

Europass Curriculum Vitae



Personal information

First name(s) / Surname(s) **PIPAȘ, Maria Daniela**
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E-mail ubv@ubv.ro; dpipas@yahoo.com
Nationality Romanian
Date of birth 28.12.1959
Gender Feminine

Desired employment / Occupational field **„Bogdan Vodă” University from Cluj-Napoca
Lecturer PhD student - Public Relations**

Work experience

Dates **February 2011**
Occupation or position held **Lecturer PhD student**
Main activities and responsibilities Teaching (course – seminar): Communication and negotiation in business
Name and address of employer „Bogdan Vodă” University of Cluj-Napoca
Type of business or sector Education and research

Dates **2008 - present**
Occupation or position held **PR specialist**
Main activities and responsibilities Communication and PR
Name and address of employer „Bogdan Vodă” University of Cluj-Napoca
Type of business or sector Education

Dates **2008 - prezent**
Occupation or position held **Trainer collaborator**
Main activities and responsibilities Communication management, Conflict management, Negotiations and sales techniques
Name and address of employer SC Consact SRL Cluj-Napoca
 IC Consulting SRL Cluj-Napoca
Type of business or sector Education, Professional forming for adults

Dates **2006 - 2008**
Occupation or position held **Rectory secretary**
Main activities and responsibilities Secretary activities
Name and address of employer „Bogdan Vodă” University of Cluj-Napoca
Type of business or sector Education

Dates	2003 - 2006
Occupation or position held	Marketing Assistant
Main activities and responsibilities	Organizational marketing activities, product presentation and direct sales
Name and address of employer	SC Euro-GSM SRL SC Mobile Distribution SRL Cluj-Napoca
Type of business or sector	Marketing - Sales
Dates	2001 - 2003
Occupation or position held	Chief student complex
Main activities and responsibilities	University management
Name and address of employer	University of Medicine and Pharmacy „Iuliu Hațieganu” Cluj-Napoca
Type of business or sector	Education
Dates	2000 - 2001
Occupation or position held	Reviewer I A
Main activities and responsibilities	Academic management, quality management, development of university regulations, assistant coordinator of projects (grants)
Name and address of employer	Prorector academic development – University of Medicine and Pharmacy „Iuliu Hațieganu” Cluj-Napoca
Type of business or sector	Education
Dates	1999 – present 1999 - 2003
Occupation or position held	Founding member Executive Director
Main activities and responsibilities	Top management
Name and address of employer	„Octavian Fodor” Foundation - University of Medicine and Pharmacy „Iuliu Hațieganu” Cluj-Napoca
Type of business or sector	Education
Dates	1995 - 2000
Occupation or position held	Secretary of Vicerector Academic Development
Main activities and responsibilities	Secretary activities and protocol
Name and address of employer	Vicerector academic development – University of Medicine and Pharmacy „Iuliu Hațieganu” Cluj-Napoca
Type of business or sector	Education
Dates	1985 - 1994
Occupation or position held	Secretary
Main activities and responsibilities	Secretary activities
Name and address of employer	Faculty of Pharmacy - University of Medicine and Pharmacy „Iuliu Hațieganu” Cluj-Napoca
Type of business or sector	Education

Education and training

Dates	1 Octombrie 2010 - prezent
Title of qualification awarded	PhD student
Principal subjects/occupational skills covered	Fundamental domain Economic Sciences PhD domain Management
Name and type of organisation providing education and training	PhD School "Valahia" University from Târgoviște
Level in national or international classification	ISCED 6

Dates	2008
Title of qualification awarded	Trainer

Principal subjects/occupational skills covered	Preparing the training, carrying out the training, evaluation of the training participants, applying the special methods and techniques of training, training marketing, designing training programs, organization of programs and studies of training, evaluation, review and quality assurance of programs and stages of training
Name and type of organisation providing education and training	S.C. GEO Consulting S.R.L
Level in national or international classification	Training
Dates	2007 - 2008
Title of qualification awarded	Master's degree
Principal subjects/occupational skills covered	Specialization "Management and business"
Name and type of organisation providing education and training	Faculty of Economic Sciences, „Bogdan Vodă” University from Cluj-Napoca
Level in national or international classification	ISCED 5
Dates	2001 - 2006
Title of qualification awarded	License diploma
Principal subjects/occupational skills covered	Thesis: "Organizational persuasion"
Name and type of organisation providing education and training	Faculty of Communication and Public Relations, National School of Politic and Administrative studies, Bucharest
Level in national or international classification	ISCED 5
Dates	1997 - 1998
Title of qualification awarded	Instructor diploma
Principal subjects/occupational skills covered	Management of communication and negotiation in organizations
Name and type of organisation providing education and training	American Center for International Labor Solidarity, Free Trade Union, AFL-CIO Washington DC, U.S.A.
Level in national or international classification	Trainer
Dates	1995 - 1999
Title of qualification awarded	License diploma
Principal subjects/occupational skills covered	Public relations – marketing Thesis: „Public relations - Strategies and tactics"
Name and type of organisation providing education and training	Faculty of World Semiotics – American Business Logistics American University by Mail, New-York USA
Level in national or international classification	ISCED 5
Dates	1974 - 1978
Title of qualification awarded	Baccalaureate diploma
Principal subjects/occupational skills covered	General instruction
Name and type of organisation providing education and training	Math-Physics High-School „Emil Racoviță” from Cluj-Napoca
Level in national or international classification	ISCED 3
Personal skills and competences	

Mother tongue(s) Romanian

Other language(s)

Self-assessment

European level (*)

English

Russian

Understanding				Speaking				Writing	
Listening		Reading		Spoken interaction		Spoken production			
C1	Experimented user	C2	Experimented user	C1	Experimented user	B2	Independent user	B2	Independent user
A2	Elementary user	B1	Independent user	A2	Elementary user	A2	Elementary user	A2	Elementary user

(*) [Common European Framework of Reference for Languages](#)

Social skills and competences

Working in team, communication skills and interpersonal comprehension, responsibility, conflict management, negotiation

Organisational skills and competences

Leadership, systematic thinking, the ability of identifying problems, the ability of resolving problems, evaluation of development and research projects, planning and foresight abilities, human resources management and time management.

Technical skills and competences

Computer skills and competences

ECDL (General concepts of Information Technology, Use of computer and file organization, Text editing, Table calculus, Database, Presentations, Information and communication Windows)

Artistic skills and competences

Photography, Music

Other skills and competences

Sports (gymnastics, skating, taekwondo)

Driving licence

B Category (1981)

Additional information

11 scientific articles published, 6 development and research projects (grants), member in organizations committees for scientific communication sessions of students and professors 2006-present

March 2011 – Attended a course in the strategic project “Quality and Leadership for superior teaching in Romania”, with the theme “Foresight for public policies” - Executive Unit for Financing Higher Education, Research, Development and Innovation (UEFISCDI) - Bucharest

May 2010 – Training program MENTORING (Organizational Development, Management, Knowledge Transfer) – Hajduszoboszlo – Hungary – Program through EU co financing and New Hungary Development Plan.

March 2010 – Training formation in university management “Management of resources and sustainability” organized within the strategic project “Improving university management” under the coordination of MECTS and UEFISCSU. Certificate no. M3/1 from 22 March 2010.

February 2010 - Training of formation of Intern Evaluator in the domain on quality in superior teaching, organized by ARACIS, in Bucharest, within the project financed from European funds. Quality assurance in superior teaching in Romania in the European context. Development of quality academic management at the system and institutional level, contract no.POSDRU/2/1.2/S/1, code project 3933. Certificate of intern evaluator no.236/19 February 2010.

2009 – present, Member of the team of Resource Center of UBV, project POSDRU /2/1.2/S/6 „Correct information – the key to recognizing the studies” coordinated by CNRED

2009 – present, Member of the UBV team – project POSDRU /2/1.2/S/5 „Single registration record” coordinated by UEFISCSU

2008 - Social evolution in a world confronted with a reduction of energy availability and the search for transitional path leading to non thermic essentially non fossil power sources, coordinator University of Paris 1 Sorbonne (UP1) – France, partners: Institute for Social Ecological Research (ISOE) – Germany, Universitat de València (UVEG) – Spain, Economic and Social Research Institute, Rome (IRES) – Italy, Instituto de Ciências Sociais da Universidade de Lisboa (ICSUL) – Portugal, „Bogdan Vodă” University from Cluj-Napoca (UBV) – Romania, Competition EPSS - FP7, **Member of the team**

1999 – 2003 - Assistant coordinator - Train Pharm Project - USAID Project “Primary Health Care and the Role of Pharmacists” in collaboration with Howard University – Washington DC – USA.

1997 – 2001 – Project assistant coordinator - Project ANIMU (National Computerization Agency of the Graduate Management Phare RO601)

1997 – 2001 – Project assistant coordinator – Phare Project RO9601– The reform of the university management – Exchange of experience 1999 Grate Brittan (mobility 16.03 - 16.04 1999).

1990 -2003 – President – Union of administrative staff from University of Medicine and Pharmacy „Iuliu Hațieganu” Cluj-Napoca

1991 – 2003 – President – Administrative Personnel Trade Union of Universities from Cluj

1997 – 2003 - President – Union Confederacy „COSIN” from România, Cluj Branch

Married, 1 child
