



Europass Curriculum Vitae

Personal information

First name(s) / Surname(s) **Otilia Liana Hutiu**

Address(Basarab Voda I, Nr.1 Arad 310248 Romania

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Nationality Hungarian (Romanian citizenship)

Date of birth 26.02.1960

Gender Female

Desired employment / Occupational field

Higher education

Work experience

25 years , out of which 10 years as a translator/interpreter and 15 years teaching at university level

Dates October 2007 onwards

Occupation or position held University reader

Main activities and responsibilities courses in English linguistics (Syntax, Lexicology, Discourse Analysis, Cross Cultural Communication)
Certified translator for English and Arabic (legal documents)

Name and address of employer Aurel Vlaicu University from Arad, Romania 310130, B-dul Revolutiei,77 P.O.Box 2/158 AR
<http://www.uav.ro>

Dates October 1999-October 2007

Occupation or position held University lecturer

Main activities and responsibilities courses in English linguistics (Syntax, Lexicology) ESP courses for engineers and economists
Certified translator for English and Arabic (legal documents)

Name and address of employer Aurel Vlaicu University from Arad, Romania 310130, B-dul Revolutiei,77 P.O.Box 2/158 AR
<http://www.uav.ro>

Dates October 1993- September 1999

Occupation or position held Assistant lecturer

Main activities and responsibilities ESP for economists
Certified translator for English and Arabic (legal documents)

Name and address of employer	Vasile Goldis University Arad
Dates	April 1990- October 1993
Main activities and responsibilities	Translator and interpreter Translation of commercial documents (contracts, offers, quotations, commercial correspondence); Interpreting services during commercial negotiation sessions; Secretarial service Working languages: English, Romanian, Hungarian Certified translator for English and Arabic (legal documents)
Name and address of employer	S.C. FLORIA HOLDING S.A. Arad ,Romania Maresal Antonescu, nr. 3
Type of business or sector	Foreign trade
Date	September, 1983- April 1990
Main activities and responsibilities	Translator and interpreter Translation of technical and commercial documentation (instruction manuals, contracts, leaflets, etc.) Interpreting services Working languages: English, Hungarian, Arabic
Name and address of employer	SC.ARIS Arad S.A. (Machine-Tools Factory), Calea Victoriei , 33, Arad , Romania
Type of business or sector	Manufacturing industry
Education and training	
Dates	June, 2005
Title of qualification awarded	PhD
Principal subjects /skills covered	Thesis title: <i>The Discourse of Negotiation in English and Romanian- A Pragmadilectc Approach.</i> An interdisciplinary approach using linguistics, communication and discourse analysis
Name and type of organization	University of Bucharest, Romania
Dates	1979-1983
Title of qualification awarded	Bachelor of Arts in English and Arabic
Name and type of organization	University of Bucharest, Romania

Training courses Torquay International School Ltd. , Torquay, Devon, UK ,1996;
 Training course held by the British Council Bucharest and University of Cambridge ESOL Examinations, Timișoara, Romania, 2004;
 Training course - Further Certificate for Teachers of Business English , ILCCI International Qualifications, Arad , Romania, 2007;
 Training course for ECL assessor for speaking skills, Sf.Gheorghe, Romania,2007
 ALTE Foundation Course in Language Testing , Prague, 2010

Mother tongue(s) Hungarian , Romanian

Other language(s) English

Listening	Speaking	Reading	Writing
C1	C1	C1	C1

French

Listening	Speaking	Reading	Writing
C1	C1	C1	C1

German

Listening	Speaking	Reading	Writing
B1	B1	B1	B1

Arabic

Listening B1	Speaking B1	Reading B2	Writing B1
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(*) [Common European Framework of Reference for Languages](#)

Social skills and competences Good communication skills , awareness of cultural characteristics

Organisational skills and competences Organization of conferences, symposia , etc.

Computer skills and competences Competent with most Microsoft Office programmes

Relevant publications

1. O. Hutiu, The Critical Discussion and the Bargaining Model , Scientific and Technical Bulletin . Series: Social and Humanistic Sciences, Anul X, nr.5, Universitatea A. Vlaicu, **2004** , 80-90 ISSN 1582-7976 ;
2. Hutiu, O *Framing in the Discourse of Negotiation* în Caiet de Semiotică nr.16/ **2005** Editura Universității de Vest Timișoara, ISSN 1012- 1471 p.161-168;
3. 1.Hutiu, O *The Pragmatic Argument in the Discourse of Negotiation*, Lucrările Secțiunii I a Simpozionului cercetarea științifică- o punte spre integrarea europeană” Arad, 3-4 Noiembrie 2004, în volumul "Tradiție și Modernitate în științele umaniste și Sociale, Ed. Mirton, **2004**, Timișoara, 141-146, ISBN 973-661-527-8.
- 4.. HUTIU, O, PONTA, M. *Field Variant Arguments used in the Discourse of Negotiation* in English Language and Literature Studies : Interfaces and Integrations ELLSII75 Proceedings , Volume 1 ISBN 86-86419-04-6, p. 441-451 , Belgrade **2006**
5. HUȚIU, O *Argumentative Schemes or Rhetorical Strategies- A Pragmadiialectical Analysis of the Discourse of Negotiation*, Rhetoric in Society Aalborg University Denmark , **2006**
6. Huțiu, O. *The Discourse of Negotiation in English and Romanian – A Contrastive Analysis* Editura Universității Aurel Vlaicu Arad , **2007**, 220p ISBN 978-973-752-199 -6