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|-----------|---------------------|--|
| 1985-1987 | Researcher          | The Institute of Research in Finance, The Romanian Ministry of Finance<br>Department of International Financial and Monetary Relations |
| 1982-1985 | Financial economist | Buftea, Movies Production –Centre, Romania   |

### CERTIFICATION

|      |   |
|------|---|
| 1995 | Professional certified accountant, CECAR, Romania                         |
| 2001 | Certified expert evaluator, National University Research Council, Romania |

### PROFESSIONAL DEVELOPMENT

|                        |  |
|------------------------|--|
| 2008, 4-5 February     | AASCB-International accreditation seminar, Frankfurt, Germany  |
| 2006                   | International Seminar,,Evaluation for the Capital Market”, ANEVAR  |
| 2006, March            | AASCB-International accreditation seminar, Tampa, US   |
| September 2005         | “Situational Leadership For Peak Performance”- ASEBUSS, Continuing education department-certificate  |
| 2005, May              | AASCB-International accreditation seminar, Paris, France   |
| 2004, August           | Colloquium on Participant – Centered Learning, Harvard Business School, Boston, USA  |
| 2003 March             | Training courses organized by Hyperion Ltd. Ireland “How to apply with success in Sixth Framework Programme (FP6)”, Bucharest, Romania.                |
| 2003, November 23-29   | NATO Advanced Training Course- Modernization of Science Management Approaches, Slovenia, (Also participant as speaker in a panel)                      |
| 2002 May- July         | Professional training stage at the Finance Department in the University of Geneva, Switzerland   |
| 2000 November-December | Professional training stage at the Finance Department in the University of Reading, UK   |
| 2000, April            | Course on “Intergovernmental Fiscal relations and Local Financial Management”, organized by Council of Europe, World Bank and USAID, Budapest, Hungary |
| 2000, September        | Romanian Executive course, SDA Bocconi School of Management, Milan Italy   |
| 1995                   | Professional research stage in corporate valuation - University of Fribourg Switzerland, grant awarded by La Commission Fédérale Suisse (20 000 CHF)   |

|           |  |
|-----------|--|
| 1994      | Program for Management development PMD 68 HARVARD BUSINESS SCHOOL, Boston, USA                 |
| 1991/1992 | Professional training stage in finance at the University of Social Science, Toulouse I, France |

### COURSES/TOPICS TAUGHT (UNDERGRADUATE and GRADUATE)

- Corporate finance (Romanian, English and French)
- Corporate valuation
- Prices and Tariffs
- Public Finance
- International Finance ( French and English)
- Comparative Financial Systems
- Financial Analysis for MBA
- Financial Risk Management for MBA

### Executive education teaching

|                         |  |
|-------------------------|--|
| 1996-Present            | EMBA- The Institute for Business and Public Administration,      |
| 2000-present            | Provide the scientific direction for the PhD students            |
| 2002-2006               | DAFI-MBA, Academy of Economic Studies, Financial analysis module |
| 2007/2008,<br>2008/2009 | Master Risk management and (MRACT), Academy of Economic Studies. |

### Continuing education

|                            |  |
|----------------------------|--|
| 28-29 October<br>2008      | Finance for nonprofessionals-Alcatel, Exec EDU   |
| 19 May 2008 -<br>Brussels  | “ <i>Budget Theory, Budgeting Instruments and Mechanisms for National Budgets. Getting to know the structure of budgets and the related terminology conference in Romanian</i> ” |
| 20 May 2008-<br>Luxembourg | Course for Romanian translators at the service of European Union departments   |
| April-July 2008            | Finance for professionals in finance- open, ExecEDU  |
| 17-19 May<br>2007          | Finance for sales forces – customized course, Ductil, Buzau, ExecEDU   |
| Nov 2007                   | Finance for Managers- open, ExecEDU  |
| Sept 2006                  | Finance for nonprofessionals,- Scandia Sibiu-<br>ExecEDU   |
| May, June                  | Alcatel-virtual course   |

|                            |   |
|----------------------------|---|
| 2006                       |   |
| 3 May-11 July 2006         | Finance for professionals in finance- open- ASEBUSS, Continuing Education Department  |
| 11 Oct-29 Nov. 2005        | Finance for Managers- open- ASEBUSS, Continuing Education Department  |
| 20 April – 13 July 2005    | Finance for professionals in finance- open- ASEBUSS, Continuing Education Department  |
| 31 Jan. – 5 February 2005  | Finance for Managers – customized for the ALCATEL company   |
| 5 Oct. 2004 – 11 Jan. 2005 | Finance for Managers- open- ASEBUSS, Continuing Education Department  |
| 21-24 May 2004             | Finance for non specialist in finance – customized for the ALCATEL company  |
| 16-22 Nov. 2004            | Finance for Managers – customized for the ALCATEL company   |
| 20.04-30.06 2004           | Financial Management- open- ASEBUSS, Continuing Education Department  |
| 09-12.02.2004              | Finance for non specialist in finance – customized for DUCTIL, Buzau company  |
| Oct.2003- Jan.2004         | Finance for Managers – open- ASEBUSS, Continuing Education Department   |
| 10-13 Febr.2003            | Finance for Managers – customized for the ALCATEL company   |
| 5-9 Nov. 2002              | Finance for non specialist in finance – customized for WORLD LEARNING company   |
| April-July 2002            | Financial Management- open- ASEBUSS, Continuing Education Department  |
| 1993- 2000                 | The training and consulting activity, mainly in corporate valuation, for executives and firms organized by”O.K Service”.          |
| 1997                       | Participation with teaching activities in financial training for the persons involved in the NPO’s management- “Socrates” Program |
| 1995                       | With “Intrados Group” the revision of the special handbook and the training activity in the first course for brokers in Romania   |
| 1990-1994                  | Participation with teaching activities in financial training for Financial Executives – financed by “Dragan” Foundation           |

#### Other Validating Experiences

|              |   |
|--------------|---|
| 2005-present | Dean Of the EMBA Program, Institute for Business Administration from Bucharest  |
| 2007-present | Member in CNATDCU ( National Council for the Attestation of the Titles, Diplomas and Certifications), commission 16-Finance and Accounting            |
| 2000-present | Member in the National University Research Council  |
| 2002-present | Representative in European Science Foundation- Standing Committee for Social Sciences for National University Research Council as Member Organization |

|                            |  |
|----------------------------|--|
| 2006-present               | Member in Core Group of SCSS from ESF  |
| 15 October 2008,           | Invited member in the ECRP International Independent Review Panel, ESF-COST Office, Brussels, Belgium  |
| Academic year 2007/2008,   | Preparation of the accreditation Report and Action Plan for AACSB accreditation - accepted in April 9, 2008  |
| September 2008             | Preparation of the ASEBUSS self evaluation Report for Romanian ARACIS accreditation  |
| 2008, 26-27 June           | Rapporteur on behalf of ESF for Exploratory workshop – “ <i>Youth Radicalization and the Role of Secular and Religious Ideologies in Legitimizing Politically Motivated Violence</i> ”<br>London Metropolitan University, UK.  |
| 2007<br>24-26 May          | Rapporteur on behalf of ESF for Exploratory workshop – “ <i>Gift given and Reciprocity in Modern Societies. New directions in Theoretical Reflection and Empirical Analysis</i> ”<br>Bremen-Delmenhorst, Germany,  |
| 2006<br>26-27 June         | Rapporteur on behalf of ESF for Exploratory workshop – “ <i>High Frequency Econometrics and the Analysis of Foreign Exchange Market</i> ” - University of Warwick, Coventry, United Kingdom,   |
| 2006,<br>7-10<br>September | Rapporteur on behalf of ESF for Exploratory workshop- “ <i>Collaborative Case Studies For A European Cultural Psychology</i> ”- Veysonnaz, Switzerland   |
| 2004,<br>September         | Rapporteur on behalf of ESF for Exploratory workshop ” <i>Dynamic Portfolio Choice, Asset Pricing and Mathematical Finance</i> ”, London Business school London, United Kingdom, 24-25 September 2004  |
| 2005, July                 | Rapporteur on behalf of ESF for Exploratory workshop ” <i>15 Years on: Educational Transitions in Central and Eastern Europe Directions for Educational Research and Policy in Post-Communist EU Accession and Candidate Countries</i> ” Oxford university, United Kingdom, 8-10 July 2005 |
| 2005                       | Commissar for the 7 <sup>th</sup> National Conference of the Research ,CNCSIS 7 , May 2005   |
| 2000-2003                  | Auditor for “Egnatia Bank” – Romania   |
| 1989-2003                  | Member in the Senate of Academy of Economic Studies, Bucharest, Romania.   |
| 1997-2001                  | Council’s Scientific secretary of the Faculty of Finance, Academy of Economic Studies  |

## B) INTELLECTUAL CONTRIBUTIONS WITH ADNOTATIONS

### EDITED BOOKS

- | No | TITLE  |
|----|--|
| 1  | <u>Corporate finance: exercises and applications, second edition</u> Dalina Dumitrescu, Paula Lazar, Editura ASE, Bucharest, ISBN 973-594-765-X (2006) |
| 2  | <u>Knowledge Society</u> , D Dumitrescu (coauthor), p 107-119, Editura Economica, ISBN 978-973-709-237-3 (2006)  |

- 3 The finance and the European integration , Section2, “ The financial frame for the growth management for the Romanian companies”, p 343-349- D Dumitrescu, Editura ASE, ISBN 973-594-623-8 (2005)
  - 4 Corporate finance: exercises and applications, Dalina Dumitrescu, Paula Lazar, Editura ASE, Bucharest, ISBN 973-594-609-2 (2005)
  - 5 Prices and Competition, T. Mosteanu, D. Dumitrescu, F.Alexandru, M. Vuta, L.Obreja, C. Serbanescu, A. Stoian Editura Universitara, Bucharest, ISBN 973-7787-31-5 (2005)
  - 6 The Finance and the sustainable growth, Section 2, D. Dumitrescu p 161-166, Editura ASE, ISBN 973-594-443-X (2004)
  - 7 Prices and competition – synthesis and applications, . Mosteanu, D. Dumitrescu, F.Alexandru, M. Vuta, L.Obreja, C. Serbanescu, A.Stoian, Editura Tribuna Economica, Bucharest, ISBN 973-8257-62-X, (2003)
  - 8 The Finances and the History, Section 2, D Dumitrescu, pg183-189, Editura ASE, ISBN 973-594-214-3 (2003)
  - 9 Corporate evaluation- second edition, revised, D Dumitrescu, V. Dragota, A Ciobanu, Editura Economica, Bucharest, ISBN 973-590-688-0 (2002)
  - 10 The integration of the financial-monetary policies in the strategies concerning the Sustainable growth, G Filip Coordinator , D Dumitrescu, L. Obreja, I Brasoveanu, A Ciobanu, p 58-65, Ed. Junimea, ISBN 973-37-0714-7 (2002)
  - 11 Corporate valuation-applications and study cases, D Dumitrescu, V. Dragota, A Ciobanu, Editura Economica, ISBN 973-590-328-2 (2000)
  - 12 Corporate valuation- methods, techniques, Incertitude value, D Dumitrescu, V. Dragota, Editura Economica, ISBN 973-590-267-2 (2000)
  - 13 Prices and Competition – T. Mosteanu, D Dumitrescu, C. Floricel, F. Alexandru, Editura Didactica si Pedagogica, Bucharest ISBN 973-30-9493-5 (2000)
  - 14 The Management in the universities- monograph coordinator Ion Petrescu, D Dumitrescu 24.1, Luxlibris Publishing House, Brasov, ISBN 973-9240-88-7 (1998)
  - 15 Applications and case studies related to “ Prices and Competition” – T. Mosteanu, D Dumitrescu, C. Floricel, F. Alexandru, Editura Didactica si Pedagogica, Bucharest ISBN 973-30-5333-3 (1997)
  - 16 Prices and Competition, first edition – T. Mosteanu, D Dumitrescu, C. Floricel, F. Alexandru, Editura Didactica si Pedagogica, Bucharest ISBN 973-30-5345-7 (1997)
  - 17 Applications and case studies related to “ Prices and Tariffs” – T. Mosteanu, D Dumitrescu, C. Floricel, F. Alexandru, Editura Didactica si Pedagogica, Bucharest ISBN 973- 30-3823-7 (1994)
  - 18 Prices and Tariffs – T. Mosteanu, D Dumitrescu, C. Floricel, F. Alexandru, Editura Didactica si Pedagogica, Bucharest, ISBN 973-30-2903-3 (1993)
  - 19 Corporate finance- N Antoniu, M Adochitei, H Cristea, D Dumitrescu, I Neagoe, V Ilie, Editura Didactica si Pedagogica, Bucuresti, ISBN 973-30-2340-X, (1993)
- Text books multiplied by lithography for the use of students
- 1 Applications and case studies concerning the company valuation, second edition, D Dumitrescu, V Dragota, Lito ASE, 130 pages (1999)
  2. Applications and case studies concerning the company valuation, first edition, D Dumitrescu, V Dragota, Lito ASE, 130 pages ( 1998),
  3. Le traitement de l’incertitude dans l’évaluation des Enterprises, D Dumitrescu, Lito ASE, (1997)

4. Corporate Finance, N. Antoniu, V. Ilie, M. Adochitei, Lito ASE 130 pages (1991)
5. Prices and tariffs, T Mosteanu, D Dumitrescu, Lito ASE, 120 pages (1991)

#### Presentations in CONFERENCES

1. “Corporate financial Management in Crisis Situation” D. Dumitrescu, International Conference “Financial Crime and Securitization of Banking Circuits in Order to Prevent and Fight against Money Laundering” Sinaia, 24-26 October 2008
2. “The Value of the Company-base for Performance Based Management Models” D. Dumitrescu, 2007 Published in *Financial Studies*, journal, no 36, Year XI, Romanian Academy,
3. “Capital effectiveness valuation destined to investments in conditions of uncertainty”, D Dumitrescu, International Conference “Monetary and Financial Policies in European Union”, Nov 2007, Published in “Economie teoretica si aplicata”, Supliment, [www.asociatieeconomistilor.ro](http://www.asociatieeconomistilor.ro); <http://www.ectap.ro/politica-editoriala.php>
4. “Key financial decisions in VMB”, D Dumitrescu International scientific symposium, Academy of Economic Studies,- paper distributed to participants (November 2005) ISBN 978-973-594-784-2
5. “Considerations about the control premium in Romanian capital market” D Dumitrescu (coauthor) International scientific symposium, Academy of Economic Studies,- paper distributed to participants (November 2005) ISBN 978-973-594-784-2
6. The financial Market in Romania, D Dumitrescu, Brasoveanu Iulian, A. Ciobanu, L. Obreja, Editura ASE, ISSN 1454-0320 (2003)
7. The scientific research in the Romanian High Education System, D Dumitrescu, International scientific symposium, Academy of Economic Studies,- paper distributed to participants (26 March 2003)
8. The financial analysis in the context of Anglo-Saxon model vs. the continental one” D Dumitrescu, Research symposium ASE, (November 2001)
9. La privatization et la creation de la value- le cas de la Roumanie, D Dumitrescu, The International Congress of French Speaking Economists, Montreal- paper distributed to participants- (June 2001)
10. Romania -10 years after the Revolution- realities and perspectives, D Dumitrescu, University of Reading UK, public conference, (December 2000)
11. Economic Environment, Financial Structure and Corporate Performances, D Dumitrescu National Symposium Romania at The research Institute “Victor Slavescu”- paper distributed to participants- (2000)
12. Cataliseurs et freins pour la croissance des economies en transition: le cas de la Roumanie D Dumitrescu, The International Congress of French Speaking Economists, Porto – paper distributed to participants (June 1998)
13. Le traitement de l’incertitude dans l’évaluation des entreprises – le cas de la Roumanie – D Dumitrescu, The International Congress of French Speaking Economists, Bucharest – paper distributed to participants (June 1996)
14. The direct costing method to select the structure of the production and the customers, D Dumitrescu, The Second International Symposium, Arad. (1994)

ARTICLES IN ROMANIAN A, B/B+ JOURNALS and their supplements (Peer-reviewed)

- 1 “Employees satisfaction, central element of the strategy of competitive organization”  
Rasca L. Deaconu A., Dumitrescu D.(2008)  
Published in Analele Universitatii din Oradea, sec. Stiinte Economice, tom XVII, 2008, ISSN-1582-5450 (B<sup>+</sup> category review),  
<http://steconomice.uoradea.ro/anale>  
[P-PJ-2008]
- 2 “Financial management in crisis situation, Pilot study regarding Romanian practice.”  
Dumitrescu D., Rașcă L., Fircă O (2008).  
Published in Analele Universitatii din Oradea, sec. Stiinte Economice, tom XVII, 2008, ISSN-1582-5450 (B<sup>+</sup> category review),  
<http://steconomice.uoradea.ro/anale>  
[D-PJ-2008]
- 3 “Percepția eticii în procesul decizional – studiu pilot cu abordare temporală.”  
Dumitrescu D., Fircă O., Manaicu A., (2008).  
Published in Rev. Calitatea – acces la succes, ISSN 1582-2559, nr. 7-8 iulie-august, (B<sup>+</sup> category review) cod 688, included in EBSCO Publishing database  
[D-PJ-2008]
4. “Ethical decisions making in short-term earnings management: a cross-cultural approach – Pilot study”  
Dumitrescu D., Fircă O., Manaicu A., (2008)  
Published in Proceedings supplement of the B<sup>+</sup> journal *Quality-Access to Success*, Included in EBSCO Publishing database year 9, no. 92, 2008, ISSN 1582-2559, Bucharest, Romania, 2008  
[D-PJ-2008]
5. “Estimation of Control Premium: The Case of Romanian Listed Companies” (Dumitrescu Dalina, Dragota V., Ruxanda G., Ciobanu A., Brasoveanu I., Stoian A., Lipara C, 2007  
*Economic Computation and Economic Cybernetics Studies and Research*, no 3-4/2007, pg. 55-72, (A category review) Journal, included in international database  
[D-PJ-2007]

ARTICLES IN TRADE JOURNALS (Editorially reviewed)

- 1 The external growth strategy of the corporations, D Dumitrescu, Tribuna Economica Review, (No 45/Nov 2005)
- 2 The requirements for the managerial education of high performance, D Dumitrescu (coauthor), Tribuna Economica Review, (No 46/Nov 2005)
- 3 The impact of information technology for the business environment, D Dumitrescu (coauthor), Tribuna Economica Review, (1999)
- 4 The management of the treasury- D Dumitrescu (coauthor), Tribuna Economica Review, (1999)
- 5 The Internet payments D Dumitrescu ( coauthor) Finance, Banks and Insurance

- Review, (1999)
- 6 The autonomy of European Central Bank – D Dumitrescu (coauthor) Finance, Banks and Insurance Review, (1999)
  - 7 The German compensation system- comparative approach- D Dumitrescu (coauthor) Finance, Banks and Insurance Review, (1999)
  - 8 The mission of the evaluator in the valuation process D Dumitrescu, Finance, Banks and Insurance Review, (1998)
  - 9 The hybrid financial products- D Dumitrescu, Finance, Banks and Insurance Review, (1998)
  - 10 The capital risk funds in Romania- D Dumitrescu, Finance, Banks and Insurance Review, (1998)
  - 11 The particularities of corporate valuation in the privatization process- D Dumitrescu, Tribuna Economica Review, (1998)
  - 12 The restructuring process in the Romanian Banking system- D Dumitrescu, Tribuna Economica Review, (1998)
  - 13 “Sante-Pharma”- a partnership, D Dumitrescu, Tribuna Economica Review, No.34, (1998)
  - 14 “The expenses for health care in the Europe- D Dumitrescu, Tribuna Economica Review No.34, (1998)
  - 15 The mission of the private health insurance in the Romanian society- D Dumitrescu, Tribuna Economica Review (1998)

#### GRANTS by COMPETITION or International grants

1. METRIS- expert group, contract with European Union DG research-team member, 2008
2. CERGE-EI Foundation grant award (6930 USD)No RRC V-19/2005 for the research project “Corporate governance, minority shareholders and share prices on emerging capital markets: the case of Romania”- team member, 2005
3. National University Research Council grant for 3 years no 690/2002- „The Implications of Knowledge *based Society in Romania*”- team member
4. National University Research Council grant for 3 years no 764-342/2001 ( 169 950 000 ROL), „ Financial Structure and the performances of the Romanian companies” Report in the ASE Library with the no 642004- Grant director
5. The Romanian Government and the World Bank, grant for 1.5 years no CNCSIS15/ R4/ 2000, Master Program „BANCAS” initiation( 138 000 USD)- team member
6. The Romanian Government and the World Bank, grant for 3 years no CNCSIS 6/ R2/ 1998, Master Program „DOFIN” initiation, (150 000 USD) – team member

#### CASE WRITER

1. Case “What do Managers expect from an Executive MBA” with teaching notes, Product #201-005”
2. Scientific coordinator for the „Practic in Bucatarie” D Dumitrescu scientific

- direction and adaptation for EMBA course (2000)
3. Cases and application for „International finance” , second year EMBA program (2001)
  4. Cases and application for „International finance” second year EMBA program (2003)

C)OTHER MISCELLANEOUS INFORMATION

- |    |   |                 |
|----|---|-----------------|
| 1  | Scientific referee for 5 PhD dissertation in Romania  | 2000-2005       |
| 2. | Scientific referee and member of the jury for 2 PhD thesis public presentations, Department of Economics, University of Budapest  | 2003, 2004      |
| 3. | Author for the subjects in the Corporate Finance, written exam, for the final License examination, Academy of Economic Studies  | 2000-2004       |
| 4. | Participation to the 3 <sup>rd</sup> edition of the National Conference of ANEVAR “IPO, opportunities and challenges”   | June 2005       |
| 5. | Participation as expert in the panels in the foresight project “The elaboration of the national strategy in the field of research development and innovation for 2007-2013” | January<br>2006 |
| 6. | Participation to the International National Conference of ANEVAR-IVSC “Evaluation without borders”  | May,2006        |