



<b>Personal information</b>	<b>MARIANA IATAGAN</b>
Nume / Prenume	Fabricii street, no.46G, Bucharest, Romania
First name(s) / Surname(s)	<a href="mailto:iatagan.mariana@yahoo.com">iatagan.mariana@yahoo.com</a>
E-mail	Romanian
Nationality	29.03.1974
Date of birth	Female
Gender	
<b>Work experience</b>	
<b>Dates</b>	<b>2007- present</b>
Occupation or position held	Lecturer Phd
Name and address of employer	Spiru Haret University, 46G Fabricii Street, Bucharest
Type of business or sector	Education
Main activities and responsibilities	Teaching and seminar courses on: Microeconomics, Macroeconomics, Economics Research Methodology, Research Methodology in Management, Marketing Programs at the Faculty Marketing and International Business, Financial Management - Accounting & Finance Banking, Finance and Banking, courses developed and under different masters, manuals and books publishing applications, preparation of summaries for students at school ID form are available on the university website <a href="http://www.spiruharet.ro/Biblioteca_Virtuala">http://www.spiruharet.ro/Biblioteca_Virtuala</a> , conducting courses in electronic format that were presented on the TV channel "Romania of Tomorrow" - Coordination, with other teachers, of practical work of students from the Faculty of Marketing and International Business at fairs organized by ROMEXPO SA, mentoring undergraduate students in achieving works and those of their first year as a tutor, coordinating reports for student scientific sessions, participation in evaluation committees disertation work, work sessions license degree in the Faculty of Marketing and International Business, participation and professional publishing articles in national and international scientific sessions. In 2010 I became a member of the faculty.
<b>Dates</b>	<b>2005- 2007</b>
Occupation or position held	University Lecturer, Post-graduate
Name and address of employer	Ecological University, Bucharest , 1G Vasile Milea Bd., Bucharest
Type of business or sector	Education
Main activities and responsibilities	Teaching specific activities (courses and seminars) and coaching the students within the disciplines: Ensuring the financial credits and investments, Economical-financial analysis
<b>Dates</b>	<b>1997- 2007</b>
Occupation or position held	Teacher, second degree
Name and address of employer	„Nicolae Kretzulescu” Commercial Higher School , 17, Hristo Botev Bd, Bucharest
Type of business or sector	Education
Main activities and responsibilities	Teaching specific activities and coaching, within the disciplines: Economy, Applied Economy, Entreprenorial Education Responsible of the Com Ensuring and Evaluation”
Education and training	
<b>Dates</b>	<b>2005 - 2011</b>
Title of qualification awarded	Ph.D. in Economics - <i>Management</i>
Principal subjects/occupational skills	Economics - <i>Management</i> Thesis Title: „Strategies of Financing the Romanian University Education in the European Context”
Name and type of organisation providing education and training	Academy of Economic Studies, Bucharest
Classification level of education/training	Doctoral studies, ISCED LEVEL 6
<b>Dates</b>	<b>1992-1997</b>
Title of qualification awarded	State Diploma – Faculty of General Economy
Principal subjects/occupational skills	Microeconomics, Macroeconomics
Name and type of organisation providing education and training	Academy of Economic Studies, Bucharest
Classification level of education/training	ISCED LEVEL 5
<b>Dates</b>	<b>2012</b>
Title of qualification awarded	Competence Assessor Training Course
Principal subjects/occupational skills	Graduation certificate, august 2012 accredited by CNFPA, MECTS Planning and organizing the assessment, recording and reporting assessment results, making its assessment, development instrument of measuring, analyzing information and decision on jurisdiction, internal verification process evaluation, external verification process evaluation
Name and type of organisation	Human Resources Development Institute, Bucharest

providing education and training Classification level of education/training <b>Dates</b>	Continuous training <b>2011</b>
Title of qualification awarded	Course of Trainers
Principal subjects/occupational skills	Graduation Certificate, accredited by CNFPA, MECTS
Name and type of organisation providing education and training Classification level of education/training <b>Dates</b>	Vocational training, carrying out training, trainees evaluation, application specific methods and techniques of training, marketing training, design training programs, organizing training programs and internships, evaluation, review and quality assurance programs and internships training. Human Resources Development Institute, Bucharest Continuous training <b>2010</b>
Title of qualification awarded	Training of Trainers
Principal subjects/occupational skills	Certificate Lifelong education
Name and type of organisation providing education and training Classification level of education/training <b>Dates</b>	Transparency International Romania, the Permanent Technical Secretariate of the Regional Pact for Employment and Social Inclusion - Bucharest-Ilfov Training courses <b>2010</b>
Title of qualification awarded	Financial management of projects
Principal subjects/occupational skills	Certificate Lifelong education
Name and type of organisation providing education and training Classification level of education/training <b>Dates</b>	Transparency International Romania, the Permanent Technical Secretariat of the Regional Pact for Employment and Social Inclusion Bucharest-Ilfov Training courses <b>2010</b>
Title of qualification awarded	Procurement in Romania harmonized with EU directives
Principal subjects/occupational skills	Certificate Lifelong education
Name and type of organisation providing education and training Classification level of education /training <b>Dates</b>	Transparency International Romania, the Permanent Technical Secretariat of the Regional Pact for Employment and Social Inclusion, Bucharest-Ilfov Training courses <b>2009</b>
Title of qualification awarded	Drawing up and writing the projects with European financing
Principal subjects/occupational skills	Certificate Lifelong education
Name and type of organisation providing education and training Classification level of education/training <b>Dates</b>	Transparency International Romania, the Permanent Technical Secretariat of the Regional Pact for Employment and Social Inclusion Bucharest-Ilfov Training courses <b>2009</b>
Title of qualification awarded	Training for authors of scientific works, meant to young researchers in the fields of Economic Sciences, within the project "Ph Degree in Excellence Schools – assessment of research quality and increasing transparency by scientific publication", Certificate
Principal subjects/occupational skills	Being dedicated to young researchers in the field of economics in the project "PhD in Excellence Schools - assessing research quality and increase the visibility of the scientific publication"
Name and type of organisation providing education and training Classification level of education/training <b>Dates</b>	Academy of Economic Studies Bucharest Course <b>2008</b>
Title of qualification awarded	Training in the field of Project Management, organized within the research project called "Perception on social relevance of project management. Comparative study between the maturity level of the project management in the Romanian university education and of the European one", financed by CNCSIS programme
Name and type of organisation providing education and training Classification level of education/training <b>Dates</b>	SNSPA (National School of Political and Administrative Studies) Bucharest Course <b>2005</b>
Title of qualification awarded	Participation in the courses of the Summer School on „ Economics for Leaders”, organized by the Foundation for Teaching Economics

Name and type of organisation providing education and training

Junior Achievement

Classification level of education/training  
Personal skills and competences

Course

Foreign languages

	Understanding <sup>1</sup>		Speaking		Writing
	Listening	Reading	Conversation	Speech	
French	C2	C1	B2	B2	B2
English	B1	B2	A2	A2	B1

Social skills and competences

Team spirit, increased adaptation capability, seriousness, availability to involve in social-cultural events, gained in the 14 years of teaching expertise and as a consequence of participation in different research projects. High communication capabilities, owed to teaching university courses, to the presentation of the results of research activity in national and international conferences – and also to the students' coaching

Organisational skills and competences

Leadership abilities, synthesis and analysis capability, decision-making capabilities, flexibility, self-motivation, coordination skills, planner ability, team-building capability, opening to the project management, a developed sense of responsibility, rapid reaction in crisis situations, mediating capacity.

Computer skills and competences

programs used: Word, PowerPoint, Excel, Using Exam View Pro and Blackboard (software specialized university education - building databases and online testing and online assessment of students, Spiru Haret University)

Driving licence

2002 B Category

National and international scientific projects research

- "European Quality in Higher Education", ESF, POSDRU/86/1.2/S/62249 2010 to 2013; Position in the project: Expert term;
- Research contract no. 3/16.12.2010, market impact study results in transport of goods on the economic efficiency of SC MIRALEX TRANS SRL, for a period of 12 months (business) - member of the research team
- coordinating teacher internships organized POSDRU/90/2.1/S/64176 Project, Students practitioners - students active and integrated, implemented "Spiru Haret" University in 2010-2013;
- Market products agro-market studio made under contract no. 544/05.09.2008 between "Spiru Haret" - Bucharest, Faculty of Marketing and International Business and SC Romexpo S.A.;
- Market exhibition events in Romania - Euroregion Danube "South" (Association of South Danube, composed of local councils of municipalities Alexandria, Turnu Magurele, Roşiorii de Vede and Zimnicea – Teleorman county) market study conducted under contract no. 402/16.06.2010, between "Spiru Haret" - Bucharest, Faculty of Marketing and International Business and SC Romexpo S.A.

Articles in ISI Proceedings recognized

- [1] IATAGAN Mariana (co-author) - The Main Drivers of Financial Innovations: Evidence from the Global Crisis *Proceedings of the 7th European Conference on Innovation and Entrepreneurship* Escola Superior de Gestão e Tecnologia Instituto Politécnico de Santarém Portugal, 2012
- [2] IATAGAN Mariana, Cristina Dinu, Ana Maria Stoica - „Continuous Training of Human Resources – a Solution to Crisis Going Out”, Second World Conference on Educational Sciences (WCES 2010), Turkey Istanbul, February 4-8, Published by Elsevier Ltd. in *Procedia - Social and Behavioral Sciences*, 2(2), ScienceDirect, Scopus, ISI Thomson Proceeding Citation Index, pp. 5139-5146, 2010, ISSN 1877-0428.
- [3] IATAGAN Mariana, *Challenges and Trends of the Romanian Tertiary Education Internationalisation Conference Proceedings 2*, Nicolae Balcescu Land Forces Academy Publishing House, ISSN1843-6722 The 18th International Conference The Knowledge-Based Organisation, Approaches to the Knowledge-Based Organisation 2012, pp 430-435 (ISI Proceeding)
- [4] IATAGAN Mariana, *Efficiency Analysis of the financial Activity of Higher Education Institutions, Internationalisation Conference Proceedings 2*, Nicolae Balcescu Land Forces Academy Publishing House, ISSN1843-6722 The 17th International Conference The Knowledge-Based Organisation, Approaches to the Knowledge-Based Organisation 2011, pp 168-174 (ISI Proceeding)
- [5] IATAGAN Mariana, Ion Ioniță – „Consequences of the Investment in Education as Regards Human Capital”, 5 Balkan Region Conference on Engineering and Business Education & 2<sup>nd</sup> International Conference on Engineering and Business Education, Publishing House of "Lucian Blaga" University of Sibiu, 2009, ISI Thomson Proceeding, pp.35-39, ISBN 978-973-739-848-2, ISSN 1843-6730.
- [6] IATAGAN Mariana, Raluca Zorzolii - "Diagnostic Analysis of Training in the European Area", 5 Balkan Region Conference on Engineering and Business Education & 2<sup>nd</sup> International Conference on Engineering and Business Education, Publishing House of "Lucian Blaga" University of Sibiu, 2009, ISI Thomson Proceeding, pp.666-671, ISBN 978-973-739-848-2, ISSN 1843-6730.

Articles in publications recognized BDI

- [7] IATAGAN Mariana, Natalia Manea - „Dyagnostic Analysis of Educational Services Market in Romania”, publicat în *Journal of International Scientific Publication: Economy & Business*, volume 4, part 2 Economy & Business, Bulgaria, CNCSIS category: A, pp. 279-287, 2010, ISSN: 1313-2555.
- [8] IATAGAN Mariana - „The Social and Private benefits of Education”, publicat în Polytechnic International Press, vol.III, Montreal, Quebec, A (reviste străine necotate ISI), pp. 382-385, 2009, ISSN978-2-553-01433-8
- [9] IATAGAN Mariana, *Romanian Higher Education Financing Strategy To 2020* Proceedings of the International Conference Investments and Economic Recovery, Volume, 10, issue 1, p. 56-62, 2011, CNCSIS B+, indexată IDEAS/RePEc
- [10] IATAGAN Mariana, Ion Ioniță - „Romanian Higher Education Financing in a European Context”, Yearly Catalogue of Economic

Sciences Faculty of Oradea, Tom XVIII– Volumul IV – MANAGEMENT AND MARKETING, CNCSIS category: B+, pp.294-299, 2009, ISSN 1582-5450.

[11] IATAGAN Mariana - „L'impacte de l'education sur la croissance economique”, Yearly Catalogue of „Valahia” University, Targoviste, n. 24, Economic Sciences Section, pp. 225-232, 2009, CNCSIS category: B+, ISSN 1453-82-02.

[12] IATAGAN Mariana, Ion Ioniță – „Investments in Education – an Imperative Objective for Europe”, „Economia” Magazine, Management series, vol. 12, Nr. 2 special 2009, ISSN 1454-0320, CNCSIS category: B+, and indexed in international databases ULRICH'S, SCIRUS, ECONPAPERS, IDEAS, SOCIONET, SCIENTIFIC COMMONS, DOAJ, pp. 109-116, 2009, ISSN 1454-0320.

[13] Dinu Cristina, IATAGAN Mariana, Natalia Manea - „Mobile Marketing – Trends on the Romanian's Advertising Market”, CNCSIS category: B+, and classified in the international databases REPEC and DOAJ, pp. 973-978, 2010, ISSN 582-9383.

[14] Zorzoliu Raluca, IATAGAN Mariana – „Rural Tourism – an Important Income Source for Rural Villages and Towns”, Tourism Magazine, number 7, pp. 99-103, 2009, CNCSIS category: B+, Printed edition and online edition, indexed in international databases RePeC Cod CNCSIS: 447 ISSN 1844 – 299.

#### Books and book chapters:

[1] IATAGAN Mariana – “Funding Strategy of Romanian Higher Education in the European Context”, University Publishing House, 2012, Bucharest,

[2] IATAGAN Mariana – „Macroeconomics course developed RF ID technology”, FRM Publishing, 2012

[3] Mecu, C., Pașnicu, D. (coordinators), Mariana Iatagan – “Economics”, Publisher of FRM, Bucharest

[4] IATAGAN Mariana graduate course management organizational image, published on e-Learning Blackboard platform, 2012  
graduate course management organizational image, published on e-Learning platform Blackboard, 2012

[5] course for Customer Relationship Management, published on e-learning platform Blackboard, 2011

[6] IATAGAN Mariana, Chapter book *Strategies for Ongoing Professional Training of Human Resources in a Globalized Economy*, in Human Capital and Resources: Developments, Management and Strategies, Editors: Michael F. Rizzo and Andrea Gallo Economic Issues, Problems and Perspectives, Novapublishers Publishing House, USA

[7] Mecu, C., Bama, C., Uta, C., Iatagan Mariana, Zorzoliu Raluca, Pasnicu, D., *Micro and Macroeconomics*, e-Learning Blackboard, 2010

[8] IATAGAN Mariana, Floriana Pană - „Practical Applications for Matriculation, Olympics and University Admission Exam”, Didactic and Pedagogic Publishing House, Bucharest, 2004, 2009, ISBN 973-30-2922-X.

[9] IATAGAN Mariana, Floriana Pana - „Economics, Practical Applications for Matriculation and Admission in University Education”, Didactic and Pedagogic Publishing House, Bucharest, 2007, ISBN 978-973-30-1942.

[10] IATAGAN Mariana, Elena Balan, Delia Olaru, Angela Tesileanu – Textbook for Higher School, 12th form, Applied Economy, Humanitas Educational Publishing House, Bucharest, 2007, ISBN 978-973-689-127-4.

#### National Publications ISBN:

[1] Ion Ionita, Liliana Moga, IATAGAN Mariana - “L'introduction de l'approche fondee sur la valeur dans les methodologies de developpement des systemes informatiques pour management”, “International Seminar on European Areas”, Targoviste, published in Yearly Catalogue of „Valahia” University, Targoviste, 2008, CNCSIS category: B, index COPERNICUS, ISSN 1453-8202.

[2] IATAGAN Mariana, Delia Olaru - „Education Services Quality Management in the European Context”, Yearly Catalogue of „Spiru Haret” University, Economy Series, nr. 8, [Issue IV](#), pp. 171-181, 2008, CNCSIS category: B, ISSN 1582-8336.

[3] IATAGAN Mariana – „Investment in Education and Training – a Requirement for Europe”, Commerce Magazine, nr.1., Economic Tribune, p1, 2008, CNCSIS category: D

[4] IATAGAN Mariana - participation in the International Conference “Globalization and Higher Education in Economics and Business Administration”, „Alexandru Ioan Cuza University” of Iasi, Romania, Faculty of Economics and Business Administration , 22<sup>nd</sup> – 24<sup>th</sup> of October 2009, the entry “EFFICIENTLY FUNDING THE ROMANIAN HIGHER EDUCATION – FACTS AND PERSPECTIVE”, Tehnopress Publishing House, vol 1, pp 445-452, ISBN 978-973-702-711-5, a volume published by UEFISCSU financing

[5] IATAGAN Mariana, Raluca Zorzoliu - The 4th International Conference on Manufacturing Science and Education \_MSE 2009, 4-6 June, 2009, Sibiu, the article „Quality Management and Culture of Higher Education System”, published in Manufacturing Science and Education , Publishing House of „Lucian Blaga” University of Sibiu, pp. 91-95, ISSN 1483-2522.

[6] IATAGAN Mariana - „Human Resources – a Key Factor for Economic and Social Development”, 3rd International Symposium e\_CEL, Theme: Lifelong learning opportunities to sustain labor market, 2008, with a CD in support, ISBN 978-973-163-263-6.

[7] IATAGAN Mariana – „Impact of Implementation of Quality Management in Education Institutions for post-higher School and University, belonging to the Ministry of Administration and Interior” – MONITOR CULTURAL – EDUCATIV, PUBLICAȚIE SEMESTRIALĂ pp. 84-91, Nr. II / 2008, ISSN 1583 – 6126.

[8] IATAGAN Mariana – „Management of Education Quality in support of Economic Increasing and Development of a Knowledge-Based Society”, Symposium „Management, Managers and Organizations”, organized by the Academy of Economic Studies, 2007, with a CD, in support ISBN 978-973-594- 999-0.

[9] IATAGAN Mariana – „Ensuring the Education Quality – Requirement of a Competitive Education”, International Session of Scientific Communications „Strategies of Quality Ensuring and Evaluation in Education” – organized by Academy of Economic Studies, 2007, published in a volume, ISBN: 13 978-973-594- 944-0.

[10] IATAGAN Mariana, Stoica Ana Maria, Stability and Regional Security Conference, National Defence University “Carol I”, Section 11 Management and Education, April 2009, paper “Developing Quality Culture in Higher Education Institutions,” National Defense University Press “Carol I”, 2009, ISBN 978 -973-663-718-6 (general), ISBN 978-973-663-753-3.

[11] IATAGAN Mariana, Stoica Ana Maria, “Managing conflict situations”, International Conference Conflictuality Management Policies and Strategies, National Defense University “Carol I”, published in Volume II, National Defense University Press “Carol I”, 2008, ISSN 2065-1244.