

Field Name	Description
University	„Aurel Vlaicu” University, Arad
Faculty	Faculty of Economic Sciences
Department	Department of Economics
The position of function	19
Position	Associate Professor
Disciplines in the curriculum	<ol style="list-style-type: none"> <li>1. Economics</li> <li>2. Microeconomics</li> <li>3. Macroeconomics</li> <li>4. Technique of business negotiations</li> <li>5. Economic projects</li> </ol>
Scientific field	Economy
Description of vacant position	<p>Subject: <i>Economics</i>, conducted with students in the second semester of second year; undergraduate study program of Knitwear and clothing Technology, Faculty of Engineering – 2 conventional hours course /year</p> <p>Subject: <i>Microeconomics</i>, conducted with students in the first semester of first year; undergraduate study program of Accounting and Management Informatics, Faculty of Economics – 2 conventional hours course/year and three working band x 1 hour / week seminar, on average 1,5 conventional hour / year.</p> <p>Subject: <i>Macroeconomics</i>, conducted with students in the second semester of first year, undergraduate study program of Accounting and Management Informatics, Faculty of Economics - 2 conventional hours course and three working band x 1 hour / week seminar, on average 1.5 conventional hours / year.</p> <p>Subject: <i>Macroeconomics</i>, conducted with students in the second semester of first year, undergraduate study program of Marketing, Faculty of Economics - 2 conventional hours course/year and two working band x 1 hour / week seminar, on average 1 conventional hours / year.</p> <p>Subject: <i>Technique of business negotiations</i>, conducted with students in the second semester of third year, undergraduate study program of Business Administration, Faculty of Economics - 2 conventional hours course/year and one working band x 1 hour / week seminar, on average 0,5 conventional hours / year.</p> <p>Subject: <i>Economic Projects</i> conducted with students in the second semester of third year, undergraduate study program of Business Administration, Faculty of Economics - one working band x 2 hours / week seminar, on average 1 conventional hours / year.</p>

Tasks	<p><b>1.Teaching:</b></p> <p>a) Teaching activities;</p> <p>b) Seminars, tutorials, lab activities, mentoring projects;</p> <p>c) guidance on writing undergraduate papers;</p> <p>d) guidance on writing dissertation papers ;</p> <p>e) Other teaching, practice and research activities, which are included in the curriculum;</p> <p>f) Evaluation activities;</p> <p>g) tutoring, counseling, guidance of student scientific circles;</p> <p>h) scientific and methodological training activities and other activities in the interest of education;</p> <p>i) Participation in activities organized by the department, college and / or university;</p> <p>j) Participation in councils and committees in the interest of education.</p> <p><b>2.Research activities:</b></p> <p>a) Activities within the research center set internally;</p> <p>b) Implementation and monitoring of programs and projects;</p> <p>c) Participation in conferences, scientific sessions, disseminating research;</p> <p>d) Write and publish articles, treaties, monographs and books demanded by the intern plan</p>
Minimum wage according to position classification on engagement	1681 lei
Publication date in the Official Monitor	18.12.2013
The beginning and end of registration	18.12.2013-03.02.2014
Date, day of the week and time of lecture	19.02.2014 ora 12.00
The place where the lecture will be sustained	“Aurel Vlaicu” University of Arad, Faculty of Economics, Revolution Street 77, 2nd floor, room A21
Time of taking competition tests including lectures, courses, etc	19.02.2014
Date of communication of results	20.02.2014
Beginning and end of appeal period	21.02.2014-27.02.2014
Themes of competition tests	<p>Economic system and forms of organizing economic life; Economic agents in a market economy; Consumer theory and producer theory, Law of supply and demand; Competition; Cost of production; Economic efficiency; Revenue, Macroeconomic indicators, The achievements of macroeconomic indicators; Problems of market economy (unemployment and inflation) Economic growth and globalization of the world economy.</p> <p>The negotiation process: definition and management; Strategy, tactics and techniques of negotiation in business.</p> <p>The concept of project; Methodology of projects elaboration and development, Projects implementation, Funding sources for the projects.</p> <p><b>Bibliography</b></p> <p>1. <b>Angelescu C.</b> (coordonator), <i>Economie</i>, Ediția a șasea, Editura Economică, 2003;</p> <p>2. <b>Androniceanu A.</b> (coord.), <i>Managementul</i></p>

- proiectelor cu finanțare externă*, Editura Universitară, București, 2004
3. **Băbăiță Ilie (coordonator)**, *Macroeconomie*, Editura Mirton, Timișoara, 2003.
  4. **Burda M., Wyplosz Ch.**, *Macroeconomie (Perspectiva europeană)*, București, Editura ALL Beck, 2002
  5. **Cioarna Al.; Cilan T.; Csorba L.**, *Microeconomie*, Editura Universității „Aurel Vlaicu”, Arad, 2011;
  6. **Cioarna Al.; Cilan T.; Csorba L.**, *Macroeconomie*, Editura Universității „Aurel Vlaicu”, Arad, 2011
  7. **Curaj A., Apetroaie M., Scarlat C.** *Practica managementului proiectelor*, Editura Economică, București, 2003
  8. **Dobrotă N.**, *Economie politică*, Editura Economică, 1997;
  9. **Florescu D.** *Managementul proiectelor cu finanțare europeană*, Ed. CH BECK, București, 2012.
  10. **Gilpin R.**, *Economia mondială a secolului XXI. Provocarea capitalismului global*, Editura Polirom, București, 2004
  11. **Grigorescu A.**, *Practica managementului proiectelor*, Editura Uranus, București, 2008
  12. **Hardwick Ph., Langmead Jh., Khan B.**, *Introducere în economia politică modernă*, București, Editura Polirom, 2002;
  13. **Negucioiu A. (coordonator)**, *Economie politică*, Vol. I și II, Editura George Barițiu, Cluj – Napoca, 1998;
  14. **Samuelson P. A., Nordhaus W.**, *Economie politică*, Editura Teora, 2000;
  15. **Stiglitz, J.E., Walsh, C.E.**, *Economie*, Editura Economică, București, 2005
  16. **Heeper, A., Schmidt, M.**, *Tehnici de negociere. Pregătirea, strategiile folosite și încheierea cu succes a unei negocieri*, Ed. BIC ALL, București, 2007
  17. **Plăiaș I.**, *Negocierea afacerilor*, Ed. Risoprint, Cluj Napoca, 2007
  18. **Prutianu Ș.**- *Tratat de comunicare și negociere în afaceri*, Ed. Polirom, 2008.

The contest will be a public lecture in which the candidate presents the most significant professional results and the development plan of his academic career.

<p>A description of the competition procedure</p>	<p>The standards related to the associate professor function are minimum and mandatory requirements for enrollment in the contest for that function. The candidate shall meet the requirements of national minimum standards and the standards of the university.</p> <p>The contest for the post of associate professor consists in the analysis of file competition and a public lecture of minimum 45 minutes in which candidate will present the most significant professional results and academic career development plan. This sample contains necessarily a session of questions from the committee and the public</p> <p>The competition Committee evaluates the candidate in terms of the following:</p> <ul style="list-style-type: none"> <li>• Relevance and impact of the scientific results of the candidate;</li> <li>• Candidate's ability to guide students and young researchers;</li> <li>• The candidate's teaching skills for positions requiring teaching activities</li> <li>• The candidate's ability to transfer knowledge and results to the economic or social environment or to disseminate their scientific results;</li> <li>• The candidate's ability to work in a team and its scientific collaborations efficiency, depending on the specific candidate domain;</li> <li>• Candidate's ability to conduct research and development projects;</li> <li>• Professional experience of the candidate.</li> </ul>
<p>List of documents</p>	<ol style="list-style-type: none"> <li>1. <b>Contest application form</b>, signed by the candidate, including a sworn statement about the veracity of the information presented in the file,</li> <li>2. <b>University career development proposal</b> both in terms of teaching and scientific field; proposal written by the candidate and contains maximum 10 pages, one of the main criteria for selecting the candidates;</li> <li>3. <b>Curriculum vitae of the candidate in print and in electronic format on CD;</b></li> <li>4. <b>List of candidate' works</b> in print and in electronic format on CD;</li> <li>5. <b>Verifying form of university standards fulfillment</b>, whose standard is provided by their own competition methodology, displayed on the university website. Checklist is completed and signed by the candidate;</li> <li>6. <b>Documents related to the degree of doctor, a certified copy of the diploma of doctor</b> and if the original doctor's degree is not recognized in Romania, certificate of recognition or equivalence of that;</li> <li>7. <b>A summary of doctorate thesis both in Romanian and an international language;</b> maximum page each;</li> <li>8. <b>Candidate's declaration on his own responsibility</b>, indicating incompatibilities provided by Law no. 1/2011, which would be for winning the competition</li> </ol>

	<p>or lack of such incompatibility;</p> <p><b>9. Certified copies</b> of other certificates attesting the applicant's studies (<b>bachelor's degree and transcript</b>)</p> <p><b>10. Copy of identity card.</b> If the candidate does not have ID, a copy of passport or other identity document issued to serve the purpose of identity card equivalent;</p> <p><b>11.</b> If the candidate has changed his name, copies of the documents proving the name change, marriage certificate or proof of name change;</p> <p><b>12. Maximum 10 publications,</b> patents or other work of the candidate, in electronic format, selected by him and considered as the most relevant for his professional achievements.</p>
Address where to send the application file	Universitatea Aurel Vlaicu din Arad, Mun. Arad, Bdul. Revoluției nr. 77 cod 310130 jud. Arad
Committee	<p><b>Chair:</b> Associate Professor, Ph.D. Florin Lucian Isac, University "Aurel Vlaicu" of Arad, Faculty of Economics</p> <p><b>Members:</b></p> <ol style="list-style-type: none"> <li>1. Professor Ph.D. Bădulescu Alina, University of Oradea, Faculty of Economics;</li> <li>2. Professor Ph.D. Jivan Alexandru Coriolan Ion, West University of Timisoara, Faculty of Economics and Business Administration</li> <li>3. Associate Professor Ph.D. Măcriș Maria, University of Petroșani, Faculty of Science</li> <li>4. Associate Professor Ph.D. Cilan Teodor Florin, University "Aurel Vlaicu" of Arad, Faculty of Economics</li> </ol> <p><b>Alternates members :</b></p> <ol style="list-style-type: none"> <li>1 Associate Professor Ph.D. Părean Mihai Olimpiu, West University of Timisoara, Faculty of Economics and Business Administration ;</li> <li>2 Associate Professor Ph.D. Csorba Luiela Magdalena, University "Aurel Vlaicu" of Arad, Faculty of Economics</li> </ol>
Methodology	Own methodology published on University's web site