

CURRICULUM

beginning with the academic year 2019-2020

UNIVERSITY OF ORADEA

FACULTY OF ECONOMIC SCIENCES

BA study program: INTERNATIONAL BUSINESS (IN ENGLISH)

Fundamental domain: SOCIAL SCIENCES/ECONOMIC SCIENCES

Field of study: ECONOMICS AND INTERNATIONAL BUSINESS

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

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

1. MISSION OF THE STUDY PROGRAM – INTERNATIONAL BUSINESS (IN ENGLISH)

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 RNC SIS - *National Qualifications Framework in Higher Education*).

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

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. COMPETENCIES ACQUIRED BY GRADUATES AT THE END OF STUDIES

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. FINALITIES

Graduation Title: Bachelor s Degree in Economic Sciences

Qualification Title: International Business

Qualification Code: RO/06/0311/004

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.

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).

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CURRICULUM **
Year of study I

Code	Disciplines*	Type	Sem. I [hours / week]				Total of hours / sem.	Type of Exami- nation	Cre- dits	IS [hours / sem.]	Condi- tioning
			C	S	L	P					
	MANADATORY IMPOSED										
FSTE-0614	Microeconomics	FD	2	2	-	-	56	Ex	5	69	
FSTE-0615	Basics of Accounting	FD	2	2	-	-	56	Ex	5	69	
FSTE-0616	Economic Statistics	FD	2	1	-	-	42	Ex	5	83	
FSTE-0617	Economic Informatics	FD	2	-	1	-	42	Ex	5	83	
FSTE-0780	Financial and actuarial mathematics	FD	1	1	-	-	28	Cv	4	72	
FSTE-0728	Business English I.1	SD	1	2	-	1	56	Cv	3	19	
FSTE-0620	Foreign Language for Business II.1	FD	1	1	-	-	28	Cv	3	47	
	TOTAL		11	9	1	1	308		30	442	
FSTE-0732	Physical Education I.1	CD	-	-	-	1	14	Vp	1	11	

Code	Disciplines*	Type	Sem. II [hours / week]				Total of hours / sem.	Type of Exami- nation	Cre- dits	IS [hours / sem.]	Condi- tioning
			C	S	L	P					
	MANADATORY IMPOSED										
FSTE-0622	Macroeconomics	FD	2	1	-	-	42	Ex	5	83	
FSTE-0623	Management	FD	2	2	-	-	56	Ex	5	69	
FSTE-0624	Marketing	FD	2	1	-	-	42	Ex	5	83	
FSTE-0625	Law	FD	1	1	-	-	28	Cv	4	72	
FSTE-0626	Contemporary Economic Doctrines	FD	2	1	-	-	42	Ex	5	83	
FSTE-0729	Business English I.2	SD	1	2	-	1	56	Cv	3	19	
FSTE-0628	Foreign Language for Business II.2	SD	1	2	-	-	42	Cv	3	33	
	TOTAL		11	10	-	1	308		30	442	
FSTE-0733	Physical Education I.2	CD	-	-	-	1	14	Vp	1	11	

Legend: C - Course; S - Seminar; L - Practical (laboratory); P - Project; IS - Individual Study;
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 Type of Examination - Verification Form, Ex. - examination; Cv. - Colloquium, Vp. - Continuous Assessment, Pr - Project; A/R- Passed/Failed; Credits - number of ECTS credits; IS - Individual study.

Head of departament ,
Associate Professor Liana-Eugenia MEȘTER, PhD

RECTOR,
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CURRICULUM **
Year of study II

Code	Disciplines*	Type	Sem. III [hours / week]				Total of hours / sem.	Type of Exami- nation	Cre- dits	IS [hours / sem.]	Condi- tioning
			C	S	L	P					
	MANADATORY IMPOSED										
FSTE-0631	Public Finances	FD	2	1	-	-	42	Ex	4	58	
FSTE-0793	Company Finances	UO	2	1	-	-	42	Ex	4	58	
FSTE-0633	European Economics	FD	2	1	-	-	42	Ex	6	108	
FSTE-0645	International Trade and Trade Policies	SD	2	1	-	-	42	Ex	5	83	
FSTE-0637	International Commercial Negotiation	SD	2	1	-	-	42	Cv	4	58	
FSTE-0635	Foreign Language for Business II.3	CD	1	2	-	-	42	Cv	3	33	
	TOTAL		11	7	-	-	252		26	398	
	MANADATORY OPTIONAL										
FSTE-0730	Business English I.3	SD	1	2	-	1	56	Cv	4	44	
FSTE-0654	Compared Economic Policies	SD	1	2	-	1	56	Cv	4	44	
FSTE-0639	International Trade Law	SD	1	2	-	1	56	Cv	4	44	
	TOTAL		1	2	-	1	56		4	44	
FSTE-0734	Physical Education I.3	CD	-	-	-	1	14	Vp	1	11	
	FACULTATIVE										
FSTE-0630	Accounting	UO	2	2	-	-	56	Ex	5	69	
FSTE-0638	Business Ethics	UO	1	2	-	-	42	Cv	4	58	
FSTE-0968	Foreign Language for Business III.1	SD	1	-	2	-	42	Vp	3	33	

Code	Disciplines*	Type	Sem. IV [hours / week]				Total of hours / sem.	Type of Exami- nation	Cre- dits	IS [hours / sem.]	Condi- tioning
			C	S	L	P					
	MANADATORY IMPOSED										
FSTE-0643	World Economy	SD	2	1	-	-	42	Ex	6	108	
FSTE-0644	International Transactions	SD	2	1	-	-	42	Ex	6	108	
FSTE-0651	International Politics	SD	2	1	-	-	42	Cv	5	83	
FSTE-0647	Foreign Language for Business II.4	CD	1	2	-	-	42	Cv	5	83	
FSTE-0648	Practice	SD	-	-	-	6	84	Cv	3	0	
	TOTAL		7	5	-	6	252		25	382	
	MANADATORY OPTIONAL										
FSTE-0731	Business English I.4	SD	1	2	-	1	56	Cv	5	69	
FSTE-0661	International Marketing	SD	1	2	-	1	56	Cv	5	69	

FSTE-0652	Invisible Trade	SD	1	2	-	1	56	Cv	5	69	
FSTE-0998	Academic Ethics and Integrity	SD	1	2	-	1	56	Ex	5	69	
	TOTAL		1	2	-	1	56		5	69	
FSTE-0735	Physical Education I.4	CD	-	-	-	1	14	Vp	1	11	
	FACULTATIVE										
FSTE-0777	Multimedia	UO	1	-	2	-	42	Vp	3	33	
FSTE-0969	Foreign Language for Business III.2	SD	1	-	2	-	42	Vp	3	33	

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CURRICULUM **
Year of study III

Code	Disciplines*	Type	Sem. V [hours / week]				Total of hours / sem.	Type of Exami- nation	Cre- dits	IS [hours / sem.]	Condi- tioning
			C	S	L	P					
MANADATORY IMPOSED											
FSTE-0655	International Business Management	SD	2	1	-	-	42	Ex	5	83	
FSTE-0656	Foreign Trade Operations Technique	SD	2	1	-	-	42	Ex	4	58	
FSTE-0658	International Organizations and Institutions	SD	2	1	-	-	42	Ex	5	83	
FSTE-0662	Economic and Geopolitical Diplomacy	CD	2	1	-	-	42	Cv	4	58	
FSTE-0726	Commercial Correspondence in English I.1	SD	2	1	-	1	56	Cv	4	44	
FSTE-0660	Commercial Correspondence in Foreign Language II.1	SD	2	1	-	-	42	Cv	4	58	
TOTAL			12	6	-	1	266		26	384	
MANADATORY OPTIONAL											
FSTE-0657	International Tourism	SD	1	2	-	-	42	Cv	4	58	
FSTE-0664	Economic Globalization	SD	1	2	-	-	42	Cv	4	58	
FSTE-0663	International Commodity Exchanges	SD	1	2	-	-	42	Cv	4	58	
TOTAL			1	2	-	-	42		4	58	
FACULTATIVE											
FSTE-0737	International Corporate Finances	SD	1	1	-	-	28	Cv	3	47	
FSTE-0673	International Contracts	UO	1	1	-	-	28	Cv	3	47	
FSTE-0970	Foreign Language for Business III.3	SD	1	-	2	-	42	Vp	3	33	

Code	Disciplines*	Type	Sem. VI [hours / week]				Total of hours / sem.	Type of Exami- nation	Cre- dits	IS [hours / sem.]	Condi- tioning
			C	S	L	P					
MANADATORY IMPOSED											
FSTE-0666	International Finances	SD	2	1	-	-	42	Ex	4	58	
FSTE-0669	International Investments	SD	2	1	-	-	42	Ex	4	58	
FSTE-0668	International Transports, Shipping and Insurances	SD	2	1	-	-	42	Ex	4	58	
FSTE-0727	Commercial Correspondence in English I.2	SD	2	1	-	-	42	Cv	3	33	
FSTE-0671	Commercial Correspondence in Foreign Language II.2	SD	2	1	-	-	42	Cv	2	8	
FSTE-0973	Bachelor's Thesis Writing	SD	-	2	-	2	56	Vp	10	194	
TOTAL			10	7	-	2	266		27	409	
MANADATORY OPTIONAL											
FSTE-0795	Risk Management in International Transactions	SD	1	2	-	-	42	Cv	3	33	
FSTE-0665	International Risk and Security	SD	1	2	-	-	42	Cv	3	33	

FSTE-0675	International Capital Markets	SD	1	2	-	-	42	Cv	3	33	
	TOTAL		1	2	-	-	42		3	33	
	FACULTATIVE										
FSTE-0738	Tourism Planning Technique	UO	1	1	-	-	28	Cv	3	47	
FSTE-0677	Multinational Corporations	UO	1	2	-	-	42	Cv	4	58	
FSTE-0971	Foreign Language for Business III.4	SD	1	-	2	-	42	Vp	3	33	

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I. DIPLOMA REQUIREMENTS

Number of credits: 180

- 164 credits for mandatory imposed subjects.
- 16 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 re-examination	summer	Summer re-examination	Fall re-examination		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	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
TOTAL		616	616	616	1848	100	
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: Bachelor's 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 - UO	0	42	0	42	2,27%	15 - 0
TOTAL		616	616	616	1848	100%	

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

Total number of hours (including <i>Physical Education</i> and facultative):	2338	= 1848 + 56 + 434
Total number of hours (including <i>Physical Education</i> and excluding facultative):	1904	= 1848 + 56
Total number of hours (excluding <i>Physical Education</i> and facultative):	1848	
out of which:		
- 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 Bachelor's Thesis project (<i>Bachelor's Thesis Writing</i>) <input type="checkbox"/> BP:	56	
<i>out of which:</i>		
- The weight of hours allotted to Bachelor's Thesis project in the Curriculum (mandatory + optional):	3,03%	= 56 / 1848
- The weight of hours allotted to Bachelor's 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. 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	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.	Academic Ethics and Integrity	IV	5	1	0,5			0,5		1	1	1
40.	Multimedia	IV	3	1					X	1		1
41.	Foreign Language for Business III.2	IV	3	1						0,5	0,5	1
42.	International Business Management	V	5	1,5	1,5	1		1	X			
43.	Foreign Trade Operations Technique	V	4	1	1		1		X	0,5	0,5	
44.	International Organizations and Institutions	V	5	1,5		1,5			X	1	0,5	0,5
45.	Economic and Geopolitical Diplomacy	V	4	1,5	1,5				X	0,5		0,5
46.	Commercial Correspondence in English I.1	V	4		3				X	0,5		0,5
47.	Commercial Correspondence in Foreign Language II.1	V	4		3				X	0,5		0,5
48.	International Tourism	V	4	1	1			1	X			1
49.	Economic Globalization	V	4	1	1			1	X			1
50.	International Commodity Exchanges	V	4	1	1			1	X			1
51.	International Corporate Finances	V	3	1	1			1	X			
52.	International Contracts	V	3	1	1			1	X			
53.	Foreign Language for Business III.3	V	3	1						0,5	0,5	1
54.	International Finances	VI	4	1	0,5	0,5	1		X			1
55.	International Investments	VI	4	1	0,5	0,5		1	X	0,5	0,5	
56.	International Transports, Shipping and Insurances	VI	4	1	1	1		1	X			
57.	Commercial Correspondence in English I.2	VI	3	1		1			X	0,5		0,5

58.	Commercial Correspondence in Foreign Language II.2	VI	2	0,5	0,5				X	0,5		0,5
59.	Bachelor's Thesis Writing	VI	10	1	1	2	2	1		1	1	1
60.	Risk Management in International Transactions	VI	3	0,5	0,5	1			X	0,5		0,5
61.	International Risk and Security	VI	3	0,5	0,5	1			X	0,5		0,5
62.	International Capital Markets	VI	3	0,5	0,5	1		1	X			
63.	Tourism Planning Technique	VI	3			1	1		X	0,5		0,5
64.	Multinational Corporations	VI	4	1	1			1	X	0,5		0,5
65.	Foreign Language for Business III.4	VI	3	1						0,5	0,5	1

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 MECS 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 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.)
KNOWLEDGE 1. Knowing, understanding concepts, basic theories and methods of the field and area of specialization; their appropriate use in professional communication	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 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
2. Using basic knowledge to explain and interpret various types of concepts, situations, processes, projects, etc.. associated to the field	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
COMPETENCES 3. Applying basic principles and methods for solving well- defined problems / situations, typical for the field under a qualified assistance	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
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 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
5. Professional project writing and using principles and methods established in the field	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
Minimum performance standards for competence assessment	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	

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.

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**RECTOR,
Professor BUNGĂU Constantin, PhD**

**DEAN,
Professor BĂDULESCU Alina Daciana, PhD**