

SYLLABUS

1. Information regarding the program

1.1 Higher education institution	University of Oradea
1.2 Faculty	Faculty of Economic Sciences
1.3 Department	Department of International Business
1.4 Field of study	Economics and International Business
1.5 Cycle of study	Cycle II - Master Degree
1.6 Program of study /Degree	International Business Administration

2. Information regarding the discipline

2.1 Name of discipline	FINANCIAL MANAGEMENT OF SME'S						
2.2 Course titleholder	Associate Professor Leonard Călin ABRUDAN						
2.3 Seminar titleholder	Associate Professor Leonard Călin ABRUDAN						
2.4 Year of study	II	2.5 Semester	3	2.6 Type of assessment	Pr	2.7 Type of discipline	DAP

(I) Compulsory; (O) Elective; (F) Facultative

3. Estimated total time (hours/semester of activities)

3.1 Number of hours/week	3	out of which: 3.2 course	1	3.3 seminar	2
3.4 Total of hours in the Curriculum	42	out of which: 3.5 course	14	3.6 seminar	28
Distribution of hours:					
Studying the workbook, course book, bibliography and notes					40
Supplementary documentation in the library, on electronic specialty sites and in the field					40
Preparing seminars/laboratories, themes, projects, portfolios and essays					28
Tutorship					2
Assessment activities					2
Other activities.....					
3.7 Total hours of individual study	112				
3.9 Total hours/semester	150				
3.10 Number of credits	5				

4. Pre-requisites (if applicable)

4.1 Curriculum (Pre-requisites)
4.2 Skills	Financial managing skills

5. Conditions (if applicable)

5.1. concerning the course activities	Room equipped with computers with internet connection or amphitheatre with video projector; students work with printed teaching materials printed
5.2. concerning the seminar/laboratory activities	Room equipped with computers with internet connection or amphitheatre with video projector; students work with printed teaching materials printed

6. Specific skills acquired	
Professional skills	<p>C1 Managing and using complex data bases resorting to established models and testing them; using the trading techniques in an international context</p> <p>C2 Organizing and financing business activity under changing circumstances; managing and using complex data bases resorting to established models and testing them</p> <p>C3 Identifying strategies applicable to real complex situation in the international context</p> <p>C4 Carrying out market survey in international business environment and implementing strategies using integrated techniques and procedures in the international context</p>
Transversal Skills	<p>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</p> <p>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.</p> <p>CT3 Assuming the need for continuous training to create prerequisites for career progression and adaptation of one's own professional, managerial and communicational skills to the dynamics of the national and international business environment.</p>

7. Objectives of discipline (resulting from the grid of specific skills acquired)

7.1 General objective of discipline	<ul style="list-style-type: none"> ▪ acquiring financial management skills ▪ creating a positive attitude towards continuous enrichment of the specialised knowledge and opening horizons and appetite for information and lifelong learning ▪ exploiting the knowledge and skills acquired for the future profession and for promoting new directions for professional development
7.2 Specific objectives	<ul style="list-style-type: none"> ▪ being able to use the financial skills required for participating in business meetings, negotiations, presentations in an intercultural context ▪ assimilating the methods and techniques that enhance the financial management

8. Contents

8.1 Course (C)	Teaching methods	Observations
8.1.1. Types of businesses	Debate and Case Study - using video means of presentation	-
8.1.2. Debt vs. Equity financing methods	Debate and Case Study - using video means of presentation	-
8.1.3. Defining a successful business	Debate and Case Study - using video means of presentation	-
8.1.4. Business structure	Debate and Case Study - using video means of presentation	-
8.1.5. Cost behaviour	Debate and Case Study - using video means of presentation	-
8.1.6. Product pricing	Debate and Case Study - using video means of presentation	-
8.1.7. Portfolio management	Debate and Case Study - using video means of presentation	-
8.1.8. Bargaining, profit margins, factors influencing pricing policies, taxes and subsidies. Power Point presentation	Debate and Case Study - using video means of presentation	-

8.1.9. Financial management styles.	Debate and Case Study - using video means of presentation	-
8.1.10. Investment appraisal	Debate and Case Study - using video means of presentation	-
8.1.11. Business planning, budgeting	Debate and Case Study - using video means of presentation	
8.1.12. Financial analysis instruments	Debate and Case Study - using video means of presentation	
8.1.13. Financial analysis schemes	Debate and Case Study - using video means of presentation	
8.1.14. Review		

8.2 Seminar (S)	Teaching methods	Observations
8.2.1. Types of businesses	Discussions and seminar presentations	
8.2.2. Debt vs. Equity financing methods	Discussions and seminar presentations	
8.2.3. Defining a successful business	Discussions and seminar presentations	
8.2.4. Business structure	Discussions and seminar presentations	
8.2.5. Cost behaviour	Discussions and seminar presentations	
8.2.6. Product pricing	Discussions and seminar presentations	
8.2.7. Portfolio management	Discussions and seminar presentations	
8.2.8. Bargaining, profit margins, factors influencing pricing policies, taxes and subsidies. Power Point presentation	Discussions and seminar presentations	
8.2.9. Financial management styles.	Discussions and seminar presentations	
8.2.10. Investment appraisal	Discussions and seminar presentations	
8.2.11. Business planning, budgeting	Discussions and seminar presentations	
8.2.12. Financial analysis instruments	Discussions and seminar presentations	
8.2.13. Financial analysis schemes	Discussions and seminar presentations	
8.2.14. Review	Discussions and seminar presentations	
8.4 Project (P)		
8.5 Practical works (P)		
Bibliography		
1. John Tennent – <i>Guide to financial management</i> , Profile Books Ltd, London, 2008		

9. Corroboration of the contents of the discipline with the expectations of the epistemic community, professional associations and employers representing the field of study of the program

- The ability of managing financial resources
- Budgeting the appraised capital

10. Assessment

Type of activity	10.1 Assessment criteria	10.2 Assessment methods	10.3 Percentage of the final grade
10.5 Seminar (S)	solving exercises, project presentations	Project assessment	100%
10.6 Laboratory (L)			
10.7 Project (P)			
10.8 Practical works (P)			
10.9 Minimum performance standard			
<ul style="list-style-type: none">• To develop the ability of understanding the financial instruments• To create a project responsibly assuming the role within a plurispecialised team			

Date

26.09.2019

Course titleholder:

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Seminar titleholder:

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Director of Department,

Associate Professor Liana-Eugenia MEȘTER, PhD

Date of approval in the Department:

27.09.2019

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Date of approval in The Council of the Faculty of Economic Sciences:

30.09.2019

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