



Concurs pentru ocuparea postului poziția 75, de **Asistent**
Instituția de învățământ superior: *Universitatea „Alexandru Ioan Cuza” din Iași*
Facultatea: *Facultatea de Economie și Administrarea Afacerilor*
Departamentul: **Management, Marketing și Administrarea Afacerilor**
Disciplinele: **Management, Managementul Resurselor Umane**
Domeniul: **Management**
Post anunțat în Monitorul Oficial al României, nr. 152 partea a III-a, din data de 24.04.2023

Fișă de autoevaluare, alcătuită în conformitate cu prevederile fișei de evaluare generală a standardelor universității
pentru ocuparea postului de ASISTENT UNIVERSITAR
publicat în Monitorul Oficial al României, nr. 152 partea a III-a, din data de 24.04.2023

Candidat: **GUTU IOANA**
Data nașterii: **19.05.1987**
Instituția: **Universitatea „Alexandru Ioan Cuza” din Iași, Facultatea de Economie și Administrarea Afacerilor**
Departamentul: **Management, Marketing și Administrarea Afacerilor**

--- Total punctaj: 928.16 P ---

CRITERII	DESCRIPTORI	PUNCTAJE ACORDATE
I. ACTIVITATEA DE CERCETARE (70%)		
1. Articole științifice publicate in extenso in reviste cotate Web of Science cu factor de impact		Punctaje acordate
1. Gutu, I., Agheorgiesei, D.T., Alecu, I.C. (2022) The online adapted transformational leadership and workforce innovation within the software development industry, Sustainability 2022, 14(12),7408; [https://doi.org/10.3390/su14127408]		86.11 P
2. Gutu, I., Agheorghiesei, D.T., Tugui, A. (2022). Leadership and Work Engagement Effectiveness within the Technology Era. Sustainability, 14(18), 11408. [https://doi.org/10.3390/su141811408]		86.11 P
3. Gutu, I., Agheorghiesei, D.T., Tugui, A. (2023). Assessment of a Workforce Sustainability Tool through Leadership and Digitalization. International Journal of Environmental Research and Public Health, 20(2), 1360. [https://doi.org/10.3390/ijerph20021360]		100.53 P
Total punctaj descriptor 1:		272.75 P
2. Articole științifice publicate in extenso in reviste cotate Web of Science fara factor de impact		Punctaje acordate
1. GUTU, I. (2020). Leadership as the main driver for organizational innovative climate. European Finance, Business and Regulation EUFIRE 2020, 185.		20 P x 1 autor = 20 P
2. Guțu, Ioana, 2016. EU and US, reaching an Agreement over TTIP?, The		

European Proceedings of Social&Behavioural Sciences EpSBS, p. 448	20 P x 1 autor = 20 P
3. Guțu, Ioana, 2014. The Regulatory Framework for the European Mechanism for Funding States at Crisis, Monetary, Banking and Financial Issues in Central and Eastern EU Member Countries: Can Central and Eastern EU members Overcome the Current Economic Crisis?, Volume II, Editura Universitatii Alexandru Ioan Cuza Iasi, p. 157.	20 P x 1 autor = 20 P
Total punctaj descriptor 2:	60 P
3. Articole științifice publicate in extenso in reviste indexate BDI	Punctaje acordate
Management	
1. Nita, V., Gutu, I. (2023). The Role of Leadership and Digital Transformation in Higher Education Students’ Work Engagement. International Journal of Environmental Research and Public Health, 20(6), 5124. [https://doi.org/10.3390/ijerph20065124].	15 P / 2 Autori = 7.5 P
2. Guțu, Ioana (2021) "The It Leadership - Towards Corporate Diplomacy. A General Assessment," Network Intelligence Studies, Romanian Foundation for Business Intelligence, Editorial Department, Volume IX , issue 17, pp. 35-42, disponibil la [https://ideas.repec.org/a/cmj/networ/y2021i17p35-42.html]	15 P x 1 Autor = 15 P
3. Gutu, Ioana (2020). Leadership as the main driver for organizational innovative climate. European Finance, Business and Regulation EUFIRE 2020, 185. Disponibil online la http://eufire.uaic.ro/	15 P x 1 Autor = 15 P
4. Gutu, Ioana (2020). Leadership, Innovative Work behavior and Software Development Companies in Romania. EIRP Proceedings, 15(1).	15 P x 1 Autor = 15 P
5. Guțu, Ioana (2020), Leadership, Innovative Work behavior and Software Development Companies in Romania, EIRP Proceedings, Vol 15, No 1, disponibil la [http://www.proceedings.univ-danubius.ro/index.php/eirp/article/view/2046]	15 P x 1 Autor = 15 P
6. Guțu, Ioana (2019). Multinational Companies and the Management of Corporate Diplomacy, Expert Journal of Business and Management, Nr. 7(2) pp. 263-270, disponibil la [https://business.expertjournals.com/23446781-718/]	15 P x 1 Autor = 15 P
7. Guțu, Ioana; Manolescu, Irina. (2018). Universities project performance – reality and trends. SEA - Practical Application of Science. Volume VI, Issue 16 (1/2018). 107-120.	15 P x 2 Autori = 7.5 P
8. Guțu, Ioana; Manolescu, Irina. (2017). The profile and competencies of the managers acting within the non-traditional. institutions. Cross Cultural Management Journal. Volume XIX, Issue 2/2017. 139-148.	15 P / 2 Autori = 7.5 P
9. Guțu, Ioana; Manolescu, Irina. (2017). Trends in the Romanian Higher Education System. Ovidius” University Annals, Economic Sciences Series. Volume XVII, Issue 2 /2017. 213-221.	15 P / 2 Autori = 7.5 P
10. Gutu, Ioana (2017). Management peculiarities for the practice of business diplomacy. Network Intelligence Studies, 5(10), 131-139.	15 P x 1 Autor = 15 P
11. Guțu, Ioana, Grigoruță M.V.B. (2018) Corporate Diplomacy as a Management Decision. In: Orăștean R., Ogorean C., Mărginean S. (eds) Innovative Business Development—A Global Perspective. IECS 2018.	15 P / 2 Autori = 7.5 P

Alte publicatii – Economie si Administrarea Afacerilor

12. GUTU, I. (2021). The corporate diplomacy instruments for an it leader. a general assessment. Pandemic Challenges for European Finance, Business and Regulation EUFIRE 2021, 427.
13. Guțu, Ioana (2017). EU between TTIP and the Eurasian Union, Future trends, organizational forms and effectiveness of cooperation development between Russian and foreign universities, University of Technology (Moscow) and 1 Decembrie 1918 University, Alba Iulia.
14. Guțu, Ioana (2017) The TTIP and it's Potential Effects Over the Labor Force in the European Union, 8th Lumen International Scientific Conference: Rethinking Social Action. Core Values in Practice.
15. Guțu, Ioana (2017) The Romanian, Bulgarian and Hungarian Economic Diplomacy in the Context of EU-USA Bilateral Negotiations, 8th Lumen International Scientific Conference: Rethinking Social Action. Core Values in Practice.
16. Guțu, Ioana (2016) The TPP and TTIP Trade AgreementsL The International Negotiation Process, CES Working Papers, Volume VIII, Issue 1, p. 81.
17. Guțu, Ioana (2016) The Transatlantic Blue Diplomacy, CES Working Papers, Volume VIII, Issue 4, p. 666.
18. Gutu, Ioana (2015). Agreeing Over TTIP: the Ninth Negotiation Round, „Ovidius” University Annals, Economic Sciences Series, Volume XV, Issue 1/2015, p. 91-96, (indexat EBSCO, Cabell’s Directories, RePec, DOAJ, ULRICHS WEB, J-GATE, ERIH PLUS, INDEX COPERNICUS, Scientific Indexing Services, INFOBASE INDEX, ResearchBib), Indexat B+, code 444. Disponibil online la http://stec.univ-ovidius.ro/html/anale/ENG/2015/ANALE%20vol%2015_issue_1_pt%20site.pdf
19. Gutu, Ioana (2015). Negotiating T-TIP – Key Issues and Potential Implications for the Third Countries, Ovidius University Annals, Economic Sciences Series, Volume XV, Issue 2, p. 104- 110 (indexat EBSCO, Cabell’s Directories, RePec, DOAJ, ULRICHS WEB, J-GATE, ERIH PLUS, INDEX COPERNICUS, Scientific Indexing Services, INFOBASE INDEX, ResearchBib), Indexat B+, code 444. Disponibil online la http://stec.univ-ovidius.ro/html/anale/ENG/wp-content/uploads/2015/03/ANALE-vol-15-issue_2_2015_site_v2.pdf
20. Gutu, Ioana (2015). The Acquis Communautaire within TTIP – The Case of Romania, CES Working Papers, Volume VII, Issue 3, p. 718.
21. Gutu, Ioana (2015). TTIP and the Implications for the Negotiation Process, Ovidius University Annals, Economic Sciences Series, Volume XV, Issue 2, p. 110 – 115 (indexat EBSCO, Cabell’s Directories, RePec, DOAJ, ULRICHS WEB, J-GATE, ERIH PLUS, INDEX COPERNICUS, Scientific Indexing Services, INFOBASE INDEX, ResearchBib), Indexat B+, code 444. Disponibil online la http://stec.univ-ovidius.ro/html/anale/ENG/wp-content/uploads/2015/03/ANALE-vol-15-issue_2_2015_site_v2.pdf

Total punctaj descriptor 3**127.5 P**

4. Carti stiintifice publicate (doar prima editie)		Punctaje acordate
Carti publicate		
Ioana Gutu, „Diplomatia Economica a Uniunii Europene: Relatia Transatlantica”, ISBN , 224 pagini, Editura Tehnopress, Iasi.		20 P x 224/100 = 44.8 P
Ioana Gutu, „Leadershipul si ecuatiea inovarii in organizatii”, ISBN, 154 pagini, Editura Performantica, Iasi.		20 P x 154/100 = 30.8 P
Capitole de carte		
Daniela-Tatiana Agheorghiesei, Alexandru Țugui, Ioana Guțu, Magdalena Iorga (2022) A Brief Analysis From A Socio-economic Perspective Of Bullying And Cyberbullying in Volumul Magdalena Iorga (Edt.), Cyberbullying In Educational Context, Editura Universității „Alexandru Ioan Cuza” din Iași, 2022, 18 pagini [ISBN: 978-606-714-741-4 https://www.editura.uaic.ro/produse/editura/aparitii-recente/cyberbullying-in-educational-context-1920/1]		2.25 P
Alexandru Țugui, Daniela-Tatiana Agheorghiesei, Ioana Guțu, Silvia Raluca Matei, Florin-Victor Jeflea, Guy Levi (2022) Challenging Aspects Of The Cyberbullying In The Context Of The Digital Transformation in volumul Magdalena Iorga (Edt.), Cyberbullying In Educational Context, Editura Universității „Alexandru Ioan Cuza” din Iași, 2022, 20 pagini [ISBN: 978-606-714-741-4 https://www.editura.uaic.ro/produse/editura/aparitii-recente/cyberbullying-in-educational-context-1920/1]		1.66 P
Total punctaj descriptor 4:		79.51 P
6. Carti stiintifice traduse si publicate in edituri din strainatate		
Nu este cazul		
7. Coordonarea si editarea de volume, traduceri si antologii		
Nu este cazul		
8. Articole publicate in dictionare si enciclopedii		
Nu este cazul		
9. Contracte de cercetare stiintifica in institutii academice		
ERASMUS MUNDUS EMERGE		
10. Contracte de cercetare in mediul de Afaceri si sectorul public		
Nu este cazul		
11. Brevete		
Nu este cazul		
12. Citari si recenzii ale lucrarilor stiintifice		
Citari in Jurnale ISI cu factor de impact		
Gutu, I., Agheorghiesei, D.T., Alecu, I.C. (2022) The online adapted transformational leadership and workforce innovation within the software development industry, Sustainability 2022, 14(12),7408; [https://doi.org/10.3390/su14127408] citat in Przybytniowski, J. W., Borkowski, S., Grzebieniak, A., Garasyim, P., Dziekański, P., & Ciesielska, A. (2022). Social, Economic, and Financial Aspects of Modelling Sustainable Growth in the Irresponsible World during COVID-19 Pandemic. Sustainability, 14(19), 12480.		29.2 p
Gutu, I., Agheorghiesei, D.T., Alecu, I.C. (2022) The online adapted transformational leadership and workforce innovation within the software development industry, Sustainability 2022, 14(12),7408; [https://doi.org/10.3390/su14127408] citat in Meirinhos, G., Cardoso, A., Neves, M., Silva, R., & Rêgo, R. (2023). Leadership Styles, Motivation, Communication and Reward Systems in Business Performance. Journal of Risk and Financial Management, 16(2), 70.		29.2 p

Citari in jurnale internationale de specialitate

Guțu, Ioana (2019). Multinational Companies and the Management of Corporate Diplomacy, *Expert Journal of Business and Management*, Nr. 7(2) pp. 263-270, disponibil la [<https://business.expertjournals.com/23446781-718/>] citat in Bolewski, W. (2021). Compass for public/private management in turbulent times: corporate diplomacy. *International Journal of Diplomacy and Economy*, 7(1), 4-18.

10 p

Guțu, Ioana (2019). Multinational Companies and the Management of Corporate Diplomacy, *Expert Journal of Business and Management*, Nr. 7(2) pp. 263-270, disponibil la [<https://business.expertjournals.com/23446781-718/>] citat in Salvi, R. M., & Ruël, H. J. (2022). Corporate diplomacy and sustainable internationalisation: a conceptual and empirical exploration. *International Journal of Diplomacy and Economy*, 8(1), 41-64.

10 p

Guțu, Ioana (2019). Multinational Companies and the Management of Corporate Diplomacy, *Expert Journal of Business and Management*, Nr. 7(2) pp. 263-270, disponibil la [<https://business.expertjournals.com/23446781-718/>] citat in Bolewski, W. (2022). Corporate Diplomacy: Compass for Public/Private Management in Turbulent Times. *Diplomacy, Organisations and Citizens: A European Communication Perspective*, 139-153.

10 p

Guțu, Ioana (2016) The TPP and TTIP Trade Agreements, The International Negotiation Process, CES Working Papers, Volume VIII, Issue 1, p. 81 citat in Isaksson, C. (2017). Newspaper coverage of TTIP: A comparative case-study of the differences between how TTIP was presented in German and Swedish papers.

10 p

Guțu, Ioana (2016) The TPP and TTIP Trade Agreements, The International Negotiation Process, CES Working Papers, Volume VIII, Issue 1, p. 81 citat in Turanlı, Ş. D. (2019). The Impacts of Transatlantic Trade and Investment Partnership (TTIP) Initiative on Turkey's Foreign Trade.

10 p

Guțu, Ioana (2016) The TPP and TTIP Trade Agreements, The International Negotiation Process, CES Working Papers, Volume VIII, Issue 1, p. 81 citat in Coleby, M. H., & Macharia, F. African Digital Asset Framework.

10 p

Guțu, Ioana (2016) The TPP and TTIP Trade Agreements, The International Negotiation Process, CES Working Papers, Volume VIII, Issue 1, p. 81 citat in Isaksson, C. Newspaper coverage of TTIP.

10 p

Guțu, Ioana (2016) The TPP and TTIP Trade Agreements, The International Negotiation Process, CES Working Papers, Volume VIII, Issue 1, p. 81 citat in Bossi, M. (2016). The economic crisis and how it has changed the labor relations system: towards flexicurity in the EU and pattern bargaining in the US: two sides of the same coin?

10 p

Guțu, Ioana (2016) The Transatlantic Blue Diplomacy, CES Working Papers, Volume VIII, Issue 4, p. 666 citat in Otto, L. (2022). Exploring maritime diplomacy of small island developing states in Africa: cases of Mauritius and Seychelles. *Journal of the Indian Ocean Region*, 18(2), 133-148.

10 p

Guțu, Ioana (2016) The Transatlantic Blue Diplomacy, CES Working Papers, Volume VIII, Issue 4, p. 666 citat in Chaudhary, P., & Sharma, K. K. (2021). Effects of Covid-19 on De-globalization. *Globalization, Deglobalization, and New Paradigms in Business*, 133-153.

10 p

Guțu, Ioana (2016) The Transatlantic Blue Diplomacy, CES Working Papers, Volume VIII, Issue 4, p. 666 citat in da Anunciação, P. F., & Peñalver, A. J. B. (2017).

10 p

Information urbanistic perspective in the context of Blue economy: analysis of Setubal and Cartagena tourism offer. <i>International Journal of Sociotechnology and Knowledge Development (IJSKD)</i> , 9(3), 65-83.	10 p
Guțu, Ioana (2016) The Transatlantic Blue Diplomacy, CES Working Papers, Volume VIII, Issue 4, p. 666 citat in Haque, M. R. (2020). Blue Diplomacy of Bangladesh: Connectivity, Capabilities, and Challenges. <i>GSI</i> , 8(9).	10 p
Gutu, Ioana (2017). Management peculiarities for the practice of business diplomacy. <i>Network Intelligence Studies</i> , 5(10), 131-139 citat in Falcão, P., Ramalho, N., & Nobre, M. (2021). Stakeholder management: the new role of business diplomacy. <i>Journal of Business Strategy</i> , 42(6), 399-405.	10 p
Gutu, Ioana (2017). Management peculiarities for the practice of business diplomacy. <i>Network Intelligence Studies</i> , 5(10), 131-139 citat in Nobre, M. E. (2018). <i>From public relations to business diplomat: new competencies</i> .	10 p
Guțu, Ioana, Grigoriuță M.V.B. (2018) Corporate Diplomacy as a Management Decision. In: Orăștean R., Ogorean C., Mărginean S. (eds) Innovative Business Development—A Global Perspective. IECS 2018 citat in Stark, D., Adrou, Y., & Guo, J. (2021). Corporate Foreign Policy Case Study On Swedish Companies' Foreign Strategy For China And Media'S Impact.	10 p
Gutu, Ioana (2020). Leadership, Innovative Work behavior and Software Development Companies in Romania. <i>EIRP Proceedings</i> , 15(1) citat in Byantara, R. A., Qamari, I. N., & Saad, M. S. M. (2023). Transformational leadership, organisational climate, and internal locus of control on innovative work behaviour in hospitality sector of rural area. <i>BISMA (Bisnis dan Manajemen)</i> , 15(2), 119-138.	10 p
Gutu, Ioana (2020). Leadership, Innovative Work behavior and Software Development Companies in Romania. <i>EIRP Proceedings</i> , 15(1) citat in D'Souza, J. (2023). <i>Entrepreneurial Leadership Strategies for Catalyzing Innovation Performance</i> .	10 p
Total punctaj descriptor 12	228.4 P
13. Lucrari sustinute in calitate de invitat la manifestari stiintifice	
Nu este cazul	
14. Profesor/cercetator invitat la universitati/institute de cercetare	
Nu este cazul	
15. Editor/Membru in Editorial Board&Advisory Board	
Membru Editorial Board A XXIII-a Conferinta Teoretico-Practica Internationala „Metode statistice si tehnologii informatinale de analiza a dezvoltarii social-economice”, 01.06.2023, Universitatea de Administrare si Drept „Leonid Iuzkov” din Hmelinitc, Ucraina.	10 P
Membru Editorial Board in cadrul volumului „Provocarile Mediului de afaceri in Societatea Moderna”, Editura Universitatii „Alexandru Ioan Cuza” din Iasi, 2022, volum publicat in cadrul proiectului extracurricular Business Graduate Research Forum”, nr. 34196R/23.02.2022, finanțat de către Ministerul Educației	10 P
Total punctaj descriptor 15	20 P
16. Premii internationale obtinute printr-un proces de selectie	
Nu este cazul	
17. Premii ale Academiei Romane	
Nu este cazul	
18. Alte premii nationale ale institutiilor culturale	
Nu este cazul	
19. Participari la manifestari stiintifice - - internationale: raportor pe secțiuni/paneluri	

Articole – Management, Marketing si Administrarea Afacerilor	
18th International Conference on European Integration – Realities and Perspectives, 19-20 May, 2023 (cu articol „Workforce sustainability and Leadership – A new Technology Industry Model Assessment” – Autor: Gutu, I.; Tanasa, F.).	10 P
International Conference on European Financial Regulation – EUFIRE 2023, Iasi, Romania, 19-20 May, 2023 (cu articole „The rising management strategy of virtual tourism – The case of Romania” – Autor: Nita, V.; Gutu, I.; „A scientific perspective on the use of Artificial Intelligence in Public Health” – Autor: Tugui, A.; Jeflea, V.; Gutu, I.; Zelinschi, D).	10 P
XXI International scientific-practical conference «scientific problems of management at the macro-, meso and microeconomic LEVELS», 26-27 April, 2023 (cu articol Agheorghiesei D.-T., Asandului A.L., Tugui A. (Alexandru Ioan Cuza University, Iași, Romania), Asandului G. (Gheorghe Asachi Technical University, Iași, Romania), Guțu I. (Alexandru Ioan Cuza University, Iași, Romania) Becoming resilient – a one-way ticket for universities to cope with the challenging times).	10 P
International Conference on European Financial Regulation – EUFIRE 2022, Iasi, Romania, 13-14 May, 2022 (cu articol „A followers perspective over the IT leadership in Romania” – autor: Gutu, I; Agheorghiesei D.T.)	10 P
International Conference ADAPTABILITY a soft competence in achieving sustainability in a (post)pandedmic context, Balti, republic of Moldova, 27 May 2022 (cu articol „Organizational climate for innovation and the IT&C Industry in Romania” – autor: Gutu, I; Agheorghiesei D.T.)	10 P
International Conference on European Financial Regulation – EUFIRE 2021, Iasi, Romania, 14 Mai 2021 cu articol The corporate diplomacy instruments for an IT leader. A general asessment” - autor: Gutu, I.)	10 P
International Conference on European Integration - Realities and Perspectives, Romania, 15-16 Mai 2020 (cu articol „Innovative Work behavior and Software Development Companies in Romania” – autor: Gutu, I.)	10 P
International Conference on European Financial Regulation – EUFIRE 2019, Iasi, Romania, 17-18 May 2019; (cu articol: Leadership as the main driver for organizational innovative climate” – autor: Gutu.I.).	10 P
28th International Economic Conference – IECS 2019, Sibiu, Romania, 28 Mai 2019 cu articolul „Leadership and organizational culture across economic sectors: EU and Russia” (autori: Gutu, I. ;. Gordeeva, D.).	10 P
26th International Economic Conference – IECS 2019, Sibiu, Romania, 24-25 Mai 2019; (cu articol: „Multinational Companies and the Management of Corporate Diplomacy”,- autor: Gutu, I.)	10 P
SEA 13. 0 „Economic Experiences”, 17-18.11.2017, participant ca unic autor cu lucrarea „Management Peculiarities for the Practice of Business Diplomacy”	10 P
SEA 13. 0 „Economic Experiences”, 17-18.11.2017, participant alaturi de doamna conf. Univ. dr. Irina Manolescu prezentand lucrarea The Profile and Competencies of the Managers Acting Within the Non-Traditional Institutions”	10 P

• Monetary, Banking and Financial Issues in Central and Eastern EU Member Countries: Can Central and Eastern EU members Overcome the Current Economic Crisis?, 10-12.04.2014, Alexandru Ioan Cuza University of Iasi cu lucrarea „The Regulatory Framework for the European Mechanism for Funding States at Crisis”	10 P
• GEBA 2017, 19-21. 10. 2017, Alexandu Ioan Cuza University of Iasi, Faculty of Economics and Business Administration, cu lucrarea „Management decisions for corporate diplomacy”	10 P
Articole – Economie si Afaceri Internationale	
Present Issues of Global Economy – 12th Edition, 18-20.06.2015, Facultatea de Stiinte Economice, Universitatea Ovidius, Constanta, cu lucrarea „Agreeing over TTIP: the Ninth Negotiation Round”	
New Approaches in Social and Humanistic Sciences, 11-13.09.2015, Central and Eastern European LUMEN cu lucrarea „The effect of TTIP over the IIIrd countries”	
New Approaches in Social and Humanistic Sciences, 11-13.09.2015, Central and Eastern European LUMEN, cu lucrarea „The diplomatic negotiation behind TTIP”	
EURINT 2015: European Union. Past, present and future, 23-24.10.2015, Centrul de Studii Europene, Univeristatea “Al. I. Cuza”, Iasi cu lucrarea „The TPP and TTIP trade agreements: the international negotiation process”	
Global Economy under Crisis, 3rd-4th Edition, 3 - 4.12.2015, Facultatea de Stiinte Economice, Universitatea Ovidius, Constanta, cu lucrarea „TTIP and the Implications for the Negotiation Process”	
Global Economy under Crisis, 3rd-4th Edition, 3 - 4.12.2015, Facultatea de Stiinte Economice, Universitatea Ovidius, Constanta, cu lucrarea „Negotiating T-TIP – Key Issues and Potential Implications for the Third Countries”	
World Lumen Congress. Logos Universality Mentality Education Novelty 2016 15th Anniversary Edition, 12-17.04.2016, Central and Eastern European LUMEN cu lucrarea „EU and US, Reaching an Agreement over TTIP?”	
EURINT 2016: The Eastern Partnership Under Strain_ Time For a Rethink?, 20-21.05.2016, Centrul de Studii Europene, Univeristatea “Al. I. Cuza”, Iasi, cu lucrarea „The transatlantic blue diplomacy”	
International Conference on Management, Economics and Accounting 9th Edition - ICMEA 2016, 4-5.11.2016, “1 Decembrie 1918” University of Alba Iulia, Faculty of Economic Sciences cu lucrarea „T-TIP: Potential SME Problems and Perspectives for the EU Member States”	
Rethinking Social Action. Core Values in Practice 6 - 9.04.2017 Central and Eastern European LUMEN, cu lucrarea „The TTIP and it’s Potential Effects Over the Labor Force in the European Union”	
Rethinking Social Action. Core Values in Practice, 6 - 9.04.2017, Central and Eastern European LUMEN, cu lucrarea „The Romanian, Bulgarian and Hungarian Economic	

Diplomacy in the Context of EU-USA Bilateral Negotiations”	
Future trends, organizational forms and effectiveness of cooperation development between Russian and foreign universities, 13-14.04.2017, University of Technology (Moscow) and 1 Decembrie 1918 University, Alba Iulia cu lucrarea „EU between TTIP and the Eurasian Union”	
Total punctaj descriptor 19:	
140 P	
ACTIVITATEA DIDACTICA (30%)	
1. Tratatate si manuale universitare	
Nu este cazul	
2. Proiecte didactice	
Nu este cazul	
3. Materiale suport curs, seminar, lucrari practice si programe analitice detaliate	
Nu este cazul	
4. Organizare de aplicatii si practica de specialitate	