

**Universitatea „Dunărea de Jos” din Galați
Facultatea de Economie și Administrarea Afacerilor
Departamentul de Administrarea Afacerilor**

**DOSAR ABILITARE PENTRU CONDUCERE DE DOCTORAT
ÎN DOMENIUL MANAGEMENT**

Prof. univ. dr. Alexandru CĂPĂȚÎNĂ

Punctajul calculat

ce atestă îndeplinirea standardelor minimale, conform criteriilor
CNATDCU, pentru domeniul Științe Economice și Administrarea
Afacerilor

**cf. Ordinului ministrului educației naționale și al ministrului delegat pentru
învățământ superior, cercetare științifică și dezvoltare tehnologică nr.**

4204/2013 privind aprobarea

**standardelor minimale necesare și obligatorii pentru
conferirea titlurilor didactice din învățământul superior
și a gradelor profesionale de cercetare-dezvoltare**

A1. ACTIVITATEA DIDACTICĂ ȘI PROFESIONALĂ – 29,32 PUNCTE**A1.1. CĂRȚI ȘI CAPITOLE/STUDII ÎN CĂRȚI DE SPECIALITATE SAU VOLUME COLECTIVE****A1.1.1. CĂRȚI DE SPECIALITATE**

A1.1.1.2. NAȚIONALE	
1. Alexandru CAPATINA – „DIMENSIUNI CULTURALE SPECIFICE STRATEGIILOR DE INTELIGENȚĂ COMPETITIVĂ ALE FIRMELOR DE SOFTWARE DIN ROMÂNIA”, Colecția „Cercetare avansată postdoctorală în științe economice”, Ed. ASE București, 2013, ISBN 978-606-505-630-5	8/1=8
2. Rozalia NISTOR, Alexandru CAPATINA, Dragos CRISTEA – „TEHNOLOGIA INFORMATIEI SI COMUNICATIILOR PENTRU AFACERI”, Editura Didactica si Pedagogica, Bucuresti, 2009, ISBN 978-973-30-2685-3	8/3=2,66
3. Gianita BLEOJU, Alexandru CĂPĂȚÎNĂ - “MARKETING PRIN INTERNET”, Ed. Fundației Universitare “Dunărea de Jos” Galați, ISBN 973-627-262-1, 2006	8/2=4
4. Rozalia NISTOR, Alexandru CĂPĂȚÎNĂ – „SIMULĂRI ȘI PROIECTE DE MANAGEMENT ȘI MARKETING”, Ed. Academica, ISBN 973-8316-80-04, 2005	8/2=4
5. Rozalia NISTOR, Alexandru CĂPĂȚÎNĂ – „SISTEME INFORMATICE DE MARKETING”, Ed. Academica, ISBN 973-8316-40-5, 2004	8/2=4
6. Rozalia NISTOR, Costel NISTOR, Alexandru CĂPĂȚÎNĂ – “METODOLOGII MANAGERIALE INFORMATICE”, Ed. Academica, ISBN 973-8316-59-6, 2003	8/3=2,66
TOTAL	25,32

A1.1.2. STUDIU / CAPITOL ÎNTR-O CARTE DE SPECIALITATE SAU VOLUM COLECTIV

A1.1.2.1. INTERNAȚIONALE	
7. Adriana OLARU, Alexandru CĂPĂȚÎNĂ – Capitolul 5 (pag. 118-136) „ENTREPRISES DE LA REGION DE GALATI”, din cartea ENTREPRISES ROUMAINES EN TRANSITION – ETUDES DE CULTURES ORGANISATIONNELLES – Editor coordonator: Pierre DUPRIEZ, Editions L'Harmattan, Paris, ISBN 2-7475-8714-2, EAN 9782747587143, 2006 http://books.google.ro/books/about/Entreprises_roumaines_en_transition.html?id=biM1Ju7y1J8C&redir_esc=y	(9/265)x12=0,4
8. Elisa RANCATI, Niccolo GORDINI, Alexandru CĂPĂȚÎNĂ – Capitolul 6 „CONCEPTUALIZING AND MEASURING CONTENT MARKETING IN LUXURY FIRMS. AN EXPLORATORY ANALYSIS” din cartea GLOBAL MARKETING STRATEGIES FOR THE PROMOTION OF LUXURY GOODS, Editors: Fabrizio Mosca (University of Turin, Italy) and Rosalia Gallo (Universitat Autònoma de Barcelona, Spain), Published by IGI Global, 2016, ISBN: 9781466699588 http://www.igi-global.com/chapter/conceptualizing-and-measuring-content-marketing-in-luxury-firms/148923	(15/300)x12=0,6
TOTAL	1,00

A1.2. PUBLICAȚII DIDACTICE	
9. Alexandru Căpățînă, „MANAGEMENTUL RELAȚIILOR CU CLIEȚII”, Ed. Europlus, Galați, 2010, ISBN 978-973-1950-98-3, curs postat pe biblioteca virtuală FEAA Galați	
10. Alexandru Căpățînă, Rozalia Nistor, „SIMULĂRI DE MARKETING”, Ed. Europlus, Galați, 2010, ISBN 978-973-1950-99-0, curs postat pe biblioteca virtuală FEAA Galați	

A 1.3 COORDONARE DE PROGRAME DE STUDII, ORGANIZARE SI COORDONARE PROGRAME DE FORMARE CONTINUA SI PROIECTE EDUCATIONALE	
Director program de formare continuă Sisteme inteligente pentru asistarea deciziei în afaceri (business intelligence) Durată: 42 de ore; Forma de învățământ: cu frecvență. http://www.dfctt.ugal.ro/curs/sisteme-inteligente-pentru-asistarea-deciziei-in-afaceri-business-intelligence/	3,00

A2. ACTIVITATEA DE CERCETARE - 222,2 PUNCTE

A2.1. ARTICOLE PUBLICATE ÎN REVISTE COTATE ISI SAU BDI

A2.1.1. ARTICOLE PUBLICATE ÎN REVISTE COTATE ISI CU FACTOR DE IMPACT MAI MARE CA 0	
1. Gabriela OPAIȚ, Gianita BLEOJU, Rozalia NISTOR, Alexandru CAPATINA (2016). THE INFLUENCES OF COMPETITIVE INTELLIGENCE BUDGETS ON INFORMATIONAL ENERGY DYNAMICS , Journal of Business Research, Volume 69, Issue 5, pp.1682-1689 http://www.sciencedirect.com/science/article/pii/S0148296315004610 Factor impact: 2,129 (http://www.journals.elsevier.com/journal-of-business-research/), Scor relativ de influență 1,081 – http://uefiscdi.gov.ro/userfiles/file/CENAPOSS/Scor_Relativ_Influenta_2014.pdf	8/4=2
2. Gianita BLEOJU, Alexandru CAPATINA, Elisa RANCATI, Nicolas LESCA (2016). EXPLORING ORGANIZATIONAL PROPENSITY TOWARD INBOUND–OUTBOUND MARKETING TECHNIQUES ADOPTION: THE CASE OF PURE PLAYERS AND CLICK AND MORTAR COMPANIES , Journal of Business Research, Volume 69, Issue 11 (2016), Pages 5524-5528 http://www.sciencedirect.com/science/article/pii/S0148296316303691 Factor impact: 2,129 (http://www.journals.elsevier.com/journal-of-business-research/), Scor relativ de influență 1,081 – http://uefiscdi.gov.ro/userfiles/file/CENAPOSS/Scor_Relativ_Influenta_2014.pdf	8/4=2
3. Adrian MICU, Kamer AIVAZ, Alexandru CAPATINA (2013). IMPLICATIONS OF LOGISTIC SERVICE QUALITY ON THE SATISFACTION LEVEL AND RETENTION RATE OF AN E-COMMERCE RETAILER'S CUSTOMERS , Economic Computation and Economic Cybernetics Studies and Research Journal, Vol. 47, No. 2, http://www.ecocyb.ase.ro/20132/Micu%20Adrian%20(T).pdf , Factor impact 0,316, http://uefiscdi.gov.ro/userfiles/file/CENAPOSS/FRI2015.pdf	8/3=2,67
4. Alexandru CAPATINA, Adrian MICU, Edit LUKACS, Angela-Eliza MICU, Nicoleta CRISTACHE, Irina SUSANU (2011). OPPORTUNITIES FOR A ROMANIAN COMPANY'S BUSINESS DEVELOPMENT IN COUNTRIES WITH CULTURAL INTELLIGENCE COMPATIBILITY , African Journal of Business Management Vol.5 (30), pp. 11946-11954, November, , Factor impact 2011 - 0,67, http://www.academicjournals.org/journal/AJBM/article-full-text-pdf/31DB9D019318 , Accession Number: Web of Science – WOS:000297665400018, ISSN 1993-8233	8/6 = 1,33
5. Gheorghe EPURAN, Iulian Petronela GÂRDAN, Nicoleta CRISTACHE, Alexandru CAPATINA, Daniel Adrian GÂRDAN, Angela-Eliza MICU, Eduard IONESCU, Floarea BUMBAȘ (2016). TEXTILE MANUFACTURERS' DECISIONS OPTIMIZATION USING INFORMATIONAL ENERGY MODELING , Industria Textila, 67 (3), pp. 210 – 218, http://www.revistaindustriatextila.ro/images/Textila_nr_3_2016web.pdf Factor Impact 0,475 http://www.revistaindustriatextila.ro/index.php/ro/	8/8=1
6. Adrian MICU, Angela-Eliza MICU, Kamer AIVAZ, Alexandru CAPATINA (2016). THE GENETIC APPROACH OF MARKETING RESEARCH , Economic Computation and Economic Cybernetics Studies and Research, Issue 3/2016, Vol. 50, http://www.ecocyb.ase.ro/nr20163/13%20-%20Micu%20Adrian,%20Kamer%20Aivaz%20(T).pdf , Factor impact 0,316, http://uefiscdi.gov.ro/userfiles/file/CENAPOSS/FRI2015.pdf	8/4=2
TOTAL	11

A2.1.2. ARTICOLE PUBLICATE ÎN REVISTE INDEXATE ÎN BAZELE DE DATE INTERNAȚIONALE RECUNOSCUTE	
1. Oifa BOUZAABIA, Rym BOUZAABIA, Alexandru CAPATINA (2016). DETERMINANTS OF INTERNET USE BY SENIOR GENERATION: A CROSS CULTURAL STUDY. International Journal of Technology and Human Interaction (IJTHI), 12(1), 63-82, http://www.igi-global.com/article/determinants-of-internet-use-by-senior-generation/144320 indexat in Scopus, Inspec, Cabells	6/3=2
2. Gianita BLEOJU, Alexandru CAPATINA, (2015). LEVERAGING ORGANIZATIONAL KNOWLEDGE VISION THROUGH STRATEGIC INTELLIGENCE PROFILING - THE CASE OF THE ROMANIAN SOFTWARE INDUSTRY, Journal of Intelligence Studies in Business, 5(2), pp. 48-58, https://ojs.hh.se/index.php/JISIB/article/view/130 indexat in SCOPUS, EBSCO, DOAJ, Google Scholar, EconLib and SCImago	6/2=3
3. Alexandru CAPATINA, George SCHIN (2015). THE ROLE OF IT&C TOOLS IN MANAGING VOCATIONAL EDUCATION AND TRAINING PROJECTS CO-FINANCED BY THE EUROPEAN SOCIAL FUND. Archives of Business Research, 3(2), pp. 125-133, , http://scholarpublishing.org/index.php/ABR/article/view/1103/591 DOI:10.14738/abr.32.1103, indexat in DOAJ, ProQUEST, Index Copernicus	6/2=3

http://scholarpublishing.org/wp/?page_id=82	
4. Gianita BLEOJU, Alexandru CAPATINA, (2014). COLLABORATIVE INNOVATION THROUGH ADJUSTING STRATEGIC INTELLIGENCE CAPABILITIES ON SOFTWARE MARKET, Network Intelligence Studies, http://www.nis.bxb.ro/Article/NIS_4_5.pdf indexat in EconPapers, CEEOL, Ulrichs, Ebsco, Index Copernicus http://nis.bxb.ro/bdi/	6/2=3
5. Sofia DAVID, Edit LUKACS and Alexandru CAPATINA (2013), „EXPLORING DIFFERENCES IN LEADERSHIP STYLES IN ROMANIAN SOFTWARE DEVELOPMENT INDUSTRY”, Annals of “Dunarea de Jos” University of Galati Fascicle I. Economics and Applied Informatics, No. 3, pp. 11-16, http://www.eia.feaa.ugal.ro/images/eia/2013_3/DavidLukacsCapatina.pdf indexat in EconLit, REPEC, DOAJ, EBSCO, Index Copernicus, http://www.eia.feaa.ugal.ro/	6/3=2
6. Alexandru CAPATINA, George SCHIN (2013), „MINDING THE CULTURAL GAPS BETWEEN DIFFERENT COUNTRIES - A REAL CHALLENGE FOR THE INTERNATIONAL MANAGERS”, Review of International Comparative Management, Vol. 14, Issue 5, ISSN 1582-3458, http://rmci.ase.ro/no14vol5/04.pdf indexat in RePEc, Index Copernicus, EBSCO, Cabells http://rmci.ase.ro/	6/2=3
7. Rym BOUZAABIA, Olfa BOUZAABIA, Alexandru CAPATINA, (2013). “RETAIL LOGISTICS SERVICE QUALITY: A CROSS-CULTURAL SURVEY ON CUSTOMER PERCEPTIONS”, International Journal of Retail & Distribution Management, Vol. 41 No. 8, pp. 627-647, http://www.emeraldinsight.com/journals.htm?articleid=17088679 , indexat in SCOPUS, Cabells, Emerald (http://www.emeraldinsight.com/products/journals/journals.htm?id=ijrdm)	6/3=2
8. Alexandru CAPATINA, Rozalia NISTOR, Gianita BLEOJU, (2013). „EMPIRICAL EVIDENCE ON CULTURAL DIMENSIONS RELATED TO COMPETITIVE INTELLIGENCE STRATEGIES ADOPTED BY THE ROMANIAN SOFTWARE COMPANIES”, Business Management Dynamics, Vol. 2(7), pp. 20-27, ISSN: 2047-7031, http://bmdynamics.com/issue_pdf/bmd110325-%2020-27.pdf , indexat in EBSCO, Cabells, DOAJ, Index Copernicus (http://bmdynamics.com/page.php?name=index)	6/3=2
9. Mukta SAMTANI, Alexandru CAPATINA, „ACHIEVING THE NEXT LEVEL OF GROWTH THROUGH COMPETITIVE INTELLIGENCE PRACTICES: AN EXPLORATORY STUDY OF ROMANIAN OFFSHORE TECHNOLOGY SERVICE PROVIDERS”, Annals of “Dunarea de Jos” University of Galati Fascicle I. Economics and Applied Informatics, Vol. 3, 2012, pp. 15-20, ISSN: 1584-0409, http://www.eia.feaa.ugal.ro/images/eia/2012-3/Samtani_Capatina.pdf , indexat in REPEC, DOAJ, EBSCO (http://www.eia.feaa.ugal.ro/)	6/2=3
10. Adrian MICU, Alexandru CAPATINA, Angela Eliza MICU (2012). "MARKETING PROCESS REENGINEERING WITHIN A ROMANIAN SOFTWARE COMPANY FOCUSED ON THE IMPLEMENTATION OF A FREELANCING STRATEGY," iBusiness, Vol. 4 No. 4, pp. 341-349, http://www.scirp.org/Journal/PaperInformation.aspx?paperID=26072 , indexat in Business Source, DOAJ, EBSCO, Index Copernicus, ProQuest, Ulrich (http://www.scirp.org/Journal/Indexing.aspx?JournalID=103)	6/3=2
11. Kiyohiro YAMAZAKI, Alexandru CAPATINA, Rym BOUZAABIA, Ipek KOCOGLU, (2012). "CROSS CULTURAL ISSUES RELATED TO OPEN INNOVATION IN HIGH-TECH COMPANIES FROM JAPAN, ROMANIA, TUNISIA AND TURKEY", Review of International Comparative Management, Vol. 13, No. 4, ISSN 1582-3458, http://www.rmci.ase.ro/no13vol4/06.pdf , indexat in RePec, Index Copernicus, EBSCO, Ulrich's Periodicals Directory, Cabells Database (http://www.rmci.ase.ro/)	6/4=1,5
12. Alexandru CAPATINA, Blandine VANDERLINDEN, (2012). “MODELLING THE DIMENSIONS OF A COMPETITIVE INTELLIGENCE BASED CORPORATE CULTURE USING THE DIGITAL MEMORY BRAIN 7”, Review of International Comparative Management, Vol. 13 No. 3, pp. 366 – 377, ISSN 1582-3458, http://www.rmci.ase.ro/no13vol3/02.pdf , indexat in RePec, Index Copernicus, EBSCO, Ulrich's Periodicals Directory, Cabells Database (http://www.rmci.ase.ro/)	6/2=3
13. Alexandru CAPATINA, Rozalia NISTOR, Gianita BLEOJU, (2012). “IDENTIFICATION OF TREND PATTERNS RELATED TO THE DYNAMICS OF COMPETITIVE INTELLIGENCE BUDGETS (THE CASE OF ROMANIAN SOFTWARE INDUSTRY)”, Advances in Management and Applied Economics, Vol. 2, No. 3, pp. 133-162, ISSN 1792-7552, http://www.sciencpress.com/Upload/AMAE/Vol%202_3_10.pdf , indexat in Cabell's, DOAJ, EBSCO, EconLit, Google Scholar, ProQuest (http://www.sciencpress.com/journal_focus.asp?main_id=55&Sub_id=151)	6/3=2
14. Alexandru CAPATINA, Rym BOUZAABIA (2011). „ANALYSIS OF ORGANIZATIONAL CULTURAL PROFILE GAPS USING A CULTURAL INTELLIGENCE WEB-BASED TOOL”, Review of International Comparative Management, Vol. 12 No. 1, pag. 143 – 151, ISSN 1582-3458, http://www.rmci.ase.ro/no12vol1/12.pdf indexat in RePec, Index Copernicus, Ulrich's Periodicals Directory, Cabells Database (http://www.rmci.ase.ro/)	6/2=3
15. Alexandru CAPATINA, Sofia TOTOLICI, Constanta POPESCU, Aurel TOTOLICI (2011). „ASSESSMENT OF THE ROMANIAN IT COMPANIES' COMPETITIVE POTENTIAL FOR OFFSHORE OUTSOURCING PROJECTS”, International Journal of Strategic Management, Volume 11, Number 2, pag. 163-170, ISSN 1555-2411, http://connection.ebscohost.com/c/articles/77896963/assessment-romanian-companies-competitive-potential-offshore-outsourcing-projects indexat in Cabell's Directory, Ulrich's International Periodicals Directory, (http://www.iabe.org/domains/iabeX/journal.aspx?journalid=13)	6/4=1,5

16. Alexandru CAPATINA, Mourad TOUZANI (2011). „DEVELOPMENT OF A WEB MARKETING PLAN FOR AN EBOOK – CHALLENGES AND OPPORTUNITIES”, Annals of “Dunarea de Jos” University of Galati, Fascicle I. Economics and Applied Informatics, no2, ISSN 1584-0409, pag. 27-30, http://www.eia.feaa.ugal.ro/images/eia/2011-2/CapatinaTouzani.pdf , indexat in REPEC, DOAJ, EBSCO	6/2=3
17. Dragos CRISTEA, Alexandru CAPATINA (2010). „KNOWLEDGE ECONOMY AND THE NECESSITY OF KNOWLEDGE MANAGEMENT”, The Annals of Dunarea de Jos University, Fascicle I - Economics and Applied Informatics, no. 1, ISSN 1584-0409, http://www.eia.feaa.ugal.ro/images/eia/2010-1/Cristea_Capatina.pdf , indexat in REPEC, DOAJ, EBSCO (http://www.eia.feaa.ugal.ro/)	6/2=3
18. Adriana OLARU, Alexandru CAPATINA (2009). „THE IMPACT OF THE CROSS-CULTURAL FACTORS ON GETTING THE MANAGEMENT PERFORMANCES WITHIN AKER MULTINATIONAL COMPANY”, Revista de Management Comparat International, vol 10, No.2, Ed. ASE, Bucuresti, ISSN 1582-3458, http://www.rmci.ase.ro/no10vol2/Vol10_No2_Article6.pdf , indexat în RePec, Index Copernicus, Cabells (http://www.rmci.ase.ro/)	6/2=3
19. Adrian MICU, Angela-Eliza MICU, Alexandru CAPATINA (2009). „OLAP TECHNIQUE – AN IT&C SUPPORT FOR MARKETING MANAGERS DECISION-MAKING PROCESS (CASE STUDY: SALES MULTIDIMENSIONAL ANALYSIS APPLIED IN HOTEL SERVICES INDUSTRY)”, WSEAS TRANSACTIONS ON BUSINESS AND ECONOMICS, ISSN: 1109-9526, http://www.wseas.us/e-library/transactions/economics/2009/28-936.pdf , indexată in SCOPUS, EBSCO (http://www.wseas.us/indexes/)	6/3=2
20. Dragoș CRISTEA, Alexandru CAPATINA (2009). “PERSPECTIVES ON KNOWLEDGE MANAGEMENT MODELS”, Analele Universitatii “Dunarea de Jos” Galati, Fascicola Economie si Informatica Aplicata, Anul XV, No. 2, ISSN 1584-0409, http://www.eia.feaa.ugal.ro/images/eia/2009-2/Cristea_Capatina.pdf , indexat in REPEC, DOAJ, EBSCO (http://www.eia.feaa.ugal.ro/)	6/2=3
21. Adriana OLARU, Alexandru CAPATINA (2008). „LA VISION MANAGERIALE CONCERNANT LA CONCEPTION DES INDICATEURS SPECIFIQUES AU CONTROLE DE PERFORMANCE DANS LE DOMAINE DES PRODUCTEURS DE CONFLECTIONS TEXTILES EN ROUMANIE », Analale Universitatii din Oradea, VOLUMUL IV, MANAGEMENT-MARKETING, ISSN 1582-5450, http://steconomice.uoradea.ro/anale/volume/2008/v4-management-marketing/065.pdf , indexat in DOAJ, EBSCO, SCOPUS (http://anale.steconomiceuoradea.ro/)	6/2=3
22. Adriana OLARU, Alexandru CAPATINA (2007). „THE IMPLICATIONS OF NEW INFORMATION AND COMMUNICATION TECHNOLOGIES ON CUSTOMER RELATIONSHIP MANAGEMENT”, Review of International Comparative Management, vol. 8, no. 1, Ed. ASE, ISSN 1582-3458, http://www.rmci.ase.ro/ro/no8vol1/9.html , indexat în RePec, Index Copernicus, Cabells (http://www.rmci.ase.ro/)	6/2=3
23. Adriana OLARU, Alexandru CAPATINA (2007). „THE PLANNING OF A CUSTOMER RELATIONSHIP MANAGEMENT PROJECT: REQUIREMENTS AND OPPORTUNITIES”, Revista Management & Marketing, Facultatea de Economie și Administrarea Afacerilor Craiova, ISSN 1841-2416, http://www.mnmk.ro/documents/2007/2007-6.pdf , indexat in Cabells, Repec, EBSCO, DOAJ (http://www.mnmk.ro/index.php)	6/2=3
TOTAL	57

A2.1.3. ARTICOLE / STUDII PUBLICATE ÎN VOLUMELE CONFERINȚELOR INDEXATE ISI PROCEEDINGS SAU INTERNAȚIONALE DESFĂȘURATE ÎN ȚARĂ SAU STRĂINĂTATE (CU ISSN SAU ISBN)	
1. Adrian MICU, Alexandru CAPATINA, Angela-Eliza MICU, George SCHIN (2016). EXPLORING E-HCM SYSTEMS' BENEFITS IN ORGANIZATIONS FROM PRIVATE SECTOR AND PUBLIC ADMINISTRATION, Proceedings of International Conference Global Innovation and Knowledge Academy GIKA 2016	4/4=1
2. Alexandru CAPATINA, Gianita BLEOJU, Florinda MATOS, Valter VAIRINHOS (2016). LEVERAGING INTELLECTUAL CAPITAL THROUGH LEWIN'S FORCE FIELD ANALYSIS (THE CASE OF SOFTWARE DEVELOPMENT COMPANIES), Proceedings of International Conference Global Innovation and Knowledge Academy GIKA 2016	4/4=1
3. Hugues SERAPHIN, Adrian MICU, Michele AMBAYE, Alexandru CAPATINA (2016). PERFORMING CAUSAL CONFIGURATIONS IN E-TOURISM: A FUZZY-SET APPROACH, Proceedings of International Conference “Risk in Contemporary Economy”, XVII Edition, 2016, Galati, Romania	4/4=1
4. Florinda MATOS, Valter VAIRINHOS, Alexandru CAPATINA, Gianita BLEOJU and Maria ROSÁRIO CABRITA (2015). COMPARATIVE ANALYSIS ON COUNTRY REPUTATION THROUGH PATTERNS OF INTELLECTUAL CAPITAL: THE CASE PORTUGAL VERSUS ROMANIA , Proceedings of the 16th European Conference on Knowledge Management, University of Udine, Italy, 3-4 September 2015, pp. 514-523, E-Book ISBN: 978-1-910810-47-7, Book version ISBN: 978-1-910810-46-0	4/5=0,8
5. Alexandru CAPATINA, Gianita BLEOJU (2015). EXPLORING THE POTENTIAL OF SERIOUS GAMES'	

	ONLINE COMMUNITIES IN LEVERAGING COLLECTIVE INTELLIGENCE , Strategica International Academic Conference, Bucuresti, 29-30 October, 2015, pp. 294-302	4/2=2
6.	Gianita BLEOJU, Alexandru CAPATINA (2014). THE SPECIFIC VALORISATION OF COMPETITIVE INTELLIGENCE PROFILING ON THE SOFTWARE INDUSTRY , The Proceedings of the 15th European Conference on Knowledge Management - ECKM 2014, pp. 189 - 197, 4-5 September, Santarém, Portugal, E-Book ISBN 978-1-910309-35-3; Book Version ISBN 978-1-910309-34-6	4/2=2
7.	Edit LUKACS, Sofia DAVID and Alexandru CAPATINA (2013), „ THE IMPORTANCE OF EMOTIONAL INTELLIGENCE IN EFFECTIVE LEADERSHIP SKILLS: THE CASE OF ROMANIAN SOFTWARE DEVELOPMENT COMPANIES ”, Proceedings of 14th European Conference on Knowledge Management - ECKM 2013, Kaunas University of Technology, Lithuania, 5-6 September 2013 Academic Publishing International Limited, ISBN: 978-1-909507-41-8, ISSN: 2048-898X, pp.387-396, ISI Proceedings, http://issuu.com/acpil/docs/eckm2013-proceedings-issuu_vol_1/423	4/3= 1,33
8.	Alexandru CAPATINA, Gianita BLEOJU (2013), „ ORGANISATIONAL INSTRUCTIONAL COMMUNICATION AS A CULTURAL BASED COMPETITIVE INTELLIGENCE TOOL ”, Proceedings of 13th European Conference on Knowledge Management - ECKM 2013, Academic Publishing International Limited, ISBN: 978-1-908272-64-5, ISSN: 2048-898X, pp. 152-160, ISI Proceedings, http://academic-conferences.org/eckm/eckm2012/eckm12-home.htm	4/2=2
9.	Alexandru CAPATINA, Adriana OLARU, Christianna BĂLAN (2012), „ THE IMPACT OF THE “BRAINWARE” INTELLIGENCE ON THE INTELLECTUAL CAPITAL OF THE ROMANIAN IT COMPANIES ”, Proceedings of the 4th European Conference on Intellectual Capital, ISBN 978-1-908272-32-4, published by Academic Publishing International Limited, Reading, UK	4/3= 1,33
10.	Alexandru CAPATINA, Dragos CRISTEA (2011)– „ COMPARATIVE ANALYSIS OF TWO SOFTWARE COMPANIES’ PERFORMANCES USING BALANCED SCORECARD AS A COMPETITIVE INTELLIGENCE TOOL ”, Proceedings of the 6th European Conference on Innovation and Entrepreneurship, Robert Gordon University, Aberdeen, Scotia, 15-16 septembrie 2011, Academic Publishing Limited, Reading, ISBN 978-1-908272-15-7	4/2=2
11.	Alexandru CAPATINA, Adriana OLARU, Margareta RACOVITA (2011) „ COMPARATIVE ANALYSIS OF THE CULTURAL DIFFERENCES OBSERVED IN ROMANIAN SUBSIDIARIES OF TWO MULTINATIONAL HOTEL CHAINS ”, Proceedings of the International Conference on Business Excellence 2011 (vol 1), 14-15 octombrie 2011, Ed. Universitatii Transilvania Brasov, ISBN 978-973-598-940-8, pag. 103-106	4/3= 1,33
12.	Adriana OLARU, Alexandru CAPATINA (2011) „ THE ANALYSIS OF PERFORMANCE CONTROL MANAGEMENT SYSTEM WITHIN ROMANIAN IT COMPANIES ”, Proceedings of the WSEAS International Conference on Business and Administration, Puerto Morelos, Mexico, 29-31 ianuarie 2011, Recent Advances in Business Administration ISBN 978-960-474-269-1, pag. 11-15	4/2=2
13.	Rozalia NISTOR, Alexandru CAPATINA, Dragos CRISTEA, Costel NISTOR (2011) „ PERFORMANCE ASSESSMENT OF A BUSINESS INTELLIGENCE SYSTEM ACQUISITION USING BALANCED SCORECARD SOFTWARE ”, Proceedings of the WSEAS International Conference on Business and Administration, Puerto Morelos, Mexico, 29-31 ianuarie 2011, Recent Advances in Business Administration, ISBN 978-960-474-269-1, pag. 16-20	4/4=1
14.	Adrian MICU, Constantin AFANASE, Alexandru CAPATINA (2010) “ THE IMPACT OF THE ORGANIZATIONAL CULTURE ON THE ROMANIAN COMPANIES’ COMPETITIVENESS ON THE GLOBAL MARKET ”, Proceedings of the 11th WSEAS International Conference on MATHEMATICS AND COMPUTERS IN BUSINESS AND ECONOMICS (MCBE '10), "G. Enescu" University, Iasi, Romania, June 13-15, 2010, ISSN: 1790-2769, ISBN: 978-960-474-194-6	4/3= 1,33
15.	Adriana OLARU, Alexandru CAPATINA (2010) „ ANALYSIS OF THE ORGANIZATIONAL CULTURE COMPONENTS IN A HIGHER EDUCATION INSTITUTION FROM ROMANIA ”, Proceedings of the 6th International Seminar on Quality Management in Higher Education, Tulcea, 8-9 iulie 2010, ISBN: 978-973-662-566-4,	4/2=2
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17.	Rozalia NISTOR, Alexandru CAPATINA (2009) „ THE ARCHITECTURE OF RELATIONSHIP MARKETING INFORMATION SYSTEMS (RMIS) IMPLEMENTED IN THE ROMANIAN ORGANIZATIONS ”, Proceedings of the International Conference on Business Excellence, BRASOV, 2009, Ed. Infomarket, ISBN 978-973-1747-12-5	4/2=2
18.	Adrian MICU, Angela-Eliza MICU, Alexandru CAPATINA (2009) “ INNOVATIVE ANALYSIS OF A CRM DATABASE USING ONLINE ANALYTICAL PROCESSING (OLAP) TECHNIQUE IN VALUE CHAIN MANAGEMENT APPROACH ”, Proceedings OF THE 10 TH WSEAS International Conference, Prague,	4/3= 1,33

March, 2009 – published in “ <i>RECENT ADVANCES IN MATHEMATICS AND COMPUTERS IN BUSINESS AND ECONOMICS</i> ”, ISBN 978-960-474-063-5, ISSN 1790-5109	
19. Adrian MICU, Angela-Eliza MICU, Alexandru CAPATINA (2009) „ THE SIMULATION OF A PERFORMANCE MANAGEMENT SYSTEM APPLIED ON A SALES PROJECT USING BALANCED SCORECARD SOFTWARE ”, Proceedings of The 12 th International Business Information Management Association Conference „ <i>CREATING GLOBAL ECONOMIES THROUGH INNOVATION AND KNOWLEDGE MANAGEMENT</i> ”, June 29 - 30, 2009 Kuala Lumpur, Malaysia, ISBN: 978-0-9821489-1-4	4/3= 1,33
20. Adrian MICU, Angela-Eliza MICU, Alexandru CAPATINA (2009) „ NEW BUSINESS APPROACH BASED ON CRM PRINCIPLES IN ROMANIAN ORGANIZATIONS ”, Proceedings of The 12 th International Business Information Management Association Conference „ <i>CREATING GLOBAL ECONOMIES THROUGH INNOVATION AND KNOWLEDGE MANAGEMENT</i> ”, June 29 - 30, 2009 Kuala Lumpur, Malaysia, ISBN: 978-0-9821489-1-4,	4/3= 1,33
21. Adrian MICU, Angela-Eliza MICU, Alexandru CAPATINA (2009) „ SIMULATION OF GANTT CHART ASSOCIATED TO A RESEARCH PROJECT IN THE COMPOSITE MATERIALS FIELD USING MICROSOFT PROJECT SOFTWARE ” (2009), Annals of DAAAM for 2009 & Proceedings of the 20 th International DAAAM Symposium, ISBN 978-3-901509-70-4, ISSN 1726-9679 Published by DAAAM International, Vienna, Austria 2009	4/3= 1,33
22. Elisa RANCATI Federica CODIGNOLA, Alexandru CAPATINA (2015) „ INBOUND AND OUTBOUND MARKETING TECHNIQUES: A COMPARISON BETWEEN ITALIAN AND ROMANIAN PURE PLAYERS AND CLICK AND MORTAR COMPANIES ”, International Conference “Risk in Contemporary Economy”, XV th Edition, 2015, Galati, Romania, http://www.rce.feaa.ugal.ro/images/stories/RCE2015/Management-Marketing/RancatiCodignolaCapatina.pdf	4/3= 1,33
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24. Sofia DAVID, Alexandru CAPATINA, Edit LUKACS (2014), EXPLORING THE BEHAVIOURAL DIFFERENCES BETWEEN LINKEDIN ACTIVE AND PASSIVE JOB SEEKERS , Volumul Conferintei internationale CISAMRO 2014, 22-24 June, 2014	4/3= 1,33
25. Marius GERU, Ema RUSU, Alexandru CAPATINA (2014), „ GROWTH HACKING PRACTICES IN A STARTUP ”, Proceedings of International Conference RCE 2014, ISSN 2067-0532, http://www.rce.feaa.ugal.ro/images/stories/RCE2014/papers/GeruRusuCapatina.pdf	4/3= 1,33
26. Louis Doru HAVRILIUC, Alexandru CAPATINA, Marius GERU (2013), „ HOW TO MITIGATE THE RISKS OF MANAGING ONLINE ADVERTISING CAMPAIGNS BY TRAINING WITH SIMBOUND SIMULATION GAME ”, Proceedings of workshop RCE 2013, ISSN 2067-0532, http://www.rce.feaa.ugal.ro/images/stories/RCE2013/papers/Havriliuc_Capatina_Geru.pdf	4/3= 1,33
27. Mukta SAMTANI, Alexandru CAPATINA (2012) " DESIGNING GROWTH STRATEGIES FOR THREE ROMANIAN OFFSHORE OUTSOURCING VENDORS: DEPLOYING COMPETITIVE INTELLIGENCE FROM INDIAN SOFTWARE INDUSTRY ", Proceedings of International Conference “Risk in Contemporary Economy”, ISSN 2067-0532, http://www.rce.feaa.ugal.ro/sites/default/files/SamtaniCapatina.pdf	4/2=2
28. Alexandru CAPATINA, Dragos CRISTEA, Daniela MATEI (2011) „ OPPORTUNITIES PROVIDED BY THE DESIGN OF A WEBSITE FOCUSED ON THE PROMOTION OF COLLABORATIVE PROJECTS WITHIN EUROPEAN IT INDUSTRY ”, Proceedings of the 12 th International Conference “Risk in Contemporary Economy, Galati, 26-27 noiembrie 2011, ISSN 2067-0532, pag. 138-143, http://www.rce.feaa.ugal.ro/sites/default/files/ACapatina_DCristea_DMatei.pdf	4/3= 1,33
29. Alexandru CAPATINA, Rym BOUZAABIA, Zhang XIAOSHUAN, Fernando JUAREZ (2011) „ COMPARATIVE ANALYSIS OF THE CROSS-CULTURAL GAPS BETWEEN FOUR COUNTRIES FROM DIFFERENT CONTINENTS ”, Proceedings of the 5 th International Conference GEBA 2011, 20-22 octombrie 2011, Alexandru Ioan Cuza University Press, Iasi, ISBN 978-973-703-697-1, pag. 895-901, http://www.feaa.uaic.ro/geba/2011/Accepted.html	4/4=1
30. Alexandru CAPATINA, Rozalia NISTOR, Dragos CRISTEA (2011) „ THE IMPACT OF THE GLOBAL CRISIS ON THE ROMANIAN IT FIRMS' STRATEGIC BEHAVIOR ”, Proceedings of the 18 th International Conference IECS 2011, Sibiu, 19-20 mai 2011, ISBN 978-606-12-0139-6, pag. 72-77, http://iecs.ulbsibiu.ro/archive/2011/iecs_2011_program.pdf	4/3= 1,33
31. Adrian MICU, Angela Eliza MICU, Alexandru CAPATINA, Costel NISTOR (2010) “ DESIGN OF A CUSTOMER-CENTRIC BALANCED SCORECARD – SUPPORT FOR A RESEARCH ON CRM STRATEGIES OF ROMANIAN COMPANIES FROM FMCG SECTOR ”, RECENT ADVANCES in MANAGEMENT, MARKETING, FINANCES - Proceedings of the 8 th WSEAS International Conference on	4/4=1

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32. Adrian MICU, Angela Eliza MICU, Edit LUKACS, Irina SUSANU, Nicoleta CRISTACHE, Alexandru CAPATINA (2010) “COMPARATIVE ANALYSIS OF THE WEB MARKETING STRATEGIES IMPLEMENTED BY THE HIGHER EDUCATION INSTITUTIONS” , RECENT ADVANCES in MANAGEMENT, MARKETING, FINANCES - Proceedings of the 8th WSEAS International Conference on MANAGEMENT, MARKETING and FINANCES (MMF '10) Penang, Malaysia, March 23-25, 2010, ISSN: 1790-2769, ISBN: 978-960-474-168-7, http://www.wseas.us/e-library/conferences/2010/Penang/MMF/MMF-28.pdf	4/6=0,67
33. Micu Adrian, Micu Angela Eliza, Susanu Irina, Cristache Nicoleta, Alexandru CAPATINA (2010) „MARKETING, SUSTAINABLE DEVELOPMENT, SOCIAL RESPONSIBILITY: A POSSIBLE DOCTRINARIAN RESEARCH” , RECENT ADVANCES in RISK MANAGEMENT, ASSESSMENT and MITIGATION, Proceedings of the International Conference on RISK MANAGEMENT, ASSESSMENT and MITIGATION (RIMA '10) Universitatea Politehnica Bucharest, Romania, April 20-22, 2010, ISSN: 1790-2769, ISBN: 978-960-474-182-3, http://www.wseas.us/e-library/conferences/2010/Bucharest/RIMA/RIMA-38.pdf	4/5=0,8
34. Adriana OLARU, Alexandru CĂPĂȚÎNĂ, Olimpia BUZIA (2010) „THE APPLICATION OF THE EQQ MODEL IN THE HEALTH SERVICES INVENTORY MANAGEMENT USING WINQSB SOFTWARE” , Proceedings 2010 2nd IEEE International Conference on Information Management and Engineering (ICIME2010), April 16-18, 2010 Chengdu, China, IEEE Press, ISBN: 978-1-4244-5264-4, indexat în IEEE Xplore Digital Library, http://ieeexplore.ieee.org/xpl/articleDetails.jsp?arnumber=5477447	4/3= 1,33
35. Rozalia NISTOR, Costel NISTOR, Alexandru CAPATINA (2010) „ACQUISITION VS. OUTSOURCING DECISIONS MODELING PROCESS APPLIED ON AN INTERNATIONAL TRANSPORT COMPANY BY MEANS OF THE DECISION TREE METHOD” , Proceedings ICILT 2010 (International Conference on Industrial and Logistics Technology), Singapore, February 26-28, 2010, IEEE Press, ISBN: 978-1-4244-5585-0, indexat în IEEE Xplore Digital Library, http://ieeexplore.ieee.org/xpl/articleDetails.jsp?arnumber=5451475	4/3= 1,33
36. Adriana OLARU, Alexandru CAPATINA (2010) „MODERN APPROACHES OF THE DEFENSE ACQUISITION MANAGEMENT WITHIN THE ROMANIAN ARMY” , Proceedings ICIL2010 (International Conference on Industrial Logistics), 8-11 March 2010, Rio de Janeiro, Brasil, ISSN 2177-0514, http://iciil.blogspot.ro/2010_03_01_archive.html	4/2=2
37. Adriana OLARU, Alexandru CAPATINA (2009) „THE VISION OF THE ROMANIAN MARKETING MANAGERS FROM FOODSERVICES INDUSTRY CONCERNING THE APPLICATION OF THE RELATIONSHIP MARKETING TECHNIQUES” , Proceedings of MARKETING AND ENTREPRENEURSHIP International Conference, ANTALYA, 2009, ISBN 978-605-5782-06-1, http://www.scribd.com/doc/45746342/OlaruUngureanu-Capatina-Antalya1fulltext	4/2=2
38. Rozalia NISTOR, Alexandru CAPATINA (2009) „THE INTEGRATION OF KNOWLEDGE MANAGEMENT IN THE STRATEGY OF A LEADER ORGANIZATION IN THE E-BUSINESS” , International Conference on Economics and Administration (ICEA 2009), Faculty of Administration and Business, University of Bucharest, Romania, Editura Cartea Studențească, București, 2009, ISBN: 978-606-501-030-7, http://connection.ebscohost.com/c/articles/47760849/integration-knowleadge-management-strategy-leader-organization-e-business	4/2=2
39. Adriana OLARU, Alexandru CAPATINA (2009) „OPPORTUNITES OFFERTES PAR LES SITES WEB SPECIALISES DANS LE RECRUTEMENT EN LIGNE” , Les Annales de l'Université VALAHIA de Targoviste, No. 26, 2009, ISSN 1453-8202,	4/2=2
40. Adriana OLARU, Alexandru CAPATINA, Margareta RACOVIȚĂ (2009) „DEFINITE FEATURES OF THE HOTEL INDUSTRY: PRESENT AND FUTURE” , International Conference REC 2009, Galati,	4/3= 1,33
41. Adriana OLARU, Alexandru CAPATINA (2008) „MÉTHODOLOGIES D'IMPLÉMENTATION DE L'APPRENTISSAGE BASÉE SUR WEB » , susținută la Colocviul internațional OMD, Hammamet, Tunisia, 2008, publicată în Analele universității din Târgoviște, nr. 21, ISSN 1453-8202	4/2=2
42. Adriana OLARU, Alexandru CAPATINA (2008) „THE IMPLEMENTATION OF AN ORGANIZATIONAL PERFORMANCES SYSTEM WITH BALANCED SCORECARD DESIGNER SOFTWARE” , International Conference Business Excellence, Brașov 2008	4/2=2
43. Rozalia NISTOR, Gianita BLEOJU, Alexandru CAPATINA (2008) „MODELLING COMPETITIVE INTELLIGENCE CULTURE ON IT ROMANIAN MARKET” , International Conference „Quality, Innovation and European Integration” , Sibiu 2008, ISBN 3-901888-41-3	4/3= 1,33
44. Adriana OLARU, Alexandru CAPATINA (2007) „L'IMPACT DES NOUVELLES TECHNOLOGIES DE L'INFORMATION ET COMMUNICATION SUR LES RISQUES D'EXCLUSION PROFESSIONNELLE EN ROUMANIE » , Colloque International « Les ruptures dans la société de l'information et l'économie	4/2=2

	du savoir », Université El-Manar, TUNISIA, februarie 2007	
45.	Adriana OLARU, Alexandru CAPATINA (2007) „ LES IMPLICATIONS DE L'ADHESION A L'UNION EUROPEENNE SUR LE SYSTEME DE L'AVIATION CIVILE EN ROUMANIE », Colloque International « Economic integrations, competition and cooperation », Opatija, CROATIA, aprilie 2007, publicat in volumul « 50 YEARS OF EUROPEAN UNION », ISBN 978-953-6148-76-9	4/2=2
46.	Adriana OLARU, Alexandru CAPATINA (2007) „ L'IMPACT DE L'INTERNET SUR LA CREATION D'UNE CYBERCULTURE GLOBALE ”, International Conference „ Bilan et perspectives d'un demi siecle de construction de l'Union Europeenne ”, organized by A.I.E.L.F., HANDLOWA SZKOLA GLOWNA Varsovia, Polonia, mai 2007	4/2=2
47.	Adriana OLARU, Constantin AFANASE, Alexandru CAPATINA (2007) „ MODALITES DE SECURISATION DE L'ESPACE CYBERNETIQUE GLOBAL ”, Colloque International „ Mondialisation et Developement ”, Annaba, Algeria, 2007	4/3= 1,33
48.	Adriana OLARU, Olga UNGUREANU, Alexandru CAPATINA (2007) „ LE LIVRE ELECTRONIQUE – PHENOMENE GLOBAL DANS LA SOCIETE DE LA CONNAISSANCE ”, Colloque International „ Mondialisation et Developement ”, Annaba, Algeria, 2007	4/3= 1,33
49.	Adriana OLARU, Alexandru CAPATINA (2007) „ SIMULAREA GESTIUNII INFORMATIZATE A UNUI PROIECT DE MANAGEMENT A RELATIILOR CU CLIENTII (CRM) ”, Conferința Română de Marketing, COROMAR 2007, Universitatea „Al. I.Cuza”, Iași	4/2=2
50.	Adriana OLARU, Alexandru CAPATINA (2007) „ THE IMPACT OF THE NEW INFORMATION AND COMMUNICATION TECHNOLOGIES ON THE PERFORMANCE CONTROL INDICATORS SYSTEM ”, International Conference „ The Risk in the Contemporary Economy ”, Galați, noiembrie 2007 , ISBN 978-973-7845-58-0	4/2=2
51.	Rozalia NISTOR, Gianita BLEOJU, Alexandru CAPATINA (2007) „ INNOVATION SEEKING STRATEGY OF IT OUTSOURCING ON E-EUROPE ”, International Conference „ The Risk in the Contemporary Economy ”, Galați, noiembrie 2007, ISBN 978-973-7845-58-0	4/3= 1,33
52.	Adriana OLARU, Alexandru CAPATINA (2006) „ LES IMPLICATIONS DES COMPOSANTES DES CULTURES ORGANISATIONNELLES SUR L'ACCROISSEMENT DES PERFORMANCES DES ENTREPRISES ROUMAINES ”, Séminaire Européen « L'EUROPE ELARGIE ET SES DEFIS », Ohrid, Macedonia, 23-26 Mars 2006	4/2=2
53.	Adriana OLARU, Alexandru CAPATINA (2006) „ L'IMPACT DES VALEURS CULTURELLES SUR L'OBTENTION DES PERFORMANCES DANS LA GESTION DE LA RELATION CLIENT ”, XVII Colloque federateur CEDIMES – EUROPE SANS FRONTIERES, Targoviste, 3-4 noiembrie 2006	4/2=2
54.	Rozalia NISTOR, Alexandru CAPATINA (2005) „ AVANTAJELE EXTERNALIZARII ACTIVITATILOR DE MANAGEMENT AL RELATIILOR CU CLIENTII ”, Simpozionul ECR Academic Partnership – România, ianuarie 2005, Târgoviște, „Valahia” University Press, ISBN 973-7616-12-X	4/2=2
55.	Alexandru CĂPĂȚINĂ, Dragoș CRISTEA (2005) „ TEHNICI DE SELECTIE A NOILOR GENERATII DE MANAGERI DE PROIECT ” - Sesiunea de Comunicări Științifice cu participare internațională “NAV-MAR-EDU 2005”, Academia Navală Mircea cel Batrân, Constanța, 02-04 iunie 2005, ISBN 973-8303-54-0	4/2=2
56.	Dragoș CRISTEA, Alexandru CAPATINA (2005) „ MODELLING DATA-WAREHOUSES FOR CRM SYSTEMS ”, International Economic Conference “25 Years of Economic Education in Brasov”, mai 20-21, 2005, Brasov, Ed. Infomarket, ISBN 973-8204-71-2 (vol I)	4/2=2
57.	Alexandru CĂPĂȚINĂ, Radu LIXANDROIU (2005) „ MODELAREA UNEI APLICAȚII SOFTWARE DESTINATĂ UNEI CAMPANII DE E-MAIL MARKETING ”, Universitatea OVIDIUS, Constanța, septembrie 2005	4/2=2
58.	Alexandru CAPATINA (2005) „ CUSTOMERS LIFETIME VALUE MODELLING TECHNIQUES – SUPPORT FOR MARKETING DECISION-MAKING IN E-BUSINESS ”, Simpozionul Internațional REC 8, Galați, 2005, Ed. Economica, ISBN 973-709-194-9	4/1=4
59.	Alexandru CAPATINA (2004) „ GESTIUNEA INFORMATIZATĂ A PROIECTELOR DE MANAGEMENT A RELATIILOR CU CLIENTII ”, Simpozionul internațional al Tinerilor Cercetători, ASEM, Chișinău, aprilie 2004, Editura A.S.E.M., ISBN 9975-75-239-x	4/1=4
60.	Rozalia NISTOR, Alexandru CAPATINA (2004) „ IMPLEMENTATION OF A MARKETING MIX PLAN FOR AN IT COMPANY ”, Simpozionul internațional SIMPEC 2004 Brașov, Ed. Infomarket, ISBN 973-8204-57-7 (vol. I)	4/2=2
61.	Radu LIXANDROIU, Alexandru CAPATINA (2004) „ WEBSITE PERSONALIZATION – OPPORTUNITIES AND CHALLENGES ”, Simpozionul Internațional INFOBUS, 22-23 octombrie, Iași, Ed. Publishing House, ISBN 973-716-028-2	4/2=2
62.	Rozalia NISTOR, Alexandru CAPATINA (2004) „ 4T OF CUSTOMER RELATIONSHIP MANAGEMENT ”, Simpozionul Internațional INFOBUS, 22-23 octombrie, Iași, Ed. Publishing House, ISBN 973-716-028-2	4/2=2
63.	Alexandru CAPATINA (2004) „ INTERNETUL – MAREA „PROVOCARE” A MARKETINGULUI MILENIULUI III ”, simpozionul național Constanța, octombrie 2004, Ed. Universitaria, ISBN 973-742-033-9	4/1=4

64. Alexandru CAPATINA (2004) « L'IMPACT DE L'ADHESION A L'UNION EUROPEENNE SUR LES ORGANISATIONS ROUMAINES », Simpozionul internațional « Le management de la transition », Tîrgoviște, noiembrie 2004, Ed. Economica, ISBN 973-709-075-6	4/1=4
65. Nicoleta CHIHAI, Alexandru CAPATINA (2003) LE CHOMAGE DES FEMMES DANS LES PAYS DE L'EUROPE DE L'EST – colloque international, Cergy, France, 20 -21 martie 2003, publicat in Documents de travail, no. 80, septembre 2004, Universite du Litoral Cote d'Opale	4/2=2
66. Nicoleta CHIHAI, Alexandru CAPATINA (2003) „ LA COMMUNICATION DES ENTREPRISES EN ROUMANIE ET SON IMPACT SUR LA CROISSANCE ECONOMIQUE », Association Internationale des Economistes de langue Française, Athènes 26 – 28 mai 2003	4/2=2
67. Alexandru CAPATINA (2002) “ IMPACTUL NOILOR TEHNOLOGII ALE INFORMATIEI ASUPRA MARKETINGULUI ” – Simpozionul internațional SIMPEC 2002 Brașov, Ed. Infomarket, ISBN 973-8204-32-1 (vol. 2)	4/1=4
68. Alexandru CAPATINA, Liliana CIOBANU (2002) “ GLOBALISATION DANS L'ERE DE L'INTERNET ” – Seminarul internațional “Managementul tranziției”, Tîrgoviște, 2002, Ed. Economica, ISBN 973-590-754-2	4/2=2
69. Alexandru CAPATINA, Liliana CIOBANU (2002) “ TRANSLATION THEORY AND STRATEGIC ANALYSIS – TWO INNOVATIVE THEORIES IN MANAGEMENT ” – Simpozionul internațional REC 2002, Galați, Ed. Academica, ISBN 973-8316-34-0	4/2=2
TOTAL	124,2

A2.3. GRANTURI / PROIECTE CÂȘTIGATE PRIN COMPETIȚIE

2.3.2 Granturi / proiecte câștigate prin competiție – membru în echipă	Membru proiecte: - Internaționale – 10 p - Naționale – 5 p
• Proiectul de cooperare Wallonie-Bruxelles / Romania 2012-2014, “Sustainable Development, Corporate Social Responsibility, Organisational Culture and Performance”, WBI Reference: GL/AS/CAS/SOR/2012/70098	10
• Participant la proiectul internațional de cercetare GLOBE – 2006 - 2007. Scopul acestei cercetări este de a cunoaște culturile naționale, practicile manageriale și percepțiile managerilor de mijloc asupra leadershipului. Cercetarea este coordonată de Wharton School of Management din Statele Unite, partea referitoare la România fiind realizată de cercetători din 12 universități din România, reuniți în Consorțiul de cercetare GLOBE ROMÂNIA.	10
• Cercetator postdoctoral in cadrul proiectului „Performanță și excelență în cercetarea postdoctorală în domeniul științelor economice din România” – contract POSDRU/1.5/S/59184, coordonat de Academia de Studii Economice Bucuresti, noiembrie 2010 – aprilie 2013	5
• PC71-071 : Cercetari avansate privind obtinerea materialelor compozite cu matrice metalica si analiza defectelor sub incarcare dinamica (CAMC-ADID), perioada: 2006-2009, castigat in competitia din cadrul PN II. Sarcini: realizarea unui studiu de piață în domeniul materialelor compozite și elaborarea unui plan de promovare a rezultatelor obținute în urma proiectului de cercetare	5
TOTAL	30

A3. RECUNOAȘTEREA ȘI IMPACTUL ACTIVITĂȚII – 109,5 PUNCTE

A3.1. CITĂRI ÎN CĂRȚI ȘI REVISTE ISI/BDI (SURSA GOOGLE SCHOLAR)

A3.1.1.CITĂRI ÎN REVISTE ISI CU FI>0 SAU BDI	
Bouzaabia, R., Bouzaabia, O., & Capatina, A. (2013). RETAIL LOGISTICS SERVICE QUALITY: A CROSS-CULTURAL SURVEY ON CUSTOMER PERCEPTIONS. INTERNATIONAL JOURNAL OF RETAIL & DISTRIBUTION MANAGEMENT, 41(8), 627-647 citat in: revista ISI: 1. Yong Lin , Jing Luo , Shuqin Cai , Shihua Ma , Ke Rong , (2016) "Exploring the service quality in the e-commerce context: a triadic view", Industrial Management & Data Systems, Vol. 116 Iss: 3, pp.388 – 415 revista ISI cu Factor impact 1,278 http://emeraldgroupublishing.com/products/journals/journals.htm?id=imds	1X7,5 =7,5 2X4=8

<p>reviste BDI:</p> <ol style="list-style-type: none"> 1. Ellström, D. (2015). Supplier integration in the assortment management of builders' merchants. <i>International Journal of Retail & Distribution Management</i>, 43(7), 634-651. 2. Grant, D. B., & Philipp, B. (2014). A planned study of the impact of B2C logistics service quality on shopper satisfaction and loyalty. <i>Sinergie Italian Journal of Management</i>, 45-63. 3. Sivathaasan, N., Chanaka, U., & Achchuthan, S. (2014). Dimensions of Supermarket Service Quality: A Sri Lankan Perspective. <i>Sivathaasan, N, S., Ushantha, R, A, C., & Achchuthan, S.(2014). Dimensions of supermarket service quality: A Sri Lankan perspective. Asian Journal of Empirical Research</i>, 4(7), 381-396. 4. Cho, Y. K. (2015). The relationship between resources and market coverage in small local internet retailing. <i>International Journal of Retail & Distribution Management</i>, 43(7), 597-616. 	
<p>Capatina, A., Bouzaabia, R (2011). „ANALYSIS OF ORGANIZATIONAL CULTURAL PROFILE GAPS USING A CULTURAL INTELLIGENCE WEB-BASED TOOL”, Review of International Comparative Management, Vol. 12 No. 1, 143 – 151</p> <p>citat in:</p> <ol style="list-style-type: none"> 1. Nistor, R., Nistor, C., & Muntean, M. C. (2012). Communication, Attraction and Fidelity in Tennis Using the Internet. <i>Ovidius University Annals, Series Economic Sciences</i>, 12(2). 	2
<p>Capatina, A., & Vanderlinden, B. (2012). MODELLING THE DIMENSIONS OF A COMPETITIVE INTELLIGENCE-BASED CORPORATE CULTURE USING THE DIGITAL MEMORY BRAIN 7. <i>Revista de Management Comparat International</i>, 13(3), 366.</p> <p>Citat in:</p> <ol style="list-style-type: none"> 1. Nenzhelele, T. E. A CONCEPTUAL COMPETITIVE INTELLIGENCE QUALITY ASSURANCE MODEL. <i>JOURNAL OF GOVERNANCE AND REGULATION</i>, 685. 2. Nenzhelele, T. E. COMPETITIVE INTELLIGENCE TOOLS USED BY SMALL AND MEDIUM-SIZED ENTERPRISES. <i>JOURNAL OF GOVERNANCE AND REGULATION</i>, 191. 	2X2=4
<p>Capatina, A., Micu, A., Lukacs, E., Micu, A. E., Cristache, N., & Susanu, I. (2011). OPPORTUNITIES FOR A ROMANIAN COMPANY'S BUSINESS DEVELOPMENT IN COUNTRIES WITH CULTURAL INTELLIGENCE COMPATIBILITY. <i>African Journal of Business Management</i>, 5(30), 11946-11954.</p> <p>citat in:</p> <ol style="list-style-type: none"> 1. Sudhakar, G. P. (2013). A review of critical success factors for offshore software development projects. <i>Organizacija</i>, 46(6), 282-296. 	2
<p>Micu, A., Micu, A. E., & Capatina, A. (2009, March). INNOVATIVE ANALYSIS OF A CRM DATABASE USING ONLINE ANALYTICAL PROCESSING (OLAP) TECHNIQUE IN VALUE CHAIN MANAGEMENT APPROACH. In N. E. Mastorakis, A. Croitoru, V. E. Balas, E. Son, & V. Mladenov (Eds.), <i>WSEAS International Conference. Proceedings. Recent Advances in Computer Engineering</i> (No. 10). WSEAS.</p> <p>citat in :</p> <ol style="list-style-type: none"> 1. Wang, J., Kourik, J. L., & Maher, P. E. (2011). Identifying Characteristics and Roles of OLAP in Business Decision Support Systems. <i>Journal of Business and Educational Leadership</i>, 3(1), 90-99. 	2
<p>Capatina, A., Olaru, A., & Balan, C. B. (2012, April). THE IMPACT OF THE “BRAINWARE” INTELLIGENCE ON THE INTELLECTUAL CAPITAL OF THE ROMANIAN IT COMPANIES. In <i>Proceedings of the 4th European Conference on on Intellectual Capital</i> (p. 127). Academic Conferences Limited.</p> <p>citat in:</p> <p>Amin, S., Aslam, S., Makki, M. A. M., & Abdul, M. (2014). Intellectual Capital and Financial Performance of Pharmaceutical Firms in Pakistan. <i>Pakistan Journal of Social Sciences (PJSS)</i>, 34(2), 433-450.</p>	2
<p>Nistor, R., Capatina, A., Nistor, C., & Cristea, D. (2011). PERFORMANCE ASSESSMENT OF A BUSINESS INTELLIGENCE SYSTEM ACQUISITION USING BALANCED SCORECARD SOFTWARE. In <i>5th WSEAS International Conference on Business Administration (ICBA'11)</i>.</p> <p>Citat in:</p> <ol style="list-style-type: none"> 1. Zainon, S., Atan, R., Adzrin, R., Ahmad, R., & Wah, Y. B. (2012). Associations between organizational specific attributes and the extent of disclosure in charity annual returns. <i>International Journal of Mathematical Models and Methods in Applied Sciences</i>, 3(6), 482-489. 2. Zainon, S., Atan, R., Abu Bakar, Z., & Yeow, R. T. (2013). Disclosure practices of funded and non-funded religious non-profit organizations: A comparison. <i>International Journal of Mathematical Models and Methods in Applied Sciences</i>, 7(5), 559-567. 	2x2=4
<p>Samtani, M., & Capatina, A. (2012). ACHIEVING THE NEXT LEVEL OF GROWTH THROUGH COMPETITIVE INTELLIGENCE PRACTICES: AN EXPLORATORY STUDY OF ROMANIAN OFFSHORE TECHNOLOGY SERVICE PROVIDERS. <i>Annals of the University Dunarea de Jos of Galati: Fascicle: I, Economics & Applied Informatics</i>, 18(3).</p>	2

<p>Citat in:</p> <ol style="list-style-type: none"> 1. Cabral Netto, O. V., & Laurindo, F. J. B. (2015). Competitive intelligence: a scientometric analysis of the literature. <i>Production</i>, 25(4), 764-778. 	
<p>Matei, D., Cristea, D., & Capatina, A. (2012, July). RISK MANAGEMENT IN THE AGE OF TURBULENCE: FAILURES AND CHALLENGES. In International Conference "Risk in Contemporary Economy" ISSN (Vol. 2067, p. 0532).</p> <p>Citat in:</p> <ol style="list-style-type: none"> 1. Fadun, O. S. (2013). Risk management and risk management failure: lessons for business enterprises. <i>International Journal of Academic Research in Business and Social Sciences</i>, 3(2), 225. 	2
<p>Capatina, A., & Cristea, D. (2011, September). COMPARATIVE ANALYSIS OF TWO SOFTWARE COMPANIES' PERFORMANCES USING BALANCED SCORECARD AS A COMPETITIVE INTELLIGENCE TOOL. In European Conference on Innovation and Entrepreneurship (p. 21). Academic Conferences International Limited.</p> <p>Citat in:</p> <ol style="list-style-type: none"> 1. Moga, L. M. (2012). Information System Solution for the Management of Romanian Small and Medium Sized Farms. <i>Quality-Access to Success</i>, 13(129). 	2
<p>Micu, A., Micu, A. E., Capatina, A., Susanu, I. O., & Cristache, N. (2010). INNOVATIVE TECHNIQUES FOR MODELLING THE CUSTOMERS'LIFETIME VALUE. <i>Annals of the University Dunarea de Jos of Galati: Fascicle XII, Welding Equipment & Technology</i>, 21.</p> <p>Citat in:</p> <ol style="list-style-type: none"> 1. Al-nsour, S., Alyalat, H., & Alhawari, S. (2014). Integration between Cloud Computing Benefits and Customer Relationship Management (CRM) Processes to Improve Organization's Performance. <i>International Journal of Cloud Applications and Computing</i>, 4(2), 73-86. 	2
<p>Cristea, D. S., & Capatina, A. (2010). KNOWLEDGE ECONOMY AND THE NECESSITY OF KNOWLEDGE MANAGEMENT. <i>Economics and Applied Informatics</i>, (1), 181-188.</p> <p>Citat in :</p> <ol style="list-style-type: none"> 1. Saiz Álvarez, J. M. (2012). Ethics, Intellectual Capital & Knowledge Management. <i>Revista EAN</i>, (73), 44-59. 	2
<p>Micu, A. E., Micu, A., Capatina, A., Nistor, C., Cristache, N., & Susanu, I. (2009). THE ONLINE MARKETING APPROACH IN THE COMMUNICATION STRATEGY OF THE HIGHER EDUCATION INSTITUTIONS. <i>The Annals of Dunarea de Jos University of Galati</i>, 15(2), 1015-1024.</p> <p>Citat in:</p> <ol style="list-style-type: none"> 1. Schin, G. (2015). COMPARATIVE ANALYSIS OF ONLINE STRATEGIES IMPLEMENTED BY FOUR UNIVERSITIES FROM ROMANIA. <i>European Scientific Journal</i>, 11(7). 	2
<p>Micu A., Aivaz, K., & Capatina, A. (2013). Implications of logistic service quality on the satisfaction level and retention rate of an e-commerce retailer's customers.</p> <p>Citat in :</p> <p>Ocicka, B., & Raźniewska, M. (2016). In Search of Excellence in E-Customer Logistics Service. <i>International Journal of Management and Economics</i>, 49(1), 135-155.</p>	2
A3.1.2 CITĂRI IN CARTI	
<p>Cristea, D. S., Capatina A. (2009). PERSPECTIVES ON KNOWLEDGE MANAGEMENT MODELS, The Annals of "Dunarea de Jos" University of Galati Fascicle I – 2009. <i>Economics and Applied Informatics</i> citata in cartea:</p> <ol style="list-style-type: none"> 1. Bwalya, K. J., Mnjama, N. M., & Sebina, P. M. I. M. (Eds.). (2014). <i>Concepts and Advances in Information Knowledge Management: Studies from developing and emerging economies</i>. Chandos Publishing. 	4
<p>Capatina, A., Olaru, A., & Balan, C. B. (2012, April). The impact of the "Brainware" intelligence on the intellectual capital of the Romanian IT companies. In <i>Proceedings of the 4th European Conference on Intellectual Capital</i> (p. 127). Academic Conferences Limited.</p> <p>Citat in capitolul de carte:</p> <ol style="list-style-type: none"> 1. Postelnicu, A. P. C., & Dabija, A. P. D. C. (2015). Transfer and Diffusion of New Technologies Within the Supply Chain of Multinational Companies with Operations in Romania—A Contemporary Approach. In <i>Geopolitics, Development, and National Security</i> (pp. 53-66). Springer International Publishing. 	4
TOTAL	53,5

A3.3. MEMBRU ÎN COLECTIVELE DE REDACȚIE SAU COMITETELE ȘTIINȚIFICE ALE REVISTELOR ȘI MANIFESTĂRILOR ȘTIINȚIFICE / RECENZOR

A3.3.1. MEMBRU IN COLECTIVELE DE REDACTIE SAU COMITETE STIINTIFICE AL REVISTELOR SI MANIFESTARILOR STIINTIFICE, ORGANIZATOR DE MANIFESTARI STIINTIFICE / RECENZOR PENTRU REVISTE SI MANIFESTARI STIINTIFICE NATIONALE SI INTERNATIONALE INDEXATE ISI	
1. Membru în International Program Committee, pentru 14th IBIMA Conference (International Business Information Management Association), <i>Istanbul, Turkey, June 2010 (cotată ISI)</i> http://www.ibima.org/TR2010/committee.html	4
2. Membru in Comitetul de organizare al 9th International Conference Internet in the Information Society, 25-26 September 2014, Academy of Business in Dabrowa Gornicza, Poland – volum indexat ISI	4
3. Recenzor articol: Collaborative tools: computer science students' skills vs. Software industry needs in jurnalul ISI Journal of Software : Evolution and Process http://onlinelibrary.wiley.com/journal/10.1002/%28ISSN%292047-748 1 Impact Factor: 1,32	4
4. Recenzor articol: "Design of automated negotiation mechanisms for decentralized heterogeneous machine scheduling" (Corresponding Author: Mr. Fabian Lang) in jurnalul ISI: European Journal of Operational Research http://www.journals.elsevier.com/european-journal-of-operational-research/ Impact Factor 1,843	4
5. Recenzor articol „How innovative culture mediates the relationship between knowledge absorptive capacity and technical and non-technical innovation”, pentru jurnalul ISI Journal of Business Research, Factor impact: 1,480	4
6. Recenzor articol: "Application of Soft Systems Methodology in Laboratory Hazardous Wastes Management" in jurnalul ISI: Systemic Practice and Action Research http://www.springer.com/business+%26+management/journal/11213 Impact Factor 0,507	4
7. Recenzor articol A Model of Biomimetic Process Assets to Simulate their Impact on Strategic Goals, in jurnalul Information Systems Frontiers, Impact Factor 1.450 http://www.springer.com/business+%26+management/business+information+systems/journal/10796	4
TOTAL	28

A3.4 EXPERIENTA DE MANAGEMENT, ANALIZA SI EVALUARE IN CERCETARE SI/SAU INVATAMANT	
1. Evaluare dosare de proiecte de cercetare postdoctorale in cadrul programului „Eugen Ionescu”, coordonat de AUF (Agence Universitaire de la Francophonie), in anii 2010 si 2011	2
TOTAL	2

A3.5 PROFESOR ASOCIAT/VISITING/CADRU DIDACTIC UNIVERSITAR LA O UNIVERSITATE DIN STRĂINĂȚATE, PENTRU O PERIOADĂ DE MINIM 2 SĂPTĂMĂNI SAU EFECTUAREA UNUI STAGIU POSTDOCTORAL CU O DURATĂ DE CEL PUȚIN O LUNA LA O UNIVERSITATE DIN STRĂINĂȚATE	
1. Stagiul de cercetare postdoctorala la ICHEC Brussels Management School, perioada 1 Aprilie 2012 – 30 iunie 2012, in cadrul proiectului „Performanță și excelență în cercetarea postdoctorală în domeniul științelor economice din România” – contract POSDRU/1.5/S/59184	2
TOTAL	2

CRITERII OPTIONALE – 24 PUNCTE

A3.6 PREMII	
1. Highly Commended Paper Winner 2013 – acordat pentru articolul Bouzaabia, R., Bouzaabia, O., & Capatina, A. (2013). RETAIL LOGISTICS SERVICE QUALITY: A CROSS-CULTURAL SURVEY ON CUSTOMER PERCEPTIONS. INTERNATIONAL JOURNAL OF RETAIL & DISTRIBUTION MANAGEMENT, 41(8), 627-647 DE EMERALD LITERATI NETWORK	3

	http://www.emeraldgrouppublishing.com/authors/literati/awards.htm	
1.	Premiul Profesor Bologna 2014, acordat de ANOSR http://www.profitari.ro/comunitate/profesori-bologna.html#galati	2
2.	Premiul II pentru LITERATURA ECONOMICA DE SPECIALITATE ECONOMICA pentru cartea „ENTREPRISES ROUMAINES EN TRANSITION: ÉTUDES DE CULTURES ORGANISATIONNELLES”, Edition HARMATTAN, PARIS, 2005, acordat de de Asociatia Facultatilor de Economie din Romania (AFER) –Timisoara, 15.12.2006	2
3.	Distinctia DEBUT PROFESORAL acordata de Asociatia Facultatilor de Economie din Romania (AFER) – Cluj Napoca, 18.04.2008	2
TOTAL		9

A3.7 MEMBRU IN ACADEMII, ORGANIZATII, ASOCIATII PROFESIONALE DE PRESTIGIU, NATIONALE SI INTERNATIONALE, APARTENENȚĂ LA ORGANIZATII DIN DOMENIUL EDUCATIEI SI CERCETARII - 3.7.4.1 MEMBRU IN ASOCIATII PROFESIONALE INTERNATIONALE		
1.	CEDIMES – www.cedimes.org	3
2.	GIKA - http://www.gika-academy.com/legates/	3
3.	IABE – www.iabe.org	3
4.	SCIP, www.scip.org	3
5.	SAMRO, www.samro.ro	3
TOTAL		15

Nr. Crt.	Domeniu de activitate	PUNCTAJ REALIZAT	PUNCTAJ MINIM PROFESOR
1.	Activitatea didactică / profesională (A1)	29,32	Minim 15
2.	Activitatea de cercetare (A2)	222,2	Minim 70
3.	Recunoașterea impactului activității (A3)	109,5	Minim 15
TOTAL		361,02	Minim 100