

LISTA DE LUCRĂRI

Candidat: Florea Nicoleta-Valentina

Gradul didactic- titlul: lector universitar din 01.10.2012, Dr. din 21.12.2011

1. Teza de doctorat

T1- Strategii de recrutare, selectie si angajare in marile organizatii din judetul Dambovita, coordonator- prof.univ.dr. Stegaroiu Ion.

2. **Cărți/cursuri** publicate în edituri recunoscute(Ca1, Ca2 etc.), îndrumare publicate (I1, I2 etc.), capitole publicate în volume colective, capitole teoretice redactate, (D1, D2 etc.), după caz, prin care se aduc contribuții a dezvoltarea activităților didactice/profesionale.

Carti

Ca1. Florea N.V., „Auditul resurselor umane,,Colecția Oeconomica, Editura C.H.Beck, București, feb. 2013, ISBN 978-606-18-0146-6, 280 de pagini.

Ca2. Stegăroiu I. și Florea N.V., „Tehnici si instrumente de recrutare și selecție,,Colecția Afaceri, Editura C.H.Beck, București, iun. 2013, ISBN 9780606-18-0179-4, 303 de pagini.

Ca3. Florea N.V., „Training, coaching, mentoring- metode si modele”, Colecția Afaceri, Editura C.H.Beck, București, mai 2014, ISBN: 978-606-18-0331-6, 166 de pagini.

Ca4. Florea N.V., „Planul de marketing. Ghid practic”, Colecția Afaceri, Editura C.H.Beck, București, iunie 2014, ISBN: 978-606-18-0353-8, 170 de pagini.

Ca5. Tanasescu D.A., Florea N.V., ”Comunicare si relatii publice in afaceri. Studii de caz si aplicatii. O abordare manageriala”, Editura Mustang, Bucuresti, ISBN 978-606-652-109-3, dec. 2016, 185 pagini.

Ca6. Florea N.V., „Simulare si modelare in afaceri. Aplicatii si studii de caz”, Editura Mustang, Bucuresti, ISBN 978-606-652-120-8, feb. 2017, 213 de pagini.

Ca7. Florea N.V., „Comunicare organizationala in contextul globalizarii. Principii, practici, perspective”, Editura ProUniversitaria Bucuresti, mai 2017, ISBN 978-606-26-0754-8, 244 pagini.

Ca8. Florea N.V., Duica A., Managementul relatiei cu clientii. Concepte, strategii, aplicatii, noi tendinte, Mustang, apr.2019,

Ca9. Florea N.V., Tanasescu D.A., Comunicare, protocol si eticheta in afaceri, Editura Mustang, Bucuresti, iun. 2019, ISBN 978-606-662-219-6, 200 pag.

Ca10. Florea N.V., Duica A., Managementul marketingului direct. Beneficiile relației directe cu clienții tradiționali și virtuali, Editura Mustang, Bucuresti, iun.2020, ISBN 978-606-652-247-2, 206 pag.

Capitole publicate în volume colective

D1. Florea N.V., Tanasescu I., Capitolul "Improving Communication with Internal Public and Customers of an Industrial Company – a Major Challenge along Supply Chain", capitol in volumul "Supply Chain Strategies and the Engineer-to-Order Approach", Ed. IGI Global, Hershey, USA, mar. 2016, p. 17-42, ISBN 978-1-5225-0021-6.

D2. Florea N.V., Capitolul "The tacit Knowledge and the Knowledge Management processes- developing a relationship-based Knowledge Matrix using simulation to improve organizational performance", volumul "Handbook of Research on Tacit Knowledge Management for Organizational Success", Ed. IGI Global, Hershey, USA, 20.04. 2017, ISBN 9781522523949, DOI: 10.4018/978-1-5225-2394-9, p.201-235.

D3. Florea N.V., Capitolul „Green Attitudes and Thinking in The New Green Market- Using Mathematical modeling to Satisfy Green Customers’ Needs”, volumul „Driving green consumerism through strategic sustainability marketing”, Ed. IGI Global, Hershey, USA, nov 2017, ISBN13: 9781522529125|ISBN10: 1522529128, DOI: 10.4018/978-1-5225-2912-5, p.72-98.

D4. Florea N.V., Manea M.D., Capitolul „Using Modeling and Simulation Tehniques to Improve the Accountability and the Performance of Human Resource Management”, volumul „Modeling and Simulation Techniques for Improved Business Processes”, Ed. IGI Global, Hershey, USA, ISBN13: 9781522532262, DOI: 10.4018/978-1-5225-3226-2, ian. 2018, p.75-112.

D5. Florea N.V., Capitolul Procurement process and supply chain. Analyzing the impact of new technologies on procurement, volumul „Industrial applications for improved supply chain performance”, Ed, IGI Global, Hershey, USA, 2020, ISBN13: 9781799802020, DOI: 10.4018/978-1-7998-0202-0.ch010, p.226-261,

4. Cărți de specialitate publicate în edituri recunoscute (Cb1, Cb2 etc.), **articole/studii** publicate in extenso în reviste de specialitate de circulație internațională recunoscute (reviste cotate ISI sau indexate în baze de date internaționale specifice domeniului) (Ri1, Ri2etc.), **articole/studii** in extenso publicate în volumele unor manifestări științifice internaționale recunoscute din țară și din străinătate (cu ISSN/ ISBN)(Vi1,Vi2 etc.), precum și **alte lucrări similare**: articole/studii publicate in extenso în reviste de specialitate de circulație națională recunoscute CNCSIS (Rn1, Rn2 etc.), articole/studii publicate in extenso în volumele unor manifestări științifice naționale (cu ISSN/ISBN)(Vn1,Vn2 etc.), lucrări prezentate la diferite seminarii/expoziții, inovații etc.(E1, E2 etc.), după caz, prin care se aduc contribuții la dezvoltarea *domeniului*.

4.1.Articole/studii publicate in extenso în reviste de specialitate de circulație internațională recunoscute (**reviste cotate ISI sau indexate în baze de date internaționale** specifice domeniului)

Cotate ISI

Ri1. Duica M., Florea N.V., Duica A., Gilmeanu R., **Improving the relationships between organizations and their customers using digital multichannel communication and mathematical simulation, Economic Computation and Economic Cybernetics Studies and Research**, vol. 53/1, ian.2019, p.265-280, ISSN 0424-267X, FI-0,885, AIS- 0,143, DOI: [10.24818/18423264/53.1.19.17](http://www.ecocyb.ase.ro/nr2019_1/17%20-%20Duica%20Mircea%20Constantin%20%20(17).pdf), [http://www.ecocyb.ase.ro/nr2019_1/17%20-%20Duica%20Mircea%20Constantin%20%20\(17\).pdf](http://www.ecocyb.ase.ro/nr2019_1/17%20-%20Duica%20Mircea%20Constantin%20%20(17).pdf)

Ri2. Duica M., Florea N.V., Duica A., Tanasescu I.A., **The role of e-skills in developing sustainable organizations and e-activities in the new digitized business world**, *Sustainability*, MDPI, apr. 2020, 12(8), 3400 p., ISSN: 2071-1050, FI-3,251, AIS-0,462.

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Ri3. Duica M.C., Florea N.V., Duica A., Coman D.M., **The relationship between economic activity and green production and consumption at EU level. An analysis based on econometric and information models**, *Economic Computation and Economic Cybernetics Studies and Research*, vol. 55/2, ian.2021, p. 331-346, FI-0,885, AIS-0,143.

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Ri5. Florea N.V., Duica M.C., Ionescu C.A., Duica A., Onica Ibinceanu M.C., Stanescu G.S., **An Analysis of the Influencing Factors of the Romanian Agricultural Output within the Context of Green Economy**, *Sustainability*, 13(17), p.1-18, aug. 2021, 9649; FI-3,251, AIS-0,462.

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Indexate BDI

Ri6. „Cost/benefit analysis – a tool to improve recruitment, selection and employment in organizations”, Florea N.V., *Revista Management&Marketing a Universității din Craiova*, www.mnmk.ro, cotata B+ si in BDI: Cabell's, REPEC, CEEOL, DOAJ, EBSCO Publishing, Electronic Journals Library, Index Copernicus - Journal Masterl List, Intute: Social Science, ICAAP, SCIPPIO, p. 274-290, nov. 2013, ISSN 1841-2416.

RI7. "Using recruitment agencies to obtain the best candidates", Florea N.V., *Revista Academiei Fortelor Terestre, Sibiu*, cotata B+ si in BDI (EBSCO, PROQUEST), p. 80-89, mar.2014, ISSN-L 1582-6384.

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Ri9. “Analyzing the influence of IE factors on recruitment and selection performance using Kalman filter”, Florea N.V., Mihai D.C., Conferinta internationala de analiza non-liniara si matematici aplicate- ICNAAM, FSA, UVT, prezentata in 14 iun.2014 si publicata in oct. 2014 in *JOSA*, n4. 4(29), p.299-320, B+ si BDI: Index Copernicus, DOAJ, Google Academic, Journal Seek, Open J-Gate, [Summon Serials Solutions](#), [Zentralblatt MATH](#), ProQuest, [Academic Journals Database](#), [WorldCat](#), [University of Zurich](#), [Center for Teaching and Learning Resources in Central Taiwan](#), [Wageningen UR](#), [E-Library](#), CORE, EBSCO.



- Ri10. **"Good practices of integration for new employees in Romanian organizations"**, Florea N.V., Buletinul Științific, Nr.1 (37) al Academiei Fortelor Terestre, Sibiu, cotata B+ si in BDI (EBSCO, ProQuest), p.13-23, iun. 2014, ISSN-L 1582-6384.
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- Ri16. **Improving employees and organization performance using business simulation and modeling**, Florea N.V., Revista Management&Marketing a Universității din Craiova, nov.2015, p.367-381, cotata B+ si in BDI: Cabell's, [REPEC](#), [CEEOL](#), [DOAJ](#), [EBSCO Publishing](#), [Electronic Journals Library](#), [Index Copernicus - Journal Masterl List](#), [Intute: Social Science](#), [ICAAP](#), SCIPPIO, ISSN 1841-2416.
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- Ri19. **La motivation des ressources humaines- vecteur de la performance organisationnelle**, Florea N.V., Gilmeanu (Manea) Raluca, Stegaroiu B., RVEE, vol.6(20), issue 2, p.49-66, 2015, UVT, B+ si BDI: Ebsco, Index Copernicus, DOAJ, dec. 2015,
- Ri20. **Leadership communication- an efficient way to motivate human capital**, Florea N.V., Manea (Gilmeanu) R., Revista Management&Marketing a Universității din Craiova, mai 2016, cotata B+ si in BDI: Cabell's, [REPEC](#), [CEEOL](#), [DOAJ](#), [EBSCO Publishing](#), [Electronic Journals Library](#), [Index Copernicus - Journal Masterl List](#), [Intute: Social Science](#), [ICAAP](#), SCIPPIO, vol. 1 issue 1, 2016, p.101-117, ISSN 1841-2416,

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- Ri21. Florea N.V., **Using simulation and modeling to improve career management processes in organizations**, Theoretical and Applied Economics, Volume XXIII (2016), No. 3(608), Sept. 2016, pp. 267-282, B+ si BDI: Econlit, Repec, Doaj, Ideas, EconPapers, Icaap, Ebsco, ISSN 1841-8678 (print), ISSN 1844-0029 <http://www.ectap.ro>, <http://store.ectap.ro/articole/1213.pdf>
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- Ri27. Duica M.C., Florea N.V., Duica A., **Selecting the right suppliers in procurement process along supply chain- a mathematical modeling approach**, SCM4ECR, oct.2017, BDI si B+, VJES, vol.9, issue 1, 2018, p.47-58, degruyter, DOI 10.2478/vjes-2018-0005.
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- Ri32. Vladila L.M., Florea N.V., **The costs and the implications of domestic violence at work. A mathematical approach**, Conferinta Internationala Knowledge-based society. Norms, values, and contemporary landmarks, FDSA, UVT, 7-8 iunie 2019, publicata in 22.08.2019, in Analele FSJ, Editura Bibliotheca acreditat CNCS, B+ si BDI: Copernicus, Ebsco, Worldcat, p.598-613.

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Ri33. Vladila L.M., Florea N.V., **Domestic violence against women in Spain. A juridical and econometric approach in pandemic times**, Conferinta Internationala *Knowledge-based society. Norms, values, and contemporary landmarks*, FDSA, UVT, 4-5 iunie 2021, publicare in Analele FSJ, Editura Bibliotheca, acreditata CNCS, B+ si BDI: Copernicus, Ebsco, Worldcat, p.47-59.

Articole publicate în volumele unor manifestări științifice internaționale recunoscute din țară și din străinătate indexate ISI

Vi1. „**Acceptance of new technologies in HR- E-learning in organizations**”, Florea N.V., Badea M., Conferința Internațională ICIME 2013, Vietnam, indexată ISI și în BDI EBSCO, 13-14 mai 2013, www.academic-conferences.org/icime2013, ISBN 978-1-909507-20-3, p.344-352.

Vi2. “**Intellectual capital between innovation and innovative adaptation- opportunities to obtain performance**”, Florea N.V., Badea M., Conferinta Internationala ECIE 2013, Belgia, indexata ISI si in BDI EBSCO, sept 2013, www.academic-conferences.org/ecie2013

Vi3. **PR communication- a transaction between organization management and its target publics**, Florea N.V., Tanasescu I., 16-19 apr., Conferinta Internationala LUMEN 2015, indexata ISI,

Vi4. **Communication - a key element in the improvement of social dysfunctions in organizations**”, Tanasescu D, Florea N.V., Tanasescu I, **International Conference KBO 2015, Conference Proceedings 1**, Publishing House, p.284-289, Sibiu, 13-15 iun. 2015, cotata ISI CPCI.

Vi5. Florea N.V., Mihai D.C., „**Improving organization performance through human capital development using a regression function and MATLAB**”, ICNAAM, 5-6 iun. 2015, publicata in oct.2015, nr.3(32), p.229-238, JOSA, B+, ISI Thomson Reuters si BDI: Index Copernicus, DOAJ, Google Academic, Journal Seek, Open J-Gate, [Summon Serials Solutions](#), [Zentralblatt MATH](#), ProQuest , [Academic Journals Database](#), [WorldCat](#), [University of Zurich](#), [Center for Teaching and Learning Resources in Central Taiwan](#), [Wageningen UR](#), [E-Library](#), CORE, EBSCO.

Vi6. Florea N.V., Mihai D.C., **Predicting employees’ evaluation performance using simulation and mathematical modeling**, ICNAAM, 17-18 iun. 2016, publicata mar. 2017 in JOSA, vol 1 (38), 2017, p.81-94, B+, ISI Thomson Reuters si BDI: Index Copernicus, DOAJ, Google Academic, Journal Seek, Open J-Gate, [Summon Serials Solutions](#), [Zentralblatt MATH](#), ProQuest , [Academic Journals Database](#), [WorldCat](#), [University of Zurich](#), [Center for Teaching and Learning Resources in Central Taiwan](#), [Wageningen UR](#), [E-Library](#), CORE, EBSCO.

Vi7. Duica M.C., Florea N.V., Duica A., Toplicianu V., „**The role of mathematical modeling in analyzing the impact of the Internet on commercial activities**”, JOSA, nr.3(40), sept.2017, p.503-522, indexat ISI Thomson Reuters si BDI: Index Copernicus, DOAJ, Google Academic, Journal Seek, Open J-Gate, [Summon Serials Solutions](#), [Zentralblatt MATH](#), ProQuest , [Academic Journals Database](#), [WorldCat](#), [University of Zurich](#), [Center for Teaching and Learning Resources in Central Taiwan](#), [Wageningen UR](#), [E-Library](#), CORE, EBSCO, ISSN 1844-9581

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Vi8. Florea N.V., Mihai D.C., Duica A., **Using Markov chains to forecast social dysfunctions and obtain individual and organizational performance**, JOSA, vol 4(41), p.745-760, dec. 2017, indexat ISI Thomson Reuters si BDI: Index Copernicus, DOAJ, Google Academic, Journal Seek, Open J-Gate, [Summon Serials Solutions](#), [Zentralblatt MATH](#), ProQuest , [Academic Journals Database](#), [WorldCat](#), [University of Zurich](#), [Center for Teaching and Learning Resources in Central Taiwan](#), [Wageningen UR](#), [E-Library](#), CORE, EBSCO, ISSN 1844-9581

Vi9. Florea N.V., Duica M.C.,Mihai D.C., Coman D.M., **E-business- a virtual bridge with real results between organizations and customers- A mathematical view**, JOSA, nr 4/2018, p.989-1000, indexat ISI Thomson Reuters si BDI: Index Copernicus, DOAJ, Google Academic, Journal Seek, Open J-Gate, [Summon Serials Solutions](#), [Zentralblatt MATH](#), ProQuest , [Academic Journals Database](#), [WorldCat](#), [University of Zurich](#), [Center for Teaching and Learning Resources in Central Taiwan](#), [Wageningen UR](#), [E-Library](#), CORE, EBSCO, ISSN 1844-9581.

Vi10. Florea N.V., Mihai D.C., Duica A., Pahome D., **Analyzing and measuring the value of human resources using VRIN architecture and exponential integral function**, JOSA, iun. 2020, 2(51), 381-394, indexat ISI Thomson Reuters si BDI: Index Copernicus, DOAJ, Google Academic, Journal Seek, Open J-Gate, [Summon Serials Solutions](#), [Zentralblatt MATH](#), ProQuest , [Academic Journals Database](#), [WorldCat](#), [University of Zurich](#), [Center for Teaching and Learning Resources in Central Taiwan](#), [Wageningen UR](#), [E-Library](#), CORE, EBSCO, ISSN 1844-9581.

Vi11. Radu F., Florea N.V., Radu V., Tabirca A., **Improving long-term relationships between organizations and customers using Marketing Databases and simulation models**, JOSA, iun. 2020, 2(51), 395-418, indexat ISI Thomson Reuters si BDI: Index Copernicus, DOAJ, Google Academic, Journal Seek, Open J-Gate, [Summon Serials Solutions](#), [Zentralblatt MATH](#), ProQuest , [Academic Journals Database](#), [WorldCat](#), [University of Zurich](#), [Center for Teaching and Learning Resources in Central Taiwan](#), [Wageningen UR](#), [E-Library](#), CORE, EBSCO, ISSN 1844-9581

Vi12. Florea N.V., Duica A., Iancu D., Duica M.C., **Analyzing sustainable relationship with customers using a strategic communication model, a 360 degrees customer view and mathematical simulation**, JOSA, iun.2021, 2(55), 503-516, indexat ISI Thomson Reuters si BDI: Index Copernicus, DOAJ, Google Academic, Journal Seek, Open J-Gate, [Summon Serials Solutions](#), [Zentralblatt MATH](#), ProQuest , [Academic Journals Database](#), [WorldCat](#), [University of Zurich](#), [Center for Teaching and Learning Resources in Central Taiwan](#), [Wageningen UR](#), [E-Library](#), CORE, EBSCO, ISSN 1844-9581

Articole publicate în reviste și volume ale unor manifestări științifice neindexate ISI

Vn1. **“Improving employees motivation through effective teamwork”**, Popescu C., Florea N., Manea R., Sesiunea Stiintifica de Primavara a AOSR, 26 mar.2015, vol.1, nr.1/2015, p.69-78

5. Citări ale lucrărilor publicate: referința bibliografică a lucrării citate (Ci1, Ci2) și referința / ele bibliografică / e a / ale lucrării care citează (Ci1.1, Ci1.2....., Ci2.1, Ci2.2, etc.)

Din totalul de **325 citari si un h-index=10**, sunt descrise doar cele 10 citari conform standardelor minime.



Ci1. **Florea N.V.**, Badea M., Acceptance of new technologies in HR- E-recruitment in organizations, Conferința Internațională ICIME 2013, Vietnam, indexată ISI, 13-14 mai 2013, ISBN 978-1-909507-20-3, p.344-352, www.academic-conferences.org/icime2013

Ci1.1. Priyadarshini C et al., Effect of Information Quality of Employment Website on Attitude towards the Website: A Moderated Mediation Study, Emerald Publishing Limited, **International Journal of Manpower**, vol.38(5), 729-745, 2017, ISSN 0143-7720, DOI: 10.1108/IJM-12-2015-0235,

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6. Alte contribuții științifice- Granturi/proiecte la care am participat ca:

1. Membru echipa proiect de cercetare AVES dec.2016- **Dezvoltarea bazei științifice în domeniul economic- SmartBooks**", contract finanțare 99-7355/30.12.2016 (perioada de realizare un an); valoare totala contract: 86.190 lei (p1 (AVES)-57.000 lei si p2 (UVT)-29.190 lei); director proiect conf.univ.dr. Radu Valentin

2. Expert formator proiect „**SOARE-Sanse de Oculaire prin Antreprenoriat Responsabil**”, predare curs „Competente antreprenoriale”, 09.07-24.11.2018, ID POCU/82/3/7/104944 la trei serii de cursanti. Beneficiar: Europroject Partner SRL, parteneri: Proconsult, UVT, director proiect UVT conf.univ.dr. Coman D.M.

3. Trainer FORMENERG Bucuresti, realizare suport de curs si predare curs „**Tehnici de motivare a personalului**” angajatilor Primariei Bucuresti, Neptun, 20-26.08.2018, proiect finantat POCA

4. Membru proiect „**FSS – Calitate**” - Activități finanțate din fondul pentru finanțarea situațiilor speciale aferente prevederilor art.2, alin (3), lit. c) din Ordinul Ministrului Educației Naționale nr. 3514/2018, BENEFICIAR: UVT

5. 26.11-21.12.2018- formator proiect „**DARE to start! Dezvoltarea antreprenoriatului prin resurse umane educate**”, predare curs Competente Antreprenoriale, cod SMIS 104118, Beneficiar PART Net, membri: AGRAFICS, Judetul Dambovita, Municipiul Targoviste, Municipiul Ploiesti, AEDU. Valoarea proiect 17.817.204,60 lei, din care 15.106.016,32 lei contribuția UE și 2.637.319,88 lei din bugetul national

6. 12.02.2019-14.01.2021- consultant antreprenorial proiect SOARE- **Sanse de Ocupare prin Antreprenoriat Responsabil**, ID POCU/82/3/7/104944. Beneficiar: Europroject Partner SRL, parteneri: Proconsult, UVT, director proiect UVT conf.univ.dr. Coman D.M.

7. 01.04-31.07.2021- membru voluntar proiect [Entrepreneurship Smart Team in Online Society](#), UVT, organizat de Junior Achievement Romania (valoare 20.000 lei), directori proiect UVT conf.univ.dr. Croitoru G si Radu V.



8. 01.06.2021-01.10.2021- tutore practica Intreprinderi Simulate- predare de competente antreprenoriale prin utilizarea instrumentelor de învățare practica de tip Întreprindere Simulata, Proiect „Stagii de practica in domenii competitive”, POCU/626/6/13/133193, UVT si FSE, Valoarea totală a proiectului: 4.676.707,55 lei, director proiect UVT prof.univ.dr. Cucui I.
9. Czestochowa University of Technology, Faculty of Management, Polonia, beneficiar al unei burse Erasmus+ de predare in limba engleza, in perioada 16-20.04.2018, cu topicul: „**Human Resources Management under the impact of new technologies- a local and global perspective**”.

17.10.2021

Florea Nicoleta Valentina

