

FIȘĂ DE VERIFICARE A ÎNDEPLINIRII STANDARDDELOR MINIMALE NECESARE ȘI OBLIGATORII PENTRU CONFERIREA TITLURILOR DIDACTICE DIN ÎNVĂȚĂMÂNTUL SUPERIOR ȘI A GRADELOR PROFESIONALE DE CERCETARE-DEZVOLTARE COMISIA DE ȘTIINȚE ECONOMICE ȘI ADMINISTRAREA AFACERILOR CONFORM ORDINULUI 6129/20.12.2016 PROF. UNIV. DR. Foltean Florin Sabin								
A. Publicații								
A.1. Articole în reviste cotate ISI cu Scor de Influență Absolut (AIS) nenul (maxim 10 articole)								
Nr. crt.	Publicație	M (coeficient de multiplicare)	N (număr de autori cu afiliere în România)	AIS (Scor de Influenta Absolut)	Pi Punctaj	Web of Science Category/ Index/Cuartila(Q)	Core economics	AIS > 0,15
1	Foltean, F., Trif, S., Tuleu, D. (2019), Customer relationship Management Capabilities and Social Media Technology Use. <i>Consequences on Firm Performance. Journal of Business Research</i> , 104, pp. 563-575, doi.org/10.1016/j.jbusres.2018.10.047, WOS:000484647500046, ISSN 0148-2963.	10	3	1,428	11,424	Q2	Da	Da
2	Foltean, F. (2019), Bridging marketing theory - practice gap to enhance firm performance: Introduction to the special issue. <i>Journal of Business Research</i> , 104, pp.520-528, doi.org/10.1016/j.jbusres.2019.06008, WOS:000484647500042, ISSN 0148-2963.	10	1	1,428	14,280	Q2	Da	Da
3	Foltean, F., Glovațchi, B. (2021), Business Model Innovation for IoT Solutions: An Exploratory Study of Strategic Factors and Expected Outcomes. <i>Amfiteatru Economic</i> , 23(57), 392-411. DOI: 10.24818/EA/2021/57/392, WOS: 000641700100006, ISSN 1582 - 9146.	10	2	0,169	1,521	Q2	Da	Da
4	Foltean, F., Feder, E.Z. (2009), Market orientation and international entrepreneurship. <i>Transformation in Business & Economics</i> , vol.8, No 3 (SI), pp. 23-43, ISSN 1648-4460, https://www-webofscience-com.am.e-nformation.ro/wos/wosce/full-record/WOS:000273489200002.	10	2	0,171	1,539	Q3	Da	Da
Total A.1.					28,764		4	4
A.2. Publicații la edituri de prestigiu internațional și la alte edituri naționale								
A.2.1 Capitol în carte publicată la o editură internațională din Anexa 1 (punctaj individual 0,25/N)								
	Publicație	N (număr de autori)		Pi	Punctaj final			
1	Foltean, F.S., & Van Bruggen, G.H. (2022). Digital Technologies, Marketing Agility, and Marketing Management Support Systems: How to Remain Competitive in Changing Markets, in Machado, C., & Davim, J.P. (Ed.) <i>Organizational Innovation in the Digital Age</i> , Springer, pp. 1-38, ISBN 978-3-030-98182-2.	2		0,25	0,125			
A.2.2. Carte publicată la o editură națională sau internațională, altele decât în Anexa 1 (punctaj individual 0,2/N)								
	Publicație	N (număr de autori)		Pi	Punctaj final			
1	Foltean, F., Orientarea de piață a întreprinderii, Editura Mirton, Timișoara, 1999, ISBN 973-578-871-3	1		0,200	0,200			
2	Foltean, F., Marketing și integrare structurală, Editura Mirton, Timișoara, 1999, ISBN 973-578-872-1	1		0,200	0,200			
3	Foltean, F., Cercetări de marketing, Editura Mirton, Timișoara, 1999, 973-585-031-1	1		0,200	0,200			
4	Foltean, F., Marketing internațional, Editura Mirton, Timișoara, 1999, 973-578-870-5	1		0,200	0,200			
Total A.2.2.								
Total A.2.2. luat în calcul					0,500			
A2.3. Articol în volume ISI Proceedings (punctaj individual 0,1/N)								
	Publicație	N (număr de autori)		Pi	Punctaj final			
	Tamasila, M., & Foltean, F.S. (2011). The analysis of the innovation level for the entrepreneurial education in the west region of Romania. In Rusu, C. (2011). Management of technological changes, Book 2, 445-448, 7th International Conference on Management of Technological Changes, Alexandroupolis, Greece	2		0,100	0,050			
Total A.2. (maxim posibil)					0,500			
TOTAL PUNCTAJ PUBLICATII (P)					29,264			
B. Citări în reviste cotate ISI cu scor de influență absolut (AIS) nenul (maxim 10 citări)								
	Citare	AIS (JCR 2020)	Cuartila(Q)	Cj Punctaj citare				
1	Martin-Rojas, R., Garrido-Moreno, A. & Garcia-Morales, V.J. (2020), Fostering Corporate Entrepreneurship with the use of social media tools. <i>Journal of Business Research</i> , 112, 396-412, https://doi.org/10.1016/j.jbusres.2019.11.072, https://www-webofscience-com.am.e-nformation.ro/wos/wosce/full-record/WOS:000527393100037, ISSN 0148-2963. Lucrarea citată: Foltean, F., Trif, S., Tuleu, D. (2019), Customer Relationship Management Capabilities and Social Media Technology Use. <i>Consequences on Firm Performance. Journal of Business Research</i> , 104, pp. 563-575, doi.org/10.1016/j.jbusres.2018.10.047, https://www-webofscience-com.am.e-nformation.ro/wos/wosce/full-record/WOS:000484647500046, ISSN 0148-2963.	1,428	2	0,75				
2	Henseler, J. and Schuberth, F. (2020), Using confirmatory composite analysis to assess emergent variables in business research. <i>Journal of Business Research</i> , 120, 147-156, https://doi.org/10.1016/j.jbusres.2020.07.026, https://www-webofscience-com.am.e-nformation.ro/wos/wosce/full-record/WOS:000591636200013, ISSN 0148-2963. Lucrarea citată: Foltean, F., Trif, S., Tuleu, D. (2019), Customer Relationship Management Capabilities and Social Media Technology Use. <i>Consequences on Firm Performance. Journal of Business Research</i> , 104, pp. 563-575, doi.org/10.1016/j.jbusres.2018.10.047, https://www-webofscience-com.am.e-nformation.ro/wos/wosce/full-record/WOS:000484647500046, ISSN 0148-2963.	1,428	2	0,75				
3	Agnihotri, R. (2020). Social media, customer engagement, and sales organizations: A research agenda. <i>Industrial Marketing Management</i> , 90, 291-299, https://doi.org/10.1016/j.indmarman.2020.07.017, https://www-webofscience-com.am.e-nformation.ro/wos/wosce/full-record/WOS:000579880200024, ISSN 0019-8501. Lucrarea citată: Foltean, F., Trif, S., Tuleu, D. (2019), Customer Relationship Management Capabilities and Social Media Technology Use. <i>Consequences on Firm Performance. Journal of Business Research</i> , 104, pp. 563-575, doi.org/10.1016/j.jbusres.2018.10.047, https://www-webofscience-com.am.e-nformation.ro/wos/wosce/full-record/WOS:000484647500046, ISSN 0148-2963.	1,248	2	0,75				

4	Garrido-Moreno, A., Garcia-Morales, V., King, S., & Lockett, N. (2020). Social media use and value-creation in the digital landscape: a dynamic capabilities perspective. Journal of Service Management, 31(3), pp. 313-343, ISSN 1757-5818, DOI10.1108/JOSM-09-2018-0286, https://www-webofscience-com.am.e-nformation.ro/wos/wosce/full-record/WOS:000527963400001 . Lucrarea citată: Foltean, F., Trif, S., Tuleu, D. (2019), Customer Relationship Management Capabilities and Social Media Technology Use. Consequences on Firm Performance, ISSN 1757-5818, Journal of Business Research, 104, pp. 563-575, doi.org/10.1016/j.jbusres.2018.10.047, https://www-webofscience-com.am.e-nformation.ro/wos/wosce/full-record/WOS:000484647500046 , ISSN 0148-2963.	1,682	1	1
5	Suoniemi, S., Meyer-Waarden, L., Munzel, A., Zablah, A.R., & Straub, D.(2021). Big data and firm performance: The roles of market-directed capabilities and business strategy. Information & Management, 57(7), 103365, https://doi.org/10.1016/j.im.2020.103365 , https://www-webofscience-com.am.e-nformation.ro/wos/wosce/full-record/WOS:000576086900012 , ISSN 0378-7206. Lucrarea citată: Foltean, F., Trif, S., Tuleu, D. (2019), Customer Relationship Management Capabilities and Social Media Technology Use. Consequences on Firm Performance. Journal of Business Research, 104, pp. 563-575, doi.org/10.1016/j.jbusres.2018.10.047, https://www-webofscience-com.am.e-nformation.ro/wos/wosce/full-record/WOS:000484647500046 , ISSN 0148-2963, ISSN	1,749	1	1
6	Cartwright, S., Davies, I., & Archer-Brown, C. (2021). Managing relationships on social media in business-to-business organisations . Journal of Business Research, 125, 120-134, https://doi.org/10.1016/j.jbusres.2020.11.028 , https://www-webofscience-com.am.e-nformation.ro/wos/wosce/full-record/WOS:000612182000011 , ISSN 0148-2963. Lucrarea citată: Foltean, F., Trif, S., Tuleu, D. (2019), Customer Relationship Management Capabilities and Social Media Technology Use. Consequences on Firm Performance. Journal of Business Research, 104, pp. 563-575, doi.org/10.1016/j.jbusres.2018.10.047, https://www-webofscience-com.am.e-nformation.ro/wos/wosce/full-record/WOS:000484647500046 , ISSN 0148-2963.	1,428	2	0,75
7	Huarnag, K.-H., Botella-Carrubi, .. & Yu, T. H-K. (2021). The effect of technology, information, and marketing on an interconnected world. Journal of Business Research, 129, 314-318, https://doi.org/10.1016/j.jbusres.2021.03.004 , https://www-webofscience-com.am.e-nformation.ro/wos/wosce/full-record/WOS:000639120000029 , ISSN 0148-2963. Lucrarea citată: Foltean, F. (2019), Bridging marketing theory - practice gap to enhance firm performance: Introduction to the special issue. Journal of Business Research, 104, pp.520-528, doi.org/10.1016/j.jbusres.2019.06008, https://www-webofscience-com.am.e-nformation.ro/wos/wosce/full-record/WOS:000484647500042 , ISSN 0148-2963.	1,428	2	0,75
8	Youn, S., & Jin, S.V. (2021), "In AI we trust?" The effects of parasocial interaction and technopion versus luddite ideological views on chatbot-based customer relationship management in the emerging "feeling economy". Computers in Human Behavior, 119, 106721, https://doi.org/10.1016/j.chb.2021.106721 , https://www-webofscience-com.am.e-nformation.ro/wos/wosce/full-record/WOS:000632667000008 , ISSN 0747-5632. Lucrarea citată: Foltean, F., Trif, S., Tuleu, D. (2019), Customer Relationship Management Capabilities and Social Media Technology Use. Consequences on Firm Performance. Journal of Business Research, 104, pp. 563-575, doi.org/10.1016/j.jbusres.2018.10.047, https://www-webofscience-com.am.e-nformation.ro/wos/wosce/full-record/WOS:000484647500046 , ISSN 0148-2963.	1.140	1	1
9	Dwivedi, Y.K. (2021). Setting the future of digital and social media marketing research: Perspectives and research propositions. International Journal of Information Management, 59, 102168, https://doi.org/10.1016/j.ijinfomgt.2020.102168 , https://www-webofscience-com.am.e-nformation.ro/wos/wosce/full-record/WOS:000656708300009 , ISSN 0268-4012. Lucrarea citată: Foltean, F., Trif, S., Tuleu, D. (2019), Customer Relationship Management Capabilities and Social Media Technology Use. Consequences on Firm Performance. Journal of Business Research, 104, pp. 563-575, doi.org/10.1016/j.jbusres.2018.10.047, https://www-webofscience-com.am.e-nformation.ro/wos/wosce/full-record/WOS:000484647500046 , ISSN 0148-2963.	2,039	1	1
10	Stathakopoulos, V., Kottikas, K.G., Theodorakis, I.G., Kottika, E. (2019), Market-driving strategy and personnel attributes: Top management versus middle management. Journal of Business Research, 104, 529-540, https://doi.org/10.1016/j.jbusres.2018.09.020 , https://www-webofscience-com.am.e-nformation.ro/wos/wosce/full-record/WOS:000484647500043 , ISSN 0148-2963. Lucrarea citată: Foltean, F., Feder, E.Z. (2009), Market orientation and international entrepreneurship. Transformation in Business & Economics, vol.8, No 3 (SI), pp. 23-43, ISSN 1648-4460, https://www-webofscience-com.am.e-nformation.ro/wos/wosce/full-record/WOS:000273489200002 , ISSN 1648-4460.	1,428	2	0,75
TOTAL PUNCTAJ CITĂRI (C)				8,500
<p>Notă:</p> <p>AIS și Q disponibile https://uefiscdi.gov.ro/scientometrie-baze-de-date</p> <p>Journal Citation Reports 2019 - JCR 2019 (ediția iunie 2020)</p>				

Îndeplinirea condițiilor minime pentru profesor		
	Punctaj minim pentru profesor	Punctaj obținut
Punctaj publicații (P)	$P \geq 2$	29,264
Punctaj citări (C)	$C \geq 1,2$	8,500
Punctaj final (S)	$S \geq 4$	37,764
Număr articole ISI cu AIS > 0,15	2	4
Număr articole ISI publicate în Core Economic & Infoeconomics	2	4
Pentru profesor universitar, cercetător științific I și abilitare, trebuie îndeplinită una din următoarele condiții:	a) din cele max 10 articole, candidatul trebuie să fie autor sau coautor a cel puțin două articole publicate în reviste cotate ISI cu scor absolut de influență (AIS) mai mare decât 0,15; b) să fi câștigat în competiții naționale sau internaționale cel puțin 2 proiecte/granturi de cercetare, cu excepția proiectelor finanțate prin programe operaționale de tip POSDRU, POS-CEE sau similare, dintre care unul în calitate de director de proiect sau responsabil partener c) un articol de la punctul a) și un grant de la punctul b) în calitate de director.	
Condiții îndeplinite: 4 articole AIS nenul, din care 4 articole AIS > 0,15 Condițiile a), b) și c) mai sus menționate sunt îndeplinite.		

Timișoara, 7.11.2022

Prof. univ dr. Foltean Florin Sabin

