

**EUROPEAN  
CURRICULUM VITAE  
FORMAT**



**PERSONAL INFORMATION**

Name  
Address  
Telephone  
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E-mail  
Nationality  
Date of birth

DOBRIN OCTAVIAN COSMIN  
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Romanian  
11.05.1972

**WORK EXPERIENCE**

Dates (from – to)	February 2009-present
Name and address of employer	Bucharest Academy of Economic Studies
Type of business or sector	Teaching and research activity
Occupation or position held	University professor
Main activities and responsibilities	Course syllabi for sustaining operational Management, quality Management in public sector
Dates (from – to)	February 2006 – February 2009
Name and address of employer	Bucharest Academy of Economic Studies
Type of business or sector	Teaching and research activity
Occupation or position held	Associate professor
Main activities and responsibilities	Course syllabi for sustaining strategic Management, SME Management, comparative Management, managerial Methodologies
Dates (from – to)	October 2002-February 2006
Name and address of employer	Bucharest Academy of Economic Studies
Type of business or sector	Teaching and research activity
Occupation or position held	University lecturer
Main activities and responsibilities	Course syllabi for sustaining strategic Management, SME Management, comparative Management, managerial Methodologies
Dates (from – to)	October 1998 - October 2002
Name and address of employer	Bucharest Academy of Economic Studies
Type of business or sector	Teaching and research activity
Occupation or position held	University assistant
Main activities and responsibilities	Seminaries in the subjects support strategic Management, SME Management, comparative Management, managerial Methodologies
Dates (from – to)	January 2003 – December 2003
Name and address of employer	National Institute of Administration
Type of business or sector	Educational
Occupation or position held	Head Office in the Department of specialized training in public administration
Main activities and responsibilities	Leadership training activities and specialized in public administration
Dates (from – to)	October 2003-July 2007
Name and address of employer	Bucharest Academy of Economic Studies
Type of business or sector	Educational
Occupation or position held	Director of studies of the Economic Education Center at DEVA Opened
Main activities and responsibilities	Coordinating teaching activities

## EDUCATION AND TRAINING

Dates (from – to)	2001
Name and type of organization providing education and training	Bucharest Academy of economic Studies of Bucharest, postgraduate course
Principal subjects/occupational skills covered	
Title of qualification awarded	Postgraduate training course Public administration - Local Public Management
Level in national classification (if appropriate)	
Dates (from – to)	1999
Name and type of organization providing education and training	Bucharest Academy of Economic Studies, Romania, postgraduate course
Principal subjects/occupational skills covered	
Title of qualification awarded	Postgraduate training course <i>Business Management</i>
Level in national classification (if appropriate)	
Dates (from – to)	2002
Name and type of organization providing education and training	University „Politehnica” Bucharest
Principal subjects/occupational skills covered	
Title of qualification awarded	Doctor Degree in Industrial Engineering
Level in national classification (if appropriate)	
Dates (from – to)	October 2000
Name and type of organization providing education and training	Research stage at University Carlos III, Madrid – Spain
Principal subjects/occupational skills covered	
Title of qualification awarded	Training in the field of public administration
Level in national classification (if appropriate)	
Dates (from – to)	November 2002
Name and type of organization providing education and training	Research stage at University Carlos III, Madrid – Spain
Principal subjects/occupational skills covered	
Title of qualification awarded	Training in the field of public administration
Level in national classification (if appropriate)	
Dates (from – to)	March 2007
Name and type of organization providing education and training	University D ' ARTOIS, ARRAS, France
Principal subjects/occupational skills covered	
Title of qualification awarded	Internship documentation master problems
Level in national classification (if appropriate)	
Dates (from – to)	2004
Name and type of organization providing education and training	Bucharest Academy of Economic Studies Bucharest
Principal subjects/occupational skills covered	Faculty of Finance, Banking and Stock market

skills covered	
Title of qualification awarded	
Level in national classification (if appropriate)	
Dates (from – to)	1990
Name and type of organization providing education and training	High School Alexandru Vlahuță-Râmnicu Sărat
Principal subjects/occupational skills covered	
Title of qualification awarded	
Level in national classification (if appropriate)	
<b>MOTHER TONGUE</b>	<b>ROMANIAN</b>
<b>OTHER LANGUAGES</b>	
	<b>ENGLISH</b>
Reading skills	EXCELLENT
Writing skills	EXCELLENT
Verbal skills	EXCELLENT
	<b>FRENCH</b>
Reading skills	BEGINNER
Writing skills	BEGINNER
Verbal skills	BEGINNER
<b>SOCIAL SKILLS AND COMPETENCES</b>	Vice-Dean on educational and social problems within the Faculty of Management
<b>DRIVING LICENCE(S)</b>	Category B
<b>ADDITIONAL INFORMATION</b>	<p><b>Author or co-author of 15 scientific books</b></p> <p><b>Author or co-author of 6 papers indexed in ISI Science Citation Index and Social Science Citation Index journals with impact factor greater than 0</b></p> <p><b>Author or co-author of over 83 papers published in Romanian scientific journals, indexed in international data bases (IDB), and foreign journals, and 85 papers published in the volumes of national and international scientific manifestations</b></p> <p><b>Director in 3 scientific research contracts</b></p> <p><b>Member in 1 scientific international research contract</b></p> <p><b>Member in 54 scientific research contracts</b></p> <p><b>President of SAMRO (Management Academic Society of Romania), Bucharest</b></p> <p><b>Member of AGER (General Association of Economists of Romania)</b></p> <p><b>Member of ANEVAR (Romanian Association of Evaluators)</b></p> <p><b>Member of the Academic Senate</b></p> <p><b>Member of UNIPIR (National Union of Insolvency Practitioners in Romania)</b></p> <p><b>Member of CNATDCU (National Council for the Certification of University Titles, Diplomas and Certificates)</b></p> <p><b>Member of ARACIS (Romanian Agency for Quality Assurance in Higher Education)</b></p>

## Relevant scientific books:

- 1) Moldoveanu G., **Dobrin C.**, Management operational, Ed. Pro Universitaria, Bucuresti, ISBN 978-606-26-0300-7, 2015, Ed a 3-a, 506 pag, link:  
<http://alephnew.bibnat.ro:8991/F/PT51XIX8ED3ACEQKBS8VMR2HSHSFVY8YXSR8D3AF7AUBBF4PF-00112?func=full-set-selected>
- 2) Burdus E., Verboncu I., Popa I., **Dobrin C.**, Proiect economic, Ed. Pro Universitaria, Bucuresti, ISBN 978-606-26-0299-4, 2016, 158 pag, link:  
<http://alephnew.bibnat.ro:8991/F/PT51XIX8ED3ACEQKBS8VMR2HSHSFVY8YXSR8D3AF7AUBBF4PF-00598?func=full-set-selected>
- 3) Moldoveanu G., **Dobrin C.**, Turbulenta si flexibilitate organizational, Ed. Economica, Bucuresti, editia a 2-a, ISBN 973-590-755-0, 2007, editia a 2-a, 296 pag, link:  
<http://alephnew.bibnat.ro:8991/F/PT51XIX8ED3ACEQKBS8VMR2HSHSFVY8YXSR8D3AF7AUBBF4PF-00672?func=full-set-selected>
- 4) Deac Vasile, Badea Florica, **DOBRIN C.**, Organizarea, flexibilitatea si mentenanta sistemelor de productie, Editura ASE, Bucuresti, 2010, ISBN 978-606-5052949, 319 pag, link:  
<http://alephnew.bibnat.ro:8991/F/PT51XIX8ED3ACEQKBS8VMR2HSHSFVY8YXSR8D3AF7AUBBF4PF-00053?func=full-set-selected>
- 5) **DOBRIN Cosmin**, Flexibilitatea in cadrul organizatie; aspecte tactice si operationale, Editura ASE, Bucuresti, 2006, ISBN 973-594-722-6, 296 pag, link:  
<http://alephnew.bibnat.ro:8991/F/PT51XIX8ED3ACEQKBS8VMR2HSHSFVY8YXSR8D3AF7AUBBF4PF-00181?func=full-set-selected>
- 6) BADEA R., **DOBRIN Cosmin**, Gestiunea bugetara a sistemelor de productie, Editura Economica, Bucuresti, 2003, ISBN 973-590-755-0, 272 pag
- 7) Badea R., **Dobrin C.**, Gestiunea bugetara a sistemelor de productie, Editura Economica, Bucuresti, 2006, Editia a 2-a, ISBN 973-590-755-0, 334 pag
- 8) **DOBRIN Cosmin**, Calitatea in sectorul public, Editura ASE, Bucuresti, 2005, ISBN 973-594-612-2, 316 pag
- 9) **DOBRIN Cosmin**, POPA Ion, Metode, tehnici si instrumente utilizate in managementul calitatii pentru administratia publica, Editura Eficon Press, Bucuresti, 2004, ISBN 973-86365-2-3, 163 pag
- 10) MOLDOVEANU G., **DOBRIN Cosmin**, Managementul operational al producției, Studii de caz. Probleme. Intrebari grila, Editura Economica, Bucuresti, 2003, ISBN 973-590-912-x, 302 pag
- 11) BAGU C., BADEA F., DEAC V., **DOBRIN Cosmin**, CREANGA A., Sisteme de organizare a producției – Studii de caz, Editura Tribuna Economica, Bucuresti, 2001, ISBN 973-8257-09-3, 171 pag
- 12) BAGU C., BADEA F., DEAC V., **DOBRIN Cosmin**, CREANGA A., Politici manageriale de producție – Studii de caz, Editura Tribuna Economica, Bucuresti, 2001, ISBN 973-8257-08-5, 137 pag
- 13) MOLDOVEANU G., **DOBRIN Cosmin**, Managementul operational al producției – studii de caz, probleme, intrebari grila, Editura ASE, Bucuresti, 1999, ISBN 973-9462-77-4, 188 pag
- 14) MOLDOVEANU G., **DOBRIN Cosmin**, Metode actuale de management operational, Editura Matrix -Rom, Bucuresti, 1999, ISBN 973-685-047-1, 221 pag
- 15) Colesca Sofia Elena, Alpopi Cristina, **DOBRIN Cosmin**, Burcea Ștefan, Păceșila Mihaela, Sava Mihaela, Studii de caz în managementul cunoștințelor, Editura Despina, 2008, ISBN 978-973-87999-2-9, 98 pag

## Relevant scientific articles

### • Relevant scientific articles with impact factor greater than 0:

- 1) Ștefan S.C., Popa I., and **Dobrin C.O.** "Towards a Model of Sustainable Competitiveness of Health Organizations." Sustainability, 8.5 (2016): 464., Link:  
[http://apps.webofknowledge.com/full\\_record.do?product=WOS&search\\_mode=GeneralSearch&qid=4&SID=X2MyW1ASgKX1sbRqA6r&page=1&doc=1&cacheurlFromRightClick=no](http://apps.webofknowledge.com/full_record.do?product=WOS&search_mode=GeneralSearch&qid=4&SID=X2MyW1ASgKX1sbRqA6r&page=1&doc=1&cacheurlFromRightClick=no), Impact Factor (2015): 1.343
- 2) Girneata A, Giurgiu A, **Dobrin CO**, Popa I, Popescu I. D, Cuc S, Voicu L, Performance management practices in Romanian textile and clothing companies, Industria Textila, Vol. 66, Nr. 2, ISSN: 1222-5347, pag 108 – 113, 2015, Link:  
[http://apps.webofknowledge.com/full\\_record.do?product=WOS&search\\_mode=GeneralSearch&qid=17&SID=X2MyW1ASgKX1sbRqA6r&page=1&doc=2](http://apps.webofknowledge.com/full_record.do?product=WOS&search_mode=GeneralSearch&qid=17&SID=X2MyW1ASgKX1sbRqA6r&page=1&doc=2), Impact Factor (2015): 0.57
- 3) Cicea C, Marinescu C, Popa I, **Dobrin C**, Environmental efficiency of investments in renewable energy: Comparative analysis at macroeconomic level, Renewable & Sustainable Energy Reviews, Volume: 30, ISSN: 1364-0321, pag 555-564, 2014, Link:

- [http://apps.webofknowledge.com/full\\_record.do?product=WOS&search\\_mode=GeneralSearch&qid=4&SID=X2MyW1ASgKX1sbRgA6r&page=1&doc=3&cacheurlFromRightClick=no](http://apps.webofknowledge.com/full_record.do?product=WOS&search_mode=GeneralSearch&qid=4&SID=X2MyW1ASgKX1sbRgA6r&page=1&doc=3&cacheurlFromRightClick=no) Impact Factor (2014): 5.901
- 4) Popa I, Cicea C, **Dobrin C**, Marinescu (Pirlogea) C, Botez D, Modeling energy's contribution to the agriculture field: evidence for european countries, Economic computation and economic cybernetics studies and research, Volume: 47, issue: 3, issn: 0424-267x, pag 61-74, 2013, Link:  
[http://apps.webofknowledge.com/full\\_record.do?product=WOS&search\\_mode=GeneralSearch&qid=4&SID=X2MyW1ASgKX1sbRgA6r&page=1&doc=4&cacheurlFromRightClick=no](http://apps.webofknowledge.com/full_record.do?product=WOS&search_mode=GeneralSearch&qid=4&SID=X2MyW1ASgKX1sbRgA6r&page=1&doc=4&cacheurlFromRightClick=no) , Impact Factor (2013): 0.420
  - 5) Popa, **C Dobrin**, A Profiroiu, I Verboncu, Public sector strategy setup, Transylvanian Review of Administrative Sciences, Issue 25E, ISSN 2247, pag 82-91, 2009, Link:  
[http://apps.webofknowledge.com/full\\_record.do?product=WOS&search\\_mode=GeneralSearch&qid=4&SID=X2MyW1ASgKX1sbRgA6r&page=1&doc=14&cacheurlFromRightClick=no](http://apps.webofknowledge.com/full_record.do?product=WOS&search_mode=GeneralSearch&qid=4&SID=X2MyW1ASgKX1sbRgA6r&page=1&doc=14&cacheurlFromRightClick=no)
  - 6) Calu, DA, Stefanescu, A, Turlea, E, **Dobrin, C**, Serban, R, Empirical research on the public-private partnership into the public hospitals from Romania, AFRICAN JOURNAL OF BUSINESS MANAGEMENT, Volume: 5 Issue: 34 Pages: 12996-13014, 2011, Link:  
[http://apps.webofknowledge.com/full\\_record.do?product=WOS&search\\_mode=GeneralSearch&qid=38&SID=X2MyW1ASgKX1sbRgA6r&page=1&doc=6&cacheurlFromRightClick=no](http://apps.webofknowledge.com/full_record.do?product=WOS&search_mode=GeneralSearch&qid=38&SID=X2MyW1ASgKX1sbRgA6r&page=1&doc=6&cacheurlFromRightClick=no)

• **Relevant scientific articles indexed in international databases:**

- 1) Deac, V.; **Dobrin, C.**; Dinulescu, R., "Establishing Prices according to a Product's Life Cycle", QUALITY-ACCESS TO SUCCESS, Vol. 18, Issue: 158, ISSN 1582-2559, pag 117-122, 2017, Link:  
[https://apps.webofknowledge.com/full\\_record.do?product=WOS&search\\_mode=GeneralSearch&qid=1&SID=X2ge5Ci66GQtP0HNb1J&page=1&doc=1](https://apps.webofknowledge.com/full_record.do?product=WOS&search_mode=GeneralSearch&qid=1&SID=X2ge5Ci66GQtP0HNb1J&page=1&doc=1)
- 2) Covatariu, Andrei, and **Cosmin Dobrin**. "The Impact of the Regional Electricity Market's Coupling on the Romanian Day Ahead Market Prices." Ovidius University Annals, Series Economic Sciences 16.1 (2016), Link:  
<http://web.a.ebscohost.com/abstract?direct=true&profile=ehost&scope=site&authtype=crawler&jrnl=15829383&AN=116903920&h=hPMFOWs4K6%2bvG%2bzNavOdVdIQnXdj3Ns3v19bSP3wBtE2Y0qc2%2bkVnfUPBMDG CzgRU5tpme1DHwHAPpndn6YFgw%3d%3d&crI=c&resultNs=AdminWebAuth&resultLocal=ErrCriNotAuth&crihashuri=login.aspx%3fdirect%3dtrue%26profile%3dehost%26scope%3dsite%26authtype%3dcrawler%26jrnl%3d15829383%26AN%3d116903920>
- 3) **Dobrin, C. O.**, Dinulescu, R., Violeta, V. L., & Raluca, C. (2016). THE ROLE OF QUALITY MANAGEMENT IN ROMANIAN INFANT'S VACCINATION DEBATE. Annals of the University of Oradea, Economic Science Series, 25(1), Link:  
<http://web.a.ebscohost.com/abstract?direct=true&profile=ehost&scope=site&authtype=crawler&jrnl=15825450&AN=117726027&h=kkk%2b5e3VCiNOUqeLLeDjaDZNPaseJWJxybasfO3mZB6LYeMTp09MuXnPyoxyY2j56l%2fs21smoSA%2fEJfKjmZ03w%3d%3d&crI=c&resultNs=AdminWebAuth&resultLocal=ErrCriNotAuth&crihashuri=login.aspx%3fdirect%3dtrue%26profile%3dehost%26scope%3dsite%26authtype%3dcrawler%26jrnl%3d15825450%26AN%3d117726027>
- 4) DEAC, Vasile, **Cosmin DOBRIN**, and Adriana GÎRNEAȚĂ. "CUSTOMER PERCEIVED VALUE–AN ESSENTIAL ELEMENT IN SALES MANAGEMENT." Business Excellence and Management, Volume 6 Issue 1 / March, 2016, Link: <http://beman.ase.ro/no61/4.pdf>
- 5) Covatariu, Andrei, and **Dobrin Cosmin**. "CAN ROMANIA BECOME A REGIONAL NATURAL GAS HUB? A COMPARATIVE STRATEGIC VIEW." Annals of the University of Oradea, Economic Science Series 25.1 (2016). Link:  
<http://web.a.ebscohost.com/abstract?direct=true&profile=ehost&scope=site&authtype=crawler&jrnl=15825450&AN=117726024&h=mMhrdXJ2RfoMhwwG6ZK9YeCygkZXxLRs%2fKokB%2fnMX%2brlYZpPSVnFhciS2myB8zXHLRUhtc%2fZuzhATygZJKm46g%3d%3d&crI=c&resultNs=AdminWebAuth&resultLocal=ErrCriNotAuth&crihashuri=login.aspx%3fdirect%3dtrue%26profile%3dehost%26scope%3dsite%26authtype%3dcrawler%26jrnl%3d15825450%26AN%3d117726024>
- 6) **Dobrin, Cosmin**, Ruxandra Dinulescu, and Asser Khamis. "Quality Management In Biomedical Engineering." Revista Economica 67.3 (2015): 152-162, Link:  
[http://econpapers.repec.org/article/blgreveco/v\\_3a67\\_3ay\\_3a2015\\_3ai\\_3a3\\_3ap\\_3a152-162.htm](http://econpapers.repec.org/article/blgreveco/v_3a67_3ay_3a2015_3ai_3a3_3ap_3a152-162.htm)
- 7) **DOBRIN CO**, GÎRNEAȚĂ A, Complaining Behaviour and Consumer Safety: Research on Romania Online Shopping, Economic Studies Journal, 1/2015, ISSN 0205-3292, pag 161 – 175, 2015, Link:  
<http://web.b.ebscohost.com/abstract?direct=true&profile=ehost&scope=site&authtype=crawler&jrnl=02053292&AN=110143882&h=qNePBkOyj5nAJKtOhbYcCTiOkM9Y2dk15PA4ITt38J7lzm0jSVf8rA5%2bdarYwVc92BIGy0aVqm9y0G1Ve1SpbQ%3d%3d&crI=c&resultNs=AdminWebAuth&resultLocal=ErrCriNotAuth&crihashuri=login.aspx%3fdirect%3dtrue%26profile%3dehost%26scope%3dsite%26authtype%3dcrawler%26jrnl%3d02053292%26AN%3d110143882>

- 8) **Dobrin C**, Dinulescu R, Cioana GA, " Healing" the Romanian health care system through the total quality management method, Annals of the University of Oradea, Economic Science Series, 24 ISSN:1582-5450, pag 1079-1087, 2015, Link: <https://ideas.repec.org/a/ora/journal/v1y2015i1p1079-1086.html>
- 9) Girneata A, **Dobrin C**, Globalization and the competitiveness of the European textile and clothing industry, Annals of the University of Oradea, Economic Science Series., Vol. 24, ISSN:1582-5450, pag 1102-1109, 2015, Link: <https://ideas.repec.org/a/ora/journal/v1y2015i1p1102-1108.html>
- 10) **DOBRIN CO**, STĂNCIUC AM, BRÂNZAȘ BV, Integrating Total Quality Management in Public Administration in Romania. Concepts, Characteristics and Specific Models, Quality-Access to Success 14 (137), ISSN 1582-2559, pag 77-81, 2013, Link: <http://web.a.ebscohost.com/abstract?direct=true&profile=ehost&scope=site&authtype=crawler&jrnl=15822559&AN=92894456&h=etrs14gLf8jG5hbeZVsbUcepsKhra3gJrgnLMSGjmZNMWhtWbrlprEhiCUamd%2bxLmwMZafIvjrjmjZDTb9UWsw%3d%3d&crl=c&resultNs=AdminWebAuth&resultLocal=ErrCrlNotAuth&crlhashurl=login.aspx%3fdirect%3dtrue%26profile%3dehost%26scope%3dsite%26authtype%3dcrawler%26jrnl%3d15822559%26AN%3d92894456>
- 11) **Dobrin, Cosmin**, and Ana-Maria STĂNCIUC. "QUALITY COST SYSTEM AN EXCELLENT TOOL IN THE OVERALL MANAGEMENT BUSINESS." Revista Economica 65.6 (2013)., Link: <http://web.b.ebscohost.com/abstract?direct=true&profile=ehost&scope=site&authtype=crawler&jrnl=15826260&AN=94889130&h=IwWSTWwwVzuXvDLX9fexOX7SX3cwWaliqhMuvsdKb2MclbJ5QDT9ey78ld9oCzClnkdwhFxg9W55GNt1U6c5Eyg%3d%3d&crl=c&resultNs=AdminWebAuth&resultLocal=ErrCrlNotAuth&crlhashurl=login.aspx%3fdirect%3dtrue%26profile%3dehost%26scope%3dsite%26authtype%3dcrawler%26jrnl%3d15826260%26AN%3d94889130>
- 12) Manolescu A, Lefter V, **Dobrin C**, Ergonomics and Total Quality Management A New Paradigm (II). Quality-Access to Success, Vol. 13 Issue 130, ISSN 1582-2559, pag 76-79, 2012, Link: <http://web.b.ebscohost.com/abstract?direct=true&profile=ehost&scope=site&authtype=crawler&jrnl=15822559&AN=82239907&h=QI15eXB74MxawS%2f9q0y%2bPc2maiPse6r3v%2fyinPL3z9zadSZ3RCtGJL8ulaR5XC6qs1TpKV4daECIIKD2cgprWQ%3d%3d&crl=c&resultNs=AdminWebAuth&resultLocal=ErrCrlNotAuth&crlhashurl=login.aspx%3fdirect%3dtrue%26profile%3dehost%26scope%3dsite%26authtype%3dcrawler%26jrnl%3d15822559%26AN%3d82239907>
- 13) Moldoveanu G, **Dobrin C**, Unity of the organizational functions flexibility, Theoretical and empirical researches in urban management 7 (3), ISSN: 2065-3913, pag 53-61, 2012, Link: <http://search.proquest.com/openview/52fe35f4cff76030cd8580d45a7b5285/1?pg-origsite=gscholar>
- 14) Popa I, **Dobrin C**, Popescu D, Models for strategic performance control and evaluation of the company, Management research and practice 4 (1), 45, ISSN: 2067-2462, pag 45-50, 2012, Link: <http://search.proquest.com/openview/a12fe4715c355b6cd91d693831e71d1b/1?pg-origsite=gscholar>
- 15) Popa I, **Dobrin C**, Popescu D, Draghici M, Competitive advantage in the Public Sector, Theoretical and Empirical Researches in Urban Management 6 (4), ISSN: 2065-3913, pag 60-66, 2011, Link: <http://search.proquest.com/openview/4e05cb8af3e8880b0724cb5747827434/1?pg-origsite=gscholar>
- 16) **Dobrin C**, Deac V, Stanescu A, Approaching Pricing Strategy in the Metallurgical Industry in the Context of Economic Crisis, Knowledge Horizons-Economics 3 (1-2), ISSN: 2069-093, pag 96-100, 2011, Link: <https://ideas.repec.org/a/khe/journal/v3y2011i1p96-100.html>

- **Relevant scientific articles published in the volumes of national and international scientific manifestations (with ISSN or ISBN):**

- 1) **C DOBRIN**, AMC MUNTEANU, The Strategic Role Of Exports In Trade Expansion And Economic Growth For Romania, Proceedings of the 8th INTERNATIONAL MANAGEMENT CONFERENCE, Bucharest, pag 691-702, 2014, Link: <http://conference.management.ase.ro/archives/2014/pdf/68.pdf>
- 2) **C Dobrin**, P Soare, Reducing Days To Collect Through The Execution Of Six Sigma Within Business Process Management, Proceedings of the 7th INTERNATIONAL MANAGEMENT CONFERENCE, Bucharest, pag 615-621, 2013, Link: <http://conference.management.ase.ro/archives/2013/pdf/70.pdf>
- 3) **CO Dobrin**, GN Popescu, VA Popescu, CR Popescu, The Concept Of Performance In Business Organizations–Case Study On The Employee Performance In Romanian Business Organizations, Proceedings of the 6th INTERNATIONAL MANAGEMENT CONFERENCE, Bucharest, pag 310-316, 2012, ISI Proceedings, link: [http://apps.webofknowledge.com/full\\_record.do?product=WOS&search\\_mode=GeneralSearch&qid=38&SID=X2MyW1ASgKX1sbRgA6r&page=1&doc=5&cacheurlFromRightClick=no](http://apps.webofknowledge.com/full_record.do?product=WOS&search_mode=GeneralSearch&qid=38&SID=X2MyW1ASgKX1sbRgA6r&page=1&doc=5&cacheurlFromRightClick=no)
- 4) **C Dobrin**, Quality Management and Process Reengineering–Strategic Options to Increase Organisational Performances, International Conference Modern Approaches in Organisational Management and Economy, pag 167-171, 2011, Link: <https://ideas.repec.org/a/rom/cmanag/v5y2011i1p167-171.html>
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