

## Abstract

The purpose of this thesis is to highlight the scientific contributions, skills and competences of the author in order to obtain a habilitation certificate in the field of Business Administration. In this sense, the necessary elements have been reviewed to justify the fulfillment of the legally established minimum standards. As such, its structure is in line with the specific criteria of such an approach. There are three main parts, the scientific achievements, the career development plan and the bibliographic references.

The most consistent part refers to scientific achievements. The first part highlights the state of knowledge in the field of logistics. Starting from its definition and its history, the main stages of evolution of logistics towards supply chain management are highlighted. At the same time, there are highlighted a number of trends and factors of influence, susceptible to provide new forms, content and roles in the business environment. Based on specialized literature and business practices, new challenges are identified, that logistics of goods needs to address with new and innovative solutions. Among the factors that have a significant impact on business to which logistics of goods has to respond can be mentioned globalization, increasing customer requirements, e-commerce and sustainable development.

The global supply of resource concentration areas creates problems dealing with long-distance, multi-modal transport, location of distribution center, inventory management, many administrative aspects, environmental issues and congestion on major traffic arteries. Customers are becoming more and more demanding, even if they are offered global products, waiting for diversified services and, if possible, customized. The online environment becomes an increasingly used distribution channel, starting from the advantage of facilitating access to products, but also from the disadvantage of growing geographic distances. The multitude of products on the widespread goods markets raises the issue of waste, recycling and returns.

The part of the scientific achievements was structured into three sections: 1. Logistics and supply chain management, 2. Retail and business management, and 3. Leadership and organizational behavior, according to the author's concerns.

In Logistics and Supply Chain Management are presented 2 articles published in the *Amfiteatru Economic Journal*, which highlight the purpose for which they were written, the main elements of literature review, the results obtained and some practical implications. In addition to the two Clarivate Analytics indexed articles, the author contributed to the development of two books, as well as articles published in journals indexed in international databases or in proceedings of international conferences. This section reflects the author's contribution to creating a logistics of goods school within Business Administration.

The second section is made up of 5 Clarivate Analytics indexed articles, being the author's earliest preoccupation. All 5 articles include original research, with concrete results and practical implications, both in the field of retail and in that of the training of future professionals in the trade field. The structure of the presentation of the articles is identical - the purpose of the elaboration, the scientific novelty elements, highlighted by academic literature, the research hypotheses, the results obtained and their implications. Among the articles which are part of this section, a special mention is represented by the following article - Coca, V., Dobrea, M., **Vasiliu, C.**, 2013. Towards a sustainable development of retailing in Romania. *Amfiteatru Economic*, 15 (special issue 7), pp. 583-602. It is a pioneering scientific work for our country, able to offer a suggestive image, based on in-depth documentation, for what represents the modern trade in Romania. Perhaps not by accident, the article has 11 citations in Clarivate Analytics journals and 16 in Google Scholar.

The third section is made up of 3 articles, all published in journals indexed in Clarivate Analytics, with high scient-metrics indices. All three articles were based on the author's co-operation with other co-authors, mostly from abroad. The articles have a logical connection, being built on the basis of ideas and conceptual models grounded and presented in other papers starting with 2010. The structure of the article presentation is similar to that of the previous section. All of these articles are based on exploratory research on large samples and are placed in Romania, constituting, from this point of view, pioneering works. At the same time, the articles were able to highlight a series of comparisons with other international researches as well as with the results illustrated in the scientific journals. The basis of the articles was the established scientific theories in the field, presented in the scientific literature, as well as working tools adapted Romanian context. Apart from the three papers in the thesis, the author also contributed to the editing of 4 other articles in the field, of which 3 are all indexed in journals by Clarivate Analytics and one

edited by Emerald, all from abroad. This section reflects the author's most recent concern in leadership and organizational behavior.

The 10 retained articles and the 3 sections make up a scientific profile of the author, illustrating the ability to identify relevant and current scientific areas of concern, the ability to work in multi-disciplinary and international teams, and the ability to generate scientifically and practically verified results.

The second part of the thesis is devoted to the career development plan, in all three directions - didactic, research and scientific. The main milestones related to the author's formation, as well as the stages of professional development, from graduate assistant to professor, over 20 years of professional activity, are being highlighted. Also, the career development plan illustrates the activity and involvement in administrative, scientific, business relations, as well as the relationships with my colleagues. In the latter part, the career plan includes several directions of action, with specific objectives for each direction - communication, information management, involvement in problem solving, teamwork, display of positive attitudes and behaviors, adaptability and lifelong learning skills, safe working climate.

The third part of the paper contains the references used in the first two parts. They are written in accordance with the Harvard system of references citation, specifying all the elements for a correct identification. In its contents appear books and articles, as well as documents of institutions, organizations and administrations, both print and digital formats, in the English, French and Romanian language.