pragmatic management of companies, human resources management and management of projects with national and international funding (co-author), Cronos Publishing House, Bucharest, 2007, ISBN 978-973-1806-13-6;
 - Tests - Training and consulting in fields of pragmatic management of companies, human resources management and management of projects with national and international funding (co-author), Cronos Publishing House, Bucharest, 2007, ISBN 978-973-1806-12-9;
 - The best managerial practices within the project „Training and consulting in fields of pragmatic management of companies, human resources management and management of projects with national and international funding” (co-author), Gutenberg Universe Publishing House, Bucharest, 2007, ISBN 978-973-1869-01-85;
 - Applications and schemes for training and consulting in fields of pragmatic management of companies, human resources management and management of projects with national and international funding (co-author), Cronos Publishing House, Bucharest, 2007, ISBN 978-973-1806-11-5;
 - Competitive advantages of manufacturing industry from Romania in the European Union, ASPES Publishing House (coauthor), Bucharest, 2007, ISBN 978-973-0-05527-6;
 - Ways to get performances in life and business - Entrepreneurial education (coauthor), Economic Publishing House, Bucharest, 2006, ISBN 973-709-227-9;
 - Entrepreneurial Strategies, Olimp Publishing House, Bucharest, 2006, ISBN 973-7744-29-2;
 - White Charter of Roumanian SMEs in 2006 (co-author), Olimp Publishing House, Bucharest, 2006, ISBN 973-7744-34-9;
 - White Charter of Romanian SMEs 2006 – english version (co-author), Olimp Publishing House, Bucharest, 2006;
 - Charte Blanche des PME de la ROUMANIE 2006/ Carta Bianco de las PYME de RUMANIA 2006 (co-author), Olimp Publishing House, Bucharest, 2006, ISBN 973-7744-34-9;
 - Weissbuch der KMU's in Rumänien 2006 (co-author), Olimp Publishing House, Bucharest, 2006, ISBN 973-7744-37-3;
 - Management of International Human Resources in transition and developed countries from Europe - Manual of case studies for master programs and post-university courses (co-author), case studies No. 2, 14 (in collaboration) and 30, Olimp Publishing House, Bucharest, 2006, ISBN (10) 973-7744-38-1, ISBN (13) 978-973-7744-38-8;
 - White Charter of Romanian SMEs in 2005 (co-author), Olimp Publishing House, Bucharest, 2005;
 - White Charter of Romanian SMEs in 2005 – english version (co-author), Olimp Publishing House, Bucharest, 2005, ISBN 973-7744-25-x;
 - The Organization System of Company (co-author), Chapter 5 - Specificity of organizational systems in SMEs (in collaboration), Economic Publishing House, Bucharest, 2004, ISBN 973-590-765-8;
 - White Charter of Romanian SMEs in 2004 (co-author), Olimp Publishing House, Bucharest, 2004, ISBN-973-7744-15-2;
 - White Charter of Romanian SMEs 2004 – english version (co-author), Olimp Publishing House, 2004, ISBN 973-7790-20-9;
 - Managers and human resources management, Chapter 17 - Characteristics, typology and functions of entrepreneurs and intrapreneurs (in collaboration), Economic Publishing House, Bucharest, 2004, ISBN 973-709-034-9;
 - Management of small and medium enterprises and international comparative management - tests (co-author), Olimp Publishing House, Bucharest, 2003, ISBN: 973-9180-98-1;
 - Modern approaches in the management and economy of organization - I vol General Management of Organization (co-author), Chapter 6 (6.9 and 6.10) - Modern Ways for development of entrepreneurial activities (in collaboration), Economic Publishing House, Bucharest, 2003, ISBN 973-590-860-3, vol.1 979-590-861-1;
 - Preparing and managing business - seminar book - Virtual Business University (co-author) SNSPA, Faculty of Communication and Public Relations David Ogilvy, Bucharest, 2003, ISBN 973-8376-69-6.

Articles/ studies published in professional journals and proceedings of scientific conferences:

- The organization functions in knowledge based entities, Proceedings of 6th RSEP International Conferences on Social Issues and Economic Studies, 01 February - 03 January 2018, Lisabon, Portugal. ISBN: 978-605-307-970-5
- Recent world tendencies in the organisation environment (co-author), Proceedings of the 11 International Management Conference - The Role of Management in the Economic Paradigm of the XXIst Century, November, 2th-4th, 2017, Bucharest, Romania, ISSN 2286-1440, ISSN-L 2286-1440
- New Approach – Quadrangle of Knowledge Based Sustainability (co-author), Conference Proceedings 1 of The 23rd International Conference - The Knowledge-Based Organization, 15-17 June 2017, "Nicolae Balcescu" Land Forces Academy Publishing House, ISSN 1843-682X, ISBN 978-973-153-273-8
- The characteristics of innovation in Rmanian SMEs - based on 1375 entrepreneurs and managers interviews (co-author), Proceeding of The 2nd International Scientific Conference SAMRO 2016 Romania - News, challenges and trends in management of knowledge-based organizations, 14-16 October 2016, Păltiniș, Sibiu, Technical Publishing House, 2016, ISSN 2537-3463 ISSN-L 2537-3455 ISBN 978-973-31-2390-3
- The role of european projects in leveraging entrepreneurial initiatives of students from romanian business schools (co-author), Proceedings of The 2nd International Scientific Conference SAMRO 2016 Romania - News, challenges and trends in management of knowledge-based organizations, 14-16 October 2016, Păltiniș, Sibiu, Technical Publishing House, ISSN 2537-3463 ISSN-L, 2537-3455, ISBN 978-973-31-2390-3
- Dual nature of the microentrepreneur - busnissman and employee (co-author), Proceedings of the 10th International Management Conference - Challenges of Modern Management, November 3rd-4th, 2016, Bucharest, Romania, ISSN 2286-1440, ISSN-L 2286-1440
- Specificity of Managerial Consultancy for SMEs and its Status in Romania (co-author), Proceeding of 13th International Symposium in Management - Management During and after the Economic Crisis (SIM), October 9th-10th, 2015, Timișoara, Romania, Procedia Social and Behavioral Sciences, 2016, ISSN 1877-0428
- The Evolution of the Romanian SMEs' Perceptions Over the Last Decade (co-author), Proceedings of 1st Conference organized by Romanian Scientific Management Society - Challenges, Performances and Tendencies in the Organization Management, June 22–24, 2014, Danube Delta, Romania, World Scientific Publishing, 2016, ISBN 978-981-4656-01-6
- Contributions to Redesigning the Management System in Medium-Sized Enterprise (co-author), Proceedings of 1st Conference organized by Romanian Scientific Management Society - Challenges, Performances and Tendencies in the Organization Management, June 22–24, 2014, Danube Delta, Romania, World Scientific Publishing, 2016, ISBN 978-981-4656-01-6,
- Knowledge Based Specialists the Determinant Driven Force of the Knowledge Based Economy (co-author), International Journal of Economic Practices and Theories, Vol.5, Issue 5, 2015, ISSN 2247-
- The specificity and typology of dynamic management studies (co-author), Journal of Organizational Change Management, Vol. 27, Issue 2, 2014, ISSN: 0953-4814
- Relevant Aspects of Romanian Management Consultancy in 2013, Proceedings of the 8th International Management Conference - Management Challenges for Sustainable Development, November 6th-7th, 2014, Bucharest, Romania, ISSN 2286-1440, ISSN-L 2286-1440
- Entrepreneurs' perceptions of the state implication in the business environment modelling in Romania, (co-author), Transylvanian Review of Administrative Sciences, No. 38 E, 2013, ISSN 1842-2845
- Romanian SMEs During the Crisis: Economic Results and Perceptions (co-author), Management, vol. 8, no. 1, Spring 2013, pp 5-19, ISSN 1854-4231
- Romanian SMEs in Context of National and International Complex Evolutions (co-author), Proceedings of the 7th International management conference - New management for the new economy, November 7th-8th, 2013, Bucharest, Romania, ISSN 2286-1440, ISSN-L 2286-1440
- Innovation in SMEs – Findings from Romania (co-author), Economics& Sociology, Vol. 5, No 2a, 2012, ISSN 2071-789X
- Previsional dimension of management in Romanian companies (co-author), Economica.

Seria Management, Volume 15, Issue 2, 2012, ISSN 1454-0320

- SMEs Romanian Managers Training in the EU Context - Results of the 1988 Interviews (co-author), Review Of International Comparative Management, Vol. 13, Issue 2, 2012, ISSN 1582-3458
- Human resource management in Romanian SME's: a dynamic perspective (co-author), Proceedings of the International Conference on Management of Human Resources 2012, Szent István University, Gödöllő, 14-15th June 2012, Volume I. Rosental Kft, Gödöllő, ISBN 978-963-269-294-4
- 2011 national management performance and status (co-author), Revista Economică, Supplement No. 2, 2012, ISSN 1582-6260
- Trends in the development of European SMEs. The case of Romanian SMEs (co-author), Proceedings of the International Conference European Entrepreneurship in the Globalizing Economy: Preparation of New Generation of Entrepreneurs and Business Leaders, Todorov K. And Papadopoulos Ph. (eds.) 3-6 June 2012, Sozopol, Bulgaria, BAMDE 2014, ISBN 978-954-9827-13-2
- Romanian SMEs' and their Human Resource Management – Recent Trends and proposals for future (co-author), SMEs' Management in the 21st Century – Challenges and Solutions, International Conference on Management of Human Resources 2012 Management – Leadership – Strategy – Competitiveness” Gödöllő, 14 – 15th June 2012, Edited by Csaba Balint Illes, Czesochowa Publisher, Poland, 2012 ISBN 978-83-63500-16-0
- Knowledge-Based Management – Management Of The Future (co-author), Proceedings of the 3rd Review of Management and Economic Engineering International Management Conference, A new dilemma: between East and West, 13th – 15th September, 2012, AMER, Todesco Publishing House, ISSN 2247-8629, ISSN 2247-8639
- Best practices method, International Conference - Modern Approaches in Organisational Management and Economy 2011, Fifth Edition, November 24-25th, 2011, Academy of Economic Studies Publishing House, Bucharest, ISSN-L 2284 -7634;
- Knowledge cycle and changes of knowledge based organisation functions (coauthor), Future Management Science and Engineering, vol.5, IERI (Information Engineering Research Institute), 2011, ISBN: 978-1-61275-001-9, ISSN:2070-1918;
- NETIMM - A Romanian Successful Project Regarding Creating Networks of SMEs, Proceedings of 2011 3rd International Conference on Computer Engineering and Applications, Vol. 2, Haikou, China, July 15-17, 2011, IACSIT PRESS, ISBN 978-981-08-9196-1;
- Romanian Management Status and Performance in the European Environment (co-author), Review Of International Comparative Management, Vol. 12, Issue 4, Bucharest, 2011, ISSN 1582-3458;
- Decreasing the Resistance of the Human Resources to Organizational Changes (co-author), Review Of International Comparative Management, Vol. 12, Issue 1, 2011, Bucharest, ISSN 1582-3458;
- Perceptions of Entrepreneurs Regarding Romanian Business Environment in 2010, Review Of International Comparative Management, Vol. 12, Issue 6, 2011, Bucharest, ISSN 1582-3458;
- Intellectual Capital an Strategic Knowledge (co-author), Proceedings of 3rd International Conference on Engineering and Business Education (ICEBE) and 3 rd Conference on Innovation and Entrepreneurship (ICIE), Manila, Philippines, November 16-18, 2010, ISSN 2094-7607;
- Strategic Managerial Change and Organisational Innovation (co-author), Review Of International Comparative Management, Vol. 11, Issue 4, 2010, Bucharest, ISSN 1582-3458;
- SME's organizational characteristics (co-author), Review of Management and Economic Engineering, Volume 9, No. 4(38), Iași, 2010, ISSN: 1583-624X;
- Getting out of Crisis of SME Sector (co-author), Review Of International Comparative Management, Vol. 11, Issue 2, 2010, Bucharest, ISSN 1582-3458;
- Coordinates of Policy Concerning SMEs Development in Romania (co-author), Review Of International Comparative Management, Vol. 11, Issue 1, 2010, Bucharest, ISSN 1582-3458;
- Determinants of The National SMEs Strategy (co-author), Metalurgia International, Special Issue no 1, 2010, Romanian Metallurgical Foundation Scientific Publishing House, Bucharest, ISSN 1582-2214;
- Impact of economic crisis on SMEs, Review Of International Comparative Management, Special number 1, 2009, Bucharest, ISSN 1582-3458;

- A New University Course in Romania - Knowledge Based Management (co-author), Conference Proceedings of Balkan Region Conference on Engineering and Business Education&International Conference on Engineering and Business Education, Volume I, 15-17 October, 2009, Sibiu, ISBN 978-973-739-848-2/ ISSN 1843-6730;
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- SIMPRACT - Transition from school to active life through practice and creation of simulated enterprises, POSDRU/160/2.1/S/138113 (April 2014 - November 2015, long-term expert);
- ANTREMAN - Foundation of the School of Entrepreneurial and Managerial Studies - innovative way of promoting entrepreneurship in Romania; POSDRU/92/3.1 / S/60896 (October 2010 - September 2013, project manager of ASE / long-term expert);
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- NETIMM - Creating Networks of SMEs - an innovative way to increase competitiveness and adaptability of SMEs in Romania - POSDRU/9/3.1/S/4 (November 2008 - October 2011, expert / management team member);
- VALAD - Increasing the capacity of Romanian manufacturing SMEs to create added value, ways of action and necessary measures, Program: "Partnerships in priority areas," - MECT, contract no. 91-044 / 21.09.2007 (expert / member of the research team);
- INOVIM – Elaboration of a methodology for the design and implementation of innovative strategies in Romanian industrial SMEs, Program: "Partnerships in priority areas," - MECT, contract no. 91-046 / 18.09.2007 (September 2007 - August 2010, expert / member of the research team);
- Training and consulting programs in field of pragmatic management of firms, human resource management and management of projects with national and international funding in order to develop human capital in Arad - PHARE grant contract 2004/016-772.04.02.02.01.01.509 (01.11.2007-09.12.2008, expert / research team member);
- MANVIS - Visions Manufacturing - Contract MANVIS N10NM02-CT-2003-507139 concluded with the Fraunhofer Institute for Systems and Innovation Research Department Industrial and Service Innovations (Breslauer Strasse 48 D-76139 Karlsruhe Germany) - F 6 - European Research Project, 2003-2006 (expert / member of the research team);
- Analysis and fundamentation of launching "Regional Centre for supporting the development of SMEs in the counties of Tulcea and Galati (2004, expert / member of the research team).

Other specializations and qualifications:

- Pedagogical and methodological training courses organized by the Department for training of didactic personal from Academy of Economic Studies - 2009;
- Seminar dedicated to operational elements of custody and related services, Bucharest -1997;
- Capital Markets Course, organized by Romanian Institute for Banks, Sinaia - 1997.

Anexes