

PERSONAL INFORMATION



Croitoru Gabriel

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Gender M | DB: 05/01/1976 | Romanian Nationality

WORKPLACE
POSITION

Faculty of Economics
Valahia University of Târgoviște / Aurel Vlaicu University of Arad
Teaching

PROFESSIONAL EXPERIENCE

- (2022 – present) **Professor PhD**
Courses and seminars; academic administration; development of courses and university textbooks
Valahia University of Târgoviște Address: Bd. Carol I, nr. 2, 0200, Târgoviște, Dâmbovița, Romania Tel. +40/0245/206101 Fax. +40/0245/217692
Didactic; scientific research; Academic Administration
- (2024 – present) **Supervisor for doctoral theses**
Supervision of doctoral theses in the field of Management
(SDI) Interdisciplinary Doctoral School, Aurel Vlaicu University of Arad, Address: Revolution Blvd., no. 77, 310130, Arad, Romania
Doctoral thesis supervision and scientific research activities
- (2022 – 2024) **Supervisor for doctoral theses**
Supervision of doctoral theses in the field of Management
IOSUD (Institution Organizing Studies Doctoral University) Valahia University of Târgoviște Address: Aleea Sinaia, nr. 13, Târgoviște, Dâmbovița, Romania
Doctoral thesis supervision and scientific research activities
- (2020 – present) **Director of the Center for Research and Applied Studies in Management and Marketing**
Valahia University of Târgoviște Address: Bd. Carol I, nr. 2, 0200, Târgoviște, Dâmbovița, Romania Tel. +40/0245/206101 Fax. +40/0245/217692
Scientific research; Academic Administration
- (2024 – present) **Member of CNATDCU**
Register of experts of the National Commission for the Attestation of University Titles, Diplomas and Certificates (CNATDCU) OFFICIAL GAZETTE OF ROMANIA, PART I, No. 1043/17.X.2024
27. Economics and Business Administration
- (2024 – present) **ARACIS Member**
Romanian Agency for Quality Assurance in Higher Education – Economic Sciences I, Management Field of Expertise – Id 40250
59 Mărăști Blvd., sect.1, Bucharest, Fiscal Code 18476245, Romania
- (2009 – 2022) **Associate Professor**
Courses and seminars; academic administration; development of courses and university textbooks
Valahia University of Târgoviște Address: Bd. Carol I, nr. 2, 0200, Târgoviște, Dâmbovița, Romania Tel. +40/0245/206101 Fax. +40/0245/217692
Didactic; scientific research; Academic Administration
- (2004 – 2009) **University lecturer with a doctorate**
Courses and seminars; development of courses and university textbooks

Valahia University of Târgoviște Address: Bd. Carol I, nr. 2, 0200, Târgoviște, Dâmbovița, Romania Tel. +40/0245/206101 Fax. +40/0245/217692
Didactic; Scientific research

(2001 – 2004) **Doctoral Preparatory Student**

Courses and seminars; development of courses and university textbooks
Valahia University of Târgoviște Address: Bd. Carol I, nr. 2, 0200, Târgoviște, Dâmbovița, Romania Tel. +40/0245/206101 Fax. +40/0245/217692
Didactic; Scientific research

(1998 – 2001) **Assistant Professor**

Courses and seminars; development of courses and university textbooks
Valahia University of Târgoviște Address: Bd. Carol I, nr. 2, 0200, Târgoviște, Dâmbovița, Romania Tel. +40/0245/206101 Fax. +40/0245/217692
Didactic; Scientific research

(2020 – present) **President**

Association of Young Entrepreneurs in the Virtual Environment
Aleea Mănăstirea Dealu Street, no. 19T, ap. 2, Târgoviște, Romania

(October 2020 – December 2020) **Consultant in Management**

Speranța Foundation
Str. Silviu Stanculescu, nr. 59, Târgoviște, Bucharest county. Dâmbovița

(2017 – 2021) **Project manager**

POCU: 105929
Valahia University of Târgoviște Address: Bd. Carol I, nr. 2, 0200, Târgoviște, Dâmbovița, Romania
Start-up Sud Muntenia - Supporting entrepreneurship and increasing managerial and entrepreneurial skills in the South-Muntenia region, as an opportunity for business development, including innovative SMEs and employment

(2015 – present) **Project manager**

ERP and CRM Course
Valahia University of Târgoviște Address: Bd. Carol I, nr. 2, 0200, Târgoviște, Dâmbovița, Romania
Increasing the quality of higher economic education and creating the premises for a better integration of graduates into the labor market

(2014 – 2015) **Project manager**

POSDRU /160/2.1/S/138123
Valahia University of Târgoviște Address: Bd. Carol I, nr. 2, 0200, Târgoviște, Dâmbovița, Romania
Transition from school to working life through practice and the creation of simulated enterprises

(2016) **Trainer - entrepreneurship**

PET009, RO10-CORAI programme, funded by EEA Grants 2009-2014
Valahia University of Târgoviște Address: Bd. Carol I, nr. 2, 0200, Târgoviște, Dâmbovița, Romania
Entrepreneurship

(2013) **Trainer - Project Manager**

POSDRU /92/3.1/S/62002
S.C. Global Comericiu Development, Str. Emanoil Porumbaru, nt. 79, sector 1, Romania
Stimulating entrepreneurship and the business environment by improving the company's performance and developing managerial and entrepreneurial skills

(2012) **Trainer - entrepreneurial skills**

POSDRU /92/3.1/S/62002
S.C. Global Comericiu Development, Str. Emanoil Porumbaru, nt. 79, sector 1, Romania
Stimulating entrepreneurship and the business environment by improving the company's performance and developing managerial and entrepreneurial skills

(2012 – 2013) **Long-term expert**

POSDRU/92/3.1/S/62928
Valahia University of Târgoviște Address: Bd. Carol I, nr. 2, 0200, Târgoviște, Dâmbovița, Romania
Entrepreneurship education - the key to SME competitiveness

(2011 – 2012) **Trainer - entrepreneurship**

POSDRU/82/5.1/S/58969

Romanian National Employers' Association, Calea Serban Voda, no. 219-221, sector 4, Bucharest, Romania
You can be an entrepreneur too

(2009 – 2010) **Training - Human Resources Manager**
S.C. AT@IT Solution SRL, sos. Pantelimon, no. 233, sector 2, Bucharest, Romania
Training Program "Human Resources Management"

EDUCATION AND TRAINING

- 2005 **Doctoral Degree**
Lucian Blaga University, Sibiu, Romania
▪ Economy
- 1998 **Bachelor's Degree**
Academy of Economic Studies, Bucharest, Romania
▪ Company management
- 2022 **Master's Degree**
Valahia University of Târgoviște, Dâmbovița, Romania
▪ Electrical, Electronics and Information Technology Engineering
- 2024 **Certificate of Completion**
Valahia University of Târgoviște, Dâmbovița, Romania
▪ Digital Online Teaching Skills for Distance Learning Using the Moodle Platform
- 2022 **Certificate of Completion**
Excelsior Association for Excellence in Education,
▪ Entrepreneurial Skills, no. 0188284/14.02.2023
- 2003 **Diploma "D'Etudes Supérieures de Management pour l'Ingénieur - Executive Master of Business Administration"**
Ministry of National Education. National Conservatory of Arts and Crafts. Centre Régional Associé des Pays de la Loire
▪ Business Administration
- 2016 **How to CORRECTLY Use FaceBook to Promote a Business**
Ciprian Susanu, Bucharest, Romania
▪ Profile Creation, Community Creation, Content Strategy, Posting Rules, Community Management
- 2013 **Certificate of Participation**
Ministry of National Education
▪ Educational mentoring
- 2013 **Certificate of Completion**
Spiru Haret University
▪ Training and awareness in quality assurance in distance learning - ID
- 2013 **Certificate of Teaching Visit**
TEI Kavala Business Administration Department, Greece
▪ Management and Entrepreneurship
- 2012 **Certificate of Completion**
Oil and Gas University, Ploiesti, Romania
▪ SAP ERP and Management Education
- 2011 **External Evaluator Trainer Certificate – ARACIS**
Transilvania University, Brasov, Romania
▪ Training in Distance Education Technology
- 2009 **Certificate of Completion**
S.C. Top Quality Management SRL, Bucharest, sector 3
▪ Trainer

- 2009 **Certificate of Completion**
S.C. Top Quality Management SRL, Bucharest, sector 3
▪ Project Manager
- 2008 **Certificate of Teaching Visit**
Università degli Studi di Roma "LA Sapienza", Via del Castro Laurenziano 9 – 00161 Rome
▪ Organizational Culture in Romania
- 2005 **Attestation**
ICHEC MIME University Brussels, Bld. Brand Whitlock B-1150, Belgium
▪ Exchange of competences concerning the preparation of teachers and researchers in the field of intercultural management of companies
- 2005 **Master's Degree**
Valahia University of Târgoviște, Dâmbovița, Romania
▪ Banking and Insurance Management
- 2006 **Certificate of competence "Steering and Managing Consulting Activities"**
INDE Bucharest and CNAM Paris
▪ Entrepreneurial skills
- 2006 **Certificate of competence "Principles and tools of Organizational Management"**
INDE Bucharest and CNAM Paris
▪ Entrepreneurial skills
- 2006 **Certificate of competence "General Management – Management and Communication"**
INDE Bucharest and CNAM Paris
▪ Entrepreneurial skills

PERSONAL COMPETENCE

Mother tongue(s) Write your native language(s)

Other known languages

English language

ELECTION		SPEECH		WRITING
Obedience	Read	Join the conversation	Oral Speech	
B2	B2	B2	B2	B2

Social skills and abilities

- Open communication – competence obtained by participating in various scientific and organizational activities (e.g. symposiums, journals, workbooks); teaching competence; Administrative competence

Organizational skills and abilities

- Organizational spirit proven in scientific and academic management activities since 1998.
- Teamwork, seriousness in the actions taken. Communication skills, organization (organizer of Student Scientific Sessions and Scientific Communications Sessions, organizer of business events – Entrepreneurship Matching Event or Simulated Enterprise Fair), team spirit and prolonged work capacity (contribution to the elaboration of documentation for the accreditation of the Management Specialization day-master, PhD, accreditation of the journals LES ANNALES DE L'UNIVERSITE "VALAHIA" DE TÂRGOVIȘTE Section: Economics and WORKING PAPERS from the Faculty of Economic Sciences, Valahia University of Târgoviște). Organizer of several events such as TIMV 2014, 2016, 2017, 2018, 2019 or Entrepreneurship Matching Event 2015 – 2025 (more information on www.tinintrep.ro)

Computer skills and abilities

- Operation in computer systems: EViews 8, Microsoft Office (Word, PowerPoint, Excel), SPSS 20.0, SAP, Microsoft Dynamics, Microsoft Project, Pluriva, PhotoShop, Pinnacle, Adobe After Effects, Adobe Lightroom Classic, CorelDRAW

Driver's license(s)

- Category A, B, E

Publications ISI Articles

1. Gabriel Croitoru, Nicoleta Valentina Florea, Dumitru Goldbach, The Impact of Artificial Intelligence on the Transformation of Organizations: Effects on Innovation, Knowledge Transfer and Global Competitiveness, *Proceedings of the International Conference on Business Excellence*, vol. 19, Issue 1, **2025**, 4478-4504, DOI: 10.2478/picbe-2025-0343. (WOS:001540598500019).
2. Sidor Vanesa-Luisa, Cuc, Lavinia-Denisia, Rad Dana, Cilan Teodor-Florin, Gabriel Croitoru, Analysis of the Use and Impact of Artificial Intelligence on Managerial Decisions and Organizational Processes, *Proceedings of the International Conference on Business Excellence*, vol. 19, Issue 1, **2025**, 3896-3909, DOI: 10.2478/picbe-2025-0298. (WOS: 001536652700041).
3. Nicoleta Cristache, Gabriel Croitoru, Nicoleta Valentina Florea, The influence of knowledge management on innovation and organizational performance, *Journal of Innovation & Knowledge*, Volume 10, Issue 5, **2025**, 100793, ISSN 2444-569X, (AIS = **2,161**) <https://doi.org/10.1016/j.jik.2025.100793>.
4. Gabriel Croitoru, Nicoleta Valentina Florea, Valentina Ofelia Robescu, Mihai Bogdan Croitoru, The impact of well-being on work performance: Analyzing the mediating role of work satisfaction, *Journal of Economics and Business*, **2025**, Vol. 43, No. 1, 63–90, ISSN (online) 1846-7520, ISSN 1331-8004, (AIS = **0.141**) <https://doi.org/10.18045/zbefri.2025.1.9>.
5. Dana Rad, Lavinia Denisia Cuc, Gabriel Croitoru, Bogdan Cosmin Gomoj, Luminița Mazuru, Raluca Simina Bîlți, Sergiu Rusu, Maria Sinaci, Florentina Simona Barbu, Modeling investment decisions through decision tree regression - A behavioral finance theory approach, *Electronics*, **2025**, 14, 1505, pp. 2-17, Q2 Computer Science, Information Systems, ISSN 2079-9292, DOI: <https://doi.org/10.3390/electronics14081505> (AIS = **0.430**) <https://www.mdpi.com/2079-9292/14/8/1505>
6. Cosmin Silviu Raul Joldeș, Lavinia Denisia Cuc, Gabriel Croitoru, Dana Rad, Teodor Cilan, Cristian Virgil Marinaș, Monica Triculescu, Florentina Pascu *The Impact of Managerial Practices Perception on Motivation and Performance at Work – An Analysis of Mediating Factors*, *Economic Computation and Economic Cybernetics Studies and Research*, vol. 59, no. 1, **2025**, pp. 243-258, Q3 SSCI, DOI: 10.24818/18423264/59.1.25.15 (AIS = **0.135**) (https://ecocyb.ase.ro/Articles2025_1.htm)
7. Remus Runcan, Vasile Hațegan, Ovidiu Toderici, Gabriel Croitoru, Mihaela Gavrilă-Ardelean, Lavinia Denisia Cuc, Dana Rad, Alina Costin, Tiberiu Dughî. *Ethical AI in Social Sciences Research: Are We Gatekeepers or Revolutionaries?*, *Societies*, **2025**, 15(3), 62; <https://doi.org/10.3390/soc15030062> (SOCIOLOGY Q2), (AIS = **0.502**).
8. Nicoleta Valentina Florea, Gabriel Croitoru, Dan-Marius Coman, Mihaela-Denisa Coman. The Influence of Fashion Retailers on Customer Psychology Using Visual Merchandising and Store Layout to Improve Shopping Decision. *Journal of Theoretical and Applied Electronic Commerce Research*. **2025**, 20, 40. Business SSCI Q1, <https://doi.org/10.3390/jtaer20010040>. (<https://www.mdpi.com/0718-1876/20/1/40>) (AIS = **0.686**).
9. Nicoleta Valentina Florea, Gabriel Croitoru. The Impact of Artificial Intelligence on Communication, Dynamics and Performance in Organizational Leadership. *Administrative Sciences*. **2025**, 15(2), 33; (Q2 Management) <https://doi.org/10.3390/admsci15020033>, (AIS = **0.500**)
10. Nicoleta Cristache, Nicoleta Valentina Florea, Marian Năstase, Gabriel Croitoru, Costinela Fortea and Manuela-Violeta Tureatca, The Influence of Political, Social and Economic Factors on the Acceptance of Technology in the Workplace, in the Context of the Industrial Revolution 4.0, *Economic Amphitheater*, Volume: 27, no. 68/**2025**, p. 76 - 91, ISSN 1582-9146; ECONOMICS SSCI – Q1, DOI: 10.24818/EA/2025/68/76, (<https://www.amfiteatreconomic.ro/ArticolRO.aspx?CodArticol=3386>). (AIS = **0.282**).
11. Gabriel Croitoru, Alexandru Capatina, Nicoleta Valentina Florea, Federica Codignola, Danijela Sokolic, A cross-cultural analysis of perceived value and customer loyalty in restaurants, *European Research on Management and Business Economics*, Volume 30, Issue 3, **2024**, 100265, ISSN 2444-8834, <https://doi.org/10.1016/j.iedeen.2024.100265>. ([https://authors.elsevier.com/sd/article/S2444-8834\(24\)00024-X](https://authors.elsevier.com/sd/article/S2444-8834(24)00024-X)), (AIS=**0.986**) (Q1, Q1).
12. Năstase, Gabriel Croitoru, Nicoleta Valentina Florea, Nicoleta Cristache, Ramona Lile, The perception of employees in Romanian companies about the adoption of artificial intelligence in recruitment and selection processes, *Economic Amphitheater* Volume: 26, no. 66/**2024**, p. 384 - 402, ISSN 1582-9146; AIS **0.251**. (DOI:10.24818/EA/2024/66/421) (<https://www.amfiteatreconomic.ro/ArticolRO.aspx?CodArticle=3310>) (Q4, Q2)
13. Nicoleta Valentina Florea, Gabriel Croitoru, Valentina Ofelia Robescu, Ramona Lile, Cosmin Silviu Raul Joldeș, Florin-Lucian Isac, Lavinia Denisia Cuc, Improving the management of physical activity and recreational sport program to promote health and wellbeing for eu citizens using mathematical simulation, *Economic Computation and Economic Cybernetics Studies and Research*, Issue 4/2023; Vol. 57, pp. 225-242, (AIS = **0.090**) (Q4), DOI: 10.24818/18423264/57.4.23.14, (https://ecocyb.ase.ro/Articles2023_4.htm)
14. Radu Ioan Petrariu, Marian Năstase, Gabriel Croitoru, Nicoleta Valentina Florea, Nicoleta Cristache and Mihaela Cristina Onica Ibinceanu, Analysis of the responsible behavior of the energy consumer

- in the context of the RePowerEU plan, *Economic Amphitheater* Volume: 25, no. 64/2023, p. 543 - 560, ISSN 1582-9146; **AIS 0.251**. (doi:10.24818/EA/2023/64/743) (https://www.amfiteatrueconomic.ro/RevistaDetalii_RO.aspx?Cod=1220) (Q4, Q2)
15. Croitoru, G.; Florea, N.V.; Ionescu, C.A.; Robescu, V.O.; Paschia, L.; Uzlau, M.C.; Manea, M.D. Diversity in the Workplace for Sustainable Company Development. *Sustainability* 2022, 14, 6728. <https://doi.org/10.3390/su14116728>. Impact factor 3.251, **AIS 0.527**. ISSN: 2071-1050. (Accession Number: WOS:). <https://www.mdpi.com/2071-1050/14/11/6728>.
 16. Valentina Ofelia Robescu, Oana Oprisan, Gabriel Croitoru, George Bucatea, Liliana Nicodim "Econometric Analysis for Leadership Scenarios: How Personality Features and Managerial Style Impact Modern Organizations", *TRANSFORMATIONS IN BUSINESS & ECONOMICS*, Vol. 20, No 2A (53A), 2021, pp. 413-423, ISSN 1648-4460, **AIS = 0.161** (<http://www.transformations.knf.vu.lt/53a>).
 17. Gabriel Croitoru, Oana Oprisan, Valentina Ofelia Robescu, Ana-Maria Dumitrache (Serbanescu), Stefania-Rodica Hubel (Anghel), Gabriela Iuliana Paraschiv (Ganea), Valentina-Arena Tudor (Niculita) "Streamlining the risk management process in the framework of sustainable development and projects to increase the competitiveness of agricultural holdings at the level of private organizations", *TRANSFORMATIONS IN BUSINESS & ECONOMICS*, Vol. 20, No 2A (53A), 2021, pp. 673-683, ISSN 1648-4460, **AIS = 0.161** (<http://www.transformations.knf.vu.lt/53a>)
 18. Jitariu Daniela, Croitoru Gabriel, Ofelia Robescu, Oprisan Oana, "Purpose of Transformational Leadership as Means Used by Universities in Order to Impose the Leader Strategies", *Journal of Environmental Protection and Ecology*, vol. 21, No 2, 2020, pp. 672-683, ISSN 1311-5065, **AIS 0.063**.
 19. Ionica Oncioiu, Marius Petrescu, Mircea Constantin Duică, Gabriel Croitoru, "The Impact of Employee Motivation on Romanian Organizational Performance", *Information Resources Management Journal (IRMJ)* Volume 31, Issue 4, Pages: 59-74, IGI GLOBAL, 701 E CHOCOLATE AVE, STE 200, HERSHEY, PA 17033-1240 USA, 2018, **AIS 0.172** ISSN 1040-1628, eISSN 1533-7979 (DOI: 10.4018/IRMJ.2018100104) (WOS:000455559000004) (<https://www.igi-global.com/gateway/article/212711>)
 20. Gabriela Loredana Dinulescu, Valentina Ofelia Robescu, Florin Radu, Gabriel Croitoru and Valentin Radu "A Bioeconomic Solution for Replacing Chemical Fertilizers by Organic Processes for Atmospheric Nitrogen Fixation in Soil", co-author, *Amfiteatru Economic magazine*, Volumes: 20, No. 48/2018, p. 510-520, ISSN 1582-9146; **AIS 0.251**. (doi:10.24818/EA/2018/48/510) (<http://www.amfiteatrueconomic.ro/ArticolEN.aspx?CodArticol=2734>) (Q4, Q2)
 21. Gabriel Croitoru, Valentina Ofelia Robescu, Oana Oprisan, Mircea Duica, Dorin Claudiu Manolache "The prediction of managing change in the contemporary economy by using simulation and mathematical modeling", *Journal of Science and Arts*, Year 18, No. 1(42), pp. 139-158, 2018, ISSN 1844-9581 eISSN 2068-3049, **AIS 0.063**. (<http://www.josa.ro/en/index.html?http%3A/www.josa.ro/en/josa.html>) (WOS:000430226600010).
 22. Gabriel Croitoru, Ion Stegăroiu, Valentina Ofelia Robescu, Oana Oprisan, Iancu Dorin, "The use of mathematical models in determining the degree of perception of social responsibility of organizations", *Journal of Science and Arts*, Year 18, No. 2(43), pp. 405-420, 2018, eISSN 2068-3049 **AIS 0.063** (<http://www.josa.ro/en/index.html?http%3A/www.josa.ro/en/josa.html>) (WOS:000436646200012).
 23. Berca Mihai, Robescu Valentina-Ofelia, Croitoru Gabriel, Horoias Roxana, "Symbiotic fixation of Nitrogen in Belmondo pea variety in a suggested crop rotation system - technical, ecological and economic efficiency", *Scientific Papers-Series Management Economic Engineering in Agriculture and Rural Development*, Volume: 18, Issue: 2, pages: 35-40, Published: 2018, **AIS 0.051**. WOS:000438506000005, ISSN: 2284-7995, eISSN: 2285-3952
 24. Nițu Valentin, Jitariu Daniela, Nițu Oana, Croitoru Gabriel, Tileagă Cosmin "Social Customer relationship management usage analysis and its impact on sustainable development of Romanian commercial organisations", *Journal of Environmental Protection and Ecology (JEPE)*, Vol. 17 No. 3, pp. 1076-1083 (2016), **AIS 0.063**. ISSN 1311-5065 (<http://www.jepe-journal.info/vol-17-no-3>) ISI (s= 0.734).
 25. Ana Lucia Ristea, Ioan V. Franc, Ion Stegăroiu, Gabriel Croitoru "Commercial Facilities and urban regeneration", co-author, *Amfiteatru Economic magazine* Volume: 12, no. 27/2010, p. 100-116, ISSN 1582-9146; **AIS 0.251**. (<http://www.amfiteatrueconomic.ro/ArticolRO.aspx?ItemCode=932>)

Publications

1. Nicoleta Valentina Florea, Gabriel Croitoru, Lavinia Denisia Cuc, Artificial Intelligence-Based Customer Relationship Management, Lambert Academic Publishing, 2025, p 109, ISBN: 978-620-8-45307-7.
2. Ion STEGĂROIU (coordinator), Gabriel Croitoru, Anișoara Duică, Mircea Constantin Duică, Georgiana Bondac, Dorin Iancu, "Treatise on general management. Management Schools", vol. I, ProUniversitaria Publishing House, 2024, p. 1138, ISBN: 978-606-26-1966-4.
3. Nicoleta Valentina Florea, Gabriel Croitoru, Valentina Ofelia Robescu, Daria Florea, Mihai Bogdan Croitoru "Methods to Attract and Retain Talented Employees in Romanian Organizations: A Compared

- Approach Between X, Y, and Z Generations", Global Practices Chapter on Effective Talent Acquisition and Retention, IGI Global Publishing Tomorrow's Research Today, p. 279-312, 2024, ISBN13: 9798369319383|ISBN13 Softcover: 9798369346471|EISBN13: 9798369319390, DOI: 10.4018/979-8-3693-1938-3.ch016 (<https://www.igi-global.com/book/global-practices-effective-talent-acquisition/330974>).
4. Nicoleta Valentina Florea, Gabriel Croitoru, Valentina Ofelia Robescu, Daria Florea, Mihai Bogdan Croitoru "Financial Sustainability and the Wellbeing of the Elder Romanian Population Using Pension Modelling: A Social and Economic Impact Factor-Based Analysis", Chapter Social and Ethical Implications of AI in Finance for Sustainability, IGI Global Publishing Tomorrow's Research Today, p. 41-89, 2024, ISBN13: 9798369328811, DOI: 10.4018/979-8-3693-2881-1.ch002 (<https://www.igi-global.com/chapter/financial-sustainability-and-the-wellbeing-of-the-elder-romanian-population-using-pension-modelling/345113>)
 5. Ion STEGĂROIU (coordinator), Marius Petrescu, Anișoara Duică, Nicoleta Valentina Florea, Mircea Constantin Duică, Gabriel Croitoru, Dorin Iancu, "Treatise on General Management. Change Management", vol. IX, ProUniversitaria Publishing House, 2023, p. 200, ISBN: 978-606-26-1748-6;
 6. Gabriel Croitoru, Nicoleta Valentina Florea, Valentina Ofelia Robescu, "Entrepreneurship and Business Management", Lambert Academic Publishing, 2023, p. 180, ISBN: 978-62-0616-61-60;
 7. Nicoleta Valentina Florea, Gabriel Croitoru, "Human Capital. Development, Motivation and Green Behavior", Lambert Academic Publishing, 2023, p. 200, ISBN: 978-62-0615-330-6;
 8. Nicoleta Valentina Florea, Gabriel Croitoru, "Entrepreneurship and Business Management", Bibliotheca Publishing House, 2022, p.225, ISBN: 978-606-772-006-8.
 9. VAGU Paraschiv, Stegăroi Ion (coordinators) Croitoru Gabriel, Duică Mircea Iancu Dorin, Duică Anișoara, Camelia Frățilă, Constanța Popescu "General Management Treatise. Organization", ProUniversitaria Publishing House, 2020, p.941, ISBN: 978-606-94702-4-4.
 10. Ovidiu Nicolescu, Ion Popa, Ciprian Nicolescu, Simona Ștefan (coordinators) Croitoru Gabriel s.a., "The health status of management in 2016", ProUniversitaria Publishing House, 2017, ISBN: 978-606-260785-2.
 11. VAGU Paraschiv, Stegăroi Ion (coordinators) Croitoru Gabriel, Duică Anișoara, Duică Mircea "Managerial Strategies", ProUniversitaria Publishing House, 2014, p.847, ISBN: 978-606-26-0088-4.
 12. VAGU Paraschiv, Stegăroi Ion (coordinators) Croitoru Gabriel, Duică Anișoara, Duică Mircea "General Management Treatise. Management Schools", vol. 1, 2013, p.456, ISBN: 978-973-712-841-6.
 13. VAGU Paraschiv, Stegăroi Ion (coordinators) Croitoru Gabriel, Duică Anișoara, Duică Mircea "General Management Treatise. Strategic Planning", vol. 2 *, 2013, p. 388, ISBN: 978-973-712-842-3.
 14. Croitoru Gabriel "The Economy of the Enterprise – a New Paradigm", Bibliotheca Publishing House, Târgoviște, 2006, 380 pages, ISBN (10) 973-712-223-2, ISBN (13) 978-973-712-223-0.
 15. Croitoru Gabriel, STEGĂROIU Ion "Industrial Economy", Bibliotheca Publishing House, Târgoviște, 2009, 364 pages, ISBN 978-973-712-462-3.
 16. Pierre Dupriez, Ion Stegăroi, Croitoru Gabriel, Camelia Frățilă "Entreprise Roumaines en Transition. Etude de cultures organisationnelles", co-author, L'Harmattan Publishing House, France, 2005, ISBN: 2-7475-8714-2.
 17. Croitoru, Gabriel, Duică Anișoara "Management. Applications. Case Studies", Bibliotheca Publishing House, 2006, 164 pages, ISBN (10) 973-712-210-0, ISBN (13) 978-973-712-210-0.
 18. Ion Stegăroi, Tudor Pârvu, Gabriel Croitoru "Cugetări despre Management", co-author, Editura Eficient, 1999 ISBN: 973-9366-28-7.
 19. Maria Negroponti Delivanis, Ion Stegăroi, Sorica Sava, Constanța Popescu, Gabriel Croitoru, Iordana Socobeanu "Conspiratorial Globalization", second edition, co-author, Romanian version, Bibliotheca Publishing House, Târgoviște, 2007, 315 pages, ISBN 978-973-254-4.
 20. Viorica Răducanu, Dumitru Felicia, Gabriel Croitoru "Policies of the European Union", co-author, Bibliotheca Publishing House, 2004, ISBN: 973-8413-72-9.
 21. Ion Petrescu (coordinator) Croitoru Gabriel, s.a. "Contribution to the outlining of a Romanian management model", Chapter 1. The Emergence and Evolution of Management in Romania, p. 51-125, Expert Publishing House, 2015, vol. 1, p.1114, ISBN: 973-618-402-1; ISBN: 973-618-401-3.
 22. I.C. Dima, j. Grabara, M.N. Skowron, V. Modrak, Gabriel Croitoru "Logistics elements used in industrial operational management", co-author, Valahia University Press Publishing House, Târgoviște, p. 65-101, 2010, ISBN: 978-973-1955-51-3
 23. "Diagnosis of the system of financing, production and distribution of health services in some European countries: SWOT analysis on the health system in Romania", Romanian Academy, National Institute of Economic Research - INCE, "Economic Library" Collection, Economic Studies and Research Series, vol. 37/2006, Bucharest, ISBN 973-7885-16-3;
 24. "Competitiveness of the health services distribution subsystem. Elaboration of an evaluation methodology", Romanian Academy, National Institute of Economic Research - CIDE, "Economic Library" Collection, Economic Studies and Research Series, vol. 43, 2006, ISBN 973-7885-40-6.
 25. Constanța Popescu, Valerică Toplicianu, Mircea Duică, Gabriel CROITORU, Constantin Popescu, Cristina Ana, Anișoara Duică – Monograph of Dâmbovița County – Economic Presentation,

Bibliotheca Publishing House, Târgoviște, 2006, Gabriel CROITORU, co-author of the chapter: "Industry and constructions", p. 148-175, ISBN (10) 973-712-196-1, ISBN (13) 978-973-712-196-7, p. 257.

- Projects
1. "Entrepreneurial Skills for Students", **project manager**, National competition project, JAR 2024_170/17.07.2024, period 17.07.2024 – 07.03.2025, value: 31,760 lei.
 2. "Supporting scientific results with high application potential, for accelerating the transformation into new technologies with economic or social value", **project manager**, UVT internal competition project, period 2023 – 2024, value: 10,000 lei
 3. "Connecting research and innovation activities in the RDI ecosystem", **project manager**, UVT internal competition project, period 2022 – 2023, value: 10,000 lei
 4. "Improvement and visibility of researchers in management and marketing", **project manager**, UVT internal competition project, no. 7594/17.11.2021, period 2021 – 2022, value: 10,000 lei
 5. "Entrepreneurship Smart Team in Online Society", **project manager**, National competition project, JAR 2021_018/17.03.2021, period 01.04 – 31.07.2021, value: 16,000 lei.
 6. Start-up Sud Muntenia, **project manager**, Project co-financed by the EUROPEAN SOCIAL FUND, Contract identification number POCU/82/3.7/105929, POCU 2014-2020, period 16.01.2018 - 15.10.2020, UVT value: 2,100,314.30 lei.
 7. "Transition from school to working life through practice and creation of simulated enterprises", **project manager**, Project co-financed from the EUROPEAN SOCIAL FUND through the Sectoral Operational Programme for Human Resources Development 2007-2013, Priority Axis 2 "Correlation of lifelong learning with the labour market", Major area of intervention 2.1 "Transition from school to working life", Beneficiary: National Council of Small and Medium Private Enterprises in Romania, Contract identification number: POSDRU/160/2.1/S/138123
 8. "Stimulating the entrepreneurial spirit and the business environment by improving the company's performance and developing managerial and entrepreneurial skills", **trainer**, Project co-financed by the EUROPEAN SOCIAL FUND through the Sectoral Operational Program for Human Resources Development 2007-2013, Contract identification number: POSDRU/92/3.1/S/62002.
 9. "Entrepreneurial education - the key to the competitiveness of SMEs", **long-term expert**, Project co-financed by the EUROPEAN SOCIAL FUND through the Sectoral Operational Program for Human Resources Development 2007-2013, Priority Axis 3 "Increasing the adaptability of workers and enterprises", Major area of intervention 3.1 "Promoting entrepreneurial culture", beneficiary: Chamber of Commerce, Industry and Agriculture Teleorman Contract identification number: POSDRU/92/3.1/S/62928
 10. "You can be an entrepreneur too" – **Trainer**, Project co-financed by the European Social Fund through the Sectoral Operational Program Human Resources Development 2007-2013 – "Invest in people!"
 - Priority axis no. 5 "Promotion of active employment measures", Major area of intervention 5.1. "Development and implementation of active employment measures", Contract no. POSDRU/82/5.1/S/58969. Civil Agreement for the provision of services no. 1878/15.09.2011, Civil Agreement for the provision of services no. 59/25.11.2011, Civil Agreement for the provision of services no. 128/26.03.2012, Civil Agreement for the provision of services no. 164/14.05.2012.
 11. "Increasing quality in economic higher education and creating the premises for a better integration of graduates on the labor market" – Project Manager, Collaboration Agreement 2113/07.04.2015.
 12. "ISOSTUD Social and Professional Inclusion of Young People at Risk" – Trainer - entrepreneurship, PET009, RO10-CORAI program, funded by EEA Grants 2009-2014, Romanian Social Development Fund.
 13. Priority axis no. 5 "Promotion of active employment measures", Major area of intervention 5.1. "Development and implementation of active employment measures", Contract no. POSDRU/82/5.1/S/58969
 - "From theory to practice through the simulated enterprise" – **long-term expert**, Project co-financed by the European Social Fund through the Sectoral Operational Program Human Resources Development 2007-2013. Invest in People!, POSDRU/90/2.1/S/58123, 2011-2013.
 14. "Training of university staff and students in the use of modern IT tools in the field of university management" – **long-term expert**, Project co-financed by the European Social Fund through the Sectoral Operational Program Human Resources Development 2007-2013. Invest in people!, Priority axis: 1 Education and vocational training in support of economic growth and the development of the knowledge-based society, Contract number: POSDRU/86/1.2/S/62689, 2011-2013.
 15. "Human Resources Manager" – **Trainer**, "Human Resources Management" training program, ContaPlus, in partnership with Indaco Systems, Bucharest, accredited by the Ministry of Labour, Family and Equal Opportunities, the Ministry of Education, Research and Youth and the National Council for Adult Vocational Training, contract no. 149/2.12.2008, contract no. 160/11.05.2009.

- Distinctions**
1. National Championships
 - AFER First Prize for Economic Literature "Managerial Strategies", Prouniversitaria Publishing House, Romania, 2014, 27.03.2015.
 - Certificate – This is to certify that Gabriel Croitoru presented the papaer Marketing through the eye of the law, 2010.
 - AFER Second Prize for Specialized Literature "Romanian Enterprises in Transition", Harnattan Publishing House, Romania, Timisoara, 2006.
 - Diploma of meritorious participation, for participation in the works of the International Economic Conference "Romania – exigencies in the development process, from the perspective of integration in 2007", scientific conference reached its eleventh edition.
 - Diploma of participation, for meritorious participation in the works of the International Scientific Conference "The Identity and Universality of Economies in Transition at the Beginning of the Third Millennium", Jubilee Edition.
 2. International
 - Special Prize at the International Scientific Symposium of "Young Researchers", Republic of Moldova, Chisinau, 2005.
 - Second Degree Diploma, for the communication presented at the International Scientific Symposium of "Young Researchers", Republic of Moldova, Chisinau, 2004.
 - Diploma for participation in the International Scientific Symposium of "Young Researchers", Republic of Moldova, Chisinau, 2003.

- Affiliations**
- Member of National and International scientific or professional organizations:**
- EUMMAS (European Marketing and Management Association).
 - CEDIMES (Centre for Development and Economic and Social Movement Studies) – 2005 – 2019.
 - ICHEC – MIME Laboratory, Brussels, Belgium – 2005-2013.
 - Center for Research and Applied Studies in Management and Marketing – Valahia University of Târgoviște, 2005 - present.
 - EMA (European Management Association).
 - AGER (General Association of Romanian Economists).
 - AFER (Association of Faculties of Economics in Romania) – Department 3.
 - SAMRO (Academic Society of Management of Romania).

Teaching activities

- Faculty of Economics and Business, University of Rijeka, Croatia, 2025
- TEI Kavala University, Business Administration Department, Greece, 2015, 2013
- University of Rome "La Sapienza", 2008.
- C.N.F.P.A. Course Evaluator, Human Resources Manager, 2009
- C.N.F.P.A. Course Evaluator, Entrepreneurial Skills, 2011, 2012, 2013
- C.N.F.P.A. Course Evaluator, Project Manager, 2013
- Institution: Valahia University of Târgoviște (since 1998)

President

- Association of Young Entrepreneurs in the Virtual Environment (www.tinintrep.ro)
- Student Center for Entrepreneurship and Business Management

Member of the Scientific Committee for the Organisation of an International Scientific Event

- OSEEC 2025, 2024, 2023 - International Conference on "Ongoing Social, Economic, and Environmental Challenges", "Aurel Vlaicu" University of Arad Faculty of Economics
- The International Scientific Conference "Development through reserch and innovation", 25 August, 2023, 2024, Chisinau, Republic of Moldova.
- Round Table "Culture, Management et Performance", 8 October 2010, Târgoviște, Presentation of the results of the International project "Universitaire Roumains, Managers Europeans"
- Round table "Stress, performance, work productivity", 8 October 2008, Târgoviște, Round table conference International Seminar European Spaces: Convergence into the European Union.

Member of the Scientific Committee for the Organisation of a National Scientific Event

- Round Table "Food Distribution" – 7-12 May 2007, Târgoviște, cooperation between Valahia University of Târgoviște and IUT de Saint Nazaire, France
- Round Table "Workshop Opportunities for Research offered by the European Union Framework Programme 7 – Open Calls" – 15 February 2007.

- Ateliers Internationaux "Intercultural Management" – November 2004, Târgoviște.
- Round Table "Culture organisationnelle dans les CECO" – November 2003, Târgoviște.
- ICHEC – MIME Laboratories, Brussels, Belgium
- Identifier la culture organisationnelle - étude de cas sur trois entreprises roumaines (Identification of organizational culture - case study carried out in three Romanian organizations) - in collaboration with P. Dupriez, B. Vanderlinden (MIME-ICHEC Brussels, Belgium), G. Croitoru (Romania) - International Workshop, Târgoviște, 2003.

Affiliations

President/organizer of a national event

- TIMV Simulated Enterprise Fair, 2014, 2016, 2017, 2018, 2019 edition.
- Entrepreneurship Matching Event, 2015 – 2024.
- CrowdFunding Start, 2014, 2015.

Member of the Advisory Committee

- Early detection of the risk of bankruptcy – a premise for increasing the competitiveness of Romanian enterprises, Internal Grant Valahia University of Târgoviște, phase 1/2006, value 900 RON

Member of the Scientific Editorial Board

- Journal of Economics and Business, Emerging Sources Citation Index (ESCI), BUSINESS, FINANCE, AIS 0.900 (https://www.efri.uniri.hr/en/advisory_and_editorial_board/712/191)
- "Valahian Journal of Economic Studies" collection, classified CNCIS B+, ISSN 2067 - 9440.
- The "Revue Valaque d'Etudes Economiques" collection, classified CNCIS B+, ISSN 2067 – 9459.
- "Working Papers" magazine, rated C CNCIS

Reviewer – ISI journals: Economic Research Croatia, Behavioral Sciences _ behavsci, healthcare, IGI Global, ijerph, Sustainability, Current Psychology, Applied Sciences, Children, JTAER.

Keynote speakers - Plenary presentations

K1. Digital financial education and entrepreneurship: the key to success in the development of modern businesses, 2nd International Conference Ongoing Social, Economic and Environmental Challenges, The, 11 – 12 October 2024, Arad, Romania (<https://www.uav.ro/academic/cercetare-stiintifica/apeluri-conferin%C8%9Be/oseec2024/conference-programme>)

Member of doctoral and habilitation committees

Organizing Committee

2nd International Conference Ongoing Social, Economic and Environmental Challenges, The, 11 – 12 October 2024, Arad, Romania (<https://www.uav.ro/academic/cercetare-stiintifica/apeluri-conferin%C8%9Be/oseec2024/conference-programme>)

International Scientific Conference Competitiveness and Innovation in the Knowledge Economy, September, 20-21, 2024, Chisinau, Academy Of Economic Studies Of Moldova (<https://ase.md/international-scientific-conference-competitiveness-and-innovation-in-the-knowledge-economy-september-2024/>).

GIKS Conference, Global Interferences of Knowledge Society, 24-25 October 2024 / Valahia University of Targoviste - Targoviste / Romania (<https://giks.valahia.ro/>)

Conference GIKS, Global Interferences of Knowledge Society, 27-28 October 2023 / Valahia University of Targoviste - Targoviste / Romania (<https://giks.valahia.ro/>)

Editorial Board Members

European Business & Management - <http://www.ebmjournal.org/editorial-team>

Journal of Economics and Business - https://www.efri.uniri.hr/en/advisory_and_editorial_board/712/191

Scientific Committee

2nd International Conference Ongoing Social, Economic and Environmental Challenges, The, 11 – 12 October 2024, Arad, Romania (<https://www.uav.ro/academic/cercetare-stiintifica/apeluri-conferin%C8%9Be/oseec2024/conference-programme>)

International Scientific Conference Competitiveness and Innovation in the Knowledge Economy, September, 20-21, 2024, Chisinau, Academy Of Economic Studies Of Moldova (<https://ase.md/international-scientific-conference-competitiveness-and-innovation-in-the-knowledge-economy-september-2024/>).

The International Conference Ongoing Social, Economic and Environmental Challenges, First Edition

Other activities

OSEEC, 13 – 14 October **2023**, Arad, Moneasa, Romania.
The 4th International Scientific Conference "Development Through Research And Innovation - 2023"
Online Conference for Young Researchers, PhD Students and Post-Doctoral Researchers,
August 25th, **2023**, Chisinau, Republic of Moldova

- site administrator -www.ecointrep.ro-, who is in charge of providing course support for Business Economics, Industrial Economics and Management.
- administrator of the -www.e-learning.ecointrep.ro- site, which deals with the exchange of information at the seminar between students for Enterprise Economics.
- site administrator -www.virtualtowns.ecointrep.ro-, the site through which students are introduced to a virtual city where they will be able to manage different companies.
- administrator of the -www.istargoviste.ro/targuri- website, who is in charge of managing the information regarding the TIMV simulated business fair of which I am the organizer.
- administrator of the website -www.tinintrep.ro-, which deals with providing information to the Association of Young Entrepreneurs in the Virtual Environment of which I am president.
- chief administrator of the site - www.ccse.ro-, who is in charge of the administration of the magazine "WORKING PAPERS".
- member of the Ethics Commission of the Valahia University of Târgoviște starting with 2016 - 2019.
- member of the Senate of the Valahia University of Târgoviște during the academic year 2016-2020.
- member of the Faculty of Economics for the academic year 2003/2004, 2012/2015, 2016/2020, 2020/2024.
- member of the Center for Career Counseling and Guidance of the Valahia University of Târgoviște.
- member of the Quality Center of the Valahia University of Târgoviște, representative of the Department of Management.
- member of the Council of the Institute for Scientific and Technological Research of the Valahia University of Târgoviște.
- member of the Research Council of the Valahia University of Târgoviște.

Prof. Ph. D. Gabriel Croitoru