

## **Teaching Assistant, PhD. Zamfir Cristina-Mihaela**

**2001** – MA in Cultural Studies at ‘Ovidius’ University of Constanța, the Faculty of Letters and Theology. Thesis Title: *A Feminist Reading of Jane Austen’s Novels*

**2002** - ESSE (European Society for the Study of English), RSEAS (Romanian society for English and American Studies) and RAAS (Romanian Association for American Studies) member

**2008** – I took a one-year course in NLP (*Neuro-Linguistic Programming*), and communication, being an NLP practitioner certified by ITANLP Timisoara in March 2008.

**2009** – Doctor in Philology at the University of the West, The Faculty of Letters, History and Theology, Timișoara. Thesis Title: *Mapping Business Territories: A Neuro-Linguistic Programming Perspective on Negotiating and Selling*

**2010-2011** – Proiectul Leonardo: ”Language Learning and Social Media – 6 Key Dialogues”

**2011** – A Coursebook in *English for Sports and Games*, ISBN: 978-973-614-633-6

I have published numerous articles in the fields of ESP and English lexicology and semantics in journals both at home and abroad.

### **Participări la conferințe internaționale – Secțiunea Lingvistică**

- Conferința Internațională ”Tradition, Modernity and Postmodernity”, *Strategies of (Re)Presentation: A View on Jane Austen’s Persuasion*, Universitatea “Al. I. Cuza”, Iași, 2005, Universitas XXI, ISBN: 973-7889-00-2.
- Conferința Internațională “Mapping the Future: Permanence and Change”, *Verbs Expressing Violence: Uses and Misuses in Business English*, Universitatea “Al. I. Cuza”, Iași, 2005, Universitas XXI, ISBN: 10-973-7889-51-7 & 13-978-973-7889-51-5.
- Conferința Internațională “Comunicare profesională în limbile moderne”, *Patterns of Metaphorical Language in Business English*, Departamentul de Limbi Moderne pentru Facultățile Nefilologice, Ovidius University Press, 1/2006, Constanța, ISSN: 1842-4767.
- Conferința Internațională “LSP in Higher Education – Searching for Common Solutions”, *Neuro-Linguistic Programming in Teaching Business English*, University of Technology, Brno, Czech Republic, 2006, ISBN: 80-214-3213-6.

- Conferința Internațională “Multilingvism în Europa. Strategii de implementare a limbajului de specialitate conform standardelor pieții muncii europene”, *NLP in ESP: Principles, Techniques and Pragma-Semantic Aspects*, Departamentul de Limbi Moderne pentru Facultățile Nefilologice, Ovidius University Press, 2/2007, Constanța, ISSN: 1842-4767.
- Conferința Internațională “Constructions of Identity (IV)”, *Sensory Systems through Neuro-Linguistic Programming in Business Personal Selling*, Universitatea “Babeș-Bolyai”, Napoca Star, Cluj-Napoca, 2008, ISBN: 978-973-647-617-4.
- Conferința Internațională “British and American Studies / XVII”, *Predicate Patterns and Sensory Systems in Business English: An NLP Approach to Communication Modes*, Universitatea de Vest, Timișoara, RJES, no.5, 2008, ISSN: 1584-3734.
- Conferința Internațională “Translation Studies: Retrospective and Prospective Views (III)”, *Language Patterns and NLP Techniques in Business Interactions*, Universitatea Dunărea de Jos, Galați University Press, 2008, ISSN: 2065-3514.
- Conferința Internațională “Dinamica limbajelor de specialitate în relațiile internaționale”, *NLP in Business Communication: Through the Lens of the Meta-Model*, Departamentul de Limbi Moderne pentru Facultățile Nefilologice, Ovidius University Press, 3/2008, Constanța, ISSN: 1842-4767.
- Conferința Internațională ”British and American Studies / XVIII”, *The Meta-Model. The NLP Map of Language*, Universitatea de Vest, Timișoara, B.A.S., 2009, ISSN: 1224-3086.
- Conferința Internațională “Translation Studies: Retrospective and Prospective Views (IV)”, *Meta Program Patterns in Business English*, Universitatea Dunărea de Jos, Galați University Press, 2010, ISSN: 2065-3514.
- Conferința Internațională “British and American Studies / XIX”, *NLP and Linguistic Aspects of Reframing in Business Negotiations*, Universitatea de Vest, Timișoara, RJES, no.7, 2010, ISSN: 1584-3734.
- Conferința Internațională “Probleme actuale ale economiei globale (IV)”, *Strategies and Techniques in Business Negotiating and Selling: Case Studies*, Ovidius University Annals, Economic Sciences Series, Volume X, Issue 1, Constanța, 2010, ISSN: 1582 – 9383.
- Conferința Internațională “Probleme actuale ale economiei globale (IV)”, *Applications of the Chunking Technique in Business Communication*, Ovidius University Annals, Economic Sciences Series, Volume X, Issue 1, Constanța, 2010, ISSN: 1582 – 9383.
- Masa Rotundă “Efecte ale crizei actuale asupra economiei globale”, *The Impact of Progress in Information and Communication Technology on Distribution and Logistic Activities*,

Ovidius University Annals, Economic Sciences Series, Volume X, Issue 2, Constanța, 2010, ISSN: 1582 – 9383.

- Conferința Internațională “British and American Studies / XX”, *Semantic Density: State Changing Words in the Business Language*, Universitatea de Vest, Timișoara, RJES, no. 8, 2011, ISSN: 1584-3734.
- Conferința Internațională “Probleme actuale ale economiei globale (VIII)”, *Mortgage Loan Negotiating – Applications and Outcomes*, Ovidius University Annals, Economic Sciences Series, Volume XI, Issue 1, Constanța, 2011, ISSN: 1582 – 9383 .
- Conferința Internațională “Probleme actuale ale economiei globale (VIII)”, *The Timelining Technique and Its Linguistic Expression in Business English*, Ovidius University Annals, Economic Sciences Series, Volume XI, Issue 1, Constanța, 2011, ISSN: 1582 – 9383.
- Conferința Internațională “British and American Studies / XXI”, *Identifying (In)Congruence and Tracking Presuppositions in NLP: A Linguistic Approach to Business Communication*, Universitatea de Vest, Timișoara, 2011, lucrare în curs de publicare.
- Masa Rotundă “Efecte ale crizei actuale asupra economiei globale”, *NLP Techniques Integration in Negotiation*, lucrare în curs de publicare în Ovidius University Annals, Economic Sciences Series, Volume XI, Issue 2, Constanța, 2011.
- Simpozion ”Dinamica Limbajelor de Specialitate: Tehnici și Strategii Inovatoare” (3rd edition), *The NLP Logical Levels of Culture: A Business Perspective*, lucrare ce urmează a fi susținută în cadrul Departamentului de Limbi Străine Specializate al Facultății de Litere, Cluj-Napoca, Decembrie 2011.