



Curriculum vitae



First name(s) / Surname(s) **Clipa, Anca Maria**
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Telephone(s) 0232201438 **Mobile:** 004 0744652485
E-mail(s) anca_clipa@yahoo.com, anca.clipa@feaa.uaic.ro
Nationality Romanian
Gender Female

Occupational field **Associate lecturer, postdoctoral researcher, trainer**

Work Experience

<p>Dates</p> <p>Occupation or position held</p> <p>Main activities and responsibilities</p> <p>Name and address of employer</p> <p>Type of business or sector</p>	<p>2020 Associate Professor 2010-present Associate Lecturer, PhD teaching also at the Faculty headquarters in the Republic of Moldova. Postdoctoral Research Alexandru Ioan Cuza University Iasi, ROMANIA Education</p>
<p>Dates</p> <p>Occupation or position held</p> <p>Main activities and responsibilities</p> <p>Name and address of employer</p> <p>Type of business or sector</p>	<p>2011 - present Trainer (Entrepreneurship) , Coach, Consultant Responsibilities connected to training, project management and companies development Chambers of Commerce in Romania, INDECO Association, Corona association, projects such as <i>Entrepreneurship Development and Business Networking (D.A.R.M.A.)</i> and many others projects of Chambers of Commerce and other Business Associations. I am currently involved in Three, Two, One START Project (until June 2020 in one project that gathers 47 new EU financed start-ups) http://www.vreauprofit.ro/?p=1271 Business associations, Education and training</p>
<p>Dates</p> <p>Name and address of employer</p> <p>Type of business or sector</p>	<p>May 2018-2019 Trainer, Coach, Consultant North East Start Up SC Relians Corp SRL Company Coordinating the organization of the entrepreneurial training courses delivery in Iași, Vaslui, Suceava. Monitors the quality of delivery of entrepreneurial courses, organize the selection of business plans, designing the tools for monitoring the beneficiaries internships.</p>

	Dates	2011-2013
	Occupation or position held	Trainer - entrepreneurial thinking, project management
	Main activities and responsibilities	Project management training – materials, consulting and training delivery
	Name and address of employer	Project "E.H.R. – Entrepreneurship for Human Resources" , National School for Political and Administrative Studies, Bucharest
	Type of business or sector	Education and training
	Dates	2005-2012
	Occupation or position held	Trainer and coach within Synergy Association projects, President of the Organization
	Main activities and responsibilities	Coordinating and being involved in more than 20 international projects, developing local partnerships, trainer and facilitator in fields such as: initiating and developing projects, leadership, STEAM (Scenice , Technology, Engineering, The Arts and Mathematics), human resource, project management, coaching: <ul style="list-style-type: none"> - Developing the working and learning materials - Involvement in creating the applications and final beneficiaries selection - Coordinating the trainers' team - Counseling and coaching in the training fields
	Name and address of employer	Junior Chamber Romania
	Type of business or sector	Training and coaching
	Dates	2008-2014
	Occupation or position held	Member, trainer, project manager
	Main activities and responsibilities	Project Manager BNE in 2008 2008-2011- initiating and developing projects in JCI Iasi and JCI Romania , Trainer within the projects: Entrepreneurship plus , JCI trainer – delivering within JCI trainings Developing the working and learning materials <ul style="list-style-type: none"> - Involvement in creating the applications and final beneficiaries selection - Coordinating the trainers team in projects Counseling and coaching in the training fields
	Name and address of employer	JCI Iasi , bulevardul Carol I,
	Type of business or sector	Chamber of Commerce
	Dates	2012 – 2015
	Occupation or position held	Trainer <i>Projob</i>
	Main activities and responsibilities	Women of the Future : www.femeipentruviitor.ro Responsibilities connected to training, project management and companies development
	Dates	2004-2007
	Occupation or position held	Economist, Consultant
	Main activities and responsibilities	A group of companies, employed in SC SORA MT SRL company <i>Main responsibilities: Strategic management, developing trade activities. Gaining competitive advantages by contracting competitive partners from Germany, UK and France</i>
		Co founder of 2 companies
Education and training		
	Dates	2005-2007(Phd School first level), 2016- 2018, Phd Thesis
	Title of qualification awarded	Ph.D.
	Principal subjects covered	Competences for economic and business research

Name and type of organization	Faculty of Economics and Business Administration, „A. I. Cuza” university, Iași
Dates	2004-2005, Master
Title of qualification awarded	Economist
Principal subjects covered	Project Management, International trade, Economic Environment
Name and type of organization	Faculty of Economics and Business Administration, „A. I. Cuza” university, Iași <i>Internship in TFL London, United Kingdom financed by European Leonardo da Vinci Program, project Developing competences in Euromanagement, (Contract no: RO/2004PL/93053/S) 13 weeks (20.03.05-18.06.05),</i>
Dates	2000-2004,
Title of qualification awarded	Economist
Name and type of organization	Faculty of Economics and Business Administration, „A. I. Cuza” University, Iași
Dates	2000-2006, second university degree
Title of qualification awarded	Lawyer
Name and type of organisation	Law Faculty, „A. I. Cuza”, University Iași

Published work:

Book: Clipa, Anca Maria (2019) Valoarea subiectivă și disponibilitatea pentru negocieri viitoare privind contractul individual de muncă, Editura TEHNOPRESS, Iasi, ISBN: 978-606-687-369-7

Articles:

Clipa, A.-M.; Clipa, C.-I.; Danileț, M.; Andrei, A.G. Enhancing Sustainable Employment Relationships: An Empirical Investigation of the Influence of Trust in Employer and Subjective Value in Employment Contract Negotiations. *Sustainability* **2019**, *11*, 4995. <https://www.mdpi.com/2071-1050/11/18/4995>

Clipa, Anca Maria (2018), Employment Contract Negotiations for Romanian IT Employees and Their Willingness for Future (Re)Negotiations, SEA - Practical Application of Science, issue 18, p. 307-312, http://seaopenresearch.eu/Journals/articles/SPAS_18_9.pdf

Clipa, Anca Maria; Clipa, Cătălin Ioan (2018). Employer Brand Scale Development. The Case of IT Companies in Romania, Management Intercultural, Volume XX, Issue 41, http://seaopenresearch.eu/Journals/articles/SPAS_18_9.pdf

Clipa, Anca Maria; Postolea, Sorina (2017). "Investigating What Romanian IT Recruiters and Employees Value When They Negotiate Employment Contract" SEA - Practical Application of Science, Fundația Română pentru Inteligența Afacerii, Editorial Department, issue 15, pages 321-329, December

Danileț, Magdalena; Mihai, Olesia; **Clipa, Anca Maria** (2017) "EU's Metaphorical Representation in the Moldovan Economic Press", CES Working Papers, Volumul 9, Issue 2, ISSN: 2067 –7693, revista BDI indexata in: CEEOL, DOAJ, EBSCO, Index Copernicus, ProQuest, RePEC, Ulrich`S Periodicals Directory, World Cat, ISSN: 2067 – 7693, <https://www.ceeol.com/search/article-detail?id=603752>

Clipa, Cătălin Ioan; Danileț, Magdalena; **Clipa, Anca Maria** (2017) "Country of Origin Effect and Perception of Romanian Consumers", JSR Junior Scientific Researcher Journal Vol.3, Issue 1, revista BDI indexata in: DOAJ, CEEOL, Repec (MPRA), Research Bible, I2OR, Directory of Science, Iseek, Academic Keys, Google Scholar, PBN, Scientific Indexing Service (SIS), ISSN Journal: 2,458-0341, http://www.jsrpublishing.com/userfiles/files/current_issue/21/Catalin_Clipa_Article.pdf

Clipa, Cătălin Ioan; **Clipa, Anca Maria** (2017). "The Convergence of Strategic Human Resource Management Practices: Republic of Moldova and European Union", EcoForum, Vol. 6, Issue 3 (13), <https://www.ceeol.com/search/article-detail?id=584377> revistă BDI indexată în: DOAJ, Repec

Prodan, Adriana; Clipa, Cătălin Ioan; **Clipa, Anca Maria** (2009) The transfer of Romanian human resources management practices in multinational companies, MIBES Transactions, Vol. 3 No. 1, pp. 96-102., http://mtol.teithessaly.gr/vol3_2009/prodan-c%20clipa-a%20clipa%5B1%5D.pdf

Clipa, Anca Maria; Stoian, Claudia; Danileț, Magdalena; Tugulea, Oana. (2017) Exploring Employer Brand For The IT Industry: A Qualitative Approach. lucrare prezentată la conferința internațională Entrepreneurship and Family Enterprise Research, publicată în volumul conferinței ISBN 978-84-16989-93-5

E1. **Clipa, Anca Maria**, Value Creation in Innovation Ecosystems, lucrare prezentată la Innoventure International Conference 2019, Iași, România