

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 I - Bachelor
1.6 Program of study /Degree	International Business / Bachelor Degree

2. Information regarding the discipline

2.1 Name of discipline	FOREIGN TRADE OPERATIONS TECHNIQUE						
2.2 Course titleholder	Lecturer Dr. Adrian NEGREA						
2.3 Seminar titleholder	Lecturer Dr. Adrian NEGREA						
2.4 Year of study	3	2.5 Semester	V	2.6 Type of assessment	Ex.	2.7 Type of discipline	I

(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	2	3.3 seminar	1
3.4 Total of hours in the Curriculum	42	out of which: 3.5 course	28	3.6 seminar	14
Distribution of hours:					70
Studying the workbook, course book, bibliography and notes					22 hours
Supplementary documentation in the library, on electronic specialty sites and in the field					14 hours
Preparing seminars/laboratories, themes, projects, portfolios and essays					26 hours
Tutorship					4 hours
Assessment activities					2 hours
Other activities.....					0 hours
3.7 Total hours of individual study	70				
3.9 Total hours/semester	112				
3.10 Number of credits	4				

4. Pre-requisites (if applicable)

4.1 Curriculum	-
4.2 Skills	-

5. Conditions (if applicable)

5.1. concerning the course activities	Modern ways of teaching using the latest technology available
5.2. concerning the seminar/laboratory activities	Modern ways of teaching using the latest technology available

6. Specific skills acquired	
Professional skills	<ul style="list-style-type: none"> • Products and services traded on international markets; • Assistance in the field of negotiation, international contracting and organizing international events; • Knowing, understanding and utilizing the methods and theory in the field of international trade; • Identifying and applying management principles specific in the international field; • 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;
Transversal Skills	<ul style="list-style-type: none"> • Integration in multidisciplinary teams, assuming responsibility specific in economic field, abilities of communication; • Identifying the opportunities of continuous training and efficient capitalization of learning resources and techniques for their own development

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

7.1 General objective of discipline	<ul style="list-style-type: none"> ▪ Offering a theoretical and practical solution to the problems concerning the limits and advantages of the global economy in the context of markets globalization and international competition
7.2 Specific objectives	<ul style="list-style-type: none"> ▪ Intellectual abilities development: independent study; practical and research activities specific to the discipline in cause based on study cases; reaction papers; text analysis etc.; ▪ Encouraging development of cooperation, decision taking abilities, responsibility, through common activities in resolving different tasks; ▪ Communication development through dialogue, debate, free speech;

8. Contents

8.1 Course (C)	Teaching methods	Observations
8.1.1. Introduction	Online, Presentation and debate	-
8.1.2. Business internationalization. Firm strategy	Online, Presentation and debate	-
8.1.3. The organization of international business	Online, Presentation and debate	-
8.1.4. External market penetration strategies	Online, Presentation and debate	-
8.1.5. Trade transactions	Online, Presentation and debate	-
8.1.6. Trade operations	Online, Presentation and debate	-
8.1.7. Customs duties. Trade tariff	Online, Presentation and debate	-
8.1.8. Customs duties. Procedures	Online, Presentation and debate	-
8.1.9. Combined commercial operations	Online, Presentation and debate	-
8.1.10. Global Production	Online, Presentation and debate	-
8.1.11. Marketing, research and development in international business	Online, Presentation and debate	-
8.1.12. Human resource management in international business	Online, Presentation and debate	-
8.1.13. Financial management in international business (I)	Online, Presentation and debate	-
8.1.14. Financial management in international business (II)	Online, Presentation and debate	-

Bibliography: 1. GIURGIU Adriana, NEGREA Adrian, <i>Suport de curs pentru studiul individual la disciplina Tehnica operațiunilor de comerț exterior</i> , Universitatea din Oradea, ediție on-line disponibilă pe platform e-learning http://distance.iduoradea.ro , 2012		
8.2 Seminar (S)	Teaching methods	Observations
8.2.1. Case studies / reaction papers / essays (they will be realized and presented individually or in groups, as results of own research on the subject)	Online, Presentation and debate	-
8.2.2. Case studies / reaction papers / essays (they will be realized and presented individually or in groups, as results of own research on the subject)	Online, Presentation and debate	-
8.2.3. Case studies / reaction papers / essays (they will be realized and presented individually or in groups, as results of own research on the subject)	Online, Presentation and debate	-
8.2.4. Case studies / reaction papers / essays (they will be realized and presented individually or in groups, as results of own research on the subject)	Online, Presentation and debate	-
8.2.5. Case studies / reaction papers / essays (they will be realized and presented individually or in groups, as results of own research on the subject)	Online, Presentation and debate	-
8.2.6. Case studies / reaction papers / essays (they will be realized and presented individually or in groups, as results of own research on the subject)	Online, Presentation and debate	-
8.2.7. Case studies / reaction papers / essays (they will be realized and presented individually or in groups, as results of own research on the subject)	Online, Presentation and debate	-
8.2.8. Case studies / reaction papers / essays (they will be realized and presented individually or in groups, as results of own research on the subject)	Online, Presentation and debate	-
8.2.9. Case studies / reaction papers / essays (they will be realized and presented individually or in groups, as results of own research on the subject)	Online, Presentation and debate	-
8.2.10. Case studies / reaction papers / essays (they will be realized and presented individually or in groups, as results of own research on the subject)	Online, Presentation and debate	-
8.2.11. Case studies / reaction papers / essays (they will be realized and presented individually or in groups, as results of own research on the subject)	Online, Presentation and debate	-
8.2.12. Case studies / reaction papers / essays (they will be realized and presented individually or in groups, as results of own research on the subject)	Online, Presentation and debate	-
8.2.13. Case studies / reaction papers / essays (they will be realized and presented individually or in groups, as results of own research on the subject)	Online, Presentation and debate	-
8.2.14. Case studies / reaction papers / essays (they will be realized and presented individually or in groups, as results of own research on the subject)	Online, Presentation and debate	-
Bibliography: 1. GIURGIU Adriana, NEGREA Adrian, <i>Suport de curs pentru studiul individual la disciplina Tehnica operațiunilor de comerț exterior</i> , Universitatea din Oradea, ediție on-line disponibilă pe platform e-learning http://distance.iduoradea.ro , 2012 2. Ioan Popa – <i>Tehnica operațiunilor de comerț exterior</i> , Editura Economica, București, 2008 3. Mihaela Gabriela Belu - <i>Operațiuni de comerț exterior: aplicații, studii de caz</i> , Editura ASE, București, 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

▪

10. Assessment

Type of activity	10.1 Assessment criteria	10.2 Assessment methods	10.3 Percentage of the final grade
10.4 Course (C)	Minimum grade:5 - basic knowledge expressed in writing regarding the subject Maximum grade:10 - knowledge expressed in writing regarding the subject	Written exam	50%
10.5 Seminar (S)	-Project presentation -Collective assessment -Seminar activity	Project in the field of globalization	50%
10.9 Minimum performance standard:			
<ul style="list-style-type: none"> Project elaboration in the field of economic globalization, assuming different tasks in a multidisciplinary team. 			

Date
26.09.2020

Seminar titleholder:
Lecturer Adrian NEGREA

Seminar titleholder:
Lecturer Adrian NEGREA

E-mail address:
ngr_adrian@yahoo.com

E-mail address:
ngr_adrian@yahoo.com

Director of Department,

Associate Professor Liana-Eugenia MEȘTER, PhD

**Date of approval in
the Department:**

28.09.2020

Contact data¹:

University of Oradea, Faculty of Economic Sciences, Department of International Businesses
Universității 1, Building Corp F, floor 1, room F209
Zip code 410087, Oradea, Bihor, Romania
Tel.: 0259-408799; Fax: Fax: 0259-408409
E-mail: steconomice@uoradea.ro
Web page: <http://steconomiceuoradea.ro>

Dean,

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

30.09.2020

Professor Alina Daciana BĂDULESCU, PhD

Contact data²:

University of Oradea, Faculty of Economic Sciences, Department of International Businesses
Universității 1, Building Corp F, floor 1, room F209
Zip code 410087, Oradea, Bihor, Romania
Tel.: 0259-408799; Fax: Fax: 0259-408409
E-mail: steconomice@uoradea.ro
Web page: <http://steconomiceuoradea.ro>

¹ State the contact information (telephone, e-mail, web page, etc) of the academic institution beneficiary of the *Syllabus*

² State the contact information (telephone, e-mail, web page, etc) of the academic institution beneficiary of the *Syllabus*