

CURRICULUM

beginning with the academic year 2019-2020

UNIVERSITY OF ORADEA

FACULTY OF ECONOMIC SCIENCES

BA study program: **BUSINESS ADMINISTRATION (IN ENGLISH)**

Fundamental domain: **SOCIAL SCIENCES/ECONOMIC SCIENCES**

Field of study: **BUSINESS ADMINISTRATION**

Length of study / no of credits: **3 years/180 credits**

Type of education: **Full-time learning (IF/FL)**

1. MISSION OF THE STUDY PROGRAM - BUSINESS ADMINISTRATION (IN ENGLISH)

The mission of the Business Administration program is the formation, by means of education and scientific research activities, appropriate for the contemporary business environment, of specialists in the field of business administration, being able to answer to the development necessities of all companies in Romania, to work as manager/entrepreneur in small businesses, but also to act as team members in multidisciplinary teams in large multinational corporations or other organizations based in Romania or in European based branches of multinational corporations. Within them, the students having a degree in Economic sciences specialists in the field of the Business Administration are able to perform tasks, specific to the following possible jobs according in the COR: 121207 Human Resources Manager, 121904 Office head, 121906 head of office / administrative department, 121913 Chief manufacturing process, 121919 Head of compartment, 122102 head of office marketing, 122103 auction director, 122104 Operating Director transactions, 122107 Marketing Manager (rates, contracts, acquisitions), 122108 small business leader - owner (endorser) in business brokerage and other trading services, 122109 Product Manager, 132442 Logistics Department Director, 132443 Head office-supply outlets, 132444 Leader warehouse, 132445 supply-sales service manager, 132448 Procurement Manager, 132450 Supply Manager, 132451 Manager relationship with suppliers, 132452 small business leader - owner (endorser) in transport, 141101 small business leader - owner (endorser) in the hotel and restaurants, 141104 hotel administrator, 141105 Director of hotel, 141106 motel manager, 141107 Director of Youth hotel, 141108 camping Director, 141109 Director of Holiday village, 141110 Director of tourist camp, 141111 Director of restaurant, 141112 Director grill unit, 141113 wine cellar director, 141114 brasserie director, 141115 beer unit Director, 141116 Director summer garden, 141117 Director bar, 141118 cafe unit Director, 141119 Director disco bar, 141120 Director fast-food units, 141121 Director confectionery, pastry, 141201 Head restaurant, 141202 Director s nutrition department, 141203 catering department director, 142001 consumer cooperative Chairman, 142002 reception Director, 142003 Head of wholesale and retail trade, wholesale trade, 142004 Head office and retail , 142005 Vice President consumer cooperative, 142007 Head of Department food goods / nonfood, 142008 Area Manager, 142010 Commercial Branch Manager, 142011 small business leader - owner (endorser) in trade, 143114 small enterprise manager - owner (endorser) in sport, 143115 Administrator of sports structures, 143907 small enterprise manager - owner (endorser) in Tourism, 143908 Manager in tourism activity, 143909 Director agency tour operator / retailer / subsidiary / branch, 143910 Director center tourist information, 143911 Director of department events, 143912 Leader boarding house (rural tourism, mountain), 242101 project manager, 242102 Specialist improving processes, 242103 Specialist industrial strategy, 242104 Responsible process, 242106 Manager of Innovation, 242107 Expert in management and organization of maintenance activities, 242108 Manager improvement processes, 242109 Specialist plan progress, 242110 Specialist in planning, control and performance reporting economic 242111 Administrator company, 242112 Project Manager in public private partnership, 242117 Manager of facilities, 243102 organiser tourism activities, 243103 Specialist marketing, 243104 Product Manager, 243201 public relations specialist, 243203 marketing officer , 243205 cameral Consultant, 243207 Brand Manager, 243209 relationships organizer, 243210 fairs and exhibitions organizer, 243211 exhibitions Presenter, 243213 Expert in External Relations, 243216 Customer Service Analyst, 243217 Assistant director / operation manager, 243218 Commercial correspondent, 243219 Commercial Assistant.

The Department of Economics, as a department that manages the Business Administration field 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 Business Administration by performing educational and research activities in this field, focused on the student. The research plan of the Department of Economics reflects the preoccupations and research activities of their academic members in the field of business administration, entrepreneurship, tourism and trade economics and business, marketing, sustainable business and development etc., on the students and masters specialty practice etc. Thus, the mission of the Bachelor s Degree program in Business Administration is to ensure 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 Business Administration, as a student-focused program, is to offer the best formation at an academic level in the field of business administration, so as, by the acquired competence, our graduates to answer the necessities of the labour market. The Department of Economics of the Faculty of Economic Sciences, University of Oradea, by its educational and research activity, is committed to facilitate the natural integration of the students on the labour 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 Economics Department. By the acquired competences, the graduates of the Bachelor s Degree Program in Business Administration are able to improve the capacity of organizations, 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 Economics Department of the Faculty of Economic Sciences, University of Oradea, by the Bachelor s Degree Program in Business Administration, intends to provide transversal and professional competences specific for the Business Administration specialization, within the Business Administration field of study. Thus, the graduates of the Bachelor s Degree Program in Business Administration must be able:

- ✓ To ensure the work accomplishment in all kinds of activities related to managing and running a business
- ✓ To make decisions based on economic reasons and profit making objectives to be implementing during the process of business administration in all sector of the economy
- ✓ To manage the relations with the suppliers and customers, and to manage the databases related to the field of business administration;
- ✓ To set up and run entrepreneurial ventures;
- ✓ To ensure assistance and/or to carry out activities specific to business promotion and marketing;
- ✓ To offer assistance in the field of human resources management, marketing, logistics, commercial techniques etc. for national and international public bodies, local and regional communities, as well as assistance in promoting activities/initiatives in international economic organisations. (According to RNCIS National Qualifications Framework in Higher Education).

2. OBJECTIVES OF THE STUDY PROGRAM - BUSINESS ADMINISTRATION (IN ENGLISH)

The objectives of the bachelor's degree Program in Business Administration are to be found in the objectives established in the managerial and operational plans of the Economics Department, the department that manages this program of studies in the Faculty of Economic Sciences, University of Oradea, in the field of Business Administration. The Department of Economics, 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 objective of the Business Administration 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.

Specific objectives are as follows:

- a) ensuring the training of specialists in the initiation, management and business administration, in keeping with the current and future economic, theory and practice of curriculum, information technology and communications, design and assessment in terms of quality and efficiency of the educational process;
- b) making a formative education, modern, student-centered and pragmatic oriented towards the real needs of Romanian school in the context of an enlarged European Union;
- c) organizing training courses in scope and continuing career for the initiation, management and business administration, according to the requirements of a modern and efficient;
- d) connecting education with scientific research, training students in preparation of studies on topical issues in the field of initiation, management and business administration;
- e) implementation of research programs in the initiation, management and business administration-oriented fundamental issues and current priorities for development and economic systems and processes of European integration training programs and careers.

3. COMPETENCIES ACQUIRED BY GRADUATES AT THE END OF STUDIES

Professional competences:

1. Collection, processing and analysis of the information regarding the interaction between business environment firm / organisation
2. Assistance for administration of the assembly activity of the firm/organisation
3. Administration of the activity of a subdivision of the structure of the firm/organisation
4. Assistance in human resources management
5. Operating with the databases specific for business administration

Transversal competences:

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

4. FINALITIES

Graduation Title: Bachelor s Degree in Economic Sciences

Qualification Title: Business Administration

Qualification Code: RO/06/0413/052

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

Investment Analyst - 241211; Price of Return /Cost Analyst - 241220; Purchases Analyst/Suppliers Consultant 243301; Customs Expert/Inspector - 335105; Foreign Relations Referent - 242215; Economic Secretary - 263126; Customs Controller, Officer for the Customs Duty, Customs Officer (University studies) - 335106; Client Services Analyst - 243216; Commercial Assistant - 243219; Manager Assistant/Position Manager (University studies) - 243217; Planner/Synthesis Plan Specialist - 241255; Process Improvement Specialist - 242102; Truck and Transit Specialty Referent (University studies) - 432341; Expert in Applied Harmonized Legislation in the Field of Trade and Industry - 242219; Expert in Contracting Investment Activities 261922; European Businesses Counsellor - 242214; Investment Activity Contracting Expert - 261922; Investment Efficiency Expert - 241259; Progress Plan Specialist - 242109; Counsellor/Expert/Inspector/Referent/Economist in International Economic Relations - 263105; Competition Inspector - 263110; Development Agent - 242207; Research Assistant Economist in Management - 263113; Research Assistant Economist in Marketing - 263121; Researcher Economist in Economic Relations - 263122; Research Assistant Economist in International Economic Relations - 263123; Specialist industrial strategy - 242103; Adviser / expert / inspector / referent / economist in general economy - 263102.

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).

FACULTY OF ECONOMIC SCIENCES

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 Fundamental domain: **ȘTIINȚE SOCIALE/ȘTIINȚE ECONOMICE**

 Field of study: **BUSINESS ADMINISTRATION**

 Length of study / no of credits: **3 years/180 credits**

 Type of education: **Full-time learning (IF/FL)**

 Valid from the academic year
2019-2020
starting with 1st year

CURRICULUM**
FIRST YEAR

Code	Subject*	Type	Sem. I [hours / week]				Total hours/ sem.	Examination type	credits	SI [h/ sem.]	Condi- tioning
			C	S	L	P					
	MANADATORY IMPOSED										
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	3	47	
FSTE-0836	Economics of the firm	DS	2	2	-	-	56	Cv	5	69	
FSTE-0620	Foreign Language for Business II.1	DF	1	1	-	-	28	Cv	2	22	
	TOTAL		12	9	1	-	308		30	442	
FSTE-0732	Physical Education I.1	DC	-	-	-	1	14	Vp	1	11	

Code	Subject*	Type	Sem. I [hours / week]				Total hours/ sem.	Examination type	credits	SI [h/ sem.]	Condi- tioning
			C	S	L	P					
	MANADATORY IMPOSED										
FSTE-0622	Macroeconomics	DF	2	2	-	-	56	Ex	6	94	
FSTE-0623	Management	DF	2	1	-	-	42	Ex	5	83	
FSTE-0624	Marketing	DF	2	1	-	-	42	Ex	5	83	
FSTE-0625	Law	DF	1	1	-	-	28	Cv	3	47	
FSTE-0626	Contemporary Economic Doctrines	DF	2	2	-	-	56	Ex	6	94	
FSTE-0837	Statistical processing on computer	DS	-	2	1	-	42	Cv	3	33	
FSTE-0628	Foreign Language for Business II.2	DC	1	2	-	-	42	Cv	2	8	
	TOTAL		10	11	1	-	308		30	442	
FSTE-0733	Physical Education I.2	DC	-	-	-	1	14	Vp	1	11	

Legend: C – Course (for IFR – Individual study coordination); S – Seminar; L – Practical works (laboratory); P – Project; SI – Individual study; DG – General subject; DF – Fundamental subject; DS – Specialty subject; DC – Complementary subject; DD – domain subject; DP – Practice; OU – Option of the University; DR – Relevant subject; Examination type. - Ex. - exam; Cv. – oral exam; Vp. – ongoing evaluation; Pr. - project; A/R- Pass/Fail; Credits – no of ECTS credits; SI – Individual study.

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FACULTY OF ECONOMIC SCIENCES

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CURRICULUM
SECOND YEAR**

Code	Subject*	Type	Sem. I [hours / week]				Total hours/ sem.	Examination type	credits	SI [h/ sem.]	Condi- tioning
			C	S	L	P					
MANADATORY IMPOSED											
FSTE-0633	European Economics	DF	2	1	-	-	42	Ex	5	83	
FSTE-0793	Company Finances	DS	2	2	-	-	56	Ex	5	69	
FSTE-0631	Public Finances	DF	2	1	-	-	42	Ex	5	83	
FSTE-0838	Investments and EU Economy	DS	2	1	-	-	42	Ex	5	83	
FSTE-0839	European business environment	DS	2	2	-	-	56	Cv	5	69	
FSTE-0635	Foreign Language for Business II.3	DC	-	2	-	-	28	Cv	2	22	
TOTAL			10	9	-	-	266		27	409	
MANADATORY OPTIONAL											
FSTE-0650	Human Resources Management	DS	2	1	-	-	42	Cv	3	33	
FSTE-0840	Strategic Management	DS	2	1	-	-	42	Cv	3	33	
FSTE-0841	International Management	DS	2	1	-	-	42	Cv	3	33	
FSTE-0842	Firm Management	DS	2	1	-	-	42	Cv	3	33	
FSTE-0843	Quality Management	DS	2	1	-	-	42	Cv	3	33	
TOTAL			2	1	-	-	42		3	33	
FSTE-0734	Physical Education I.3	DC	-	-	-	1	14	Vp	1	11	
FACULTATIVE											
FSTE-0630	Accounting	OU	2	2	-	-	56	Ex	5	69	
FSTE-0844	Entrepreneurial Culture	DS	1	2	-	-	42	Cv	4	58	

Code	Subject*	Type	Sem. I [hours / week]				Total hours/ sem.	Examination type	credits	SI [h/ sem.]	Condi- tioning
			C	S	L	P					
MANADATORY IMPOSED											
FSTE-0643	World Economy	OU	2	1	-	-	42	Ex	6	108	
FSTE-0644	International Transactions	DS	2	1	-	-	42	Ex	6	108	
FSTE-0845	Entrepreneurship	DS	2	2	-	-	56	Ex	6	94	
FSTE-0647	Foreign Language for Business II.4	DC	-	2	-	-	28	Cv	3	47	
FSTE-0846	Practice	DS	-	-	-	6	84	Cv	3	0	
TOTAL			6	6	-	6	252		24	357	
MANADATORY OPTIONAL											
FSTE-0661	International Marketing	DS	2	2	-	-	56	Cv	6	94	
FSTE-0847	Commercial techniques	DS	2	2	-	-	56	Cv	6	94	

FSTE-0848	Electronic Trade	DS	2	2	-	-	56	Cv	6	94	
FSTE-0849	Merchandising	DS	2	2	-	-	56	Cv	6	94	
FSTE-0850	Logistics	DS	2	2	-	-	56	Cv	6	94	
FSTE-0998	Academic Ethics and Integrity	DS	2	2	-	-	56	Cv	6	94	
	TOTAL		2	2	-	-	56		6	94	
FSTE-0735	Physical Education I.4	DC	-	-	-	1	14	Vp	1	11	
	FACULTATIVE										
FSTE-0777	Multimedia	DS	1	-	2	-	42	Vp	3	33	

Legend: C – Course (for IFR – Individual study coordination); S - Seminar; L – Practical works (laboratory); P - Project; SI – Individual study; DG – General subject; DF – Fundamental subject; DS – Specialty subject; DC – Complementary subject; DD – domain subject; DP - Practice; OU – Option of the University; DR – Relevant subject; Examination type. - Ex. - exam; Cv. – oral exam; Vp. – ongoing evaluation; Pr. - project; A/R- Pass/Fail; Credits – no of ECTS credits; SI – Individual study.

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FACULTY OF ECONOMIC SCIENCES

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 Field of study: **BUSINESS ADMINISTRATION**

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CURRICULUM**
THIRD YEAR

Code	Subject*	Type	Sem. I [hours / week]				Total hours/ sem.	Examination type	credits	SI [h/ sem.]	Condi- tioning
			C	S	L	P					
MANADATORY IMPOSED											
FSTE-0851	Starting a business	DS	2	2	-	-	56	Ex	6	94	
FSTE-0852	Business investments strategies	DS	2	2	-	-	56	Ex	6	94	
FSTE-0853	Promotional techniques	DS	2	2	-	-	56	Ex	6	94	
FSTE-0854	Sustainable development and businesses	OU	2	1	-	-	42	Cv	4	58	
FSTE-0972	Product projecting and design	DS	2	1	-	-	42	Cv	4	58	
TOTAL			10	8	-	-	252		26	398	
MANADATORY OPTIONAL											
FSTE-0856	Economic projects and business games	DS	2	2	-	-	56	Cv	4	44	
FSTE-0857	Commercial Law	DS	2	2	-	-	56	Cv	4	44	
FSTE-0858	Business negotiations technique	DS	2	2	-	-	56	Cv	4	44	
TOTAL			2	2	-	-	56		4	44	
FACULTATIVE											
FSTE-0737	International Corporate Finances	OU	1	1	-	-	28	Cv	3	47	
FSTE-0865	Compared Management	DS	1	2	-	-	42	Cv	4	58	

Code	Subject*	Type	Sem. I [hours / week]				Total hours/ sem.	Examination type	credits	SI [h/ sem.]	Condi- tioning
			C	S	L	P					
MANADATORY IMPOSED											
FSTE-0638	Business Ethics	DS	2	1	-	-	42	Ex	4	58	
FSTE-0859	Communication and public relations in business	DS	2	2	-	-	56	Ex	4	44	
FSTE-0860	Banking techniques and operations	DS	2	2	-	-	56	Ex	4	44	
FSTE-0866	Customer Relationship Management	DS	2	2	-	-	56	Ex	4	44	
FSTE-0861	Researches on Bachelor's Thesis Writing	DS	-	2	-	2	56	Vp	10	194	
TOTAL			8	9	-	2	266		26	384	
MANADATORY OPTIONAL											
FSTE-0862	Supplier Relationship Management	DS	2	1	-	-	42	Cv	4	58	
FSTE-0863	Community Law	DS	2	1	-	-	42	Cv	4	58	
FSTE-0864	Transports	DS	2	1	-	-	42	Cv	4	58	
TOTAL			2	1	-	-	42		4	58	
FACULTATIVE											

FSTE-0738	Tourism Planning Technique	DC	1	1	-	-	28	Cv	3	47	
FSTE-0677	Multinational Corporations	OU	1	2	-	-	42	Cv	4	58	

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; DR - Disciplină relevantă pentru pregătirea în domeniu a studenților, disponibile conform opțiunilor 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.

Legend: C – Course (for IFR – Individual study coordination); S - Seminar; L – Practical works (laboratory); P - Project; SI – Individual study;
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FACULTY OF ECONOMIC SCIENCESBA study program: **BUSINESS ADMINISTRATION (IN ENGLISH)**Fundamental domain: **ȘTIINȚE SOCIALE/ȘTIINȚE ECONOMICE**Field of study: **BUSINESS ADMINISTRATION**Length of study / no of credits: **3 years/180 credits**Type of education: **Full-time learning (IF/FL)**Valid from the academic year
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starting with 1st year**I. DILPOMA REQUIREMENTS****Number of credits: 180**

- 163 credits for mandatory imposed subjects.
- 17 credits for mandatory optional subjects.
- 0 credits on practice included in the number of those for mandatory subjects from point 1 and 2.
- 10 credits for thesis writing (included in the number of those for mandatory subjects from point 1);
- 10 credits for taking the BA exam, in addition to those for mandatory subjects from pt 1 and 2, as follows:
 - 5 credits for the "Fundamental and specialized knowledge" examination.
 - 5 credits for „Thesis presentation”.

II. Academic year schedule (in number of weeks)

Year	Teaching activities		Examination					Practice*	School holiday		
	sem. I	sem. II	Winter	Winter reexamination	summer	Summer reexamination	Fall reexamination		Winter	Spring	Summer
1 st year	14	14	3	1	3	1	2	-	3	1	10
2 nd year	14	14	3	1	3	1	2	3	3	1	10
3 rd year	14	14	3	1	3	1	2	-	3	1	10

III. Number of hours of mandatory subjects (imposed and optional): 1904

Year	1 st SEMESTER	2 nd SEMESTER
1 st year	23	23
2 nd year	23	23
3 rd year	22	22

No	Subjects	Number of hours			Total		RAQAHE/ARACIS Standard [min / max. %]
		year I	year II	year III	Hours	%	
1.	Mandatory/Compulsory -MD	616	518	518	1652	89,00	80 - 90
2.	Optional/Elective - OD	0	98	98	196	11,00	20 - 10
	TOTAL	616	616	616	1848	100,00	100
3	Physical Education I./1,2,3,4	28	28	0	56		
4	Facultative - DF	0	140	140	280		

No	Subjects	Number of hours			Total		RAQAHE/ARACIS Standard [min / max. %]
		year I	year II	year III	Hours	%	

1.	Fundamental - FD	476	84	0	560	0,30 (30%)	25 - 30
2.	In the field / specialty <input type="checkbox"/> IFD/SD, out of which:	98	434	574	1106	0,60 (60%)	70 - 60
2.1	Bachelor s Thesis project - BP	0	0	56	56	0,05(5%)	min. 3
3.	Complementary - CD	42	56	0	98	0,05(5%)	5 - 10
4.	University choice / option - UO	0	42	42	84	0,05(5%)	15 - 0
TOTAL		616	616	616	1848	100%	100

IV. WEIGHT OF DISCIPLINES IN COMPULSORY CATEGORIES (IMPOSED + OPTIONAL) + FACULTATIVE:

Total number of hours (including Physical Education and facultative): 1848 + 56 + 280 = 2184
Total number of hours (excluding Physical Education and facultative): 1848

out of which:

- Total number of course hours:	896	
- Total number of applications:	952	
- The ratio number of weekly hours of course/applications:	1 / 1,06	
- Hours allotted to compulsory disciplines (% of total):	89%	=1652/1848
- Hours allotted to optional disciplines (% of total):	11%	=196/1848
- Hours allotted to facultative disciplines:		=280
- Hours allotted to fundamental disciplines (% of total):	0,30 (30%)	=560/1848
- Hours allotted to in the field and specialty disciplines (% of total):	0,60 (60%)	=1106/1848
- Hours allotted to Bachelor's Thesis project (<i>Bachelor's Thesis Writing Methodology and Researches on Bachelor's Thesis Writing</i>) □ BP,	56 hrs.	
out of which:		
~ The weight of hours allotted to Bachelor's Thesis project in the Curriculum (mandatory + optional):	0,05 (5%)	=56/1106
- Hours allotted to complementary disciplines	0,05(5%)	=98/1848
- Hours allotted to disciplines at university choice/option (% of total):	0,05(5%)	=84/1848
- The total ratio of hours of course/total hours of applications:	1 / 1,06	=896/952
- The weight of practice in the Curriculum (mandatory + optional):	0,05(5%)	=84/1848
- Ratio Exams/Colloquiums and Continuous Assessment =	1/ 0,95	=22/21

Total number of credits: 180

- Credits pertaining to fundamental disciplines of the total of compulsory credits:	62
- Credits pertaining to specialty disciplines of the total number of compulsory credits:	110
- Credits pertaining to complementary disciplines of the total number of compulsory credits:	8

V. FLEXIBILITY OF THE STUDY PROGRAM

The flexibility of the study program 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. FINAL EXAMINATION (BA EXAM)

1. Communication of thesis topic: semester IV;
2. Thesis writing: semester VI;
3. Thesis presentation: July/September.

VII. ONE CREDIT REQUIRES A TOTAL OF 25 HOURS/SEMESTER OF TEACHING ACTIVITIES AND INDIVIDUAL STUDY.

VIII. CREDITS DISTRIBUTION ACROS COMPETENCES (RNCIS tables - Grid 1*)

No.	Subject **	Sem.	No of credits	Professional Competences						Transversal competences			
				C1	C2	C3	C4	C5	C6	CT1	CT2	CT3	
1.	Microeconomics	I	5	1	1	1	1				0,5	0,5	
2.	Basics of Accounting	I	5	2			3						
3.	Economic Statistics	I	5	1		1	1	1	1				
4.	Economic Informatics	I	5	2		1	1	1					
5.	Financial and actuarial mathematics	I	3	1		0,5	0,5		1				
6.	Economics of the firm	I	5	1,5	1		1,5		1				
7.	Foreign Language for Business II.1	I	2								0,5	0,5	1
8.	Physical Education I.1	I	1								1		
9.	Macroeconomics	II	6	2		2	2						
10.	Management	II	5	2					3				
11.	Marketing	II	5	2	1	2							
12.	Law	II	3	1							0,5	0,5	1
13.	Contemporary Economic Doctrines	II	6	2		2			0,5	0,5	0,5	0,5	
14.	Statistical processing on computer	II	3	1		1	1						
15.	Foreign Language for Business II.2	II	2								1	0,5	0,5
16.	Physical Education I.2	II	1								1		
17.	European Economics	III	5	1,5		1	1				0,5	0,5	0,5
18.	Company Finances	III	5	1		2	1		1				
19.	Public Finances	III	5	1	1	1	1		1				
20.	Investments and EU Economy	III	5	1	1	1	1		1				
21.	European business environment	III	5	1	1,5	1,5						0,5	0,5
22.	Foreign Language for Business II.3	III	2										
23.	Physical Education I.3	III	1										
24.	Human Resources Management	III	3				3						
25.	Strategic Management	III	3				3						
26.	International Management	III	3				3						
27.	Firm Management	III	3				3						
28.	Quality Management	III	3				3						
29.	Accounting	III	5	2			3						
30.	Entrepreneurial Culture	III	4	1	1	1			1				
31.	World Economy	IV	6	1	1	1		1	1	0,5	0,5		
32.	International Transactions	IV	6	1	2	1		1		0,5		0,5	
33.	Entrepreneurship	IV	6	2	1	1		1	1				
34.	Foreign Language for Business II.4	IV	3								1	1	1
35.	Practice	IV	3	0,5	0,25	0,25		0,25	0,25	0,5	0,5	0,5	
36.	Physical Education I.4	IV	1										
37.	International Marketing	IV	6	1	1	1				1	1	1	
38.	Commercial techniques	IV	6	1	1	1				1	1	1	
39.	Electronic Trade	IV	6	1	1	1				1	1	1	
40.	Merchandising	IV	6	1	1	1				1	1	1	
41.	Logistics	IV	6	1	1	1				1	1	1	
42.	Academic Ethics and Integrity	IV	6	1	1	1				1	1	1	
43.	Multimedia	IV	3						1	1	1	1	
44.	Starting a business	V	6	1	1	1	1			1	1		
45.	Business investments strategies	V	6	2	2	2							
46.	Promotional techniques	V	6	2	2	2							
47.	Sustainable development and businesses	V	4	2	1	1							
48.	Product projecting and design	V	4	1	1	1	1						
49.	Economic projects and business games	V	4	1	1	1							1
50.	Commercial Law	V	4	1	1	1							1
51.	Business negotiations technique	V	4	1	1	1							1
52.	International Corporate Finances	V	3	1	1	1							
53.	Compared Management	V	4				4						
54.	Business Ethics	VI	4	1	1	0,5				0,5	0,5	0,5	
55.	Communication and public relations in business	VI	4	1	0,5	0,5	0,5			0,5	0,5	0,5	
56.	Banking techniques and operations	VI	4	2	1	1							
57.	Customer Relationship Management	VI	4	1	1	1		1					
58.	Researches on Bachelor's Thesis Writing	VI	10	2	2	1	1	1		1	1	1	
59.	Supplier Relationship Management	VI	4	1	1	1	0,5	0,5					

60.	Community Law	VI	4	1	1	1	0,5	0,5				
61.	Transports	VI	4	1	1	1	0,5	0,5				
62.	Tourism Planning Technique	VI	3	1		1				0,5		0,5
63.	Multinational Corporations	VI	4	1	1			1		0,5		0,5

Legend: C1 ÷ C5 or C6 - Professional Competences; CT1 ÷ CT3 - Transversal Competences

* Grid 1 (G1) will be used, which presents the variants: G1L and G1M corresponding to the bachelor's and master's study cycles, in accordance with MECTS Order no. 5703 / 18.10.2011. ** All subjects in the Curriculum will be noted.

GRID 1 - "Description of the field / program of studies by professional competences and transversal competences"

Professional Competences / Level Descriptors of Professional Competences <input type="checkbox"/> Structural Elements	C1. Collection, processing and analysis of the information regarding the interaction between business environment <input type="checkbox"/> firm / organisation	C2. Assistance for administration of the assembly activity of the firm/organisation	C3. Administration of the activity of a subdivision of the structure of the firm/organisation	C4. Assistance in human resources management	C5. Operating with the databases specific for business administration
KNOWLEDGE					
1. Knowing, understanding concepts, basic theories and methods of the field and area of specialization; their appropriate use in professional communication	C1.1 Description of the paradigms, concepts and economic theories regarding the influence of the external business environment on the firm/organisation	C2.1 Identification of the concepts and theories associated to the firm/organisation	C3.1 Identification of the economic implications associated to the operation and administration of a subdivision of the firm/organisation	C4.1 Identification and description of the concepts of planification, organization, coordination and control of the human resources activity	C5.1 Description of the concepts, theories and methodologies for administration of databases specific to business administration
2. Using basic knowledge to explain and interpret various types of concepts, situations, processes, projects, etc. associated to the field	C1.2 Explanation and interpretation of the relation of economic influence exerted by the external business environment on the firm/organization	C2.2 Explanation and interpretation of the relations between the entities of the firm/organisation	C3.2 Explanation and interpretation of the economic and social implications associated to the operation and administration of the subdivisions of the firm/organisation	C4.2 Explanation and interpretation of the concepts of planification, organization, coordination and control of the human resources activity in the field of business administration	C5.2 Explanation and interpretation, both quantitative and qualitative, of the information extracted from databases
ABILITIES					
3. Applying basic principles and methods for solving well-defined problems / situations, typical for the field under a qualified assistance	C1.3 Applying the adequate instruments for the analysis of the influence relation exerted by the external business environment on the firm/organization	C2.3 Applying the adequate instruments to solve a problem concerning the relations between the subdivisions of a firm/organization	C3.3 Applying the specific instruments for the analysis of the functioning of a subdivision of the firm/organization	C4.3 Solving problems/specific solutions for the human resources: recruiting, selection, motivation, payment, working hours, training	C5.3 Applying the appropriate instruments for the data analysis specific to business administration
4. Appropriate use of standard assessment criteria and methods to evaluate the quality, merits and limitations of processes, programs, projects, concepts, methods and theories	C1.4 Critical <input type="checkbox"/> constructive assessing and/or resolving of an issue concerning the economic influence relation exerted by the external business environment on the firm/organization	C2.4 Critical <input type="checkbox"/> constructive assessing and/or resolving of an issue concerning the operation of the firm/organization	C3.4 Critical <input type="checkbox"/> constructive assessing and/or resolving of an issue concerning the operation and administration of a subdivision of the firm/organization	C4.4 Estimating the human resources need related to the necessities of volume and efficiency of the activity of the firm/organization	C5.4 Critical-constructive evaluation of the instruments for data analysis
5. Professional project writing and using principles and methods established in the field	C1.5 Developing of a project investigating the economic influence exerted by the external business environment on the firm/organization	C2.5 Elaborating of an analysis concerning the relations with economic impact between the subdivisions of the firm/organization	C3.5 Elaborating of a study regarding the operation and administration of a subdivision of the firm/organization	C4.5 Designing projects for recruiting, selecting, motivating, paying of the human resources in the field of business administration	C5.5 Elaborating of a research project associated to the business administration, by using specific databases
Minimum performance standards for competence assessment	Designing a SWOT analysis of the firm/organization in its interaction with the external business environment	Elaboration of a plan for functional and structural analysis of the firm/organization	Projection of a research concerning the better operating of a subdivision of the firm/organization	Elaboration of an analysis regarding the human resources in a firm/organization	Selecting a dataset for resolving a business administration issue

Level Descriptors of the Transversal Competences	Transversal Competences	Minimal Standards of Performance for Competence Evaluation
6. Responsible execution of the professional duties, in conditions of limited autonomy and qualified assistance	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.
7. Getting accustomed to the roles and activities specific to teamwork and task distribution, for subordinate levels.	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.
8. Awareness of the need of continuous formation: efficient use of the educational resources and techniques for personal and professional development.	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.

**Head of the department,
Conf. univ. dr. Dorin-Paul Băc**

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

**DEAN,
Prof.univ.dr.habil. BĂDULESCU Alina Daciana**