



## Anexa 2

pentru ocuparea postului de Asistent universitar, poziția 81, disciplinele:

Comunicare și negocieri în afaceri; Tehnici de vânzări; Negocieri în afaceri internaționale.

FACULTA-TEA	CRITERIU DE ÎNDEPLINIT	REZULTATE OBTINUTE
Economie și Administrare a Afacerilor	3 articole științifice publicate în extenso în reviste internaționale, din care 2 indexate BDI (ISI, Scopus, EBSCO, EconLit, REPEC, DOAJ, Cabell's, JSTOR, Science Direct, SpringerLink, ProQuest)	<p>Criteriile sunt îndeplinite, portofoliul de rezultate include:</p> <p>1 articol ISI cu factor de impact:</p> <p>Clipa, A.-M.; Clipa, C.-I.; Danileț, M.; Andrei, A.G. Enhancing Sustainable Employment Relationships: An Empirical Investigation of the Influence of Trust in Employer and Subjective Value in Employment Contract Negotiations. <i>Sustainability</i> 2019, 11, 4995. <a href="https://www.mdpi.com/2071-1050/11/18/4995">https://www.mdpi.com/2071-1050/11/18/4995</a></p> <p>articole în reviste/ publicații indexate BDI</p> <p>Clipa, Anca Maria, (2018), EMPLOYMENT CONTRACT NEGOTIATIONS FOR ROMANIAN IT EMPLOYEES AND THEIR WILLINGNESS FOR FUTURE (RE)NEGOTIATIONS, SEA - Practical Application of Science, issue 18, p. 307-312, <a href="http://seaopenresearch.eu/Journals/articles/SPAS_18_9.pdf">http://seaopenresearch.eu/Journals/articles/SPAS_18_9.pdf</a> revistă BDI indexată în: DOAJ, CEEOL, Repec</p> <p>Clipa, Anca Maria, Clipa, Cătălin Ioan (2018). Employer Brand Scale Development. The Case Of It Companies In Romania, Management Intercultural, V volume XX, Issue 41 revistă BDI indexată în: CEEOL, RePEc, ISSN-L: 2360 – 2554 , <a href="http://seaopenresearch.eu/Journals/articles/SPAS_18_9.pdf">http://seaopenresearch.eu/Journals/articles/SPAS_18_9.pdf</a></p> <p>Clipa, Anca Maria, Postolea, Sorina (2017). "Investigating What Romanian It Recruiters And Employees Value When They Negotiate Employment Contract," SEA - Practical Application of Science, Fundația Română pentru Inteligența Afacerii, Editorial Department, issue 15, pages 321-329, December, revistă BDI indexată în: DOAJ, CEEOL, Repec</p> <p>Danileț, Magdalena, Mihai, Olesia, Clipa, Anca Maria (2017) " EU's Methaphorical Representation in the Moldovan Economic Press", CES Working Papers, Volumul 9, Issue 2 , ISSN: 2067 –7693, revistă BDI indexată în: CEEOL, DOAJ, EBSCO, Index Copernicus, ProQuest, RePEc, Ulrich'S Periodicals Directory, World Cat, ISSN: 2067 – 7693, <a href="https://www.ceeol.com/search/article-detail?id=603752">https://www.ceeol.com/search/article-detail?id=603752</a></p> <p>Clipa, Cătălin Ioan, Danileț, Magdalena, Clipa, Anca Maria (2017) " Country Of Origin Effect And Perception Of Romanian Consumers", JSR Junior Scientific Researcher Journal Vol.3, Issue 1, revistă BDI indexată în: DOAJ, CEEOL, Repec (MPRA), Research Bible, I2OR, Directory of Science, Iseek, Academic Keys, Google Scholar, PBN, Scientific Indexing Service (SIS), ISSN Journal: 2,458-0341, <a href="http://www.jsrpublishing.com/userfiles/files/current_issue/21/Catalin_Clipa_Article.pdf">http://www.jsrpublishing.com/userfiles/files/current_issue/21/Catalin_Clipa_Article.pdf</a></p> <p>Clipa, Cătălin Ioan., Clipa, Anca Maria (2017). The Convergence of Strategic Human Resource Management Practices: Republic of Moldova and European Union, EcoForum, Vol. 6, Issue 3 (13), <a href="https://www.ceeol.com/search/article-detail?id=584377">https://www.ceeol.com/search/article-detail?id=584377</a> revistă BDI indexată în: DOAJ, Repec</p>



FACULTA-TEA	CRITERIU DE ÎNDEPLINIT	REZULTATE OBTINUTE
		<p>Prodan, Adriana, Clipa, Cătălin Ioan, Clipa, Anca Maria (2009), “The transfer of Romanian human resources management practices in multinational companies”, MIBES Transactions, Vol. 3 No. 1, pp. 96-102., <a href="http://mtol.teithessaly.gr/vol3_2009/prodan-c%20clipa-a%20clipa%5B1%5D.pdf">http://mtol.teithessaly.gr/vol3_2009/prodan-c%20clipa-a%20clipa%5B1%5D.pdf</a> (articol ISI Proceedings).</p> <p>Clipa, Anca Maria, Stoian, Claudia, Danilet, Magdalena, Tugulea, Oana, (2017). Exploring Employer Brand For The IT Industry: A Qualitative Approach. Paper presented at the Entrepreneurship and Family Enterprise Research International Conference, ISBN 978-84-16989-93-5</p>

Data: 9.01.2020

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