

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 (In English Language)/ Bachelor Degree

2. Information regarding the discipline

2.1 Name of discipline	INTERNATIONAL TRANSACTIONS						
2.2 Course titleholder	Lecturer Andreea-Florina FORA PhD						
2.3 Seminar titleholder	Lecturer Andreea-Florina FORA PhD						
2.4 Year of study	II	2.5 Semester	IV	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	1/0
3.4 Total of hours in the Curriculum	42	out of which: 3.5 course	28	3.6 seminar	14/0
Distribution of hours:					108 ore
Studying the workbook, course book, bibliography and notes					32ore
Supplementary documentation in the library, on electronic specialty sites and in the field					32 ore
Preparing seminars/laboratories, themes, projects, portfolios and essays					20ore
Tutorship					14 ore
Assessment activities					10 ore
Other activities.....					0 ore
3.7 Total hours of individual study	108				
3.9 Total hours/semester	150				
3.10 Number of credits	6				

4. Pre-requisites (if applicable)

4.1 Curriculum	World Economy European Economics
4.2 Skills	-

5. Conditions (if applicable)

5.1. concerning the course activities	modern means of presentation – video projector
5.2. concerning the seminar/laboratory activities	modern means of presentation – video projector

6. Specific skills acquired	
Professional skills	C 1.2 Explaining the key concepts and methodologies of interpretation of phenomena and processes faced by public and private organizations in international business C 1.4 Analysing some typical empirical situations and critical assessment of the methodologies used in the study of international business of public communities and private organizations; C 2.1 Description of methods and techniques of negotiation and execution of international transactions; C 2.2 Explaining the methods and techniques of negotiation and execution of international transactions C 3.3 Applying key concepts and methods used in economic diagnosis C 5.2 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 C 5.3 Applying some appropriate instruments for studying different behaviours in order to answer the needs of public and/or target groups
Transversal Skills	CT1. Applying professional ethic principles, norms and values in their own rigorous, efficient, and responsible work strategy; CT2. Identifying the roles and responsibilities in a multi - specialised team and applying relation and efficient work techniques within a team; CT3. 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"> to get an overall picture on the specific ways of achieving interconnections between states and firms, given the internationalization process; to tutor students throughout the process of substantiating the theoretical knowledge of policies on trade, international contracting, financing operations or any other operations performed internationally.
7.2 Specific objectives	<ul style="list-style-type: none"> to know and understand the current context of international economic relations; to know and understand the context of international transactions and functional mechanisms of international transactions.

8. Contents

8.1 Course (C)	Teaching methods	Observations
8.1.1. World economy and the international economic relations system	Debate and Case Study - using video means of presentation	-
8.1.2. Tariff trade policy	Debate and Case Study - using video means of presentation	-
8.1.3. Non-tariff trade policy to stimulate exports	Debate and Case Study - using video means of presentation	
8.1.4. Management of international economic business - international risks, direct and indirect international exchanges	Debate and Case Study - using video means of presentation	-
8.1.5. International marketing and the international market context	Debate and Case Study - using video means of presentation	-
8.1.6. Negotiation in international economic business	Debate and Case Study - using video means of presentation	-
8.1.7. Contracting and international business - import export contracts	Debate and Case Study - using video means of presentation	-

8.1.8. International freight	Debate and Case Study - using video means of presentation	-
8.1.9. International means, methods and payment guarantees	Debate and Case Study - using video means of presentation	-
8.1.10. Counterparty transactions: compensation and parallel operations	Debate and Case Study - using video means of presentation	-
8.1.11. Combined international transactions	Debate and Case Study - using video means of presentation	-
8.1.12. International market of creativity	Debate and Case Study - using video means of presentation	-
8.1.13. International economic cooperation	Debate and Case Study - using video means of presentation	-
8.1.14. Financing of international economic transactions	Debate and Case Study - using video means of presentation	-
Bibliography		
1. Lazoc, Roman, Bugnar, Nicoleta – <i>Relații economice internaționale</i> , ed. a II a, Ed. Universitatii din Oradea, Oradea, 2005.		
2. Seyoum, Belay – <i>Export-Import Theory, Practices and Procedures</i> , Second Edition, Routledge, New-York and London, 2009.		
3. Gopal, C. Rama – <i>Export-Import Procedures. Documentation and Logistics</i> , New Age International (P) Ltd., Publishers, 2008.		
4. UNCTAD – <i>Non-Tariff Measures to Trade: Economic and Policy Issues for Developing Countries</i> , 2013.		
5. Cateora, Philip; Gilly, Mary; Graham, John – <i>International Marketing</i> , McGraw-Hill Irwin, New-York, 2011.		
8.2 Seminar (S)	Teaching methods	Observations
8.2.1. Introductory Seminar (2 hours) - Seminar presentation, dividing students into working groups for seminar activities, choosing seminar topics, presenting a model book review	Presentation	-
8.2.2. The nominal rate of protection and the effective rate of protection	Applications and Case Study -using video means of presentation	-
8.2.3. Trade policy and measures to stimulate exports Indirect exchange and intermediaries	Debate and Case Study - using video means of presentation	-
8.2.4. Assessment Seminar (1 hour) International marketing and International negotiation	Test paper, Debate and Case Study -using video means of presentation	-
8.2.5. Risks in international business	Applications and Case Study -using video means of presentation	-
8.2.6. International contracting Carrying out export operations	Debate and Case Study - using video means of presentation	-
8.2.7. Assessment Seminar (1 hours) International payment and combined operations	Test paper, Debate and Case Study -using video means of presentation	-
Bibliography		
1. Lazoc, Roman, Bugnar, Nicoleta – <i>Relații economice internaționale</i> , ed. a II a, Ed. Universitatii din Oradea,		

Oradea, 2005.

2. Gopal, C. Rama – *Export-Import Procedures. Documentation and Logistics*, New Age International (P) Ltd., Publishers, 2008.

3. UNCTAD – *Non-Tariff Measures to Trade: Economic and Policy Issues for Developing Countries*, 2013.

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

- Analysing some typical empirical situations and critical assessment of the methodologies used in the study of international business of public communities and private organizations
- Monitoring some typical situations by measuring the degree of regional development in international business.

10. Assessment

Type of activity	10.1 Assessment criteria	10.2 Assessment methods	10.3 Percentage of the final grade
10.4 Course (C)	<ul style="list-style-type: none"> • <i>minimum performance standards for 5:</i> - correct answers to grid questions (8 correct answers x 0.45 points + 1 point ex officio) • <i>minimum performance standards for 10:</i> - correct answers to grid questions (20 correct answers x 0.45 points + 1 point ex officio) 	Grid questions (20 questions): test access time: 25 minutes; test solving time: 20 minutes	60%
10.5 Seminar (S)	<p><i>Pre-requisites</i></p> <ul style="list-style-type: none"> • minimum 5 presences • presentation of the chosen topic: delivery, explanations, issues approached, admission to theme, timing, sources used, arguments to support the presented ideas <p><i>Seminar grade:</i></p> <ul style="list-style-type: none"> ▪ grade for project 60%; ▪ grade for test paper 1 20% ; ▪ grade for test paper 2 20%. <ul style="list-style-type: none"> • <i>minimum performance standards for 5:</i> making and presenting a thematic essay from the indicated mandatory references • <i>minimum performance standards for 10:</i> making and presenting a thematic essay from the indicated literature and 	Conducting a thematic study / project on the activity of international organisations and institutions	40%

	test paper 1 and 2	
10.9 Minimum performance standard <ul style="list-style-type: none"> ▪ designing a work/project on international business; ▪ developing a study based on fundamental economic indicators measuring international exchange processes. 		

Date	Course titleholder:	Seminar titleholder:
25.09.2020	Lecturer Andreea-Florina FORA PhD E-mail address: afora@uoradea.ro	Lecturer Andreea-Florina FORA PhD E-mail address: afora@uoradea.ro

Director of Department,

Associate Professor Liana-Eugenia MEȘTER PhD

Date of approval in the Department:

28.09.2020

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Dean,

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

30.09.2020

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