

Scientific Works

Associate professor Otilia Hutiu, PhD

Books :

1 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

2. Huțiu, O. *English Lexicology* Editura Universității Aurel Vlaicu Arad , **2008**, 186 p. ISBN 978-973-752-240-5

3. HUTIU, O , PONTA, M. (ed.) *Class animation techniques for young teachers of English: Workshop*, Arad Editura Universitatii Aurel Vlaicu , **2008** ISBN 978-973-752-262-7

4. Ponta, M., Hutiu, O. **2008** *Business English Texts* Editura Universitatii A. Vlaicu ISBN 978-973-752-248-1, 200 pg.

Translations:

1. Trușculescu, M. Damian, M. *Materials Handbook – Structural Metallurgy* . Editura Politehnica Timișoara , 260 pg., ISBN 973-625- 091-1 , 2006

Articles published in peer reviewed journals indexed in international databases

HUTIU, O. *The Role of Impression Management in the Discourse of Negotiation* în *Annales Universitatis Apulensis, Seria Philologica*, Nr.9, tom 3 , ISSN 1582-5523, 2008

HUTIU, O. *The Discourse of Negotiation –A Genre based model*, *Journal of Humanistic and Social Studies* , Volume.I, No.1(3) 2011, pg.47-64

HUTIU O. *Improving Writing Skills through the Use of Toulmin's Model of Argumentation* Journal of Humanistic and Social Studies , Volume IV, No. 1(7) /2013, pg. 117-126

HUTIU, O. *Enhancing Argumentative competence in the classroom (74-87)*, in *Educatia Plus*, Anul VI, Nr.1(9), 2009, ISSN 1842-077X pg.74-87.(B+)

HUTIU, O. *Conversational Strategies in Management Union Negotiations* International Conference on Professional Communication- Workplace across Languages and Cultures Transylvania University of Braşov, Faculty of Letters ,May 21-23, **2010** published in Bulletin of Transilvania University of Brasov , Series IV, Philology. Cultural Studies, Vol.3 (52) ,2010 , ISSN 2066-768X, pg. 193-211 (B)

HUȚIU, 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, 2004, Timișoara, 141-146, ISBN 973-661-527-8.

Adriana Vizental, Otilia Hutiu, *The Common European Framework of Reference for Languages (CEFR) and the European Language Portfolio (ELP)*, în Proceedings of the International Symposium „Research and Education in Innovation Era”, 2008, ISSN 2065 – 2569, pp. 375-384

VIZENTAL, A, **HUTIU, O.**, PALCU, K. *Language Learning, Teaching Assessing with the CEFR and ELP. Plurilingualism and Communication in Europe* Actele Simpozionului, Zbornik, nr. 14, pag. 256-283, Vârșeț, Serbia, ISSN 1820-1011,14 (2008), ISBN 978-86-7372-103-3- BDI

Articles published in annals or bulletins of universities and in various other journals

HUȚIU,O. Pragmatic Failures în Cross Cultural Negotiations *Universitatea Aurel Vlaicu Scientific and Technical Bulletin* , Series : Social and Humanistic Sciences, Anul XI, nr.8, , 43 -48, ISSN 1582-7976,**2005**

HUȚIU, 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

HUTIU, O. *Negotiation – A Dominant Genre in a Globalized World* in *Scientific and Technical Bulletin* Anul XIV, Nr.12, p.26-35, 2008 ISSN 1582-7679 (C)

Papers presented at symposia and conferences

HUȚIU, O *Argumentative Schemes or Rhetorical Strategies- A Pragmadiialectical Analysis of the Discourse of negotiation* Book of Abstracts, Rhetoric in Society Aalborg University Denmark, 21-24 Noiembrie , **2006**

HUTIU, O *Intercultural Competence in ESP* Conferinta Internationala Small Languages and Multiculturalism in the E.U. Arad, 25-27 Octombrie **2007**

HUTIU, O. *The Role of Corpus Linguistics in Language Teaching* in Zilele Academice Timisene, Editia a X-a – Transdisciplinaritatea in predarea informaticii sociale si a limbilor moderne, 24-25 mai **2007**

HUTIU, O. *Explaining and Arguing in Negotiation / The Role of Questions* in International Symposium „Research and Education in Innovation Era, Arad, 2014

2.2.1. Editarea de volume decurgând din lucrari ale unor simpozioane, colocvii, conferințe , congrese, workshop-uri pe teme științifice sau de formare a doctoranzilor, organizate în cadru instituțional de către universități, Academia Română, institutete Academiei Române

HUTIU, O , PONTA, M. (ed.) *Class animation techniques for young teachers of English: Workshop*, Arad Editura Universitatii Aurel Vlaicu , 2008 ISBN 978-973-752-262-7

