International Scientific Conference

RELEVANCE AND QUALITY OF UNIVERSITY TRAINING: COMPETENCIES FOR PRESENT AND FUTURE

PAPER FORMATTING REQUIREMENTS

1. **Submitting the manuscript**

The papers will be sent by e-mail to the Department for Research (stiinta.usb@gmail.com), formatted in Word.docx, using Times New Roman font.

2. **Accepted document sizes** - max. 30.000 signs (3000 signs /page, max. 8-10 pages);
3. **Article template**

   3.1. The structure of the article
   - **Paper headline** – will be written in the original language of the article, using sentence case, 14, bold, centred;
   - **Name and SURNAME of the author/authors**, will be written 1 row below the headline, on the right side of the page – 12, bold;
   - **Affiliation** will be written 1 row below author/authors' name and surname – 12;
   - **Abstract**: The article will be accompanied by an abstract, written in an international language. The texts written in other languages will be accompanied by an abstract in Romanian. Abstracts should not exceed 700 signs and will be accompanied by **keywords,** written in the same language as the abstract;
   - **Text** - 12, line spacing - 1,5;
   - **Bibliography** will be written 1 row below the text.

   3.2. Hierarchy rules

   If the content of the article is separated, this will be done by numbering the chapters and the subchapters according to the decimal system, or whether inserting or not the titles and the subtitles.

   If, within the chapters and the subchapters, a hierarchy of examples is necessary, the following types of marking can be used:

   (I), (II), (III) etc.

   (A), (B), (C) etc.

   (1), (2), (3) etc.

   (a), (b), (c) etc.

   3.3. Orthographic norms

   For articles written in Romanian, the orthographic norms are those from DOOM.

   3.4. Type fonts
   - UPPERCASE is used according to standard orthographic norms of the language the Article is formatted and it is used for writing the author's name;
   - *italics* is used for indicating the character, for example, a word or phrase, and for marking the books and the articles cited in text or bibliography;
   - s p a c i n g is used for outlining a concept;
   - **bold** is used for writing titles and subtitles.

   3.5. Bibliography

   Each article or study is necessarily accompanied by a *Bibliography* comprising the cited works, inserted in the alphabetical order according to author's name, with their numbering.

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For different varieties of titles, writers are asked to respect the following models:

1. Adam, Jean-Michel, *Lingvistica textuală. Introducere în analiza textuală a discursurilor*, Iasi, Editura Institutul European, 2008.
2. Petrescu, Camil, *Ultima noapte de dragoste, întâia noapte de război, Opere*, vol. I, II, Bucureşti, Editura Minerva, 1979.
3. Blaga, Lucian, *Spaţiul mioritic*, în *Trilogia culturii*, Bucureşti, Editura de Stat pentru Literatură şi Artă, 1969.
4. Hall, Robert Jr., *The "neuter" in Romance: a pseudo-problem* in *Word*, 1965, 21, p. 421-427.

3.6. Quotations and references
- quotations are given in italics;
- references in the text are given in brackets [1], indicating the page, according to the model: [2, p. 71], [2, pp. 80-85].

3.7. Footnotes
The footnotes usually comprise more extensive information (quotations, explanations, etc.). Footnotes are numbered beginning with 1 and are inserted automatically by Word.

3.8. Diagrams and tables
Diagrams, charts, photos and tables are part of the text and are placed after the proper reference in the text. It is preferable that these are designed in Word program.

Conference Committee

T E M P L A T E

Submission by semantic and nonverbal induction

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Abstract: The research in the field of psychology of social influence shows that the acceptance of a request may be obtained with the help of not so many factors: one or two well chosen words, an appropriate gesture are enough for obtaining a behavior feed-back, in more proportion than in the case of their absence. By means of this research, the semantic content request influence was verified empirically on the behavior manifested by the persons.

Keywords: freedom, submission, non-verbal, techniques, influence, behavior.

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