

# **PLAN DE ÎNVĂȚĂMÂNT**

**valabil începând cu anul universitar 2017-2018**

**UNIVERSITATEA DIN ORADEA**

**FACULTATEA DE ȘTIINȚE ECONOMICE**

*Programul de studii universitare de licență: AFACERI INTERNAȚIONALE (ÎN LIMBA ENGLEZĂ)*

*Domeniul fundamental: ȘTIINȚE ECONOMICE*

*Domeniul de licență: ECONOMIE ȘI AFACERI INTERNAȚIONALE*

*Durata studiilor / nr. de credite: 3 ani/180 credite*

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



## 1. MISIUNEA PROGRAMULUI DE STUDIU / SPECIALIZĂRII AFACERI INTERNAȚIONALE (ÎN LIMBA ENGLEZĂ)

The mission of the International Business program is the formation, by means of education and scientific research activities, appropriate for the nowadays domestic and international business environment, of a category of specialists in the field of international business, being able to answer to the development necessities of the multinational companies in Romania, as well as to answer the demand of the Romanian companies preoccupied with the activity development at an international level, to attend commercial negotiations at the authority level, bilaterally, regionally and multilaterally and to assure the representation of the Romanian interests in the European Union, in the negotiations between the countries that are members in the European Union, and the ones who have the knowledge, competence and necessary abilities in order to contribute to the gaining of the competitive advantages on the domestic and international market by the organizations where the students having a degree in Economic sciences - specialists in the field of the International Business - being able to perform tasks, specific to the following possible jobs according in the COR: consular agent - 241903; Agent of development - 247007; Purchase Analyst/provider consultant - 241401; Investment Analyst - 241115; Analyst of Return Price/Costs - 241126; Analyst of Client Services - 241922; Commercial Assistant - 241923; Research Analyst, Economist in Management - 258102; Research Analyst, Economist in Marketing - 258110; Research Analyst, Economist in International Economic Relations - 258112; Assistant Manager/Function manager (academic studies) - 241924; Diplomatic Attached - 241905; Economist Researcher in International Economic Relations - 258111; European Business Consultant - 241949; Consultant/Expert/Inspector/Economist in International Economic Relations - 244105; Customs Inspector, Inspector for Customs Debt, Customs Agent (academic studies) - 241920; Commercial Correspondent - 241916; Expert in Accessing Structural Funds and European Cohesion - 241948; Expert in Applied Harmonized Legislation in the Field of Trade and Industry - 241935; Expert in Contracting Investment Activities - 241950; Expert in Effective Investments - 241953; Expert/Customs Inspector - 241907; Inspector of Competition - 244110; Planner/Specialist in Plan Synthesis - 241927; Exhibition Presenter - 241912; Expert Reviewer in Transits (Academic Studies) - 241933; External Relations Reviewer - 241913; Diplomatic Assistant - 241914; Economic Assistant - 241917; Specialist in Improvement processes - 241928; Specialist in Progress Plan - 241962; Counsellor/Expert/Inspector/Reviewer/Economist in International Economic Relations - 258112; as well as other new jobs, such as External Trade Reviewer (Academic Studies); Contracting and Purchase Agent (Academic Studies); Touristic Transport Domestic and Foreign (Academic Studies); Business Tourism Agent (Academic Studies); Commercial Representative (Academic Studies).

The Department of the International Business, as a department that manages the International Business program of study in the Faculty of Economic Studies, University of Oradea, understands to fulfil the mission assumed this way, for the Bachelor s Degree in International Business by performing educational and research activities in this field, focused on the student. The research plan of the International Business Department reflects the preoccupations and research activities of the teachers in the field of international business, of international trade, of economic competition and competitiveness, of the specialty diagnosis in the specific field of international business, based on the community and national special rules, on negotiation and international contracting, on business communication in foreign languages, on the students and masters specialty practice, etc.

Thus, the mission of the Bachelor s Degree program in International Business is that of ensuring optimal conditions for the students to assimilate the results of the learning process, expressed in terms of knowledge, abilities and competences.

The fundamental goal of the Bachelor s Degree Program in International Business, as a student-focused program, is to offer the best formation at an academic level in the field of international business, so as, by the acquired competence, our graduates to answer the necessities of the work market, the International Business Department of the Faculty of Economic Sciences, University of Oradea, by its educational and research activity to facilitate the natural entrance of the students on the work market. The importance of the practice in the field, for the future specialist, has grown significantly, and this aspect is found in the operational plan and in the strategic plan of the International Business Department. By the acquired competences, the graduates of the Bachelor s Degree Program in International Business are ready to improve the capacity of organisations, such as companies, institutions, NGOs where they will work, in the sense of optimizing, effectiveness, objective reaching, as well as satisfying the needs and demands of clients, being able to act so as to improve the company s competitiveness and profitability.

The International Business Department of the Faculty of Economic Sciences, University of Oradea, by the Bachelor s Degree Program in International Business, intends to provide transversal and professional competences specific for the International Business specialization, field of Economics and International Business. Thus, the graduates of the Bachelor s Degree Program in International Business must be able:

- to ensure the work accomplishment in the field of international economic and financial businesses;
- to negotiate and to develop transaction with products and/or services on the international markets, as well as to ensure the necessary assistance for preparing and developing negotiations in international businesses;
- to manage the relations with the providers and clients, specific to international businesses and to manage the data base in the field of the international businesses;
- to carry out international businesses according to contract clauses;
- to ensure assistance and/or to carry out activities specific to international promotions;
- to offer assistance in the field of the international businesses for the international public bodies, local and regional communities (institutions of the EU, professional associations, chambers of commerce, clusters etc), as well as assistance in promoting activities/initiatives in international economic organisations. (According to RNCIS - National Qualifications Framework in Higher Education).

## 2. OBIECTIVELE PROGRAMULUI DE STUDIU / SPECIALIZĂRII AFACERI INTERNAȚIONALE (ÎN LIMBA ENGLEZĂ)

The objectives of the Bachelor s Degree Program in International Business are to be found in the objectives established in the managerial and operational plans of the International Business Department, the department that manages this program of studies in the Faculty of Economic Sciences, University of Oradea, in the field of Economics and International Business. The International Business Department, Faculty of Economic Sciences, University of Oradea establishes its goals and carries out its activities based on the annual Operational Plan and on the Managerial Plan, as a strategic plan of the Faculty of Economic Sciences for the next 4 years.

The general objectives of the International Business Bachelor s Degree program of studies consist in the information and knowledge transmission to the student in an elevated, attractive and professional way, so as to ensure the acquiring of special competences associated to this field of studies in order to develop specific activities, as well as of the fundamental and specialization knowledge in the field of International Business, according to the National Qualifications Framework in Higher Education (CNCIS). The formation at bachelor s degree level is based on an educational plan that combines the fundamental disciplines of the economic sciences with that of the specialization, ensuring the development of abilities, transversal and professional competences, and of specific abilities in the field of international businesses.

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

### Professional competences:

- Designing studies regarding the domestic and international business environment for business enterprises, private and public institutions, with activity in the field of international businesses;
- Negotiating and carrying out transactions with products and/or services on international markets as well as providing assistance in preparing and carrying out negotiations in international businesses;
- Diagnosis in the field of international businesses based on specific communitarian and national regulations and administration of data bases in the field of international businesses;
- Assistance in the field of international businesses for public international bodies, local and regional communities (EU institutions, professional associations, chambers of commerce, clusters etc.) as well as assistance in promoting actions/initiatives within international economic organizations;
- Carrying out international businesses according to contract clauses and providing assistance in carrying out activities specific to international promotion.

### Transversal competences:

- Applying professional ethic principles, norms and values in their own rigorous, efficient, and responsible work strategy;
- Identifying the roles and responsibilities in a multi-specialised team and applying relation and efficient work techniques within a team;
- Identifying the opportunities of continuous training and efficient capitalization of learning resources and techniques for their own development.

## 4. FINALITĂȚI

**Graduation Title:** Bachelor s Degree in Economic Sciences



**Qualification Title:** International Business **Qualification Code:**  
L070060020

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

Investment Analyst - 241115; Price of Return /Cost Analyst - 241126; Purchases Analyst/Suppliers Consultant 241401; Customs Expert/Inspector - 241907; Foreign Relations Referent - 241913; Economic Secretary - 241917; Customs Controller, Officer for the Customs Duty, Customs Officer (University studies) - 241920; Client Services Analyst - 241922; Commercial Assistant - 241923; Manager Assistant/Position Manager (University studies- 241924; Planner/Synthesis Plan Specialist - 241927; Process Improvement Specialist - 241928; Truck and Transit Specialty Referent (University studies - 241933; Expert in Applied Harmonized Legislation in the Field of Trade and Industry - 241935; Expert in Contracting Investment Activities - 241950; European Businesses Counsellor - 241949; Investment Activity Contracting Expert - 241950; Investment Efficiency Expert - 241953; Progress Plan Specialist - 241962; Counsellor/Expert/Inspector/Referent/Economist in International Economic Relations - 244105; Competition Inspector - 244110; Development Agent - 247007; Research Assistant Economist in Management - 258102; Research Assistant Economist in Marketing - 258110; Researcher Economist in Economic Relations - 258111; Research Assistant Economist in International Economic Relations - 258112. **New jobs proposed to be included in COR:**

Foreign Trade Referent (University studies), Contracting and Purchases Agent (University studies), Domestic and Foreign Tourist Transport (University studies); Business Tourism Agent (University studies); Commercial Agent (University studies).

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

Cod	Discipline*	Tip	Sem. I [ore / săptămână]				Total ore / sem.	Felul verif.	Cre-dite	SI [ore / sem.]	Condi-ționări
			C	S	L	P					
<b>OBLIGATORII IMPUSE</b>											
FSTE-0614	Microeconomics	DF	2	2	-	-	56	Ex	5	69	
FSTE-0615	Basics of Accounting	DF	2	2	-	-	56	Ex	5	69	
FSTE-0616	Economic Statistics	DF	2	1	-	-	42	Ex	5	83	
FSTE-0617	Economic Informatics	DF	2	-	1	-	42	Ex	5	83	
FSTE-0780	Financial and actuarial mathematics	DF	1	1	-	-	28	Cv	4	72	
FSTE-0728	Business English I.1	DS	1	2	-	1	56	Cv	3	19	
FSTE-0620	Foreign Language for Business II.1	DF	1	1	-	-	28	Cv	3	47	
<b>TOTAL</b>			<b>11</b>	<b>9</b>	<b>1</b>	<b>1</b>	<b>308</b>		<b>30</b>	<b>442</b>	
FSTE-0732	Physical Education I.1	DC	-	-	-	1	14	Vp	1	11	

Cod	Discipline*	Tip	Sem. II [ore / săptămână]				Total ore / sem.	Felul verif.	Cre-dite	SI [ore / sem.]	Condi-ționări
			C	S	L	P					
<b>OBLIGATORII IMPUSE</b>											
FSTE-0622	Macroeconomics	DF	2	1	-	-	42	Ex	5	83	
FSTE-0623	Management	DF	2	2	-	-	56	Ex	5	69	
FSTE-0624	Marketing	DF	2	1	-	-	42	Ex	5	83	
FSTE-0625	Law	DF	1	1	-	-	28	Cv	4	72	
FSTE-0626	Contemporary Economic Doctrines	DF	2	1	-	-	42	Ex	5	83	
FSTE-0729	Business English I.2	DS	1	2	-	1	56	Cv	3	19	
FSTE-0628	Foreign Language for Business II.2	DS	1	2	-	-	42	Cv	3	33	
<b>TOTAL</b>			<b>11</b>	<b>10</b>	<b>-</b>	<b>1</b>	<b>308</b>		<b>30</b>	<b>442</b>	
FSTE-0733	Physical Education I.2	DC	-	-	-	1	14	Vp	1	11	

**Legendă:** C - Curs (pentru IFR - Coordonare studiu individual); S - Seminar; L - Lucrări practice (laborator); P - Proiect; SI - Studiu Individual; DG - Disciplină Generală; DF - Disciplină Fundamentală; DS - Disciplină de Specialitate; DC - Disciplină Complementară; DD - Disciplină de Domeniu; DP - Activități Practice; 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 - număr credite ECTS; SI - Studiu individual.



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



DECAN  
 Prof.univ.dr.  
 Alina Daciana BĂDULESCU





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

Cod	Discipline*	Tip	Sem. III [ore / săptămână]				Total ore / sem.	Felul verif.	Cre-dite	SI [ore / sem.]	Condi-ționări
			C	S	L	P					
<b>OBLIGATORII IMPUSE</b>											
FSTE-0631	Public Finances	DF	2	1	-	-	42	Ex	4	58	
FSTE-0793	Company Finances	OU	2	1	-	-	42	Ex	4	58	
FSTE-0633	European Economics	DF	2	1	-	-	42	Ex	6	108	
FSTE-0645	International Trade and Trade Policies	DS	2	1	-	-	42	Ex	5	83	
FSTE-0637	International Commercial Negotiation	DS	2	1	-	-	42	Cv	4	58	
FSTE-0635	Foreign Language for Business II.3	DC	1	2	-	-	42	Cv	3	33	
<b>TOTAL</b>			<b>11</b>	<b>7</b>	<b>-</b>	<b>-</b>	<b>252</b>		<b>26</b>	<b>398</b>	
<b>OBLIGATORII OPȚIONALE</b>											
FSTE-0730	Business English I.3	DS	1	2	-	1	56	Cv	4	44	
FSTE-0654	Compared Economic Policies	DS	1	2	-	1	56	Cv	4	44	
FSTE-0639	International Trade Law	DS	1	2	-	1	56	Cv	4	44	
<b>TOTAL</b>			<b>1</b>	<b>2</b>	<b>-</b>	<b>1</b>	<b>56</b>		<b>4</b>	<b>44</b>	
FSTE-0734	Physical Education I.3	DC	-	-	-	1	14	Vp	1	11	
<b>FACULTATIVE</b>											
FSTE-0630	Accounting	OU	2	2	-	-	56	Ex	5	69	
FSTE-0638	Business Ethics	OU	1	2	-	-	42	Cv	4	58	
FSTE-0968	Foreign Language for Business III.1	DS	1	-	2	-	42	Vp	3	33	

Cod	Discipline*	Tip	Sem. IV [ore / săptămână]				Total ore / sem.	Felul verif.	Cre-dite	SI [ore / sem.]	Condi-ționări
			C	S	L	P					
<b>OBLIGATORII IMPUSE</b>											
FSTE-0643	World Economy	DS	2	1	-	-	42	Ex	6	108	
FSTE-0644	International Transactions	DS	2	1	-	-	42	Ex	6	108	
FSTE-0651	International Politics	DS	2	1	-	-	42	Cv	5	83	
FSTE-0647	Foreign Language for Business II.4	DC	1	2	-	-	42	Cv	5	83	
FSTE-0648	Practice	DS	-	-	-	6	84	Cv	3	0	
<b>TOTAL</b>			<b>7</b>	<b>5</b>	<b>-</b>	<b>6</b>	<b>252</b>		<b>25</b>	<b>382</b>	
<b>OBLIGATORII OPȚIONALE</b>											
FSTE-0731	Business English I.4	DS	1	2	-	1	56	Cv	5	69	
FSTE-0661	International Marketing	DS	1	2	-	1	56	Cv	5	69	
FSTE-0652	Invisible Trade	DS	1	2	-	1	56	Cv	5	69	
<b>TOTAL</b>			<b>1</b>	<b>2</b>	<b>-</b>	<b>1</b>	<b>56</b>		<b>5</b>	<b>69</b>	
FSTE-0735	Physical Education I.4	DC	-	-	-	1	14	Vp	1	11	
<b>FACULTATIVE</b>											
FSTE-0777	Multimedia	OU	1	-	2	-	42	Vp	3	33	
FSTE-0969	Foreign Language for Business III.2	DS	1	-	2	-	42	Vp	3	33	

**Legendă:** C - Curs (pentru IFR - Coordonare studiu individual); S - Seminar; L - Lucrări practice (laborator); P - Proiect; SI - Studiu Individual; DG - Disciplină Generală; DF - Disciplină Fundamentală; DS - Disciplină de Specialitate; DC - Disciplină Complementară; DD - Disciplină de Domeniu; DP - Activități Practice; OU - Opțiunea Universității; Felul verif. - felul verificării/forma de verificare; Ex. - examen; Cv. - colocviu; Vp. - verificare pe parcurs; Pr. - proiect; A/R - Admis/Repus; C - credite - număr credite ECTS; SI - Studiu individual.

APROBAT ÎN ȘEDINȚA DE COMITET  
 DIN DATA DE:  
 17. IUL. 2017  
 Președinte:  
 Prof.univ.dr. **BORIN CURILĂ**

Director departament,  
 Conf. univ. dr. **Liana-Eugenia MEȘTER**

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

DECAN  
 Prof.univ.dr.  
**Alina Daciana BĂDULESCU**



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

Cod	Discipline*	Tip	Sem. V [ore / săptămână]				Total ore / sem.	Felul verif.	Cre-dite	SI [ore / sem.]	Condi-ționări
			C	S	L	P					
<b>OBLIGATORII IMPUSE</b>											
FSTE-0655	International Business Management	DS	2	1	-	-	42	Ex	5	83	
FSTE-0656	Foreign Trade Operations Technique	DS	2	1	-	-	42	Ex	4	58	
FSTE-0658	International Organizations and Institutions	DS	2	1	-	-	42	Ex	5	83	
FSTE-0662	Economic and Geopolitical Diplomacy	DC	2	1	-	-	42	Cv	4	58	
FSTE-0726	Commercial Correspondence in English I.1	DS	2	1	-	1	56	Cv	4	44	
FSTE-0660	Commercial Correspondence in Foreign Language II.1	DS	2	1	-	-	42	Cv	4	58	
<b>TOTAL</b>			<b>12</b>	<b>6</b>	<b>-</b>	<b>1</b>	<b>266</b>		<b>26</b>	<b>384</b>	
<b>OBLIGATORII OPȚIONALE</b>											
FSTE-0657	International Tourism	DS	1	2	-	-	42	Cv	4	58	
FSTE-0664	Economic Globalization	DS	1	2	-	-	42	Cv	4	58	
FSTE-0663	International Commodity Exchanges	DS	1	2	-	-	42	Cv	4	58	
<b>TOTAL</b>			<b>1</b>	<b>2</b>	<b>-</b>	<b>-</b>	<b>42</b>		<b>4</b>	<b>58</b>	
<b>FACULTATIVE</b>											
FSTE-0737	International Corporate Finances	DS	1	1	-	-	28	Cv	3	47	
FSTE-0673	International Contracts	OU	1	1	-	-	28	Cv	3	47	
FSTE-0970	Foreign Language for Business III.3	DS	1	-	2	-	42	Vp	3	33	

Cod	Discipline*	Tip	Sem. VI [ore / săptămână]				Total ore / sem.	Felul verif.	Cre-dite	SI [ore / sem.]	Condi-ționări
			C	S	L	P					
<b>OBLIGATORII IMPUSE</b>											
FSTE-0666	International Finances	DS	2	1	-	-	42	Ex	4	58	
FSTE-0669	International Investments	DS	2	1	-	-	42	Ex	4	58	
FSTE-0668	International Transports, Shipping and Insurances	DS	2	1	-	-	42	Ex	4	58	
FSTE-0727	Commercial Correspondence in English I.2	DS	2	1	-	-	42	Cv	3	33	
FSTE-0671	Commercial Correspondence in Foreign Language II.2	DS	2	1	-	-	42	Cv	2	8	
FSTE-0973	Bachelor's Thesis Writing	DS	-	2	-	2	56	Vp	10	194	
<b>TOTAL</b>			<b>10</b>	<b>7</b>	<b>-</b>	<b>2</b>	<b>266</b>		<b>27</b>	<b>409</b>	
<b>OBLIGATORII OPȚIONALE</b>											
FSTE-0795	Risk Management in International Transactions	DS	1	2	-	-	42	Cv	3	33	
FSTE-0665	International Risk and Security	DS	1	2	-	-	42	Cv	3	33	
FSTE-0675	International Capital Markets	DS	1	2	-	-	42	Cv	3	33	
<b>TOTAL</b>			<b>1</b>	<b>2</b>	<b>-</b>	<b>-</b>	<b>42</b>		<b>3</b>	<b>33</b>	
<b>FACULTATIVE</b>											
FSTE-0738	Tourism Planning Technique	OU	1	1	-	-	28	Cv	3	47	
FSTE-0677	Multinational Corporations	OU	1	2	-	-	42	Cv	4	58	
FSTE-0971	Foreign Language for Business III.4	DS	1	-	2	-	42	Vp	3	33	

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APROBAT ÎN ȘEDINȚA DE SENAT  
 DIN DATA DE:  
**17. IUL. 2017**  
 Președinte:  
 Prof.univ.dr. **SORIN CUBILĂ**

Director departament,  
 Conf.univ. dr. **Liana-Eugenia MEȘTER**

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

DECANAT  
 Prof.univ.dr.  
**Alina Daciana BĂDULESCU**



## I. CERINȚE PENTRU OBTINEREA DIPLOMEI DE LICENȚĂ

**Număr credite alocate, conform legislației: 180**

- 164 credite pentru disciplinele obligatorii impuse;
- 16 credite pentru disciplinele obligatorii opționale;
- 0 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 pentru susținerea examenului de licență, suplimentare celor alocate disciplinelor obligatorii de la pct. 1 și pct. 2, repartizate astfel:
  - 5 credite pentru proba "Cunoștințe fundamentale și de specialitate".
  - 5 credite pentru proba "Susținerea lucrării de licență".

## 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	-	3	1	10
Anul II	14	14	3	1	3	1	2	3	3	1	10
Anul III	14	14	3	1	3	1	2	-	3	1	10

\* The Practice is organized on the basis of syllabi developed by the department and approved by the Faculty Council. The practice takes place in economic units in the field, based on practice conventions. The duration of semesters of study: 14 weeks of Teaching Activities for all semesters. The 2nd year, 2nd semester includes three weeks of practice (included in the 14 weeks of Didactic/Teaching Activities), respectively 84 hours that can take place merged or during the semester.

## III. NUMĂRUL ORELOR LA DISCIPLINELE OBLIGATORII (IMPUSE ȘI OPȚIONALE): 1904

ANUL	SEMESTRUL I	SEMESTRUL II
Anul I	23	23
Anul II	23	23
Anul III	22	22

No	Disciplines	Number of hours			Total		RAQAHE/ARACIS Standard
		year I	year II	year III	Hours	%	[min / max. %]
1.	Mandatory/Compulsory - MD	616	504	532	1652	89,39	80 - 90
2.	Optional/Elective - OD	0	112	84	196	10,61	20 - 10
<b>TOTAL</b>		<b>616</b>	<b>616</b>	<b>616</b>	<b>1848</b>	<b>100</b>	
3	Physical Education I./1,2,3,4	28	28	0	56		
4	Facultative - DF	0	224	210	434		

No	Disciplines	Number of hours			Total		RAQAHE/ARACIS Standard
		year I	year II	year III	Hours	%	[min / max. %]
1.	Fundamental - FD	462	84	0	546	29,55%	25 - 30
2.	In the field / specialty IFD/SD,	154	406	574	1134	61,36%	70 - 60
	out of which:						
	Bachelors Thesis project - BP	0	0	56	56	4,94%	min. 3
3.	Complementary - CD	0	84	42	126	6,82%	5 - 10
4.	University choice / option - RD	0	42	0	42	2,27%	15 - 0
<b>TOTAL</b>		<b>616</b>	<b>616</b>	<b>616</b>	<b>1848</b>	<b>100%</b>	

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

<b>Total number of hours (including <i>Physical Education</i> and facultative):</b>	<b>2338</b>	<b>= 1848 + 56 + 434</b>
<b>Total number of hours (including <i>Physical Education</i> and excluding facultative):</b>	<b>1904</b>	<b>= 1848 + 56</b>
<b>Total number of hours (excluding <i>Physical Education</i> and facultative):</b>	<b>1848</b>	
<b>out of which:</b>		
- Total number of course hours:	924	
- Total number of applications:	924	
- The ratio number of weekly hours of course/applications:	1 / 1	
- The total ratio of hours of course/total hours of applications:	1 / 1	= 924 / 924
- Hours allotted to compulsory disciplines (% of total):	89,39%	= 1652 / 1848
- Hours allotted to optional disciplines (% of total):	10,61%	= 196 / 1848
- Hours allotted to fundamental disciplines (% of total):	29,55%	= 546 / 1848
- Hours allotted to in the field and specialty disciplines (% of total):	61,36%	= 1134 / 1848
- Hours allotted to Bachelors Thesis project ( <i>Bachelors Thesis Writing</i> ) BP:	56	
<b>out of which:</b>		
- The weight of hours allotted to Bachelors Thesis project in the Curriculum (mandatory + optional):	3,03%	= 56 / 1848
- The weight of hours allotted to Bachelors Thesis project in IFD+SD hours (mandatory + optional):	4,94%	= 56 / 1134
- Hours allotted to complementary disciplines (% of total):	6,82%	= 126 / 1848
- Hours allotted to disciplines at university choice/option (% of total):	2,27%	= 42 / 1848
Hours allotted to facultative disciplines:	434	
The weight of practice in the Curriculum (mandatory + optional):	4,55%	= 84 / 1848
Ratio Exams/Colloquiums and Continuous Assessment:	1 / 1,25	= 20 Ex / 25 Cv și Vp
Total number of ECTS credits allotted to fundamental disciplines:	61	
Total number of ECTS credits allotted to <i>Physical Education</i> (I, II, III și IV):	4	

**V. FLEXIBILITATEA PROCESULUI EDUCAȚIONAL**

The flexibility of the study programme is ensured by elective and facultative disciplines. The elective disciplines are proposed for semesters III-VI and are grouped in sets/packages. From each set of elective disciplines, the student chooses one that turns compulsory. This activity takes place before the beginning of the academic year which includes semesters containing packages of elective disciplines.

**VI. EXAMENUL DE FINALIZARE STUDII ( LICENȚĂ )**

1. Comunicarea temei lucrării de licență: semester IV;
2. Elaborarea lucrării de licență: 56 hrs, semester VI;
3. Susținerea lucrării de licență: month July/September.

**VII. UN PUNCT DE CREDIT NECESITĂ UN TOTAL DE 25 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.	Microeconomics	I	5	2		1,5		0,5	X	0,5	0,5	
2.	Basics of Accounting	I	5	2	1	1	1		X			
3.	Economic Statistics	I	5	1		1	3		X			
4.	Economic Informatics	I	5				5		X			
5.	Financial and actuarial mathematics	I	4	1			1		X	1		1
6.	Business English I.1	I	3	2					X	0,5		0,5
7.	Foreign Language for Business II.1	I	3	2					X	0,5		0,5
8.	Physical Education I.1	I	1						X	1		
9.	Macroeconomics	II	5	2		3			X			
10.	Management	II	5	2		2		1	X			
11.	Marketing	II	5	2		2		1	X			
12.	Law	II	4	1	1				X	1		1
13.	Contemporary Economic Doctrines	II	5	1			1	1	X	0,5	1	0,5
14.	Business English I.2	II	3	2					X	0,5		0,5
15.	Foreign Language for Business II.2	II	3	2					X	0,5		0,5
16.	Physical Education I.2	II	1						X	1		
17.	Public Finances	III	4	1,5	1,5		1		X			
18.	Company Finances	III	4	2		1	1		X			
19.	European Economics	III	6	2	1	0,5		1	X	0,5	0,5	0,5
20.	International Trade and Trade Policies	III	5	1		0,5	1	1,5	X	0,5	0,5	
21.	International Commercial Negotiation	III	4		1,5			1,5	X	0,5	0,5	
22.	Foreign Language for Business II.3	III	3	2					X	0,5		0,5
23.	Physical Education I.3	III	1						X	1		
24.	Business English I.3	III	4	3					X	0,5		0,5
25.	Compared Economic Policies	III	4	0,5	0,5	0,5	0,5	0,5	X	0,5	0,5	0,5
26.	International Trade Law	III	4	0,5	0,5	0,5	0,5	0,5	X	0,5	0,5	0,5
27.	Accounting	III	5	2		1	1,5		X	0,5		
28.	Business Ethics	III	4	1					X	1	1	1
29.	Foreign Language for Business III.1	III	3	1						0,5	0,5	1
30.	World Economy	IV	6	2	1	1		0,5	X	0,5	0,5	0,5
31.	International Transactions	IV	6	2	1	1		0,5	X	0,5	0,5	0,5
32.	International Politics	IV	5	1	1	1,5		1,5	X			
33.	Foreign Language for Business II.4	IV	5	1		1			X	1	1	1
34.	Practice	IV	3	1,5					X	0,5	0,5	0,5
35.	Physical Education I.4	IV	1						X	1		
36.	Business English I.4	IV	5	1		1			X	1	1	1
37.	International Marketing	IV	5	1	0,5			0,5	X	1	1	1
38.	Invisible Trade	IV	5	1	0,5			0,5	X	1	1	1
39.	Multimedia	IV	3	1					X	1		1
40.	Foreign Language for Business III.2	IV	3	1						0,5	0,5	1
41.	International Business Management	V	5	1,5	1,5	1		1	X			
42.	Foreign Trade Operations Technique	V	4	1	1		1		X	0,5	0,5	
43.	International Organizations and Institutions	V	5	1,5		1,5			X	1	0,5	0,5
44.	Economic and Geopolitical Diplomacy	V	4	1,5	1,5				X	0,5		0,5
45.	Commercial Correspondence in English I.1	V	4		3				X	0,5		0,5
46.	Commercial Correspondence in Foreign Language II.1	V	4		3				X	0,5		0,5
47.	International Tourism	V	4	1	1			1	X			1
48.	Economic Globalization	V	4	1	1			1	X			1
49.	International Commodity Exchanges	V	4	1	1			1	X			1
50.	International Corporate Finances	V	3	1	1			1	X			
51.	International Contracts	V	3	1	1			1	X			
52.	Foreign Language for Business III.3	V	3	1						0,5	0,5	1
53.	International Finances	VI	4	1	0,5	0,5	1		X			1
54.	International Investments	VI	4	1	0,5	0,5		1	X	0,5	0,5	
55.	International Transports, Shipping and Insurances	VI	4	1	1	1		1	X			
56.	Commercial Correspondence in English I.2	VI	3	1		1			X	0,5		0,5
57.	Commercial Correspondence in Foreign Language II.2	VI	2	0,5	0,5				X	0,5		0,5
58.	Bachelor's Thesis Writing	VI	10	1	1	2	2	1		1	1	1
59.	Risk Management in International Transactions	VI	3	0,5	0,5	1			X	0,5		0,5
60.	International Risk and Security	VI	3	0,5	0,5	1			X	0,5		0,5
61.	International Capital Markets	VI	3	0,5	0,5	1		1	X			
62.	Tourism Planning Technique	VI	3			1	1		X	0,5		0,5
63.	Multinational Corporations	VI	4	1	1			1	X	0,5		0,5
64.	Foreign Language for Business III.4	VI	3	1						0,5	0,5	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. Performing studies for companies, and private and public institutions in international business	C2. Negotiating and performing transactions with goods and / or services on international markets	C3. Diagnosis in international business under the Community law and specific national laws	C4. The management of database in international business	C5. International business  support for public international organizations, local communities and regional (EU institutions, professional associations, chambers of commerce, clusters etc.)
<b>KNOWLEDGE</b>					
<b>1. Knowing, understanding concepts, basic theories and methods of the field and area of specialization; their appropriate use in professional communication</b>	C1.1 Describing the key concepts, theories and methods used in the study of competitive advantages at different levels (global, EU-27, national, regional) for profit-oriented public or private institutional units	C2.1 C2.1 Describing the methods and techniques of negotiation and execution of international transactions	C3.1 Describing the main concepts and methods used in economic diagnosis using specific legal regulations in the area of international business	C4.1 Identifying and describing databases using global and intra-European business indicators through processes / methods and appropriate software	C5.1 Describing the main concepts and methodologies used to propose some appropriate business strategies using competitive advantages, regionally and locally
<b>2. Using basic knowledge to explain and interpret various types of concepts, situations, processes, projects, etc.. associated to the field</b>	C1.2 Explaining the key concepts and methodologies of interpretation of phenomena and processes faced by public and private organizations in international business	C2.2 Explaining the methods and techniques of negotiation and execution of international transactions	C3.2 Explaining business processes by using appropriate business rules	C4.2 Explaining the specific indicators for measuring the effectiveness (competitive benefits) of international business	C5.2 Explaining the specific needs of the public target groups (public local and regional community, professional business associations) to increase added value and competitive advantages by means of international business
<b>COMPETENCES</b>					
<b>3. Applying basic principles and methods for solving well- defined problems / situations, typical for the field under a qualified assistance</b>	C1.3 Applying methods, techniques and principles proper for observing different types, processes and goods and/or services trading phenomena	C2.3 Applying methods and techniques of negotiation and execution of international transactions	C3.3 Applying key concepts and methods used in economic diagnosis	C4.3 Applying the methods and / or appropriate software to measure the typical situations / standard for database management.	C5.3 Applying some appropriate instruments for studying different behaviours in order to answer the needs of public and/or target groups
<b>4. Appropriate use of standard assessment criteria and methods to evaluate the quality, merits and limitations of processes, programs, projects, concepts, methods and theories</b>	C1.4 Analysing some typical empirical situations and critical assessment of the methodologies used in the study of international business of public communities and private organizations	C2.4 Evaluating private negotiation situations (conflict-selfish) compared to the public- social dimension of international business	C3.4 Critical - constructive assessing of diagnostic methods of trading goods and/or services	C4.4 Assessing the instruments for measuring the international business processes at both levels private and public	C5.4 Critical-constructive evaluation of the solutions offered by the theory of competitive advantage compared in relation to the convergence and globalization process
<b>5. Professional project writing and using principles and methods established in the field</b>	C1.5 Developing some innovative research models of international business phenomena in public and private organizations	C2.5 Designing intervention measures for conflict resolution in business	C3.5 Implementing appropriate diagnostic methodology for regional and local business	C4.5 Creating and managing their own databases specific to international business	C5.5 Monitoring some typical situations by measuring the regional business development in international business
<b>Minimum performance standards for competence assessment</b>	Designing a study / international business project	Analysing two types of negotiation situations (non) conflict international business (at a private and public level)	Making a diagnosis of an intra-European or global business from the public and/or private perspective	Developing a study based on fundamental economic indicators measuring international exchange processes	Developing a regional (local) integration study or an international business analysis

Level Descriptors of the Transversal Competences	Transversal Competences	Minimal Standards of Performance for Competence Evaluation
<b>1. Responsible execution of the professional duties, in conditions of limited autonomy and qualified assistance</b>	CT1. Applying the principles, norms and professional ethics values in the personal strategy of rigorous, efficient and responsible work.	Finding real time solutions, having qualified assistance, solving a real/hypothetical problem at the workplace, complying with the rules of professional ethics.
<b>2. Getting accustomed to the roles and activities specific to teamwork and task distribution, for subordinate levels.</b>	CT2. Identifying the roles and responsibilities in a multi-specialized team and using the relationship techniques and efficient work in the team.	Designing a work/project, assuming the responsibility of tasks specific to the role of multi-specialized team.
<b>3. Awareness of the need of continuous formation: efficient use of the educational resources and techniques for personal and professional development.</b>	CT3. Identifying the opportunities of continuous formation and values - the efficient implementation of the resources and educational techniques for the personal development.	Developing and presenting with arguments the application of a personal professional development plan.



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Alina Daciana BĂDULESCU



APROBAT ÎN ȘEDINȚA DE SENAT  
DIN DATA DE:  
**17. IUL. 2017**  
Președinte:  
Prof. univ. dr. SORIN CURILĂ