

## LIST OF WORKS

Candidate: **Croitoru Gabriel**

Didactic degree - title: Professor (2022) doctor (2005)

1<sup>o</sup> Habilitation thesis

1. *The behavior of firms in an international competitive environment: between theory and practice*

2<sup>o</sup> PhD thesis

T1. *THEORETICAL AND PRACTICAL COORDINATES OF COMPANIES' BEHAVIOR IN AN INTERNATIONAL COMPETITIVE ENVIRONMENT: STRATEGIES, RESTRICTIONS, REQUIREMENTS*

3<sup>o</sup> Published books (C1, C2, etc.), chapters in books (CC1, CC2, etc.), manuals (M1, M2, etc.), guidance (I1, I2, etc.),

**C1.** Ion STEGĂROIU (coordinator), Marius Petrescu, Anișoara Duică, Nicoleta Valentina Florea, Mircea Constantin Duică, Gabriel Croitoru, Dorin Iancu, "General management treatise. Change Management", vol. IX, ProUniversitaria Publishing House, 2023, p 200, ISBN: 978-606-26-1748-6;

**C2.** **Gabriel Croitoru**, Nicoleta Valentina Florea, Valentina Ofelia Robescu, "Entrepreneurship and Business Management", Lambert Academic Publishing, 2023, p 180, ISBN: 978-62-0616-61-60;

**C3.** Nicoleta Valentina Florea, Gabriel Croitoru, Capital humain: Développement, motivation et comportement vert, Publisher: Editions Notre Savoir, 2023, p. 104, ISBN-10: 6205901943, ISBN-13: 978-6205901946 (French);

**C4.** Nicoleta Valentina Florea, Gabriel Croitoru, Capital humano: Desarrollo, motivación y comportamiento ecológico, Publisher: Ediciones Nuestro Conocimiento, 2023, p. 100, ISBN-10: 6205901935, ISBN-13: 978-6205901939 (Spanish);

**C5.** Nicoleta Valentina Florea, Gabriel Croitoru, Humankapital: Entwicklung, Motivation und grünes Verhalten, Publisher: Verlag Unser Wissen, 2023, p. 104, ISBN-10 : 6205901927, ISBN-13: 978-6205901922 (German);

**C6.** Nicoleta Valentina Florea, Gabriel Croitoru, Capital humano: Desenvolvimento, motivação, e comportamento verde, Publisher: Edições Nosso Conhecimento, 2023, p. 100, ISBN-10: 620590196X, ISBN-13: 978-6205901960 (lb. Portuguese);

**C7.** Nicoleta Valentina Florea, Gabriel Croitoru, Capitale umano: Sviluppo, motivazione e comportamento verde, Publisher: Edizioni Sapienza, 2023, p. 100, ISBN-10: 6205901951, ISBN-13: 978-6205901953 (Italian);

**C8.** Nicoleta Valentina Florea, **Gabriel Croitoru**, "Human Capital. Development, Motivation and Green Behavior", Lambert Academic Publishing, 2023, p 200, ISBN: 978-62-0615-330-6;

**C9.** Nicoleta Valentina Florea, **Gabriel Croitoru**, "Entrepreneurship and Business Administration", Bibliotheca Publishing House, 2022, p.225, ISBN: 978-606-772-006-8.

**C10.** VAGU Paraschiv, Stegăroiu Ion (coordinators) **Croitoru Gabriel**, Duică Mircea Iancu Dorin, Duică Anișoara, Camelia Frățilă, Constanța Popescu "General Management Treaty. *Organization*", ProUniversitaria Publishing House, 2020, p.941, ISBN: 978-606-94702-4-4.

**C11.** 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.

**C12.** VAGU Paraschiv, Stegăroiu Ion (coordinators) **Croitoru Gabriel**, Duică Anișoara, Duică Mircea "*Managerial strategies*", ProUniversitaria Publishing House, 2014, p.847, ISBN: 978-606-26-

0088-4.

**C13.** VAGU Paraschiv, Stegăroiu Ion (coordinators) **Croitoru Gabriel**, Duică Anișoara, Duică Mircea "General Management Treaty. Management Schools", vol. 1, 2013, p.456, ISBN: 978-973-712-841-6.

**C14.** VAGU Paraschiv, Stegăroiu Ion (coordinators) **Croitoru Gabriel**, Duică Anișoara, Duică Mircea "General Management Treaty. Strategic Planning", vol. 2\*, 2013, p. 388, ISBN: 978-973-712-842-3.

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**C16.** **Croitoru Gabriel**, STEGĂROIU Ion – "Industrial Economy", Bibliotheca Publishing House, Targoviste, 2009, 364 pages, ISBN 978-973-712-462-3.

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**C18.** **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.

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**C20.** Maria Negroponti Delivanis, Ion Stegăroiu, Sorica Sava, Constanța Popescu, **Gabriel Croitoru**, Iordana Socobeanu – "The conspiratorial globalization", second edition, **co-author**, Romanian language version, Bibliotheca Publishing House, Targoviste, 2007, 315 pages, ISBN 978-973-254-4.

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**CC1.** Ion Petrescu (coordinator) **Croitoru Gabriel**, s.a. "Contribution to shaping 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.

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**CC5.** Constanța Popescu, Valerică Toplicianu, Mircea Duică, **Gabriel CROITORU**, Constantin Popescu, Cristina Ana, Anișoara Duică – *Monograph of Dâmbovița County – economic presentation*, Bibliotheca Publishing House, Targoviste, 2006, **Gabriel CROITORU**, **co-author** of the chapter: "Industry and construction", pp. 148-175, ISBN (10) 973-712-196-1, ISBN (13) 978-973-712-196-7, 257 pag.

<sup>40</sup> I.S.I. rated articles/specialized studies (S1, S2, etc.), articles/studies indexed in international databases (D1, D2, etc.), articles/studies published in the volumes of recognized international scientific events (Vi1, Vi2, etc.), papers published in other recognized journals (L1, L2, etc.), patents (B1, B2, etc.), artistic creations presented at recognized events (A1, A2 etc.), as well as, as the case may be, other similar works - articles/studies published in the volumes of national scientific events (Vn1, Vn2, etc.).

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([https://ecocyb.ase.ro/Articles2023\\_4.htm](https://ecocyb.ase.ro/Articles2023_4.htm))

**S2.** Radu Ioan Petrariu, Marian Năstase, Gabriel Croitoru, Nicoleta Valentina Florea, Nicoleta Cristache and Mihaela Cristina Onica Ibinceanu, *Analysis of responsible behavior of energy consumers in the context of the RePowerEU plan*, Amfiteatru Economic Volume: 25, nr. 64/2023, pp. 543 - 560, ISSN 1582-9146; ISI (AIS = **0,250**). (DOI: 10.24818/EA/2023/64/743) ([https://www.amfiteatruconomic.ro/RevistaDetalii\\_RO.aspx?Cod=1220](https://www.amfiteatruconomic.ro/RevistaDetalii_RO.aspx?Cod=1220)) (Q4, Q2)

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**D1.** Ion Stegaroiu, Nicoleta Valentina Florea, Gabriel Croitoru, Ofelia Valentina Robescu, Dan Marius Coman, *The impact of new technologies on teaching academic activities. A post-pandemic analysis*, International Conference "Risk in Contemporary Economy" XXIIIth Edition, 2023, Galati, Romania, "Dunarea de Jos" University of Galati, Romania – Faculty of Economics and Business Administration, ISSN-L 2067-0532 ISSN online 2344-5386, pp. 93-103, DOI <https://doi.org/10.35219/rce20670532152> (<http://www.rce.feaa.ugal.ro/index.php/2023-01-26-09-37-41/conference-proceedings-2023>).

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**D4.** Robescu Valentina Ofelia, Croitoru Gabriel, Manolache Claudiu, Capraru Antonio, *Encouraging the Entrepreneurial Spirit in Southern Muntenia Region*, LUMEN Proceedings, vol. 8, no. 1, pp. 91-105, 2019, (<https://ideas.repec.org/h/lum/prchap/08-10.html>)

**D5.** Gabriel Croitoru, Valentina Ofelia Robescu, Ion Stegaroiu, Oana Oprisan, *Organizational Behavior from the Perspective of the Paradigm Strategy-Structure-Performance (SSP) in the Banking System*, Annals of the University Dunarea de Jos of Galati: Fascicle: I, Economics & Applied Informatics, vol. 24, no. 1, pp. 15-21, 2018, (<https://ideas.repec.org/a/ddj/fseeai/y2018i1p15-21.html>)

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**D9.** Gabriel Croitoru, Mihai Mיעילă, Claudiu Cicea, *The competitive position of the Romanian agriculture*, Economics of Agriculture, vol. 57, pp. 161-164, 2018, ISSN 0352-3462 (Printed), ISSN 2334-8453 (Online) (<https://www.ea.bg.ac.rs/index.php/EA/article/view/1072>)

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- D13.** Liliana Nicodim, Claudiu Valentin Nițu, Gabriel CROITORU, "Quantitative Investigation on the Influence of Social Customer Relationship Management on the Profitability of Companies", Ovidius University Annals Economic Sciences Series Volume XVI Issue 2, 2016, pp. 367-371, ISSN: 2393-3127 (<http://stec.univ-ovidius.ro/html/anale/RO/2016/2016-II-full/s4/14.pdf>).
- D14.** Liliana Nicodim, Gabriel Croitoru, Mircea Duica "Entrepreneurial Coordinator Management of Individual Career Planning of the Organizations in Romania", Ovidius University Annals Economic Sciences Series Volume XVI Issue 2, 2016, pp. 361-366, ISSN: 2393-3127 (<http://stec.univ-ovidius.ro/html/anale/RO/2016/2016-II-full/s4/14.pdf>).
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- D18.** Iuliana Talmaciu, Ion Stegaroiu, **Gabriel Croitoru**, "Characteristics of Management and Leadership in Order to Efficiently Achieve the Organizational Changes Produced by the Economic Crisis", International Conference Risk in Contemporary Economy, REC 2015, Galați, April 23-24, 2015, indexed in the international databases Ideas, DOAJ, Econ Paper, ([http://www.rce.feaa.ugal.ro/index.php/2014-02-04-19-50-49\\_rec2015](http://www.rce.feaa.ugal.ro/index.php/2014-02-04-19-50-49_rec2015))
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- D22.** Alexandra Ionescu, Oana Nitu, **Gabriel Croitoru** "Signalling Economic Growth Throughout Econometric Analysis: Romania's Case", Economics, Management, and Financial Markets, Issue no.1 /2014, New York, pp. 191-197, (<http://www.ceeol.com/aspx/issuedetails.aspx?issueid=2c021954-8d4d-4191-8146-815216c95b87&articleId=d77aa64c-3bd6-4848-a0e7-1e9915e191db>).
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**Pn2.** "Connecting research and innovation activities in the RDI ecosystem", project manager, UVT internal competition project, period 2022 – 2023, value: 10,000 lei (CI-CACIE-22-23)

**Pn3.** "Improvement and visibility of researchers in management and marketing", project manager, UVT internal competition project, nr. 7594/17.11.2021, period 2021 – 2022, value: 10,000 lei;

**Pn4.** "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;

**Pn5.** "Start Up Sud Muntenia", project manager, Human Capital Operational Program, Priority axis 3: Jobs for all Thematic objective 8: Promoting sustainable and quality jobs and supporting worker mobility Investment priority 8.iii: Self-employment, entrepreneurship and business creation, including innovative micro, small and medium-sized enterprises Specific objective 3.7: Increasing employment by supporting non-agricultural enterprises in the urban area State aid scheme: Romania Start Up Plus Contract code: POCU / 82/3/7/105929;

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**Pn8.** *"You too can be an entrepreneur"* – **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", Key area of intervention 5.1. "Development and implementation of active employment measures", Contract nr. POSDRU/82/5.1/S/58969

**Pn9.** *"ISOSTUD Social and professional inclusion of young people at risk"* – **Trainer - entrepreneurship**, PET009, RO10-CORAI program, financed by EEA Grants 2009-2014, Romanian Social Development Fund.

Priority axis No ... 5 "Promotion of active employment measures", Key area of intervention 5.1. "Development and implementation of active employment measures", Contract nr. POSDRU/82/5.1/S/58969

**Pn10.** *"From theory to practice through 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.

**Pn11.** *"Training of university staff and students in using 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 professional training in support of economic growth and development of the knowledge-based society, Contract number: POSDRU/86/1.2/S/62689, 2011-2013.

**Pn12.** *"Human Resources Manager"* – **Trainer**, training program "Human Resources Management", ContaPlus, in partnership with Indaco Systems, Bucharest, accredited by the Ministry of Labor, Family and Equal Opportunities, Ministry of Education, Research and Youth and the National Council for Professional Training of Adults, contract no. 149/02/12/2008

**Pn13.** *"Research and development of an interactive, multidisciplinary and complex platform for improving the marketing educational system by interconnecting the academic environment with the Romanian labor market"*., Contract developed within PNCDI Program 4 - "Partnerships in priority areas", "Valahia" University of Targoviste = partner 3, contract duration: 2008 – 2011 (value: 120000 lei), **member Gabriel Croitoru.**

**Pn14.** *System for assessing the influence of stress on labor productivity in companies in the Romanian economic environment*, The research and development project is carried out within Program 4 – Partnerships in priority areas – component of PNCDI II, Start date : 14.09.2007, Deadline: 30.04.2010, Financing contract: 91-061/14.09.2007, Value of the contract for UVT 177500 Ron, **member Gabriel Croitoru.**

**Pn15.** *"Optimizing the system of financing, production and distribution of health services for European citizens"*, (Project category: Module I Health / Project P – CD). Project carried out in partnership by: ASE Bucharest (main contractor); Academy Romanian – INCE; ICI; IPA; Transilvania University of Braşov; Oil and Gas University of Ploiesti and Valahia University of Targoviste. (2005-2008) Value afferent to UVT – ESF 100,000 lei. Results and ways of capitalizing on research: 3 articles, 2 scientific communications, **member Gabriel Croitoru.**

**Pn16.** *Continuous training of history and geography teachers in the knowledge society*, **short-term expert**, Project co-financed by the European Social Fund through the Sectoral Operational Program Human Resources Development 2007-2013, Priority Axis 1 "Education and professional training in



support of economic growth and development of the knowledge-based society", Key area of intervention 1.3 "Human resources development in education and vocational training", Beneficiary: "Valahia" University of Targoviste, Contract identification number: POSDRU/87/1.3/S/62651

**Pn17.** *Management systems in pre-university education*, Contract no. 14/18.10.2006 with the National Authority for Scientific Research of the Ministry of Education and Research (CC-SMI-06-06), **member Gabriel Croitoru.**

**Pn18.** *Efficiency of managerial activity in pre-university education institutions*, Contract no. 14/18.10.2006 with the National Authority for Scientific Research of the Ministry of Education and Research (CC-EAM-06-06), **member Gabriel Croitoru.**

**Pn19.** *"Monograph of Dâmbovița County"* (capitalization of the research theme CC-SPS-05-05), Research completed and edited with the support of the National Authority for Scientific Research, by publishing a book in 2006. Corresponding value: 5000 lei, **member Gabriel Croitoru.**

**Pn20.** *Prospective and strategy study on the competitiveness of the business environment in Dâmbovița County*, study included in the Scientific Research Program of the Center for Research and Economic Studies of the "Valahia" University of Targoviste, contract no. 5395, co-financed by Dâmbovița County Council, with finality September 2005 (CC-SPS-05-05, value 30.000 RON), **member Gabriel Croitoru.**

**Pn21.** *Knowledge. Management. Development. Comparative study on efficient managerial strategies for implementing the knowledge-based economy in Romania.* Contract PN-II-ID-PCE-2008-2012, Value of the contract: 989.500, **member Gabriel Croitoru.**

**Pn22.** *Company development strategies in order to enter the national market of construction, installations, automation, membership*, contract no. 5090 of 29.09.2008, CC-SDF-08-09, project value: 3000 euro.

**Pn23.** *Feasibility study regarding the construction of a Shopping Center in the North area of Targoviste regarding the sale of furniture and household appliances*, **member**, contract no. 5089 of 29.09.2008, CC-SFC-08-09, project value: 40000 lei (without VAT).

**Pn24.** Member of the presentation team at the works "International Workshop - Intercultural Management in the Transition Period", organized by "Valahia" University of Targoviste, Faculty of Economic Sciences (Camelia Frățilă, Croitoru Gabriel), in collaboration with the Catholique des Hautes Etudes Commerciales Institute in Brussels (Pierre Dupriez, Blandine Vanderlinden), carried out within a Romania-Belgium Bilateral Cooperation Project, having as objective the implementation of a "Training and research program in intercultural management at Valahia University of Targoviste", 2004, **member Gabriel Croitoru.**

**Pi1.** *"Evolutions, trends and factors of influence on the RDI process in the context of globalization and growth of economic competitiveness"*, **member**, Bilateral Project Romania Republic of Moldova, 2016-2018.

**Pi2.** *"Tendencias del management internacional en la economía del conocimiento – el papel del capital intelectual en la gobernabilidad corporativa"*, international research and development project with the University of Castilla la Mancha, Spain, 2011-2013, Value 40.000 EURO, **member Gabriel Croitoru**

**Pi3.** *"Développement durable, responsabilité sociale, culture et performance d'entreprise"*. Research project included on the list of projects accepted by the Bilateral Cooperation Agreement between the Government of Romania, on the one hand, and the Government of the French Community in Belgium and the Walloon Government, on the other hand.

**Pi4.** *"Analyse de la dimension culturelle du management de la transition- formation universitaire et formation professionnelle"*. The research is carried out in collaboration with ICHEC – Brussels. The contract is concluded with the Wallonian Community – Brussels. (Projet 9). UVT value – ESF 3000 EURO, **member Gabriel Croitoru.**

**Pi5.** *"Préparation de la mise en place d'un programme de formation et de recherche en management interculturel a l'Université de Targoviste"*, in a work published by l'Harmattan Paris. (Projet de colaboration no. 50), **member Gabriel Croitoru.**

**Pi6.** *"Pratiques sociales des entreprises françaises a l'Est: exportatrices de pratiques sociales, vecteurs de dialogue social? Une analyse à la croisée de la sociologie et de l'économie"*., The research is part of the DARES program and will be carried out in an international consortium: France, Romania, Slovakia

and Hungary, UVT-ESF value 3000 Euro, **member Gabriel Croitoru.**

**Pi7.** *Universitaires Roumains, Managers Européens.* Research project included on the list of projects accepted by the Bilateral Cooperation Agreement between the Government of Romania, on the one hand, and the Government of the French Community in Belgium and the Walloon Government, on the other hand, 2008-2010, **member Gabriel Croitoru.**

**Pi8.** *"Etude comparative: entreprise et emploi du transport et de la logistique en Roumanie et en France"*, The research is part of the research program between Centre de Recherche et d'Etudes Economiques (CCSE) – Valahia University of Targoviste and Centre d'Etudes et de Recherche en Logistique (CERL) Nantes University of Paris, France. Value UVT-CCSE 30300 Euro, **member Gabriel Croitoru**

**Prof. univ. dr. habil. Gabriel CROITORU**