



LISTA DE LUCRĂRI

Candidat: Horodnic Ioana Alexandra

în vederea ocupării postului de **Lector universitar poziția 58**, disciplinele *Comportamentul consumatorului*, *Relații publice*, *Tehnici promoționale*, din cadrul Facultății de Economie și Administrarea Afacerilor, Departamentul de Management, Marketing și Administrarea Afacerilor.

a) lista celor mai relevante 10 lucrări ale candidatului

Reviste ISI cu factor de impact

1. Williams C.C., Horodnic I.A. (2016). Evaluating the illegal employer practice of under-reporting employees' salaries. *British Journal of Industrial Relations*, DOI: 10.1111/bjir.12179. (2015, IF: 1.820).
<http://onlinelibrary.wiley.com/doi/10.1111/bjir.12179/full>
2. Williams C.C., Horodnic I.A. (2016). Evaluating the policy approaches for tackling undeclared work in the European Union. *Environment and Planning C: Government and Policy*, DOI: 10.1177/0263774X16670665. (2015, IF: 1.664).
<http://epc.sagepub.com/content/early/2016/09/25/0263774X16670665.abstract>
3. Williams C.C., Horodnic I.A. (2015). Evaluating the prevalence of the undeclared economy in Central and Eastern Europe: An institutional asymmetry perspective. *European Journal of Industrial Relations*, Vol. 21, Issue 4, 389-406 (2015, IF: 1.045).
<http://ejd.sagepub.com/content/21/4/389>
4. Horodnic I.A., Zait A. (2015). Motivation and research productivity in a university system undergoing transition. *Research Evaluation*, Vol. 24, Issue 3, 282-292 (2015, IF: 1.467).
<http://rev.oxfordjournals.org/content/early/2015/04/30/reseval.rvv010.abstract>
5. Apetrei A., Kureshi N.I., Horodnic I.A. (2015). When culture shapes international business. *Journal of Business Research*, Vol. 68, Issue 7, 1519-1521. (2015, IF: 2.129).
<http://www.sciencedirect.com/science/article/pii/S0148296315000582>
6. Williams C.C., Horodnic I.A. (2015). Rethinking the marginalisation thesis: An evaluation of the socio-spatial variations in undeclared work in the European Union. *Employee Relations*, Vol. 37, Issue 1, 48 – 65. (2015, IF: 0.933).
<http://www.emeraldinsight.com/doi/abs/10.1108/ER-06-2014-0074>
7. Williams C.C., Horodnic I.A. (2015). Explaining the Prevalence of Illegitimate Wage Practices in Southern Europe: An Institutional Analysis. *South European Society and Politics*, Vol 20, Issue 2, 203-221. (2015, IF: 1.241).
<http://www.tandfonline.com/doi/abs/10.1080/13608746.2015.1013518>
8. Williams C.C., Horodnic I.A. (2015). Explaining and tackling envelope wages in the Baltic Sea region: an institutional perspective. *Baltic Journal of Management*, Vol. 10, Issue 3, 295-312. (2015, IF: 0.457).
<http://www.emeraldinsight.com/doi/abs/10.1108/BJM-10-2014-0153?journalCode=bjm>
9. Williams C.C., Horodnic I.A., Windebank J. (2015). Explaining participation in the informal economy: An institutional incongruence perspective. *International Sociology*, Vol. 30, Issue 3, 294-313. (2015, IF: 0.621).
<http://iss.sagepub.com/content/30/3/294.abstract>
10. Williams C.C., Horodnic I.A. (2015). Marginalisation and participation in the informal economy in Central and Eastern European nations. *Post-Communist Economies*, Vol. 27, Issue 2, 153-169. (2015, IF: 0.548).
<http://www.tandfonline.com/doi/full/10.1080/14631377.2015.1026686>

**b) teza sau tezele de doctorat**

„Analiza relației motivație-performanță în marketingul cercetării academice” susținută în ședință publică: 22 septembrie 2012.

c) brevete de invenție și alte titluri de proprietate intelectuală

Nu este cazul

d) cărți și capitole în cărți

1. Abel Polese, Colin Williams, Ioana A. Horodnic, Pedrag Bejakovic (ed.) (Forthcoming) The informal economy in global perspective, Palgrave Macmillan, 318 pag.
<https://www.palgrave.com/de/book/9783319409306>
2. Sauka A., Schneider F. and Williams C.C. editors (2016). Entrepreneurship and the Shadow Economy: a European perspective, Edward Elgar, Cheltenham; chapter 5 (Williams C.C., Horodnic I.A., Windebank J.: *The participation of the self-employed in the shadow economy in the European Union*, 30p.
<http://www.e-elgar.com/shop/cep/preview/book/isbn/9781784719883/>
3. Abel Polese, Colin Williams, Ioana A. Horodnic, Pedrag Bejakovic (ed.) (Forthcoming) The informal economy in global perspective, Palgrave Macmillan; Introduction (Abel Polese, Colin Williams, Ioana A. Horodnic, Pedrag Bejakovic): *Introduction: Informal Economies as Varieties of Governance*, aprox. 16 p.
<https://www.palgrave.com/de/book/9783319409306>
4. Abel Polese, Colin Williams, Ioana A. Horodnic, Pedrag Bejakovic (ed.) (Forthcoming) The informal economy in global perspective, Palgrave Macmillan; chapter 7 (Williams C.C., Horodnic I.A.): *Explaining the Informal Economy in Post-Communist Societies: A Study of the Asymmetry Between Formal and Informal Institutions in Romania*, aprox. 24 p.
<https://www.palgrave.com/de/book/9783319409306>
5. Paduraru T., Boldureanu G. coord. (2015) Inovație și performanță în societatea cunoașterii, București: Editura Pro Universitaria; Horodnic I.A. (2015). Analiza impactului factorilor care influențează performanța academică a profesorilor din domeniul economic (capitol 3), 75-95.
<http://proiectidsrc.acadiasi.ro/wp-content/uploads/2015/12/17.-Paduraru-Boldureanu-Inovatie-si-performanta.pdf>

e) articole/studii publicate in extenso, în reviste din circuitul științific internațional**Reviste ISI cu factor de impact**

1. Williams C.C., Horodnic I.A. (2016). Evaluating the illegal employer practice of under-reporting employees' salaries. *British Journal of Industrial Relations*, DOI: 10.1111/bjir.12179. (2015, IF: 1.820).
<http://onlinelibrary.wiley.com/doi/10.1111/bjir.12179/full>
2. Williams C.C., Horodnic I.A. (2016). Evaluating the policy approaches for tackling undeclared work in the European Union. *Environment and Planning C: Government and Policy*, DOI: 10.1177/0263774X16670665. (2015, IF: 1.664).
<http://epc.sagepub.com/content/early/2016/09/25/0263774X16670665.abstract>
3. Williams C.C., Horodnic I.A. (2015). Explaining and tackling the shadow economy in Estonia, Latvia and Lithuania: a tax morale approach. *Baltic Journal of Economics*, Vol. 15, Issue 2, 81-98. (2015, IF: 0.190).
<http://www.tandfonline.com/doi/full/10.1080/1406099X.2015.1114714>
4. Williams C.C., Horodnic I.A. (2015). Evaluating the prevalence of the undeclared economy in Central and Eastern Europe: An institutional asymmetry perspective. *European Journal of Industrial Relations*, Vol. 21, Issue 4, 389-406 (2015, IF: 1.045).
<http://ejd.sagepub.com/content/21/4/389>



5. Horodnic I.A., Zait A. (2015). Motivation and research productivity in a university system undergoing transition. *Research Evaluation*, Vol. 24, Issue 3, 282-292 (2015, IF: 1.467).
<http://rev.oxfordjournals.org/content/early/2015/04/30/reseval.rvv010.abstract>
6. Apetrei A., Kureshi N.I., Horodnic I.A. (2015). When culture shapes international business. *Journal of Business Research*, Vol. 68, Issue 7, 1519-1521. (2015, IF: 2.129).
<http://www.sciencedirect.com/science/article/pii/S0148296315000582>
7. Williams C.C., Horodnic I.A. (2015). Rethinking the marginalisation thesis: An evaluation of the socio-spatial variations in undeclared work in the European Union. *Employee Relations*, Vol. 37, Issue 1, 48 – 65. (2015, IF: 0.933).
<http://www.emeraldinsight.com/doi/abs/10.1108/ER-06-2014-0074>
8. Williams C.C., Horodnic I.A. (2015). Explaining the Prevalence of Illegitimate Wage Practices in Southern Europe: An Institutional Analysis. *South European Society and Politics*, Vol 20, Issue 2, 203-221. (2015, IF: 1.241).
<http://www.tandfonline.com/doi/abs/10.1080/13608746.2015.1013518>
9. Williams C.C., Horodnic I.A. (2015). Explaining and tackling envelope wages in the Baltic Sea region: an institutional perspective. *Baltic Journal of Management*, Vol. 10, Issue 3, 295-312. (2015, IF: 0.457).
<http://www.emeraldinsight.com/doi/abs/10.1108/BJM-10-2014-0153?journalCode=bjm>
10. Williams C.C., Horodnic I.A., Windebank J. (2015). Explaining participation in the informal economy: An institutional incongruence perspective. *International Sociology*, Vol. 30, Issue 3, 294-313. (2015, IF: 0.621).
<http://iss.sagepub.com/content/30/3/294.abstract>
11. Williams C.C., Horodnic I.A. (2015). Marginalisation and participation in the informal economy in Central and Eastern European nations. *Post-Communist Economies*, Vol. 27, Issue 2, 153-169. (2015, IF: 0.548).
<http://www.tandfonline.com/doi/full/10.1080/14631377.2015.1026686>
12. Williams C.C., Horodnic I.A. (2015). Tackling the informal economy in South East Europe: an institutional approach. *Southeast European and Black Sea Studies*, Vol. 15, Issue 4, 519-539. (2015, IF: 0.316).
<http://www.tandfonline.com/doi/abs/10.1080/14683857.2015.1056980?journalCode=fbss20>
13. Williams C.C., Horodnic I.A. (2015). Are marginalised populations more likely to engage in undeclared work in the Nordic countries?, *Sociological Research Online*, Vol. 20, Issue, 3, DOI: 10.5153/sro.3719 (2015, IF: 0.652).
<http://www.sagepub.com/journals/Journal200794#tabview=title>
<http://www.socresonline.org.uk/20/3/11.html>

Reviste ISI fara factor de impact

1. Williams C.C., Horodnic I.A. (2016). Beyond the marginalization thesis: evaluating the participation of the formally employed in the shadow economy in the European Union. *Journal of Economic Studies*, Vol. 43, Issue 3, 400-417.
<http://www.emeraldinsight.com/doi/abs/10.1108/JES-06-2014-0105>
2. Williams C.C., Horodnic I.A., Horodnic A.V. (2016). Who is making informal payments for public healthcare in East-Central Europe? An evaluation of socio-economic and spatial variations. *Eastern Journal of European Studies*, Vol. 7, Issue 1, 49-61.
http://ejes.uaic.ro/articles/EJES2016_0701_WIL.pdf
3. Williams C.C., Horodnic I.A. (2016). Cross-country variations in the participation of small businesses in the informal economy: an institutional asymmetry explanation. *Journal of Small Business and Enterprise Development*, Vol. 23, Issue 1, 3-24.
<http://www.emeraldinsight.com/doi/abs/10.1108/JSBED-02-2015-0021>
4. Williams C.C., Horodnic I.A. (2016). An institutional theory of the informal economy: some lessons from the United Kingdom. *International Journal of Social Economics*, Vol. 43, Issue 7, 722-738.
<http://www.emeraldinsight.com/doi/abs/10.1108/IJSE-12-2014-0256?journalCode=ijse>
5. Williams C.C., Horodnic I.A. (2016). Beyond the marginalization thesis: evaluating the participation of the formally employed in the shadow economy in the European Union. *Journal of Economic Studies*, Vol. 43, Issue 3, 400-417.



	http://www.emeraldinsight.com/doi/abs/10.1108/JES-06-2014-0105
6.	Williams C.C., Horodnic I.A. (2016). Tackling the undeclared economy in the European Union: an evaluation of the tax morale approach. <i>Industrial Relations Journal</i> , Vol. 47, Issue 4, 322-340. http://onlinelibrary.wiley.com/doi/10.1111/irj.12142/abstract
7.	Williams C.C., Horodnic I.A., Burkinshaw L. (2016). Evaluating competing public policy approaches towards the informal economy: some lessons from the United Kingdom. <i>International Journal of Public Sector Management</i> , Vol. 29, Issue 4, 365-380. http://www.emeraldinsight.com/doi/abs/10.1108/IJPSM-01-2016-0005
8.	Williams C.C., Horodnic I.A., Windebank J. (2015). Evaluating the Prevalence and Distribution of Envelope Wages in the European Union: Lessons from a 2013 Eurobarometer Survey. <i>Journal of Contemporary European Research</i> , Vol. 11, Issue 2, 179-195. http://www.jcer.net/index.php/jcer/article/view/664
9.	Williams C.C., Horodnic I.A. (2015). Self-employment, the informal economy and the marginalisation thesis: Some evidence from the European Union. <i>International Journal of Entrepreneurial Behavior & Research</i> , Vol. 21, Issue 2, 224-242. http://www.emeraldinsight.com/doi/abs/10.1108/IJEBR-10-2014-0184
BDI	
1.	Williams C.C., Horodnic I.A. (2016). Beyond the marginalization thesis: evaluating participation in informal sector entrepreneurship. <i>International Journal of Entrepreneurship and Small Business</i> , Vol. 28, Issue 2-3, 234-254. http://www.inderscienceonline.com/doi/abs/10.1504/IJESB.2016.076635
2.	Windebank J., Horodnic I.A. (2016). Explaining participation in informal employment: a social contract perspective. <i>International Journal of Entrepreneurship and Small Business</i> , Vol. 28, Issue 2-3, 178-194. http://www.inderscienceonline.com/doi/abs/10.1504/IJESB.2016.076636
3.	Williams C.C., Horodnic I.A. (2016). Evaluating the participation of marginalized populations in undeclared work in the Baltic countries. <i>Journal of Contemporary European Studies</i> , http://dx.doi.org/10.1080/14782804.2016.1228524 . http://www.tandfonline.com/doi/abs/10.1080/14782804.2016.1228524?journalCode=cjea20
4.	Horodnic I.A., Williams C.C. (2016). An evaluation of the shadow economy in Baltic states: a tax morale perspective. <i>International Journal of Entrepreneurship and Small Business</i> , Vol. 28, Issue 2-3, 339-358. http://www.inderscienceonline.com/doi/abs/10.1504/IJESB.2016.076638
5.	Williams C.C., Horodnic I.A. (2016). Evaluating the Multifarious Motives for Acquiring Goods and Services from the Informal Sector in Central and Eastern Europe. <i>Journal of Contemporary Central and Eastern Europe</i> . http://www.tandfonline.com/doi/abs/10.1080/0965156X.2016.1259915?journalCode=cdeb20
6.	Horodnic I.A. (2015). Academic performance of professors in economic field. Comparative study by Romania regions. <i>International Journal of Communication Research</i> . Vol 5, Issue 2, 122-127. http://www.ijcr.eu/index.php?link=article&anul=2015&nr=2&vol=5#a10
7.	Williams C.C., Horodnic I.A. (2015). Who participates in the undeclared economy in South-Eastern Europe? An evaluation of the marginalization thesis. <i>South Eastern Europe Journal of Economics</i> , Vol. 13, Issue 2, 157-175. http://www.asecu.gr/Seeje/issue25/issue25-williams-horodnic.pdf
8.	Williams C.C., Horodnic I.A. (2015). Explaining the prevalence of the informal economy in the Baltics: an institutional asymmetry perspective. <i>European Spatial Research and Policy</i> , Vol. 22, Issue 2, 127-145. https://www.degruyter.com/view/j/esrp.2015.22.issue-2/esrp-2015-0029/esrp-2015-0029.xml?rskey=Cc3jvk&result=1
9.	Horodnic I.A. (2015). Academic Performance: Measurement Methods Used In Socio - Economic Sciences. <i>The yearbook of the "Gh. Zane" Institute of Economic Researches</i> , Vol 23, Issue 1, 5-17. https://ideas.repec.org/a/zan/yzgier/v23y2014i1p5-17.html
10.	Ursachi (Horodnic) Ioana Alexandra. (2012). A pilot study on motivation in academic research. Testing validity



and reliability of the instrument, *Ovidius University Annals, Economic Sciences Series*, Vol. XII, Issue 1, 1236-1238.

<http://stec.univ-ovidius.ro/html/anale/ENG/cuprins%20rezumate/rezumat2012p1.pdf>

11. Ursachi (Horodnic) Ioana Alexandra, Ursachi George Marian. (2011). Motivation in Academic Research as an Important Factor in Increasing International Visibility, *Ovidius University Annals, Economic Sciences Series*, Vol. XI, Issue 1, 2229-2235.

<https://ideas.repec.org/a/ovi/oviste/v11y2011i1p2229-2235.html>

12. Ursachi George Marian, Ursachi (Horodnic) Ioana Alexandra. (2011). Influence Factors on the Value of Reliability Estimators in Marketing Research, *Ovidius University Annals, Economic Sciences Series*, Vol. XI, Issue 1, 2223-2228.

<https://ideas.repec.org/a/ovi/oviste/v11y2011i1p2223-2228.html>

13. Ursachi (Horodnic) Ioana Alexandra. (2011). Studying motivation and productivity in academic research. A methodological proposal, *Ovidius University Annals, Economic Sciences Series*, Vol. XI, Issue 2, 1311-1316.

<https://ideas.repec.org/a/ovi/oviste/vxiy2011i9p1311-1316.html>

f) articole/studii publicate in extenso, în volumele conferințelor internaționale de specialitate

Indexate ISI

1. Ursachi G., Horodnic I.A., Zait A. How Reliable are Measurement Scales? External Factors with Indirect Influence on Reliability Estimators. *Globalization and Higher Education in Economics and Business Administration – GEBA 2013*, ISI Conference Proceedings.

<http://www.fcaa.uaic.ro/geba/programme.pdf>

<http://www.sciencedirect.com/science/article/pii/S2212567115001239>

Alte categorii

1. Horodnic I.A., Zait A. (2013). Analysing the motivation – productivity relationship in order to increase the visibility of research: Romanian case. *The 2nd Global Innovation and Knowledge Academy (GIKA)*, University of Valencia, Spain, ISBN: 978-84-616-0275-9, electronic volume, 10 p.

<http://www.gika-academy.com/gika-2013-valencia/>

2. Ursachi (Horodnic) I.A. (2011). Relatia individualism, promovare de marketing si reprezentativitatea esantionului, *European Union, Global Governance and Sustainable Development*, Centrul de Studii Europene, Editura Universitatii Alexandru Ioan Cuza, Iași, 978-973-703-552-3, 432-439.

http://www.editura.uaic.ro/fisa-carte.php?id_d=d03&id_c=963

3. Iosub D., Ursachi I., Zait A. (2010). Speaking 'Researchish' after the Crisis - The Need for a Common Language in Socio-Economic Researches, *La crise mondiale et les perspectives de reprise dans l'Union Européenne*, Université d'Economie de Prague, Cehia, 978-80-245-1684-4, 195-203.

<http://dx.doi.org/10.2139/ssrn.1760648>

4. Ursachi cas. Horodnic I.A. (2010). Bariere în dezvoltarea IMM-urilor din Estul Europei pe fondul actualei crize economice. Testul de supraviețuire, *Politici europene privind dezvoltarea mediului de afaceri*, Centrul de Studii Europene, Editura Universitatii Alexandru Ioan Cuza, Iași, 978-973-703-512-7, 357-366.

http://www.editura.uaic.ro/fisa-carte.php?id_d=d03&id_c=850

5. Ursachi (Horodnic) I.A., Botnarenco A. (2009). Marketing viral. Consumatori activi vs. consumatori pasivi. *International Conference of Business Communication for Students SECAAB*, 4th edition, Universitatea Babes-Bolyai, Cluj, volum electronic, 1-15.

<http://tbs.ubbcluj.ro/conferinte-internationale/>

**g) alte lucrări și contribuții științifice****Lucrări susținute în calitate de invitat la manifestări științifice (în străinătate)**

1. "Envelope wage arrangements among students: some lessons from Moldova and Romania" (co-author Colin C. Williams), during the "International Seminar on Interdisciplinary Research", held between 28.09.2016 and 30.09.2016 by Faculty of Economics and Business, Catholic University of Valencia, Spain
2. Susținere lucrare ("Does the research productivity correlate with motivation?"), în cadrul 2nd European Journal of Political Economy Academic Writing Workshop, Castasenga, Switzerland, iulie 2013
3. Susținere Propunere de Cercetare ("The link between motivation and academic research") la Universitatea Konstanz, sub îndrumarea domnului profesor Wilfred Pohlmeier, Konstanz, Germany, ian. 2011.

Lucrări susținute în calitate de invitat la manifestări științifice (în țară)

1. "Undeclared work in sustainable development context: analysis of institutional asymmetry in Romania" (co-author Colin C. Williams) at the "Sustainable development workshop" hosted by the Romanian Academy, Iasi Branch, on September 26, 2015, Iasi, Romania
2. "The link between informal economy and institutional asymmetry: the Romanian case" (co-author Colin C. Williams) at the "Opening Conference of the New Academic Year 2014/2015 at the Doctoral School of Economics and Business Administration" hosted by the Doctoral School of Economics and Business Administration, on October 7, 2015, Iasi, Romania

Alte categorii

1. Horodnic I.A. (2015). Factors associated with academic performance. Some evidence from Romania. Workshop formativ GC.05 – Inovație și performanță în Societatea Cunoașterii, Academia Română Filiala Iași – I.C.E.S. Gh. "Zane", 20-21 aprilie 2015, Iași, România.
<http://proiectidsrc.acadiasi.ro/workshop-formativ-gc-05-inovatie-si-performanta-in-societatea-cunoasterii/>
2. Horodnic I.A. (2015). Developing an Innovative Conceptual Model of Research Acceptance. Conferința Internațională *Humanities and Social Science Today. Classical and Contemporary Issues*, Academia Română Filiala Iași – I.C.E.S. Gh. "Zane", 7-10 mai 2015, Iași, România.
http://proiectidsrc.acadiasi.ro/wp-content/uploads/2015/05/the-conference-program-9_may.pdf
3. Horodnic I.A. (2014). Motivation and performance in academic research. Conferința Internațională *Sustainable economic and social development of euroregions and crossborder areas*. Academia Română Filiala Iași – I.C.E.S. Gh. "Zane", 27 iunie 2014, Bălți, Republica Moldova.
http://www.usarb.md/fileadmin/noutati/AVIZE/evenimente/dna_Pritcan/Program_ESPN.pdf
4. Ursachi (Horodnic) I.A., Ursachi G. (2010). Productivitatea Academică: factori de influență și metode de măsurare, *Mediul antreprenorial european: prezent și perspective*, Editura PIM, Iași, ISBN: 978-606-13-0389-2, 472-481.
<http://evenimente.bxb.ro/mediul-antreprenorial-european-prezent-si-perspective/>
5. Ursachi G., Ursachi (Horodnic) I.A. (2010). Consistența internă a unui instrument. O decizie dificilă, *Mediul antreprenorial european: prezent și perspective*, Editura PIM, Iași, ISBN: 978-606-13-0389-2, 482 – 489.
<http://evenimente.bxb.ro/mediul-antreprenorial-european-prezent-si-perspective/>
6. Ursachi I.A. (2008). Cercetarea în marketing pe Internet. *Conferința Română de Marketing - COROMAR*, ediția a II-a, Timișoara, volum electronic.
https://www.roportal.ro/evenimente/despre/conferinta_romana_de_marketing_editia_a_ii_a/

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05.12.2016

Semnătura:
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