

Aprobat în baza H.S. nr. 59 / 26.09.15



# PLAN DE ÎNVĂȚĂMÂNT

valabil începând cu anul universitar 2017-2018

## UNIVERSITATEA DIN ORADEA

### FACULTATEA DE ȘTIINȚE ECONOMICE

*Programul de studii universitare de masterat:* **INTERNATIONAL BUSINESS  
ADMINISTRATION**

*Domeniul fundamental:* **ȘTIINȚE SOCIALE**

*Domeniul de masterat:* **ECONOMIE ȘI AFACERI INTERNAȚIONALE**

*Domeniul secundar de masterat:*

*Tipul masteratului:* **Professional**

*Durata studiilor / nr. de credite:* **4 semestre/120 credite**

*Forma de învățământ:* **Învățământ cu frecvență (IF)**

## 1. MISIUNEA PROGRAMULUI DE STUDIU / SPECIALIZĂRII INTERNATIONAL BUSINESS ADMINISTRATION

The mission of the masters degree program *International Business Administration* (acronym: **IBA**) is the training of specialists able to administer international businesses of the enterprises, able to meet both the expansion needs of multinational companies present in a country, and the requirements of the national and multinational companies concerned with the growth of their business internationally, participate in bilateral, regional and multilateral trade negotiations at authorities level, specialists able to represent a country interests in the regional and multilateral negotiations, possessing the knowledge, skills and abilities needed to gain competitive advantages on both internal and international markets within the organizations in which they work. **The fundamental objective assumed by this masters degree program is to provide the best post-graduate academic training in the field of Economics and International Business, so that the skills acquired by IBA graduates to meet the requirements of the international labor market as well as the international research and development activities.** The masters degree program IBA - through professional and transversal competences provided by the subjects included in the curriculum - is supported by factors of relevance and timeliness in relation to the national qualifications nomenclature, respectively to the labor market needs and goals, and is related to educational, scientific research and professional goals.

## 2. OBIECTIVELE PROGRAMULUI DE STUDIU / SPECIALIZĂRII INTERNATIONAL BUSINESS ADMINISTRATION

### 2. THE OBJECTIVES OF THE MASTER STUDY PROGRAM *INTERNATIONAL BUSINESS ADMINISTRATION* (IBA):

The objectives of the master study program *International Business Administration* consist in providing the master students, in an elevate, appealing, interactive and professional way, with information and knowledge that can ensure acquiring specific professional competences, corresponding and related to the field of *Economics and International Business*, these objectives being found among the objectives established within the managerial and operational plans of the Department of International Business, department that manages this study program at the level of the Faculty of Economic Sciences, University of Oradea, within the field of *Economics and International Business*. The Department of International Business within the Faculty of Economic Sciences establishes its objectives and performs its activities based on the annual *Operational Plan* and the *Managerial Plan* as a four year strategic plan of the faculty. Thus the master program *International Business Administration* (IBA) focuses clearly on the inter-correlation between the international policies and the business environment, proven by the companies desire to influence the decision making process in the activity of internal and international business administration.

The objectives specific to the master study program *International Business Administration* are:

- to provide advanced knowledge in the field of *Economics and International Business*;
- to develop the students professional and managerial skills, in internal and international context;
- to facilitate professional training of economists in the field of internal and international business;
- to provide theoretical and practical training to master students, at the level of the requirements imposed by the internal and international business environment;
- to ensure master students acquisition of modern concepts and techniques regarding aspects of quantitative economic theory and aspects of management necessary to accurately solve the problems in the field of internal and international business;
- to ensure acquisition of specialized vocabulary and of techniques of negotiation and communication in the international business environment;
- to ensure students acquisition of advanced knowledge in the field of the business and contracting activity of a company, from a national and international perspective, emphasizing the incidence and the facilities derived from the multilateral and regional trade agreements concluded by a country with a view to the regional integration;
- to develop students decisional skills in the field of international business and a thorough understanding of the firms functioning in a competitive international environment, by an optimal combination of disciplines covering the fields of economics, finance, marketing and strategic management;
- to build a bridge to the actual business environment, by: inviting business people to meet the students and share their business experience with them, organizing field visits and study visits to companies and institutions with activity in the field of regional and international business, analyzing authentic case studies provided by the business environment of the European Union or by the community policies;
- to facilitate acquisition of theoretical knowledge and formation of practical skills in accordance with the employers expectancies and requirements, which shall ensure successful integration of the alumni on the labor market.

## 3. COMPETENȚE CARE SE VOR DOBĂNDI DE ABSOLVENȚI LA FINALIZAREA STUDIILOR

### 3.1. PROFESSIONAL COMPETENCES:

- Ability to write and implement strategies for international development of the enterprise in a multicultural environment
- Knowledge, understanding and use of basic theories and methods in the international domain
- Identifying and applying the management principles specific to international business
- Knowledge of the principles of operation of multilateral trade agreements and regional economic integration agreements
- Performing expertises on international business.

### 3.2. TRANSVERSAL COMPETENCES:

- Coordination of professional teams, assuming, delegating and tracking the fulfilment of the responsibilities specific to the economic field
- Self-assessment of the need for further training, diagnosis and self learning
- Building and assuming economic strategy, in terms of responsibility and autonomy.

## 4. FINALITĂȚI

**Graduation Title:** Masters Degree in International Business Administration

**Qualification Title:** International Business Administration

**Qualification Code:** M74070106020

**Possible jobs for the graduate with *Masters Degree*, according to Classification of Occupations in Romania ISCO 08 (COR):**

**Head of office/** International Relations service 132414; Counsellor/expert/inspector/ referent/ economist in International Economic Relations - 263105; Expert/Customs Inspector- 241907; Economic secretary - 241917; Customs officer, customs officer for the customs duty, customs officer (university studies) - 241920; Process improvement specialist - 241928; Expert in applying the legislation in harmony with the field of industry and trade - 241935; Expert in accessing European structural and cohesion funds - 241948; European business counsellor - 241949; Expert in contracting investment activities - 241950; Expert in investment efficiency - 241953; Progress plan expert - 241962; Competition inspector - 244110; Management economist research assistant - 258102; Marketing economist research assistant - 258110; Economist researcher in International Economic Relations - 258111; Economist research assistant in International Economic Relations 258112; International consignor 432331.

**New jobs proposed to be included in COR:**

**Foreign trade referent** (master studies), contracting and acquisitions agent (master studies), internal/international tourist transport agent (master studies), business tourism agent (master studies), trade agent (master studies).

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Domeniul fundamental: **ȘTIINȚE SOCIALE**  
Domeniul de masterat: **ECONOMIE ȘI AFACERI INTERNAȚIONALE**  
Domeniul secundar de masterat:  
Tipul masteratului: **Professional**  
Durata studiilor / nr. de credite: **4 semestre/120 credite**  
Forma de învățământ: **Învățământ cu frecvență (IF)**

Valabil din anul univ.  
2017-2018  
începând cu anul I

**PLAN DE ÎNVĂȚĂMÂNT\*\***  
Anul de studiu I

| Cod       | Discipline*                           | Tip | Sem. I<br>[ore / săptămână] |          |          |          | Total ore<br>/ sem. | Felul<br>verif. | Cre-<br>dite | SI<br>[ore /<br>sem.] | Condi-<br>ționări |
|-----------|---------------------------------------|-----|-----------------------------|----------|----------|----------|---------------------|-----------------|--------------|-----------------------|-------------------|
|           |                                       |     | C                           | S        | L        | P        |                     |                 |              |                       |                   |
|           | <b>OBLIGATORII IMPUSE</b>             |     |                             |          |          |          |                     |                 |              |                       |                   |
| FSTE-0869 | Business Economics                    | DSI | 2                           | 1        | -        | -        | 42                  | Ex              | 6            | 126                   |                   |
| FSTE-0870 | International Economics               | DSI | 2                           | 1        | -        | -        | 42                  | Ex              | 6            | 126                   |                   |
| FSTE-0871 | Management of Sustainable Development | DSI | 1                           | 1        | -        | -        | 28                  | Ex              | 5            | 112                   |                   |
| FSTE-0872 | Financial Management                  | DAP | -                           | -        | 1        | 1        | 28                  | Cv              | 5            | 112                   |                   |
| FSTE-0873 | English Language for Business         | DAP | 1                           | 1        | -        | -        | 28                  | Cv              | 4            | 84                    |                   |
| FSTE-0874 | Foreign Language for Business I       | DAP | 1                           | 1        | -        | -        | 28                  | Cv              | 4            | 84                    |                   |
|           | <b>TOTAL</b>                          |     | <b>7</b>                    | <b>5</b> | <b>1</b> | <b>1</b> | <b>196</b>          |                 | <b>30</b>    | <b>644</b>            |                   |

| Cod       | Discipline*                                       | Tip | Sem. II<br>[ore / săptămână] |          |          |          | Total ore<br>/ sem. | Felul<br>verif. | Cre-<br>dite | SI<br>[ore /<br>sem.] | Condi-<br>ționări |
|-----------|---|-----|------------------------------|----------|----------|----------|---------------------|-----------------|--------------|-----------------------|-------------------|
|           |   |     | C                            | S        | L        | P        |                     |                 |              |                       |                   |
|           | <b>OBLIGATORII IMPUSE</b>                         |     |                              |          |          |          |                     |                 |              |                       |                   |
| FSTE-0875 | Risk Management                                   | DSI | 1                            | 1        | -        | -        | 28                  | Ex              | 5            | 112                   |                   |
| FSTE-0876 | Management of International Economic Transactions | DAP | 2                            | 2        | -        | -        | 56                  | Ex              | 6            | 112                   |                   |
| FSTE-0877 | Strategic Management of the Company               | DAP | 1                            | 2        | -        | -        | 42                  | Ex              | 4            | 70                    |                   |
| FSTE-0878 | Economics of European Integration                 | DAP | 2                            | 1        | -        | -        | 42                  | Ex              | 5            | 98                    |                   |
| FSTE-0879 | Business Communication in English Language I      | DSI | 1                            | -        | -        | -        | 14                  | Cv              | 3            | 70                    |                   |
| FSTE-0880 | Business Communication in Foreign Language I.1    | DSI | 1                            | -        | -        | -        | 14                  | Cv              | 3            | 70                    |                   |
| FSTE-0881 | Practice  | DSI | -                            | -        | -        | -        | 60                  | Cv              | 4            | 52                    |                   |
|           | <b>TOTAL</b>                                      |     | <b>8</b>                     | <b>6</b> | <b>-</b> | <b>-</b> | <b>256</b>          |                 | <b>30</b>    | <b>584</b>            |                   |

**Legendă:** C - Curs (pentru IFR - Coordonare studiu individual); S - Seminar; L - Lucrări practice (laborator); P - Proiect; SI - Studiu Individual;  
DAP - Disciplină de Aprofundare; DSI - Disciplină de Sinteză; DCA - Disciplină de Cunoaștere Avansată; OU - Opțiunea Universității;  
Felul verif. - felul verificării/forma de verificare; Ex. - examen; Cv. - colocviu; Vp. - verificare pe parcurs; Pr. - proiect; A/R- Admis/Respins; Credite -  
numar credite ECTS; SI - Studiu individual.

Director departament,  
Conf. univ. dr. Liana-Eugenia MESTER

RECTOR,  
Prof. univ. dr. Constantin BUNGĂU



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Domeniul secundar de masterat:  
Tipul masteratului: **Professional**  
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începând cu anul I

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Anul de studiu II

| Cod                       | Discipline*   | Tip | Sem. III<br>[ore / săptămână] |          |          |          | Total ore / sem. | Felul verif. | Credite   | SI [ore / sem.] | Condiționări |
|---------------------------|---|-----|-------------------------------|----------|----------|----------|------------------|--------------|-----------|-----------------|--------------|
|                           |   |     | C                             | S        | L        | P        |                  |              |           |                 |              |
| <b>OBLIGATORII IMPUSE</b> |   |     |                               |          |          |          |                  |              |           |                 |              |
| FSTE-0882                 | Negotiation and Contracting in International Commerce | DSI | -                             | -        | -        | 3        | 42               | Cv           | 5         | 98              |              |
| FSTE-0883                 | External Trade and Customs Union in EU                | DSI | 2                             | 1        | -        | -        | 42               | Ex           | 6         | 126             |              |
| FSTE-0884                 | Competition and Competitiveness                       | DSI | 2                             | 1        | -        | -        | 42               | Ex           | 7         | 154             |              |
| FSTE-0885                 | International Corporate Finances                      | DAP | 2                             | 1        | -        | -        | 42               | Ex           | 6         | 126             |              |
| FSTE-0886                 | Business Communication in English Language II         | DSI | 1                             | -        | -        | -        | 14               | Cv           | 3         | 70              |              |
| FSTE-0887                 | Business Communication in Foreign Language I.2        | DSI | 1                             | -        | -        | -        | 14               | Cv           | 3         | 70              |              |
| <b>TOTAL</b>              |   |     | <b>8</b>                      | <b>3</b> | <b>-</b> | <b>3</b> | <b>196</b>       |              | <b>30</b> | <b>644</b>      |              |

| Cod                       | Discipline*                                       | Tip | Sem. IV<br>[ore / săptămână] |          |          |          | Total ore / sem. | Felul verif. | Credite   | SI [ore / sem.] | Condiționări |
|---------------------------|---|-----|------------------------------|----------|----------|----------|------------------|--------------|-----------|-----------------|--------------|
|                           |   |     | C                            | S        | L        | P        |                  |              |           |                 |              |
| <b>OBLIGATORII IMPUSE</b> |   |     |                              |          |          |          |                  |              |           |                 |              |
| FSTE-0888                 | International Strategies of the Company           | DSI | 2                            | 1        | -        | -        | 42               | Ex           | 4         | 70              |              |
| FSTE-0889                 | International Transportations in EU               | DAP | 1                            | 1        | -        | -        | 28               | Ex           | 4         | 84              |              |
| FSTE-0890                 | Projects with International Financing             | DSI | -                            | -        | -        | 2        | 28               | Cv           | 4         | 84              |              |
| FSTE-0891                 | Commercial Correspondence in English Language I   | DSI | 1                            | -        | 1        | -        | 28               | Cv           | 4         | 84              |              |
| FSTE-0892                 | Commercial Correspondence in Foreign Language I   | DSI | 1                            | -        | 1        | -        | 28               | Cv           | 4         | 84              |              |
| FSTE-0893                 | Research Projects for Elaboration of Dissertation | DAP | -                            | -        | -        | 3        | 42               | Cv           | 10        | 238             |              |
| <b>TOTAL</b>              |   |     | <b>5</b>                     | <b>2</b> | <b>2</b> | <b>5</b> | <b>196</b>       |              | <b>30</b> | <b>644</b>      |              |

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Director departament  
Conf. univ. dr. Liana-Eugenia **MESTER**

**RECTOR,**  
Prof. univ. dr. Constantin **BUNGĂU**

**DECAN,**  
Prof. univ. dr.  
Alina Daiana **BĂDULESCU**



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## I. CERINȚE PENTRU OBTINEREA DIPLOMEI DE

Număr credite alocate, conform legislației: 120

- 120 credite pentru disciplinele obligatorii impuse;
- 0 credite pentru disciplinele obligatorii opționale;
- 4 credite la practică incluse în numărul celor alocate disciplinelor obligatorii de la pct.1 și pct.2;
- 10 credite pentru elaborarea (incluse în numărul celor alocate disciplinelor obligatorii de la pct.1);
- 10 credite alocate examenului de disertație, constând în prezentarea și susținerea disertației.

## II. STRUCTURA ANULUI UNIVERSITAR (în număr de săptămâni)

| Anul    | Activități didactice |         | Sesiuni de examene |                |      |               |                 | Practică* | Vacanță |           |      |
|---------|----------------------|---------|--------------------|----------------|------|---------------|-----------------|-----------|---------|-----------|------|
|         | sem. I               | sem. II | Iarnă              | Restanțe Iarnă | Vară | Restanțe Vară | Restanțe Toamnă |           | Iarnă   | Primăvară | Vară |
| Anul I  | 14                   | 14      | 3                  | 1              | 3    | 1             | 2               | 2         | 3       | 1         | 8    |
| Anul II | 14                   | 14      | 3                  | 1              | 3    | 1             | 2               | -         | 3       | 1         | 10   |

Practice is organized based on syllabi drafted by departments and adopted by the Faculty Council Practice takes place in the RDI and documentation laboratories/centres of the faculty and specialised economic entities, based on practice conventions/agreements.

## III. NUMĂRUL ORELOR LA DISCIPLINELE OBLIGATORII (IMPUSE ȘI OPȚIONALE): 844

| ANUL    | SEMESTRUL I | SEMESTRUL II |
|---------|-------------|--------------|
| Anul I  | 14          | 14           |
| Anul II | 14          | 14           |

| No           | Disciplines | Number of hours |            | Total      |            | RAQAHE/ARACIS Standard<br>[min / max. %] |
|--------------|-------------|-----------------|------------|------------|------------|--|
|              |             | Year I          | Year II    | Hours      | %          |  |
| 1.           | Compulsory  | 452             | 392        | 844        | 100        | -  |
| 2.           | Elective    | -               | -          | -          | -          | -  |
| <b>TOTAL</b> |             | <b>452</b>      | <b>392</b> | <b>844</b> | <b>100</b> | <b>100</b>                               |
| 3            | Facultative | -               | -          | -          | -          | -  |

| No           | Disciplines | Number of hours |            | Total      |            | RAQAHE/ARACIS Standard<br>[min / max. %] |
|--------------|-------------|-----------------|------------|------------|------------|--|
|              |             | Year I          | Year II    | Hours      | %          |  |
| 1.           | Advanced    | 224             | 112        | 336        | 39,81      | -  |
| 2.           | Synthesis   | 228             | 280        | 508        | 60,19      | -  |
| <b>TOTAL</b> |             | <b>452</b>      | <b>392</b> | <b>844</b> | <b>100</b> | -  |

## IV. PONDEREA DISCIPLINELOR DIN CATEGORIILE OBLIGATORII (IMPUSE +OPȚIONALE) + FACULTATIVE:

Total number of hours: 844

out of which:

- Total number of course hours: 392
- Total number of applications: 452
- Compulsory disciplines (weight in total of disciplines): 100%;
- Advanced disciplines(weight in total of disciplines): 36%;
- Synthesis disciplines (weight in total of disciplines): 64%;
- Hours allotted to compulsory disciplines: 100%;
- Hours allotted to advanced disciplines: 39,81%
- Hours allotted to synthesis disciplines (% of total): 60,19%.

**Total number of credits: 120**

- Credits pertaining to advanced disciplines out of the total of compulsory credits: 48/120=40%;
- Credits pertaining to synthesis disciplines out of the total of compulsory credits: 72/120=60%.

**The weight in the Curriculum:**

**Total hours, including facultative disciplines = 844**

- D compulsory / Total = 844/844 = 100%
- Hours of lectures/seminar ratio = 392/452 = 1/ 1,15
- The weight of practice in the Curriculum: 60/844 = 7,10%
- Exams/colloquiums ratio = 12 Ex / 13 Cv = 1 / 1.08

## V. FLEXIBILITATEA PROCESULUI EDUCAȚIONAL

The flexibility of the program of studies is ensured by the content of the disciplines in the Curriculum.

## VI. EXAMENUL DE FINALIZARE STUDII ( )

- Comunicarea temei lucrării de : semestru II;
- Elaborarea lucrării de : 10 x 28 ore = 280 hours, semestru IV;;
- Susținerea lucrării de : month July/September..

## VII. UN PUNCT DE CREDIT NECESITĂ UN TOTAL DE 28 ORE/SEMESTRU DE ACTIVITATE DIDACTICĂ ȘI INDIVIDUALĂ

**VIII. DISTRIBUIREA CREDITELOR PE COMPETENȚE (TABELE RNCIS - Grila 1\*)**

| Nr. crt. | Disciplina **   | Sem. | Număr credite | Competențe profesionale |     |     |     |     |    | Competențe transversale |     |     |
|----------|---|------|---------------|-------------------------|-----|-----|-----|-----|----|-------------------------|-----|-----|
|          |   |      |               | C1                      | C2  | C3  | C4  | C5  | C6 | CT1                     | CT2 | CT3 |
| 1.       | Business Economics                                    | I    | 6             | 1                       | 1   | 1   | 1   | 0,5 | X  | 0,5                     | 0,5 | 0,5 |
| 2.       | International Economics                               | I    | 6             | 1                       | 1   | 1   | 1   | 0,5 | X  | 0,5                     | 0,5 | 0,5 |
| 3.       | Management of Sustainable Development                 | I    | 5             | 1                       | 1   | 1   | 0,5 |     | X  | 0,5                     | 0,5 | 0,5 |
| 4.       | Financial Management                                  | I    | 5             | 1                       | 1   | 1   | 0,5 |     | X  | 0,5                     | 0,5 | 0,5 |
| 5.       | English Language for Business                         | I    | 4             | 1                       | 1   | 1   |     |     | X  | 0,5                     | 0,5 |     |
| 6.       | Foreign Language for Business I                       | I    | 4             | 1                       | 1   | 1   |     |     | X  | 0,5                     | 0,5 |     |
| 7.       | Risk Management                                       | II   | 5             | 1                       | 1   | 1   | 1   |     | X  | 0,5                     | 0,5 |     |
| 8.       | Management of International Economic Transactions     | II   | 6             | 1                       | 1   | 1   | 1   | 0,5 | X  | 0,5                     | 0,5 | 0,5 |
| 9.       | Strategic Management of the Company                   | II   | 4             | 1                       | 1   | 1   |     | 0,5 | X  | 0,5                     |     |     |
| 10.      | Economics of European Integration                     | II   | 5             | 1                       | 1   | 1   | 1   | 0,5 | X  | 0,5                     |     |     |
| 11.      | Business Communication in English Language I          | II   | 3             | 1                       | 1   |     | 0,5 |     | X  | 0,5                     |     |     |
| 12.      | Business Communication in Foreign Language I.1        | II   | 3             | 1                       | 1   |     | 0,5 |     | X  | 0,5                     |     |     |
| 13.      | Practice  | II   | 4             | 0,5                     | 1   | 1   |     |     | X  | 0,5                     | 0,5 | 0,5 |
| 14.      | Negotiation and Contracting in International Commerce | III  | 5             |                         | 1   | 1   | 1   | 0,5 | X  | 0,5                     | 0,5 | 0,5 |
| 15.      | External Trade and Customs Union in EU                | III  | 6             | 0,5                     | 1   | 1   | 1   | 1   | X  | 0,5                     | 0,5 | 0,5 |
| 16.      | Competition and Competitiveness                       | III  | 7             | 1,5                     | 1   | 1   | 1   | 1   | X  | 0,5                     | 0,5 | 0,5 |
| 17.      | International Corporate Finances                      | III  | 6             | 0,5                     | 1   | 1   | 1   | 1   | X  | 0,5                     | 0,5 | 0,5 |
| 18.      | Business Communication in English Language II         | III  | 3             |                         | 1   | 1   | 0,5 |     | X  | 0,5                     |     |     |
| 19.      | Business Communication in Foreign Language I.2        | III  | 3             |                         | 1   | 1   | 0,5 |     | X  | 0,5                     |     |     |
| 20.      | International Strategies of the Company               | IV   | 4             |                         | 1   | 1   | 0,5 | 1   | X  | 0,5                     |     |     |
| 21.      | International Transportations in EU                   | IV   | 4             | 1                       | 1   | 0,5 | 1   |     | X  | 0,5                     |     |     |
| 22.      | Projects with International Financing                 | IV   | 4             | 0,5                     | 0,5 | 0,5 | 0,5 | 0,5 | X  | 0,5                     | 0,5 | 0,5 |
| 23.      | Commercial Correspondence in English Language I       | IV   | 4             | 0,5                     | 0,5 | 0,5 | 0,5 | 0,5 | X  | 0,5                     | 0,5 | 0,5 |
| 24.      | Commercial Correspondence in Foreign Language I       | IV   | 4             | 0,5                     | 0,5 | 0,5 | 0,5 | 0,5 | X  | 0,5                     | 0,5 | 0,5 |
| 25.      | Research Projects for Elaboration of Dissertation     | IV   | 10            | 2                       | 2   | 1   | 1   | 1   | X  | 1                       | 1   | 1   |

Legendă: C1 ÷ C5 sau C6 - Competențe profesionale; CT1 ÷ CT3 - Competențe transversale

\* Se va utiliza Grila 1 (G1) care prezintă variantele: G1L și G1M corepunzătoare ciclurilor de studii de licență și masterat, în conformitate cu Ordinul MECS nr. 5703 / 18.10.2011.

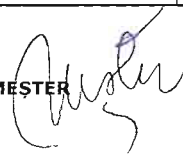
\*\* Se vor trece toate disciplinele din Planul de Învățământ

GRILA 1 - "Descrierea domeniului / programului de studii prin competențe profesionale și competențe transversale"

| Professional Competences / Level Descriptors of Professional Competences Structural Elements   | C1. Substantiating, communicating and implementing of business decisions in a multicultural environment; trading products and services on international markets  | C2. Organizing and financing the activities of the international company; substantiating and implementing managerial decisions after assessing the international business environment   | C3. Designing and negotiating strategies for the development and international financing of the company  | C4. Implementing strategies for the development, promotion and international finance of the company; conducting market survey in international business environment                                | C5. Conducting surveys in international business; negotiating international contracts and conducting international surveys to substantiate the company management in an international context  |
|--|--|---|--|--|--|
| <b>KNOWLEDGE</b>   |  |   |  |  |  |
| <b>1. Thorough knowledge of an area of specialization and in its theoretical, methodological and practical developments specific to the program; appropriate use of specific language in communicating with different professional backgrounds</b> | C1.1 Identifying, describing thoroughly and communicating concepts and theories on decision making in a multicultural business environment; thorough identification and description of the techniques of trading products and services on international markets                  | C2.1 Identifying, describing thoroughly and communicating the concepts, theories and decisions related to the organization and financing activities of internationally active companies in a multicultural business environment   | C3.1 Identifying, describing in detail and communicating the concepts and theories specific to international strategies  | C4.1 Identifying, describing thoroughly and communicating the implementation modalities of strategies  | C5.1 Identifying, describing thoroughly and communicating the methodology for conducting an expertise in international business; deepening the concepts and theories on international negotiations and business management in international business companies   |
| <b>2. Using basic knowledge to explain and interpret various types of concepts, situations, processes, projects, etc. associated to the field</b>  | C1.2 Developing and communicating actual arguments for interpreting real situations in an international context; analysis and interpretation of transactional situations in the international business environment   | C2.2 Collection, integrated analysis and thorough interpretation of information on the organization and financing of activities of international companies; developing actual arguments for interpreting real situations in the international business environment              | C3.2 Explaining, communicating and shaping international economic phenomena and processes to enunciate strategic alternatives for the development and financing of the company | C4.2 Analysing and interpreting the market survey and the strategies in international business environment; explaining and developing arguments for the implementation of international strategies | C5.2 Collecting, analysing and detailed interpreting of various information in order to explain the managerial processes in the international context; shaping the international economic phenomena and processes  |
| <b>COMPETENCES</b>   |  |   |  |  |  |
| <b>3. Using integrated conceptual and methodological apparatus under conditions of incomplete information, to solve new theoretical and practical problems</b>   | C1.3 Managing and using complex data bases resorting to established models and testing them; using the trading techniques in an international context  | C2.3 Organizing and financing business activity under changing circumstances; managing and using complex data bases resorting to established models and testing them  | C3.3 Identifying strategies applicable to real complex situation in the international context  | C4.3 Carrying out market survey in international business environment and implementing strategies using integrated techniques and procedures in the international context                          | C5.3 Analysing and thorough interpreting of various information in order to explain concepts specific to the field in real situations; using integrated techniques and procedures for international negotiations and coordination of multicultural organizations |
| <b>4. Meaningful relevant use of assessment criteria and methods to enunciate valuable judgments and foster constructive decisions</b>   | C1.4 Enunciating and communicating solutions to complex real business situations using integrated techniques and procedures in the international context; argumentation for using a certain trading technique, taking into account the peculiarities of the business environment | C2.4 Assessing the impact of changes in the international environment in order to adapt the organization of the business to the new context; formulating solutions for complex real business situations using integrated techniques and procedures in the international context | C3.4 Developing a strategic vision in the context of the complex international business environment by using multi-criteria dynamic methods                                    | C4.4 Drafting and substantiating the implementation of a strategy and enunciating alternative solutions in the context of a dynamic business environment   | C5.4 Conducting surveys in order to interpret a real situation in the international context; developing a strategic vision based on the complexity of the international business environment   |
| <b>5. Developing professional and / or projects innovatively using a broad range of quantitative and qualitative methods</b>   | C1.5 Designing decision systems based on advanced knowledge of scientific concepts on research methodology and developing a project for processing an international transaction  | C2.5 Drafting an organizing project appropriate to complex real situations in the international environment; designing a decision-making system for a multinational company   | C3.5 Identifying strategies applicable to the international business environment   | C4.5 Testing the results of implementing identified strategies so as to validate them  | C5.5 Monitoring the expertise designed to interpret real situation in the international context and drafting a management project of a multinational company   |
| <b>Minimum performance standards for competence assessment</b>   | Drafting a substantiation and implementation project in international business and proper application of trading techniques in a given context   | Developing and submitting an organization chart adjusted to changes in the international market and debating some decisions in international business environment   | Making a corporate strategy based on identifying the defining elements of national and international environment   | Carrying out a market survey and developing an implementation plan for a business strategy in the international market in a real context   | Achieving an expertise as simulation of a real situation in international business and debating the proposal of a management system for the multinational company  |

| Level Descriptors of the Transversal Competences   | Transversal Competences  | Minimal Standards of Performance for Competence Evaluation  |
|--|--|---|
| <b>6. Responsible execution of some complex professional duties, in conditions of autonomy and professional independence.</b>            | CT1. Achieving independently or with the group the complex tasks / objectives in developing and implementing international projects under time pressure, in conditions of uncertainty, risk and multiculturalism, and enforcement of norms and professional ethics and values for decision | Designing a scheme for solving a work problem in real time and taking up its implementation, complying with norms.        |
| <b>7. Assuming managing roles and activities specific to professional teams/groups or to different institutions.</b>                     | CT2. Planning and organizing human resources within a group / an organization in terms of acceptance of diversity of opinion and culture, and of critical attitudes; their critically-constructive evaluation.   | Presenting solutions to a views and / or cultural conflict within the team.   |
| <b>8. Self-assessment of the learning process, diagnosis of the formation need, reflexive analyse of ones own professional activity.</b> | CT3. Assuming the need for continuous training to create prerequisites for career progression and adaptation of ones own professional, managerial and communicational skills to the dynamics of the national and international business environment.                                       | Developing a personal plan for continuous training for professional, managerial and communication competence development. |

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Conf. univ. dr. Liana-Eugenia MESTER



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