

**LISTA DE LUCRĂRI**  
**Lector dr. NEGULESCU Oriana Helena**

**a) Lista a 10 lucrări considerate relevante (incluse în format electronic în dosar)**

1. **Negulescu, O.H.,** Draghici, A., Fistis, G. (2022) A Proposed Approach to Monitor and Control Sustainable Development Strategy Implementation, *Sustainability*, 14(17), 11066; eISSN 2071-1050, <https://doi.org/10.3390/su141711066>, Accession Number: WOS: 000851816500001 (AIS 0.515, Q3, SRI 0.823, JCR Impact Factor 2021 - 3.889).<https://www.mdpi.com/2071-1050/14/17/11066>.
2. Yu, S., Abbas, J., Drăghici, A., **Negulescu O.H.,** Ain, N.U. (2022) Social Media Application as a New Paradigm for Business Communication: The Role of COVID-19 Knowledge, Social Distancing, and Preventive Attitudes, *Frontiers in Psychology*, Section Organizational Psychology, Volume 13, Article 903082, ISSN 1664-1078, DOI: 10.3389/fpsyg.2022.903082, Accession Number: WOS:000806292800001, PubMed ID: 35664180.
3. **Negulescu, O.H.,** Doval, E. (2021) Ergonomics and time management in remote working from home, *Acta Technica Napocensis ,Series-Applied Mathematics Mechanics and Engineering*, Volume 64, Special Issue 1, p. 99-108, ISSN 1221-5872. Accession Number: WOS:000621232900012.
4. Negulescu, O. H. (2020) Innovation management: the source of continuous improvement of competitive advantage and organization performance, *Review of General Management*, ISSN 1841-818x, Volume 32, Issue 2, p. 60-74, <http://www.managementgeneral.ro/pdf/2-2020-5.pdf>.
5. Negulescu, O.H. (2019) The importance of competitive advantage assessment in the organization's strategy, *Review of General Management*, ISSN 1841-818x, Volume 29, Issue 1, p. 70-82, <http://www.managementgeneral.ro/pdf/1-2019-8.pdf>.
6. Negulescu, O. H. (2019) Complexity and flexibility in strategic management, *Review of General Management*, ISSN 1841-818x, Volume 30, Issue 2, p. 55-67, <http://www.managementgeneral.ro/pdf/2-2019-4.pdf>.
7. Negulescu, O.H. (2018) Employees' value reflected in the income from salary negotiation strategy, *Review of General Management*, ISSN 1841-818x, Volume 27, Issue 1, p. 119-128, <http://www.managementgeneral.ro/pdf/1-2018-11.pdf>.
8. **Negulescu, O.H.,** Doval, E. (2016) A matrix of investments in social responsibility and sustainability: an empirical case study in Romania, *Journal for Global Business Advancement*, Special Issue, Vol. 9, No.2, p.131-145. Inderscience, ISSN 1746-966X, DOI: 10.1504/JGBA.2016.075709.
9. **Negulescu, O.H.,** Doval E. (2014) Managers' position against risk, uncertainty and efficiency within the green industry: ten questions, ISI Conference "Challenges and Innovations in Management and Leadership" – 12<sup>th</sup> International Symposium in Management (SIM 2013), 11-12 October, Timișoara, in: *Procedia - Social and Behavioral Sciences*, Elsevier, Science Direct, Volume 124, p. 339-343, ISSN: 1877-0428, DOI: 10.1016/j.sbspro.2014.02.494, Accession Number: WOS:000361385500042.
10. **Negulescu, O.H.,** Doval, E. (2014) The quality of decision-making process related to organizations' effectiveness, ISI Conference: 'Emerging Markets Queries in Finance and Business' (EMQ 2013), 24-27 October 2013, Tg. Mures, in *Procedia - Economics and Finance*, Elsevier, Science Direct, Volume 15, p. 858-863, ISSN 2212-5671, DOI: 10.1016/S2212-5671(14)00548-6, Accession Number: WOS: 000357094000109.

**b) Teza de doctorat**

*Modelarea unor decizii manageriale în strategia de investiții în industria verde (Modelling management decisions in the green industry investment strategy)*, Conducător științific Prof. dr. ing. Lupulescu Nourăș Barbu, Universitatea Transilvania din Brașov, Școala Doctorală Interdisciplinară, Domeniul Inginerie și Management, Ordin Ministru nr. 3869/19.05.2015.

### c) Cărți și capitole în cărți

#### Cărți publicate:

- Negulescu O.H. (2021) *Abordări contemporane în managementul strategic al organizației*, Editura SITECH Craiova (recunoscută de CNCS, prin CNATDCU, pentru Panelul 4), ISBN 978-606-11-7961-9, 380 pagini.

#### Manuale publicate:

- Negulescu O.H. (2021) *Management general. Curs în tehnologie ID*, Editura Universității Transilvania din Brașov, ISBN 978-606-19-1409-8, 285 pagini.

#### Capitole în cărți publicate:

- Doval, E., Negulescu, O., Manea, D. (2011) *Fundamentele managementului financiar*, Editura Fundației România de Măine, București, ISBN 978-973-163-612-2; 153 pagini; contribuția personală cap. 1 și 4, pp 11-26; 43-54.
- Doval, E., Negulescu O. (2011) *Bazele evaluării întreprinderii*, Editura Fundației România de Măine, București, 978-973-163-611-5; 196 pagini; contribuția personală cap. 2, 9 și 10, pp 22-33; 103-113; 114-119.
- Doval, E., Negulescu, O. și alții (2011) *Cartea albă a învățământului românesc deschis și la distanță*, Editura Universitaria, Craiova, 978-606-14-0217-5; 200 pagini; contribuția personală cap. 2 și 4, pp. 45-50; 79-102.

#### Capitole în manuale publicate:

- Doval, E., Negulescu, O.H. (2022) *Managementul investițiilor. Curs în tehnologie ID-IFR*, Editura Fundației România de Măine, București, ISBN 978-606-20-0471-2, 283 pagini.
- Doval, E., Negulescu, O. (2013) *Eficiență economică. Curs în tehnologie ID-IFR*, Editura Fundației România de Măine, București, ISBN 978-973-163-674-0, 200 pagini.
- Doval, E., Negulescu, O. (2013) *Analiza strategică a mediului concurențial. Curs în tehnologie ID-IFR*, Editura Fundației România de Măine, București, ISBN 978-606-20-0053-0, 159 pagini.
- Doval, E., Negulescu, O. (2013) *Evaluarea întreprinderii. Curs în tehnologie ID-IFR*, Editura Fundației România de Măine, București, ISBN 978-973-163-996-3, 178 pagini.
- Doval, E., Negulescu, O. (2013) *Managementul investițiilor. Curs în tehnologie ID-IFR*, Editura Fundației România de Măine, București, ISBN 978-606-20-0054-7, 260 pagini.
- Doval, E., Negulescu, O. (2013) *Management financiar-contabil. Curs în tehnologie ID-IFR*, Editura Fundației România de Măine, București, ISBN 978-606-20-0068-4, 116 pagini.
- Doval, E., Negulescu, O. (2012) *Analiza diagnostic și evaluarea întreprinderii. Curs în tehnologie ID-IFR*, Editura Fundației România de Măine, București, ISBN 978-973-163-996-3, 173 pagini.

### d) Articole/lucrări in extenso, publicate în reviste din fluxul științific internațional principal

#### Articole/lucrări publicate în reviste indexate Web of Science:

- Negulescu, O.H., Draghici, A., Fistis, G. (2022) A Proposed Approach to Monitor and Control Sustainable Development Strategy Implementation, *Sustainability*, 14(17), 11066; eISSN 2071-1050, <https://doi.org/10.3390/su141711066>, Accession Number: WOS: 000851816500001 (AIS 0.515, Q3, SRI 0.823, JCR Impact Factor 2021 - 3.889), <https://www.mdpi.com/2071-1050/14/17/11066>.
- Yu, S., Abbas, J., Drăghici, A., Negulescu O.H., Ain, N.U. (2022) Social Media Application as a New Paradigm for Business Communication: The Role of COVID-19 Knowledge, Social Distancing, and Preventive Attitudes, *Frontiers in Psychology*, Section Organizational Psychology, Volume 13, Article 903082, ISSN 1664-1078, DOI: 10.3389/fpsyg.2022.903082, Accession Number: WOS:000806292800001, PubMed ID: 35664180.
- Negulescu, O.H., Doval, E. (2021) Ergonomics and time management in remote working from home, *Acta Technica Napocensis, Series-Applied Mathematics Mechanics and Engineering*, Volume 64, Special Issue 1, p. 99-108, ISSN 1221-5872. Accession Number: WOS:000621232900012.



- Doval, E., Negulescu, O. (2014) A model of green investments approach, ISI Conference: 'Emerging Markets Queries in Finance and Business' (EMQ 2013), 24-27 Octombrie 2013, Tg. Mures, *Procedia Economics and Finance*, Elsevier Science, ISSN 2212-5671, Vol.15, p. 847-852, DOI:10.1016/S2212-5671(14)00545-0, Accession Number: WOS:000357094000107.
- Negulescu, O., Doval E. (2014) Managers' position against risk, uncertainty and efficiency within the green industry: ten questions, ISI Conference "Challenges and Innovations in Management and Leadership" – 12th International Symposium in Management (SIM 2013), 11-12 Octombrie, Timișoara, in: *Procedia - Social and Behavioral Sciences*, Elsevier, Science Direct, Volume 124, p. 339-343, ISSN: 1877-0428, DOI: 10.1016/j.sbspro.2014.02.494, Accession Number: WOS:000361385500042.
- Negulescu, O., Doval, E. (2014) The quality of decision making process related to organizations' effectiveness, ISI Conference: 'Emerging Markets Queries in Finance and Business' (EMQ 2013), 24-27 Octombrie 2013, Tg. Mures, *Procedia - Economics and Finance*, Elsevier, Science Direct, Volume 15, p. 858-863, ISSN 2212-5671, DOI: 10.1016/S2212-5671(14)00548-6, Accession Number: WOS: 000357094000109.
- Andronic, R.L, Andronic, A.O., Doval, E., Lepădatu, I., Negulescu, O., Răulea, C. (2012) Opinions about distance learning in Romania – a comparative research, 3<sup>rd</sup> International Conference on Education & Educational Psychology (ICEEPSY 2012), 10-13 Oct 2012, Istanbul, Turkey, in: *Procedia Social and Behavioral Sciences*, Vol. 69, p. 2151-2155, ISSN: 1877-0428, Elsevier Science, DOI: 10.1016/j.sbspro.2012.12.180, Accession Number: WOS: 000317131400275.
- Andronic, R.L, Andronic, A.O., Doval, E., Lepădatu, I., Negulescu, O., Răulea, C. (2012) Romanian Employers' Perception of Distance Education, 4<sup>th</sup> World Conference on Educational Sciences (WCES-2012), 02-05 Feb 2012, Barcelona, Spain, in: *Procedia Social and Behavioral Sciences*, Volume 46, p. 2307-2311, ISSN: 1877-0428, Elsevier Science, DOI: 10.1016/j.sbspro.2012.05.476, Accession Number: WOS: 000314465902084.
- Andronic, R.L, Andronic, A.O., Doval, E., Lepădatu, I., Negulescu, O., Răulea, C. (2012) Romanian Graduates' Opinions on Distance Learning, 4<sup>th</sup> World Conference on Educational Sciences (WCES-2012), 02-05 Feb 2012, Barcelona, Spain, in: *Procedia Social and Behavioral Sciences*, Volume 46, p. 2322-2326, Elsevier Science, ISSN 1877-0428, DOI: 10.1016/j.sbspro.2012.05.478, Accession Number: WOS: 000314465902086.

#### Articole/lucrări publicate în reviste indexate BDI:

- Negulescu O. (2021) Consequences of the pandemic on SME management, *Review of General Management*, ISSN 1841-818x, Volume 33, Issue 1, p. 119-131. <http://www.managementgeneral.ro/pdf/1-2021-8.pdf>.
- Negulescu, O. (2020) Innovation management: the source of continuous improvement of competitive advantage and organization performance, *Review of General Management*, ISSN 1841-818x, Volume 32, Issue 2, p. 60-74. <http://www.managementgeneral.ro/pdf/2-2020-5.pdf>.
- Negulescu O., Doval E., Ștefănescu R. (2019) Management performance by coaching, 5th International Conference on Economic Sciences and Business Administration, *Procedia of Economics and Business Administration*, Panel 4 New Managerial Approach, ISSN 2392-8174, Romania de Maine Publishing House, p. 155-161, [http://icesba.eu/RePEc/icb/wpaper/ICESBA2019\\_17Negulescu\\_p155-161.pdf](http://icesba.eu/RePEc/icb/wpaper/ICESBA2019_17Negulescu_p155-161.pdf).
- Ștefănescu R., Negulescu, O., Doval E. (2019) General Aspects of Leadership for Performance and the Link between this and the Organizational Culture, 5th International Conference on Economic Sciences and Business Administration, *Procedia of Economics and Business Administration*, ISSN 2392-8174, Romania de Maine Publishing House, p. 181-186, <http://icesba.eu/RePEc/icb/wpaper/PEBA2019.pdf>.
- Negulescu, O. (2019) Complexity and flexibility in strategic management, *Review of General Management*, ISSN 1841-818x, Volume 30, Issue 2, p. 55-67, <http://www.managementgeneral.ro/pdf/2-2019-4.pdf>.
- Negulescu, O. (2019) Entrepreneurial competences in the process of starting-up a business, *Journal of Romanian Literary Studies*, Issue No.18/2019, Arhipelag XXI Press, ISSN 2248-3004, pp. 445-455, ERIH+, <http://old.upm.ro/jrls/JRLS-18/Ris%2018%2059.pdf>.

- Negulescu, O. (2019) The importance of competitive advantage assessment in the organization's strategy, *Review of General Management*, ISSN 1841-818x, Volume 29, Issue 1, p. 70-82. <http://www.managementgeneral.ro/pdf/1-2019-8.pdf>.
- Negulescu, O. (2018) Employees' value reflected in the income from salary negotiation strategy, *Review of General Management*, ISSN 1841-818x, Volume 27, Issue 1, p. 119-128, <http://www.managementgeneral.ro/pdf/1-2018-11.pdf>.
- Negulescu, O. (2017) The management process of the enterprise valuation, *Review of General Management*, ISSN 1841-818x, Volume 25, Issue 1, p. 121-134. [http://www.managementgeneral.ro/pdf/1\\_2017\\_11.pdf](http://www.managementgeneral.ro/pdf/1_2017_11.pdf).
- Negulescu, O. (2016) Knowledge as investment in human resources to increase the company success, *Annals of Spiru Haret University, Economic Series*, ISSN 2393-1795, Vol 7(16), Issue 4, p.27-33. <http://anale.spiruharet.ro/index.php/economics/article/view/1643/pdf>.
- Negulescu, O. (2016) Approaches on the green industry management strategy in the context of sustainability, *Review of General Management*, ISSN 1841-818x, Volume 23, Issue 1, p. 104-115. [http://www.managementgeneral.ro/pdf/1\\_2016\\_11.pdf](http://www.managementgeneral.ro/pdf/1_2016_11.pdf).
- Negulescu, O., Doval, E. (2016) A matrix of investments in social responsibility and sustainability: an empirical case study in Romania, *Journal for Global Business Advancement*, Special Issue, Vol. 9, No.2, p.131-145. Inderscience, ISSN 1746-966X, DOI: 10.1504/JGBA.2016.075709.
- Negulescu, O. (2015) Sustainable development: green industry contribution to improving global business environment, *Review of "Geopolitics, History, and International Relations" 7(2)*, p.266-277, ISSN 1948-9145; Supliment "Landscapes: Perception, Knowledge, Awareness and Action - Proceedings", Editor Bajrektarevic, Anis (University of Applied Sciences-IMC, Krems, Austria); Addleton Academic Publishers, New York, <http://www.addletonacademicpublishers.com/about-ghir>, <https://link.gale.com/apps/doc/A434793911/AONE?u=googlescholar&sid=bookmark-AONE&xid=71b85177>.
- Negulescu, O. (2014) Cost and environment related green investment strategies matrix, *Review of General Management*, ISSN 1841-818x, 2014, Volume 20, Issue 2, p. 181-190. [http://www.managementgeneral.ro/pdf/2\\_2014\\_14.pdf](http://www.managementgeneral.ro/pdf/2_2014_14.pdf).
- Negulescu, O. (2014) Using a decision-making process model in strategic management, *Review of General Management*, ISSN 1841-818x, 2014, Volume 17, Issue 1, p. 111-123, [http://www.managementgeneral.ro/pdf/1\\_2014\\_10.pdf](http://www.managementgeneral.ro/pdf/1_2014_10.pdf).
- Negulescu, O., Doval, E. (2012) Ethics issues in the management of the projects, *Review of General Management* ISSN 1841-818x, Volume 15, Issue 1, 2012, p. 36-43, [http://www.managementgeneral.ro/pdf/1\\_2012\\_4.pdf](http://www.managementgeneral.ro/pdf/1_2012_4.pdf).
- Doval, E., Negulescu, O. (2011) The sustainable company and the diamond of sustainable development management, *Revistei "Calitatea - acces la succes"*, Iunie 2011, vol 12, Nr 122, *Supplement*, vol.12, no.123, ISSN 1582-2559, pp. 240-246, [http://www.srac.ro/calitatea/arhiva\\_suplimente.html](http://www.srac.ro/calitatea/arhiva_suplimente.html).
- Doval, E., Bondrea, E., Negulescu, O. (2011) A model of university quality culture system: filling in the gaps, *Journal of US-China Public Administration*, David Publishing, ISSN 1548-6591, USA, Volume 8, no.9, (71), Sept. 2011, p.1058-1067.
- Doval, O., Doval, E. (2011) Government intervention in economy and its impact on organizations' development, *Review of General Management*, ISSN 1841-818x, Volume 12, Issue 1, p. 69-78; <http://www.managementgeneral.ro/>,
- Doval, E., Doval, O. (2010) Using the synergy of alliances and partnership for sustainable growth, *Review of General Management*, ISSN 1841-818x, 2010, Volume 11, Issue 2, p. 79-81, <http://www.managementgeneral.ro/>,
- Doval, E., Doval, O. (2009) Relevant issues for management culture change with medium sized enterprises. *Revista Calitatea - acces la succes*, Supliment, ISSN 1582-2559, vol.10, nr.101 special, p. 5-7, <http://calitatea.srac.ro/en/index.html>.



- Doval, O., Doval, E. (2009) Shifts in investments strategies due to international volatile environment. *Revista Calitatea - acces la succes*, Supliment, ISSN 1582-2559, vol.10, nr.101 special, p. 204-210, [http://www.srac.ro/calitatea/arhiva\\_suplimente.html](http://www.srac.ro/calitatea/arhiva_suplimente.html).
- Doval, O., Doval, E. (2008). Le changement de la culture entrepreneuriale vers le développement durable. *Revista ANALELE Universității din Oradea, Seria: Științe economice*, Tom XVII Nr.1/2008, p. 288-293, ISSN 1582-5450, <http://steconomice.uoradea.ro/>.
- Doval, E., Doval, O. (2008) Antithesis regarding the interests in management relationship with the owners. *Revista Calitatea - Acces la Succes*, Supliment "Dezvoltarea socială și performanța economică", ISSN 1582-2559, p.118-122, <http://www.calitatea.srac.ro/>.
- Doval, E., Doval, O. (2008) Repositioning in the product life cycle. *Academic Journal of Manufacturing Engineering*, Vol 6, Issue 3, pp. 49-54, ISSN 1583-7904, CNCSIS B, actual 15837904, Impact Score 2021 0,19 (Q3), <http://www.webdesign-tm.eu/ajme/ajme.php>.
- Doval, E., Doval, O. (2008) Sustainable development: green field versus brown field investments. *Buletinul Universității Transilvania*, Vol. 15 (50) - Seria B, Special Issue No.1, Vol.2, p.601-604, CNCSIS B, Wageningen UR Library Catalogue.
- Doval, E., Doval, O. (2008) Incinerators: are they the solution to protecting people's health? *Buletinul Universității Transilvania*, Vol. 15 (50) - Seria B, Special Issue No.1, Vol.2, p.523-528, CNCSIS B, Wageningen UR Library Catalogue.

#### e) Publicații in extenso, aparute în volume ale principalelor conferințe internaționale de specialitate

##### Publicații în volume ale conferințelor indexate Web of Science:

- Negulescu, O. (2017) *The process of innovation in the corporate intrapreneurship*, ISI Conference "Globalization, Intercultural dialog and National Identity" 4th edition, 18-19 Mai 2017, Tg. Mureș, in: Boldea, I, Sigmirean, C. (editors) "Debating Globalization. Identity, Nation and Dialogue", Section: Social Sciences, Arhipelag XXI Press, ISBN 978-606-8624-01-3, p.440-448. Accession Number: WOS:000449399400061.
- Negulescu, O. (2015) *The role of investment management in effective communication inside the organization*, ISI Conference "Literature, discourse and multicultural dialogue", 3-4 December 2015, Tîrgu Mureș, in Boldea, I. (coord.) 'Discourse as a Form of Multiculturalism in Literature and Communication', Section: Sociology, Political Sciences and International Relations, Arhipelag XXI Press, ISBN: 978-606-8624-21-1, p.436-446. Accession Number: WOS:000449061200036.
- Negulescu, O. (2014) *Eco-efficiency management in the context of globalization and green investments*, ISI Conference "Globalization, Intercultural dialog and National Identity," 1<sup>st</sup> edition, 29-30 Mai 2014, Tg. Mureș, in Boldea, I. (editor) "Globalization and Intercultural dialog. Multidisciplinary Perspective", Section: Economy and Management, Arhipelag XXI Press, ISBN 978-606-93691-3-5, vol. 8, p. 525-531. Accession Number: WOS:000353772100072.
- Negulescu, O., Doval, E. (2014) *The impact of the green investment on industry and society: nine benefits*, ISI Conference: 7<sup>th</sup> Annual Conference of the EuroMed Academy of Business, Kristiansand, Norway, 18-19 Septembrie 2014, in Conference Proceedings: Vrontis, D., Weber, Y, Tsoukatos, E (editors) "Future of entrepreneurship", EuroMed Press, ISBN 978-9963-711-27-7, p. 2169-2171. Accession Number: WOS:000350976900202.
- Doval, E., Negulescu, O. (2013) *A matrix of investments in social responsibility and sustainability*, ISI Conference: 6<sup>th</sup> Annual EuroMed Conference of the EuroMed-Academy-of-Business, 23-24 Septembrie, 2013, Estoril, Portugal, in Vrontis, D., Weber, Y, Tsoukatos, E (editors) "Confronting contemporary business challenge through management innovation", Social Innovation facing Bio Economics, EuroMed Press, ISBN: 978-9963-711-16-1, p.2726-2728. Accession Number: WOS: 000338727100212.
- Doval, E., Negulescu, O. (2013) *Why positive feedback for future organizations strategy design?*, ISI Conference: 6<sup>th</sup> Annual EuroMed Conference of the EuroMed-Academy-of-Business, 23-24 Sept 2013, Estoril, Portugal, in Vrontis, D., Weber, Y, Tsoukatos, E (editors) "Confronting contemporary business challenge through management innovation",

Social Innovation facing Bio Economics, EuroMed Press, ISBN: 978-9963-711-16-1, p.2602-2604. Accession Number: WOS:000338727100175.

#### Publicații în volume ale conferințelor internaționale:

- Negulescu O. (2022) *The challenges of small businesses in the context of the current economic recession*, ISI Conference 'Communication, context, interdisciplinarity' (CCI 7), Oct 2022, Tg. Mureș, in Boldea, I., Sigmirean, C. & Buda, D-M. (Editors) "Means and Meanings of Communication . Contexts and Interdisciplinarity", Volume: Social Sciences, Arhipelag XXI Press, ISBN 978-606-93691-9-7, p.101-107, <http://asociatia-alpha.ro/cci/07-2022/CCI-07-Socs-a.pdf>.
- Negulescu O. (2022) *Organizational culture for performance through integrated management in service providers*, Proceedings of the International Conference 'Globalization, Intercultural Dialogue and National Identity' (GIDNI 9), in Boldea, I. (Editor) Culture in globalization: identities and nations connected, Section Social Sciences, ISBN 978-606-93691-3-5, Arhipelag XXI Press, Tg. Mureș, p.122-129, <http://asociatia-alpha.ro/gidni/09-2022/GIDNI-09-Socs-a.pdf>.
- Negulescu O. (2020) *Strategic risks management facing factors of international environment*, Proceedings of the International Conference Globalization, Intercultural Dialogue and National Identity, in Iulian Boldea, Cornel Sigmirean (Editors) – Identities in Globalisation. Intercultural Perspectives, Section: Social Sciences, ISBN 978-606-8624-10-5, Arhipelag XXI Press, Tg. Mureș, p.225-233, <https://old.upm.ro/gidni/GIDNI-07/GIDNI-07%20Social%20Sciences.pdf>.
- Negulescu, O. (2019) *Issues regarding the management of cross-cultural negotiations styles*, ISI Conference "Globalization, Intercultural dialog and National Identity" (GIDNI 6) Tirgu Mures, 25-26 mai 2019, in Boldea, I., Sigmirean, C. (Editors) "Identity and Dialogue in the Era of Globalization", Volume: Social Sciences, Arhipelag XXI Press, ISBN 978-606-8624-19-8, pp. 245-256. <https://old.upm.ro/gidni/GIDNI-06/GIDNI-06%20Social%20Sciences.pdf>.
- Negulescu, O. (2018) *The competitive advantage of the organization in correlation with the power of stakeholders: a challenge for managers*, ISI Conference 'Communication, context, interdisciplinarity' (CCI 5), 22-23 Oct 2018, Tg. Mureș, in Boldea, I., Sigmirean, C. & Buda, D-M. (Editors) "The Challenges of Communication. Contexts and Strategies in the World of Globalism", Volume: Social sciences, Arhipelag XXI Press, ISBN 978-606-8624-00-6, p.230-239. <https://old.upm.ro/cci/CCI-05/CCI05-Soc.pdf>
- Negulescu, O. (2018) *Listening strategy in business communication*, ISI Conference GIDNI 5 mai 2018 Tg. Mures, in Iulian Boldea, Dumitru-Mircea Buda, Cornel Sigmirean (Editors), MEDIATING GLOBALIZATION: Identities in Dialogue, Arhipelag XXI Press, eISBN: 978-606-93692-8-9, Alpha Institute for Multicultural Studies Tg Mures, pp. 268-274. . <https://old.upm.ro/gidni/GIDNI-05/GIDNI-05%20Social%20Sciences.pdf>.
- Negulescu, O. (2016) *The companies investment in advertizing: tools, benefits and risks*, ISI Conference 'Communication, context, interdisciplinarity' (CCI 4), Tg. Mureș, 20-21 octombrie 2016, in Boldea, I. & Buda, D-M. (Editors) 'Convergent discourses. Exploring the context of communication', Volume: Social sciences, Arhipelag XXI Press, ISBN 978-606-8624-17-4, p.315-323 443. <http://www.upm.ro/cci/CCI-04/Soc/Soc%2004%2035.pdf>.
- Negulescu, O. (2016) *Using scenarios in management strategy design in the context of the global risks*, ISI Conference "Globalization, Intercultural dialog and National Identity" 3<sup>rd</sup> edition, 19-22 Mai 2016, Tg. Mureș, in Boldea, I. (editor) "Globalization and Intercultural dialog. Multidisciplinary Perspective", Ed. Arhipelag XXI Press, ISBN 978-606-93691-3-5, p.435-443. <http://www.upm.ro/gidni3/GIDNI-03/GIDNI%2003%20-%20Social%20Sciences.pdf>.
- Doval, E., Negulescu, O. (2016) *Avoiding mistakes in communication by change management* ISI Conference "Literature, discourse and multicultural dialogue", 3-4 December 2015, Tirgu Mures, in Boldea, I. (coord.) 'Discourse as a Form of Multiculturalism in Literature and Communication', Section: Social Sciences, Arhipelag XXI Press, ISBN: 978-606-8624-21-1, p.62-72. <http://www.upm.ro/ldmd/LDMD-03/Sc/Sc%2003%2005.pdf>.
- Negulescu, O. (2015) *Threats and opportunities in actual defence management*, The 10th International Scientific Conference "Defense Resources Management in the 21st Century" (CoDRM 2015), University of National Defence,



- Carol I, DRESMARA, November 13th, 2015, in *Defence Resources Management in the 21st Century*, ISSN online 2248-2385, p.205-214. <http://conference.dresmara.ro/conferences/2015/Negulescu%20Oriana.pdf>.
- Negulescu, O. (2015) *Approaches regarding the management strategy in the global green industry*, ISI Conference "Globalization, intercultural dialogue and national identity", 2nd edition, May 28-29, 2015, Tîrgu Mureș, in Boldea, I. (coord.) 'Debates on globalization. Approaching national identity through intercultural dialogue', Section: Social Sciences and Management, Ed. Arhipelag XXI Press, ISBN 987-606-93692-5-8, p.469-479. <http://www.upm.ro/gidni2/GIDNI-02/Ssm/Ssm%2002%2055.pdf>.
  - Negulescu, O. (2014) *A model of strategic decision-making in the green investments projects*, ISI Conference 'Communication, context, interdisciplinarity' (CCI 3), Tg. Mureș, 23-24 octombrie 2014, in Boldea, I. (coord.) "Communication, context, interdisciplinarity", Vol. 3, Petru Maior University Press, ISSN 2069- 3389, p.716-726.
  - Negulescu, O. (2014) *Organization's strategies for the green investments*, Conferința internațională: "Dezvoltare durabilă în condiții de instabilitate economică", Ediția a III-a, Satu Mare, 20-21 Iunie 2014, Proceedings 'Dezvoltare durabilă în condiții de instabilitate economică', Editura Cibernetică MC București, ISBN 979-606-8288-04-8, p. 500-507.
  - Negulescu, O. (2014) *Dezvoltarea durabilă și industria verde în România: analiză critică*, Conferința internațională: "Dezvoltare durabilă în condiții de instabilitate economică", Ediția a III-a, Satu Mare, 20-21 Iunie 2014, Proceedings 'Dezvoltare durabilă în condiții de instabilitate economică', Editura Cibernetică MC București, ISBN 979-606-8288-04-8, p. 419-427.
  - Negulescu, O., Lupulescu, N. (2013) *A Model Of Decision Making For Eco Utilities System In Isolated Sites*, Book of proceedings Modern Technologies in Industrial Engineering, The 6th International Conference on Manufacturing Science and Education, 12-15 Iunie 2013, Sibiu, MSE 2013 Conference Proceedings, ISSN: 1843-2522, p.427-430.
  - Doval, E., Doval, O. (2010) *The university social role and responsibility. The case of Spiru Haret University*, MIC 2010 Proceedings, ISBN 978-961-266-097-0, COBISS.SI-ID 253231360, 11th International Conference "Social Responsibility, Professional Ethics and Management", 24-27 November 2010, Ankara, Turcia, Organised by the University of Primorska, Faculty of Management Koper, Slovenia, Euro-Mediterranean University and Hacettepe University, Turcia, pp. 269-279, [www.mic.fm-kp.si](http://www.mic.fm-kp.si), EconPaper, <https://www.fm-kp.si/zalozba/ISBN/978-961-266-098-7/papers/MIC4174.pdf>, [econpapers.repec.org/bookchap/mgtmicp10/269-279.htm](http://econpapers.repec.org/bookchap/mgtmicp10/269-279.htm).
  - Doval, E., Doval, O. (2010) *Tools to keep brands on the market*, Proceedings of the 34th ARA Congress, American Romanian Academy of Arts and Sciences, Ed. Ecole Polytechnique de Montréal, ISBN 978-2-553-01547-2, pp. 228-231, <http://www.meca.polymtl.ca/ion/ARA-AS>, [econpapers.repec.org/paper/pramprapa/25793.htm](http://econpapers.repec.org/paper/pramprapa/25793.htm).
  - Doval, E., Doval, O. (2009) *Is Romanian higher education on the edge?*, MIC2009 Proceedings, ISBN 978-961-266-048-2, ISSN 1854-4312, 10th International Conference "Creativity, Innovation and Management", 25-28 November 2009, Sousse, Tunisia, Organised by the University of Primorska, Faculty of Management Koper, Slovenia, Euro-Mediterranean University and University of Sousse, Tunisia, pp. 1241-1252, [www.mic.fm-kp.si](http://www.mic.fm-kp.si), <http://www.emuni.si/en/strani/50/Conferences.html>.
  - Doval, E., Doval, O. (2009) *Employer satisfaction regarding the higher education quality: Spiru Haret university case study*, HE&R 2009 Conference Proceedings, The 2nd EMUNI Conference on Higher Education and Research, PortoRoz, Slovenia, September 25-26 2009, ISBN 978-961-6805-01-8, pp.1-12, <http://www.emuni.si/en/strani/29/EMUNI-University.html>.
  - Doval, E., Posea, G., Doval, O. (2009) *Some practices used in mega universities regarding quality assurance management* The 33rd Annual Congress of ARA Proceedings, Boston, American Romanian Academy of Arts and Sciences, USA, Polytechnic International Press, Québec, 978-2-553-01433-8, pp. 450-454, <http://www.meca.polymtl.ca/ion/ARA-AS>.

- Doval, E., Doval, O. (2009) *Is still externalization helping the firm competitive advantage?* The 33rd Annual Congress of ARA Proceedings, Boston, American Romanian Academy of Arts and Sciences, USA. Polytechnic International Press, Québec, 978-2-553-01433-8, pp. 201-204, <http://www.meca.polymtl.ca/ion/ARA-AS.econpapers.repec.org/paper/pramprapa/25793.htm>
- Doval, E., Doval, O. (2008) *Performance assessment regarding quality standards in higher education distance learning.* The 32nd Annual Congress of ARA Proceedings, American Romanian Academy of Arts and Sciences, USA. Polytechnic International Press, Québec, 978-2-553-01424-6, pp. 149-152, <http://www.meca.polymtl.ca/ion/ARA-AS>.
- Doval, E., Doval, O. (2008) *Issues of standardization concerning organizational culture in change management.* The 32nd Annual Congress of ARA Proceedings, American Romanian Academy of Arts and Sciences, USA. Polytechnic International Press, Québec, 978-2-553-01424-6, pp. 374-377, [econpapers.repec.org/paper/pramprapa/25793.htm](http://www.meca.polymtl.ca/ion/ARA-AS.econpapers.repec.org/paper/pramprapa/25793.htm)
- Doval, O., Doval, E., Ţicovschi, V., Murgescu, D. (2008) *Approaches regarding performance in innovation appraisal within co-operative associations by using a system of statistical indicators.* Fourth International Conference QoL 2008: Quality of Life Improvement through Social Cohesion, Wrocław, 15-18 September 2008, Department of Statistics at Wrocław University of Economics, <http://statystyka.ue.wroc.pl/qol2008>, <http://statystyka.ue.wroc.pl/english/index.html>.
- Foris, T., Doval, E., Doval, O. (2007) *An approach of Hofstede analyze on organizational culture in Romania.* In Pro-Active Partnership in Creativity for the Next Generation. Internationales Polytechnique, Québec, 978-2-553-01412-3, pp 336-338, <http://www.meca.polymtl.ca/ion/ARA-AS>.
- Doval, E., Lupaşcu, I., Doval, O. (2007) *Outsourcing versus internalization: a strategic decision-making using transaction cost theory.* Volum la a 9a Conferință Internațională "Riscul în economia contemporană", Universitatea "Dunărea de Jos" Gala i, 29-30 nov. 2007, 978-973-7845-58-0, pp. 301-306.

#### f) Alte lucrări și contribuții științifice

- Negulescu O. (2022) *The role of operations management in increasing the performance of the modern organization,* Conferința națională cu participare internațională „Justiție și management în societatea modernă”, Ediția a VII-a, Braşov, Mai 2022, Proceedings Provocările secolului XXI/ Challenges of the 21<sup>st</sup> century, Secțiunea Științe Economice, Ed. SITECH (CNCS Panel 4), Craiova, ISBN 978-606-11-8135-3, p.170-177.
- Negulescu O. (2021) *The organization's performance through communication in work groups,* Conferința națională cu participare internațională „Justiție și management în societatea modernă”, Ediția a VI-a, Braşov, Mai 2021, Proceedings Noile și vechile provocări ale societății moderne / The new and old challenges of modern society, Secțiunea Științe Economice, Ed. SITECH, Craiova, ISBN 978-606-11-7818-6, p.192-199.
- Negulescu, O. (2020) *Methodological demarche regarding the income approach in the enterprise valuation,* Conferința națională cu participare internațională „Justiție și management în societatea modernă”, Ediția a V-a, Braşov, Mai 2020, Proceedings Provocare și dialog în societatea modernă / Challenge and dialogue in modern society, Secțiunea Științe Economice, Ed. SITECH, Craiova, ISBN 987-606-11-7385-3, p.154-165.
- Negulescu, O. (2019) *Particularitati ale culturii antreprenoriale in mediul de afaceri,* Conferința națională cu participare internațională „Justiție și management în societatea modernă”, Ediția a IV-a, Braşov, Mai 2018, Proceedings Justiție și management în societatea modernă, Ed. SITECH, Craiova, ISBN 978-606-11-6842-2, p. 208-216.
- Negulescu, O. (2018) *Procesul elaborării politicii în managementul organizației publice,* Conferința națională cu participare internațională „Justiție și management în societatea modernă”, Ediția a III-a, Braşov, Mai 2018, Proceedings Justiție și management în societatea modernă, Ed. SITECH, Craiova, ISBN 978-606-11-6397-7, p. 322-330.
- Negulescu, O. (2017) *The competitive advantage in successful business management,* Conferința națională cu participare internațională „Justiție și management în societatea modernă”, Ediția a II-a, Braşov, 26-27 Mai 2017, Proceedings Justiție și management în societatea modernă, Ed. Sitech, Craiova, ISBN 987-606-11-5916-1, p.261-271.



- Negulescu, O. (2016) *Decizia de investiții în piața de capital pe baza analizei fundamentale*, Conferința națională cu participare internațională „Justiție și management în societatea modernă”, Brașov, 20-21 Mai 2016, Proceedings Justice si management in societatea moderna, Ed. SITECH, Craiova, ISBN 987-606-11-5411-1, p.323-333.
- Doval, O. (2009) *Effects of exchange rate on investments within Romanian environment of recession*. Proceedings of the International Symposium "Effects of Economic Crisis on Sustainable development, Brașov, România, Spiru Haret University and Institute of National Economic Research, Romanian Academy Bucharest, 26-28 June 2009;
- Doval, O., Săvescu, V. (2008) *Analiza condițiilor de finanțare a investițiilor în procesul de creștere a eficienței economice a firmei* La a XIX-a sesiune a Simpozionului internațional "Strategii postaderare pentru dezvoltarea durabilă a României în context european și mondial", 14-16 noiembrie 2008, Organizat de Universitatea Spiru Haret - Centrul Universitar Brașov și Institutul Național de Cercetări Economice, Academia Română, publicat în *Analele Universității Spiru Haret, Seria Management*, ISSN 2066-480x, Editura Fundației României de Măine, Nr.1/2008;
- Alexandrescu, G., Doval, O. (2008) *Autoinstruire prin metoda jocurilor de întreprindere/ Self-training using enterprise games*. Proceedings of the International symposium eCEL3 "Effects of continuing learning on labor market and organizations competitiveness", Universitatea Spiru Haret Brașov, 20-21 Iunie 2008, Editura Fundației României de Măine, 978-973-163-263-6;
- Gâf-Deac, M., Doval, E., Gâf-Deac, I., Dobrin, M., Doval, O. (2008) *Contribuția educației formale și non-formale la creșterea economică și a competitivității organizațiilor*. Proceedings of the International symposium eCEL3 "Effects of continuing learning on labor market and organizations competitiveness", Universitatea Spiru Haret Brașov, 20-21 Iunie 2008, Editura Fundației României de Măine, 978-973-163-263-6, pp. 538-544;
- Doval, E., Doval, O. (2008) *Strategic decision-making based on dominant logic*. Sesiunea de comunicări științifice a cadrelor didactice din facultățile economice „Economie, Integrare, Eficiență” București, 9 mai 2008, Universitatea Spiru Haret, Facultățile economice, Editura FRM 978-973-163-230-8, pp. 360-365.
- Doval, E., Doval, O. (2007) *Globalizarea și direcții strategice în marketing: Standardizare sau diferențiere?* Conferința internațională a Clubului economiștilor brașoveni, 1-2 Nov. 2007, în volumul *Mediul de afaceri în contextul aderării României la UE*, 978-973-598-231-7, Editura Universității Transilvania Brașov, pp. 305-312.
- Doval, O. (2007) *Abordări privind marketingul internațional în vederea internaționalizării firmei*, *Revista Convorbiri Economice*, Nr. 8/2007, CNCSIS D, ISSN 1582-3555, pp.24-26.
- Doval, O., Petrescu, D. (2007) *Delimitări conceptuale privind marketingul internațional*, *Revista Convorbiri Economice*, Nr. 7/2007, CNCSIS D, ISSN 1582-3555, pp.10-15;
- Ștefănescu, R., Doval, O. (2007) *Analiza întreprinderii ca sistem*, *Revista Convorbiri Economice*, Nr. 1/2007, CNCSIS D, ISSN 1582-3555, pp.17-18;
- Popa, L., Doval, O. (2006) *Coaching sau parteneriat în managementul echipei*, *Revista Convorbiri Economice*, Nr. 12 /2006, CNCSIS D, ISSN 1582-3555, pp.35-37.

Oriana Helena NEGULESCU

20.12.2022

Semnătura:

