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An Overview Of The Existing Gap Between The Romanian University Educational Offers Focused On Entrepreneurship And The Maritime Cruise Industry

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Abstract

Purpose: *The purpose of this paper is to identify the existing discrepancy between the educational offers that encourage entrepreneurship and the specific requirements for the development of the maritime cruise industry in Constanta, Romania.*

Methodology: *The authors conducted research on the university educational offers in Constanta, analyzed the specializations and training programs offered, and determined the directions for the training of professional skills within the analyzed faculties.*

Findings: *The authors found that out of 22 faculties in Constanta, only four specializations focused on business management or administration. Additionally, there was a discrepancy between the skills and specializations of the personnel needed in cruise services according to the analysis of customers' feedback on Alezzi Yacht, and the specializations offered by the Romanian educational environment*

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Research Implications/Limitations: *The research findings suggest that there is a need for a better alignment between the educational programs and the specific requirements of the maritime cruise industry in Constanta, Romania. However, the research was limited to the educational programs in Constanta and did not consider the broader national or international context.*

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Practical Implications/Limitations: *The practical implications of the research suggest that there is a need for better training and education of personnel in the maritime cruise industry in Constanta, Romania. However, the practical limitations of the research include the need for further investigation and implementation of the suggested changes.*

Originality: *The original contribution of this paper lies in the analysis of the existing discrepancy between the educational offers that encourage entrepreneurship and the specific requirements for the development of the maritime cruise industry in Constanta, Romania. Additionally, the case study of Alezzi Yacht provides a practical example of the challenges faced by the maritime tourism industry in the region.*

Keywords: *cruise ship, entrepreneurship, maritime cruise industry, university educational offer, yacht.*

Introduction

The cruise tourism industry, which was expected to have 32 million customers worldwide at the end of 2019, has been significantly impacted by COVID-19 pandemic. In 2020, the industry experienced a decline to levels like those in the 1990s, due to the implementation of medical protocols and cruise bans in several countries (Turismo, 2022). This resulted in losses not only at the economic level but also in social aspects (Smirnov et al., 2022).

Crew members are essential to the cruise industry. The sector employed highly qualified workers from more than 100 nations before the pandemic (Cruise Lines International Association, 2022). However, as a result of the pandemic, the sector is now struggling to locate local crew members with the required qualifications as well as the ability to execute improved health and safety procedures to protect the safety of individuals on board. These crew members must be able to carry out their assigned duties and follow the new protocols at the same time.

While previous research on the cruise tourism industry has focused on various aspects such as the economics, management, marketing, operational efficiency (Lau & Yip, 2020), safety management, regulations (Sun et al., 2019), and the impact of COVID-19 (da Silva, 2021; Antonellini, 2022; Smirnov et al., 2022), few studies have highlighted the importance of seizing business opportunities, identifying the necessary skills for crew members, or adjusting educational programs to meet the industry's needs (Ariza-Montes et al., 2021; Papathanassis et al., 2013). As a result, there is still a significant research gap that needs to be addressed. The purpose of this paper is to highlight the discrepancy between university educational programs that focus on entrepreneurship and the unique demands of the maritime cruise industry. The authors aim to illustrate this gap by utilizing a case study that examines the various factors that impact the satisfaction of Alezzi Yacht passengers. This method is useful for investigating phenomena that have not yet been studied (Di Vaio et al., 2018). The study's findings can help port cities like Constanta boost their cruise industries.

Nowadays, cruises are perceived as a way to experience a vacation, but in the past, they were largely recognized as a method of transportation (Lau and Yip, 2020). According to Wild and Dearing (2000), a cruise is defined as a paid excursion on a ship built for passenger accommodations rather than freight transport. On a cruise, guests can partake in a variety of activities like dining and entertainment as well as shore excursions that provide them with the chance to get off the ship and visit new places. Cruises are lavish experiences that offer comfort and first-rate amenities both on board and at resort destinations, in addition to being a mode of transportation or a place to visit (Jones, 2011; Teye and Leclerc, 1998). Additionally, a cruise can be viewed as a socio-economic system that results from the interaction between human, organizational, and geographical entities, with the aim of creating maritime-transportation-enabled leisure experiences (Papathanassis and Beckmann, 2011).

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The Workforce Needed in the Cruise Industry

Research on cruise tourism has highlighted the issue of the workforce as a significant challenge for the industry (Ariza-Montes et al., 2021). The industry has trouble attracting talented and motivated workers, in large part because of unattractive working conditions such as job insecurity, awkward scheduling, long hours, poor earnings, an imbalance between work and life, and low social status (Ariza-Montes et al., 2019; Deery and Jago, 2015; Lin et al., 2014; Murray-Gibbons and Gibbons, 2007).

The cruise business is a complicated, multifaceted enterprise that needs a broad spectrum of experienced individuals to function well. Gibson (2006) asserts that there are three main kinds of personnel in the cruise industry: officers, crew, and staff, which are further classified into four departments. Each profession sector, from hospitality and customer service to navigation and maritime safety, calls for a certain set of knowledge and abilities. There are stringent regulations for the safety, security, and enjoyment of passengers in the cruise sector. The demand for skilled and qualified professionals is anticipated to increase as the cruise industry continues to grow and adapt, making it an appealing career opportunity for those who value travel, hospitality, and maritime operations. Since each crew member has a clearly defined duty on board the ship, it is essential for the management of the ship to find professional and experienced crew members. As a result, it is critical to have qualified, experienced people who are eager to work in this field. Thus, in this paper, the authors analyzed the bachelor's and master's degree programs offered in the city of Constanta, focusing on educational offers related to the cruise industry. This analysis contributes to the identification of the specific training that future graduates receive and the potential for training managers or entrepreneurs who can seize the chances provided by the cruise tourism industry.

The Cruise Industry from Constanta

Constanta is a port city situated on the western coast of the Black Sea in Romania, and it serves as the capital of Constanta County, the fifth most populous county in Romania (CruiseMapper.com, 2022). Constanta Port is a maritime and river port that is situated on the Black Sea's western coast, making it the largest port in the Black Sea and the 18th-largest cargo port in Europe (CruiseMapper.com, 2022; Barbu et al., 2020).

The cruise industry brings yachts and smaller luxury ships to the port city of Constanta. There were ultra-premium cruise travel companies like Azamara, Phoenix Reisen, RSSC-Regent Seven Seas, Crystal, Oceania, Silversea, and SeaDream among the ships that had reservations on the Constanta cruise market in 2020 (CruiseMapper.com, 2022). However, COVID-19 pandemic prevented any passenger ships from being registered in the Constanta Port Annual Report in 2020 (Fig. 1).

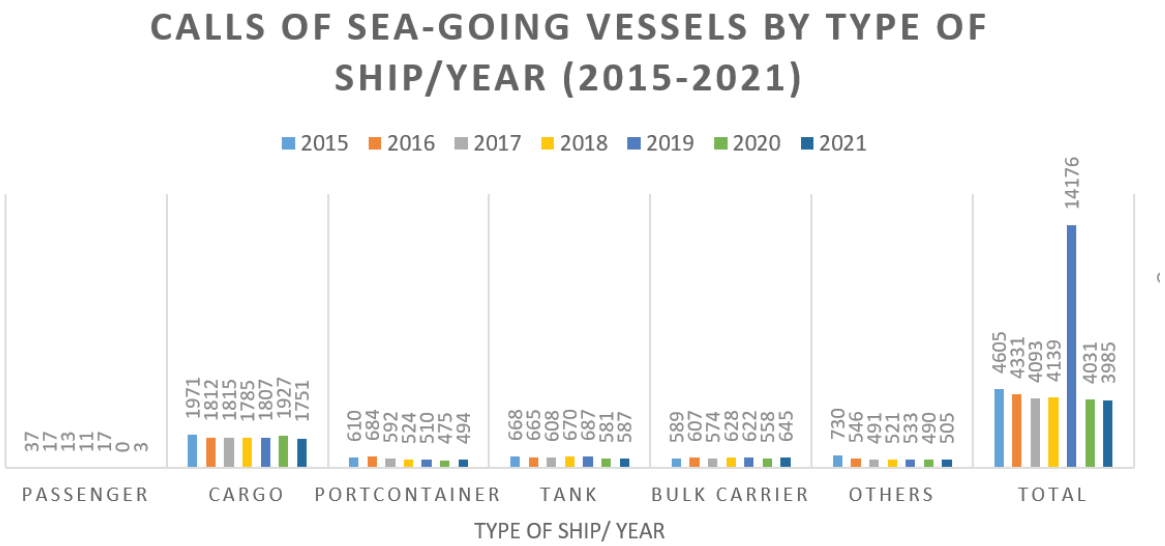


Fig. 1. Calls of sea-going vessels by type of ship/year (2015-2021)

Source: adapted from Constanta Port Annual Report 2021, 2021, https://www.portofconstantza.com/pn/page/np_statistici_port

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Additionally, even though the pandemic caused significant changes in many businesses, between 2015 and 2021, the number of passengers on seagoing vessels started to significantly decline, falling from 37 in 2015 to 3 in 2021 (Fig. 1). In 2022, 40 sea vessels were announced to arrive in Constanta port. Unfortunately, the ongoing crisis between Ukraine and Russia has negatively impacted Romania's cruise tourism industry, leading to an increase in cancellations—at least 18 have been reported so far (Stirileprotv ro, 2022). This unstable situation has resulted in losses not only for the maritime event organization sector but also for wine tourism in the Constanta area. Visitors who used to dock at the port and visit Dobrogea wineries and attend traditional shows had to pay a minimum of 50 euros per person for this experience. To mitigate the impact of such unforeseeable circumstances, it is essential to act on multiple levels, including the economic, social, and political, to facilitate the recovery of the cruise tourism industry in the Constanta area and maximize its potential.

Methodology

The main goal of this paper is to analyze the relationship between the university educational offers and the maritime cruise industry in port cities that are at the beginning of the development of the cruise tourism industry, like Constanta city. In this regard, the achievement of the following secondary objectives is pursued:

1- Analysis of university educational offers from Constanta city;

2- Analysis of the factors affecting Alezzi Yacht passengers' satisfaction;

3- Analysis of the relationship between the university educational offers from Constanta City and the maritime cruise industry from Romania.

To achieve the aims of this research, the authors conducted a thorough review of relevant literature and official annual reports about the cruise industry. The status of the cruise business in Constanta from 2015 to 2021 was examined by the authors using data from the Constanta Port Annual Reports. The authors also carried out two research using secondary data obtained from official sources. The first study involves looking up the bachelor's and master's degree options, as well as their specializations, on the websites of the four universities in Constanţa, Romania. The Alezzi Yacht was utilized as a case study in the second study to examine the cruise services offered by the maritime industry along the Black Sea coast. The Alezzi Yacht received satisfaction ratings of 4.6 and 4.8 out of 5 based on 535 passenger reviews from Google and Facebook, respectively. The authors noted the important variables that affected passenger satisfaction ratings. Then, the authors conducted a focus group in order to analyse the relationship between the university educational offers from Constanta City and the maritime cruise industry from Romania. Finally, the authors drew attention to the discrepancy between the educational opportunities Romania offers to encourage entrepreneurial ventures in the cruise industry and the skills required of cruise personnel based on passenger input.

Results and Discussion

Study Regarding University Educational Offers from Constanta

For a port city, Constanţa offers a respectable selection of educational opportunities. The "Mircea cel Bătrân" Naval Academy and the Ovidius University of Constanţa, two state universities with a combined 19 faculties, are located in the analyzed region. Additionally, the city is home to two private universities with three faculties each, Andrei Saguna University and Spiru Haret University. This study aims to determine the main fields of study that produce professional skills by examining the bachelor's and master's degree programs offered by all 22 faculties in Constanta. This analysis revealed that most faculties have more than two master's programs accessible, and all provide at least two specializations for bachelor's degree programs (as described in Fig. 2, Fig. 3, and Fig.4)

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The Naval Academy "Mircea cel Batran" located in Constanta, is a highly specialized university that offers bachelor's and master's programs focused on the maritime, fluvial and port fields. It is regarded as one of Romania's most specialized institutions since it provides for the unique requirements of the city in which it is located. The educational offerings of the institution are created to produce specialists for the Romanian Naval Forces, the Border Police, and the business community engaged in the maritime, naval, and fluvial port industries (Fig. 2).

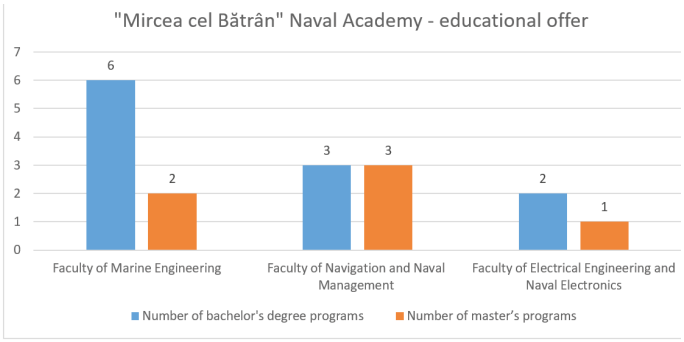


Fig. 2. "Mircea cel Bătrân" Naval Academy - educational offer

For students interested in the maritime industry, the "Mircea cel Bătrân" Naval Academy in Constanta provides a variety of training options, including Marine and Navigation Engineering, Electrical Engineering, and Engineering and Management. Students have the option of enrolling in courses in the civil section, which offers study programs in Electromechanics and Naval Electromechanics, Navigation and Maritime and River Transport, and Naval and Port Engineering and Management. As an alternative, individuals can sign up for study programs offered by military departments in navigation, hydrography, naval equipment, electromechanics, and naval architecture. For students seeking additional education and training, the academy also provides master's degrees in Naval Electromechanical Systems, Nautical Sciences, Oceanography and Hydrography, Logistics Systems Management, Naval and Port Engineering and Management, and Operation and Management of Naval Electroenergetic Systems.

Another higher educational facility serving Constanta's needs for higher education is the Ovidius University of Constanta. This institution has a faculty called the Faculty of Mechanical, Industrial, and Maritime Engineering that specifically handles the needs of a port city. Additionally, it has 15 other faculties that offer training in a variety of subjects that are essential in any location, including geopolitics, science, and economics. These include the faculties of medicine, dentistry, pharmacy, psychology, and educational sciences, as well as the faculties of applied sciences and engineering, economics, and mathematics (Fig. 3).

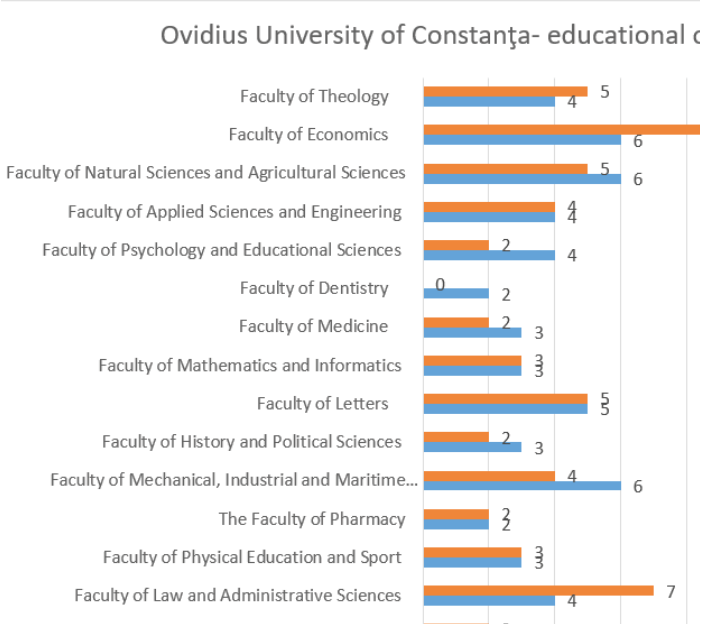


Fig. 3. The Ovidius University of Constanţa- educational offer

Apart from these educational programs offered by the two mentioned universities, there are two private universities in Constanta that offer certification programs for people interested in careers that would benefit the city's economy in addition to the educational opportunities offered by the two universities presented before. Numerous educational opportunities are provided by "Andrei Saguna" University, with a focus on economic and administrative sciences as well as psychology, behavioural, and legal sciences. For individuals with a passion for the legal and economic sciences, "Spiru Haret" University is an excellent option (Fig. 4).

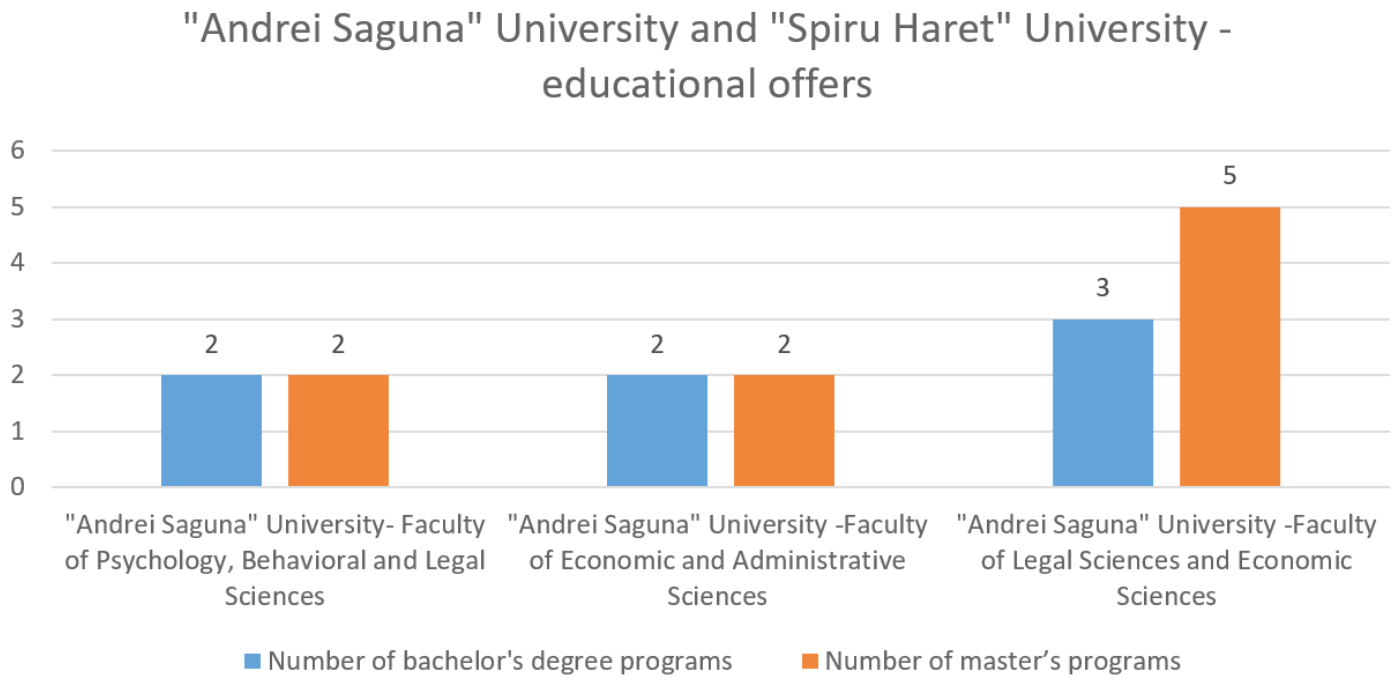


Fig. 4. "Andrei Saguna" University and "Spiru Haret" University - educational offers

The authors were intrigued by the wide range of economic opportunities in Constanta, which go beyond its status as a port city. They set out to investigate the academic specializations that were offered in business management or administration. They found that only four faculties (Faculty of Mechanical, Industrial and Maritime Engineering, Faculty of Economics from Ovidius University of Constanţa, Faculty of Economic and Administrative Sciences from "Andrei Saguna" University, Faculty of Legal Sciences and Economic Sciences from "Spiru Haret" University) offer courses that are geared toward business management or administration. This means that only 5% of the bachelor's degree programs offered by the university focus on giving students the abilities, information, and expertise required to take advantage of the opportunities in the Constanta region, create business plans, and effectively run businesses in order to boost revenue and add value to the market. It is important to note that approximately 16% of bachelor's programs focus on training engineers, while 21.25% of bachelor's programs and 12.82% of master's programs are concentrated on developing port-specific abilities. The remaining programs are dispersed among all other industries.

Study Regarding the Factors Affecting Alezzi Yacht Passengers' Satisfaction

The Alezzi Yacht is a cruise ship that offers maritime excursions along the Black maritime coast of Romania while also offering a variety of amenities like club nights, lunch, dinner, and private parties. The ship, which can accommodate 780 passengers, is situated on Berth 9 of Midia Port, from where mini-cruises to Tomis Port leave. The cruise ship provides 4-star accommodations, services, and amenities, as well as private transportation, lighting, sound, and festival effects, specialized meals, consultation services, support during the events, and artistic impresario services (Alezziyacht.ro, 2022).

To identify the key elements affecting the Alezzi Yacht guests' total happiness score, the authors examined 535 Facebook and Google reviews. They named the following elements: employees, food, drinks, prices, atmosphere, music, the facilities on the ship, time and distance. The authors gathered all of the reviews for each factor, processed them, and then centralized them. The authors presented, in percentage form, the satisfaction ratings of those who had used Alezzi Yacht in Fig. 5. The music, the ambience, and the crew on board

the ship were the elements that stood out the most in the studied responses. According to more than 90% of reviewers, Alezzi Yacht gave them an exciting and memorable experience where they could have a good time. Over 80% of the respondents agreed that it was the perfect place for dancing because of the festive and club-like atmosphere.

Given that the music was played live and the environment was enlivened by DJs, live bands, or famous performers, over 94% of the passengers said that the variety of music was important to them. More than 80% of the guests gave the crew at Alezzi Yacht high marks for their interactions with them, complimenting them for being considerate of their requirements, sympathetic, and competent in their jobs. 89% of users on Google gave the cuisine a high rating for the taste of the food, while 73% of reviewers on Facebook gave the nighttime experience on the yacht a high satisfaction rating.

The authors also highlighted the elements that continue to lead to passenger dissatisfaction aboard the Alezzi Yacht as part of their investigation. The ship is sometimes overbooked, according to guests, which results in a staffing shortfall relative to the ship's capacity or number of passengers. Additionally, although some personnel dress in character for different occasions, customers would prefer to see this more frequently. Additionally, smiling more frequently would be appreciated by customers if staff members acted graciously as well.

Based on their research of the reviews, the authors found that few customers made comments about the quantity of the portions and the manner in which the food was given, including the temperature, presentation, specialty, and variety. Neither the variety nor the cost of the drinks was commonly noted. Given that the Alezzi Yacht functions as both a restaurant and a bar, the corporation needs to be concerned about these issues. In order to improve consumer happiness with the food and drink they receive while also assuring fair pricing for the entire experience, the cruise ship must make certain changes.

The administration and crew should put more effort into marketing initiatives and attention to detail in order to highlight the Alezzi Yacht's potential as a destination to appreciate the sea, take in a sunset, or spend quality time with family and friends. It is interesting to note that very few customers seemed to enjoy the brand-new, lavish, and pleasant amenities on the ship. This can be the case because customers expect certain amenities as part of the services because they are deemed normal in the service provider sector. Thus, while their absence would result in discontent, their presence has no discernible effect on the total satisfaction level.

Main factors	*Factors*	*Google reviews*	*Facebook review*
Employees	careful	90.91%	85.00%
	empathetic	89.82%	80.00%
	qualified	80.00%	55.77%
	smiling	9.82%	43.46%
	enough employees for the existing capacity	2.91%	1.15%
	dress thematically	4.36%	4.62%
	polite	52.73%	55.77%
Food	tasty	89.09%	33.46%
	served at the right temperature	11.64%	2.69%
	the right amount of food	0.73%	0.38%
	looking good	68.00%	23.08%
	luxury food	11.64%	21.54%
	specialties served	23.64%	13.08%
	great variety	43.64%	40.77%
Drinks	great variety	7.64%	9.23%
	right price	3.64%	8.85%
Prices	suitable for the offered quality	15.64%	13.46%
Atmosphere	relaxing	58.18%	43.46%
	festival atmosphere	83.27%	90.00%
	clubbing	83.64%	85.00%
	exciting	90.18%	91.15%
	unforgettable	93.09%	92.31%
	friendly	29.82%	26.54%
	the place where you can meet new people	28.36%	33.08%
	the place where you can have fun	94.55%	94.23%
	the place where you can dance	72.73%	81.54%
	the place where you can attend concerts	68.00%	43.08%
	the place where you can admire the sea	20.36%	21.54%
	the place where you can enjoy the sunset	12.36%	33.46%
	the place where you can enjoy with your family and children	41.09%	43.85%
	the place where you can enjoy with friends	64.73%	55.77%
Music	great variety	94.55%	97.31%
	live music	74.18%	76.15%
	DJ	56.73%	78.46%
	live band	64.00%	71.92%
	concerts	12.36%	65.38%
	festival atmosphere	83.27%	90.00%
	good sound system	60.00%	72.69%
The facilities on the ship	new	31.64%	25.77%
	luxuriant	16.36%	20.38%
	comfortable	12.36%	21.54%
Time and distance	usually between 3 and 5 hours	52.73%	13.08%
	adapted according to the event	1.09%	2.69%
	around the port	37.45%	55.00%
	by the sea, approximately 1 km from the shore	37.45%	48.08%
	during the day	20.36%	8.85%
	at sunset	31.64%	17.69%
	in the night	48.00%	73.46%

Fig. 5. Factors affecting the general score of Alezzi Yacht passengers' satisfaction

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The length and timing of the Alezzi Yacht voyage were also examined by the authors, who discovered that while the majority of passengers chose night cruises, a tiny proportion of passengers valued the possibility of day and sunset excursions. Minor difficulties with the cruise's duration (which was occasionally less than promised) and location (about 1 km from the shore or in the port) were brought up by a few customers. The yacht management responded by explaining that unexpected events like bad weather, strong winds, rain, or high waves may occur during the cruise and that the staff would take the necessary precautions to reassign participants to other covered decks or, if necessary, return to the port earlier than scheduled. The specified course cannot be altered after it has been approved by the competent Naval Authority, although if bad weather prevents the yacht from sailing out to sea, the boat will remain anchored at the dock, will make the return route on the Midia channel, and the event will take place under the respective conditions (Alezziyacht.ro, 2022).

Analysis of the relationship between the university educational offers from Constanta and the maritime cruise industry in Romania

In order to analyse the relationship between the university educational offers from Constanta and the maritime cruise industry in Romania, the authors conducted a focus group. The participants of this focus group were five individuals who are directly involved in the maritime cruise industry (a cruise line operator, a travel agent, a representative of a tourism organization) and the university educational sector (two professors from the public universities of Constanta). They were selected to express their opinions and experiences regarding the skills and knowledge needed to succeed in various professions within the maritime cruise business. This variety of viewpoints can contribute to a more comprehensive knowledge of the needs of the sector and the competencies needed for success.

The focus group discussed potential solutions to address the skills gap between educational programs and industry requirements, including the creation of specialized programs or the forging of deeper linkages between academic institutions and industry partners. The participants were invited to discuss their personal experiences with current collaborations between academic institutions and commercial enterprises as well as their thoughts on the viability and potential efficacy of various approaches.

The focus group's overall objective was to collect in-depth opinions and insights from experts and industry participants in the maritime cruise sector in order to inform the creation of educational programs that are better suited to the needs of the sector and encourage its expansion and sustainability in Romania.

In order to successfully connect with passengers and deliver high-quality service, focus group members noted a specific need for staff with good language abilities, such as competence in English or other widely spoken languages in the cruise industry. They also emphasized the value of specialized training in fields like event planning, food and beverage management, and hospitality management, all of which are crucial for delivering a satisfying cruise experience for passengers. For working in the maritime cruise sector, the participants emphasized the importance of having great communication skills, attention to detail, problem-solving skills, adaptability, and customer service skills.

The focus group participants also recognized gaps in the current educational offerings by universities in Constanta, along with particular skills and knowledge that are crucial for success in the business. Participants pointed out that there is a disconnect between the theoretical information provided in academic programs and the practical abilities required in the maritime cruise business. For instance, there might be a stronger focus on experiential learning, teamwork, and multicultural communication. Additionally, there is a need for more specialized training in fields like cultural heritage management or sustainable tourism, both of which are becoming more crucial in the current cruise business. The participants also agreed that adding additional specialist courses on topics like port operations, hospitality management, event planning, and cultural sensitivity to universities' educational offerings would be beneficial. Additionally, certifications

like those offered by the International Maritime Organization's Standards of Training, Certification, and Watchkeeping for Seafarers (STCW) and the Cruise Lines International Association's (CLIA) Certification Programs could improve the employability and credibility of candidates looking for a job in the maritime cruise industry.

The focus group also revealed specific challenges that universities in Constanta face in developing educational programs that align with the needs of the cruise industry. Participants noted that there is a lack of industry expertise among faculty members, or that there are limited opportunities for students to gain real-world experience in the industry through internships or other practical learning opportunities.

Universities could also collaborate with port management or cruise lines to provide students with internships or work shadowing opportunities. Universities in Constanta could work with industry participants like cruise lines, port operators, and tourism companies to understand the present and foreseeable demands of the marine cruise industry. Joint research studies, seminars, or workshops that identify the industry's skills and knowledge gaps and how to close them through educational programs could be the outcome of this collaboration.

In addition, the participants of the focus group mentioned that a number of factors, including infrastructure development, environmental sustainability, safety and security measures, cultural heritage preservation, and luring more tourists from various parts of the world, are necessary for the maritime cruise industry in Romania to succeed. They argued that there is an opportunity for improvement in the connection between the Romanian marine cruise business and the university educational offerings in Constanţa. By working together and adapting to the changing needs of the industry, universities can provide students with better career prospects while contributing to the growth and competitiveness of the maritime cruise industry in Romania.

Thus, following the results obtained from the analysis of the secondary data, as well as the information obtained from the focus group, the authors managed to outline an overall vision regarding the relationship between the university educational offers from Constanta and the maritime cruise industry from Romania.

The economic impact of cruise and yacht tourism on port cities like Constanta, Romania, is substantial and has the potential to spur regional growth. Numerous marine tourist prospects exist in the Black Sea, many of which have not yet been completely exploited. Increased investment in tourism-related development can be sparked by the expansion of the cruise industry, which can be a significant source of revenue for these cities (Diakomihalis et al., 2009). Universities must also play a part in training the labor force required to sustain this expanding industry and take advantage of economic prospects (Shi et al., 2018, Papathanassis et al., 2013).

The authors found that there are enough courses to train people in the technical areas necessary for managing a cruise ship after looking at the bachelor's and master's degree programs that are offered in Constanta. An issue for the Constanta cruise sector could arise from the more constrained availability of entrepreneurship and business administration programs. Finding successful and long-lasting business solutions is vital; simply offering specific services on a cruise ship is insufficient. The cruise industry needs innovative management and inventive entrepreneurs, according to Lau and Yip (2020), in order to effectively address issues with energy and GHG emissions, sustainable water consumption, waste and pollution management, host community benefit, ecosystem pollution and loss of biological diversity, and cultural heritage management.

A case study of the Alezzi Yacht shows that there should be well-trained employees from different departments on board the ship in addition to the officers who are obviously required to have extensive training, such as the captain, chief engineer, hotel director, and cruise director. These staff members will be in charge of preparing and serving food and beverages, controlling the sound and lighting systems to create a joyful environment, taking priceless pictures and films, and offering other surprise services that will thrill passengers.

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Although cruise ship crews provide high-quality service that is appreciated by passengers, it is equally crucial for workers in this field to have an entrepreneurial mindset (Calinao, 2020). As a result, they may recognize unmet customer demands, find market possibilities, and produce innovative solutions that benefit society and the economy. Unfortunately, this approach has not been fully reflected in the educational offerings of Constanta's higher education institutions. Instead of promoting the growth of creative tourism and an entrepreneurial attitude that may help all industries in the marine and port areas (Daniel et al., 2017), they place a larger emphasis on established economic models and educating students for conventional employment found in any city.

The study's findings indicate that specific degrees and certificates can give candidates the core abilities needed for employment in the cruise sector. Diplomas and certificates in Business Administration, Hospitality Management for Accommodation and Guest services, Services Management, Tourism Management for Cruise Sales, Event Management, Recreation and Leisure Services for Cruise Staff, Travel Management, Hotel and Restaurant Management, Food and Beverage Management, and Cruise Management. are among them.

The cooperation between institutions in Constanta and the maritime cruise industry has made some positive strides despite the obstacles observed in these sectors. Some institutions have forged alliances with corporations in the sector, giving students chances to obtain real-world experience and hone important skills. Some faculties are also currently providing short-term seminars and courses centered on the marine cruise business, which may assist in filling some of the skills gaps.

In conclusion, there are still prospects for cooperation and advancement despite the current discrepancy between the university educational programs provided in Constanta and the unique requirements of the Romanian maritime cruise business. Universities in Constanta can support the growth of the maritime cruise industry and provide their students with excellent job chances by creating specialized educational programs and strengthening relationships with industry stakeholders.

Conclusion

There has been an increase in interest in entrepreneurship education in recent years, and many universities now offer courses and programs that are particularly created to help students improve their entrepreneurial talents. Although entrepreneurship is an important component of many businesses, including the maritime cruise industry, there appears to be a disconnect between the educational opportunities offered by universities that specialize in entrepreneurship and the demands of this sector. This difference is especially noticeable in Romania, where the maritime cruise industry makes a considerable economic contribution to the country's economy.

Despite the importance of the maritime cruise industry in Romania, there is a lack of specific educational programs designed to develop the entrepreneurial skills required for this industry. In Romanian universities from Constanta, general entrepreneurship programs do exist, but they frequently do not address the opportunities and challenges that the maritime cruise business presents. As a result, there is a discrepancy between graduates' knowledge and skills and what the industry needs.

The requirement for innovation and adaptation is one of the major problems that the maritime cruise sector must deal with. Companies in this sector must be able to adjust fast to stay competitive given the continuously shifting customer preferences and new technologies. Many university entrepreneurship programs, though, do not emphasize these talents, leaving graduates unprepared to handle these difficulties.

The maritime cruise sector is also highly specialized, with rules and specifications that must be followed. Graduates may lack the knowledge and abilities necessary to successfully negotiate these rules and criteria without an emphasis on this industry. This

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may put employers of these graduates at a competitive disadvantage and ultimately impede the expansion of the sector.

The cruise tourism sector plays a crucial role in the growth of a nation's tourism industry. In recent years, cruises have evolved from being just a mode of transportation to a real luxurious experience in which passengers can enjoy all the comfort of a 5-star complex on board the ship. However, in order to provide a seamless and exceptional experience, the cruise ships need to have a highly trained and competent crew that is equipped to handle any situation, and most importantly, provide courteous and efficient service for all the amenities available on board.

Thus, in this context, the results of this paper highlight the existing discrepancy between the skills and specializations of the personnel needed in cruise services and the specializations offered by the Romanian educational environment, offering an overview of the existing gap between the high education institution offers focused on entrepreneurship and the maritime cruise industry.

In conclusion, there is a significant gap between the university educational offers focused on entrepreneurship and the needs of the maritime cruise industry in Romania. To address this gap, there is a need for specific educational programs that focus on the unique challenges and opportunities presented by this industry. By developing graduates with the necessary entrepreneurial skills and industry-specific knowledge, the maritime cruise industry in Romania can continue to grow and thrive in the coming years.

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