

DALINA N. DUMITRESCU, PhD

Part A: Biographic Information

EDUCATION

1993	ACADEMY OF ECONOMICA STUDIES, Bucharest, Romania <u>PhD in Economics- Corporate finance</u> <i>Public dissertation: "The mechanisms to attract capitals for Romanian companies"</i>
1986-1987	ACADEMY OF ECONOMICA STUDIES, Bucharest, Romania, Department of Finance and accounting <u>Postgraduate Diploma: International fiscal and monetary relations</u>
1978-1982	ACADEMY OF ECONOMICA STUDIES, Bucharest, Romania, Department of Finance and accounting <u>Degree in Finance and Accounting</u>

PROFESSIONAL ACTIVITY

2003-present	Professor, Dean of EMBA program	<ul style="list-style-type: none">• The Institute for Business and Public Administration (full time), Bucharest, Romania• The Academy of Economic Studies (part time), Bucharest, Romania
1996-2003	Professor	The Institute for Business and Public Administration, Bucharest, Romania (part time)
1997- 2003	Professor	The Department (the Chair) of Finance, the Academy of Economic Studies (tenure), Bucharest, Romania
1991- 1997	Associated Professor	The Department (the Chair) of Finance, the Academy of Economic Studies, Bucharest, Romania
1987-1991	Assistant professor	The Department (the Chair) of Finance, the Academy of Economic Studies, Bucharest, Romania

1985-1987	Researcher	The Institute of Research in Finance, The Romanian Ministry of Finance 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, 2008/2009	Master Risk management and (MRACT), Academy of Economic Studies.

Continuing education

28-29 October 2008	Finance for nonprofessionals-Alcatel, Exec EDU
19 May 2008 - 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- 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 2007	Finance for sales forces – customized course, Ductil, Buzau, ExecEDU
Nov 2007	Finance for Managers- open, ExecEDU
Sept 2006	Finance for nonprofessionals,- Scandia Sibiu- 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> ” London Metropolitan University, UK.
2007 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> ” Bremen-Delmenhorst, Germany,
2006 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, 7-10 September	Rapporteur on behalf of ESF for Exploratory workshop- “ <i>Collaborative Case Studies For A European Cultural Psychology</i> ”- Veysonnaz, Switzerland
2004, 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 th 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.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⁺ 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⁺ 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⁺ 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⁺ 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 rd 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
2006 |
| 6. | Participation to the International National Conference of ANEVAR-IVSC “Evaluation without borders” | May,2006 |