



COURSE DESCRIPTION

1. Data concerning the program

1.1 Higher education institution	Valahia University of Târgoviște
1.2 Faculty / Department	Economic Sciences
1.3 Department	Management - Marketing
1.4 Area of academic study	Administrarea Afacerilor în Limba Engleză
1.5 Study Cycle	License
1.6 Study Program /Qualification	Business Administration

2. Data concerning the teaching unit

2.1 Title of the teaching unit				Management of the company			
2.2 Coordinator (Course Lecturer)							
2.3 Seminar Lecturer							
2.4 Year of study	II	2.5 Semester	I	2.6 Type of evaluation	E	2.7 Course: mandatory /elective	Mandatory

3. Total estimated time (hours per semester of educational activities)

3.1 Numbers of hours per week	4	Of which: 3.2 course	2	3.3 seminar/laboratory	2
3.4 Total hours in curriculum	56	Of which: 3.5 course	28	3.6 seminar/laboratory	28
Time management					Hours
Studying after manual, references, recommended reading, course support and notes					26
Additional documentation in library, specialized e-platforms and on the ground					24
Preparation of seminars / labs, homework, portfolios and essays					32
Tutorship					4
Assessment					8
Other activities: case study, essay					-
3.7 Total no. of hours of individual study					94
3.9 Total no. of hours per semester					150
3.10 Number of ECTS					6

4. Pre-requirements (if applicable)

4.1 Teaching units	na
4.2 Competencies and skills	na

5. Co-requirements (if applicable)

5.1 For deployment of course	Whiteboard / Video projector / In the online system, the use of the Moodle e-learning platform of UVT (https://moodle.valahia.ro) and of the online video conferencing platform Microsoft Teams.
5.2 For deployment of seminar/laboratory	Whiteboard / Video projector / In the online system, the use of the Moodle e-learning platform of UVT (https://moodle.valahia.ro) and of the online video conferencing platform Microsoft Teams.

6. Specific competencies acquired

Professional competencies	C2 Support for the management regarding the activity of the entire company / organization C3 Management of a subdivision in the company / organization structure C4 Support in human resources management
Transversal competencies	CT2. Identifying of roles and responsibilities in a pluri-specialized team and application of effective techniques and working relationships within the team. CT3. Identifying of training opportunities and effective utilization of resources and learning techniques for personal development.

7. Objectives of the teaching unit (emerging from the grid of specific competencies acquired)

7.1 General objective	Familiarizing students with the language specific to management and developing students' skills to realize a management plan.
7.2 Specific objectives	Forming an overview of the organization's management and managerial system; Knowing of the emergence and evolution of management; Providing a knowledge base regarding the efficient use of material, human, financial and informational resources; Knowledge and application of management methods; Developing the ability to design and rationalize a decision-making system; Developing the capacity to design an organizational structure; Developing the capacity to create and implement an information system.

8. Contents of the teaching unit

8.1 Course	Teaching methods	Observations
C1. General management overview	Lecture, debate	2 hours
C2-C3. Management schools	Lecture, debate	4 hours
C4-C5. Functions of management	Lecture, debate	4 hours
C6. The organization – object of management	Lecture, debate	2 hours
C7. Managers and leaders	Lecture, debate	2 hours
C8. The organizational structure of the company	Lecture, debate	2 hours
C9. The company's decision-making system	Lecture, debate	2 hours
C10. The information system of the company's management	Lecture, debate	2 hours
C11-C14. Management systems, methods and techniques	Lecture, debate	8 hours
Total		28 hours
References		
<ol style="list-style-type: none"> Bateman Thomas S., Snell Scott A., Management : Leading and Collaborating in a Competitive World, New York, McGraw-Hill, 2015. Berry William L., Christenson Charles J., Hammond John S., Management Decision Sciences : Cases and Readings, Ontario, Richard D. Irwin, 1980. Cooke Steve, Slack Nigel, Making Management Decision, New York, Prentice Hall, 1991. Farndale Keith, Project Portfolio Management : Where Theory Hits the Road, Toronto, 2006. Hutt Michael C., Speh Thomas W., Business. Marketing. Management : A Strategic View of Industrial and Organizational Markets, Ohio, Thomson, 2004. Jaiswal Mahadeo, Mital Monika, Management Information Systems, Oxford, Oxford University, 2004. Lilley Simon, Lightfoot Geoffrey, Amaral Paulo, Representing Organisation : Knowledge, Management and the Information Age, Oxford, Oxford University, 2004. Sheldrake John, Management Theory, London, Thomson, 2003. Tracy Brian, Management, New York, AMACOM, 2014. Vagu P., Stegăroiu I. (coordonatori) Croitoru Gabriel, Duică Anișoara, Duică Mircea, Strategii manageriale, Ed. Pro Universitaria, București, 2014. Vagu P., Stegăroiu I. (coord), Tratat de management. Planificarea strategică, Ed. Bibliotheca, Târgoviște, 2014 *** Applications of Management Science, Bingley, Emerald Group, 2015. 		
8.2 Seminar/laboratory	Teaching methods	Observations
S1-S2. Management schools	Discussion, case studies	4 hours
S3-S4. Functions of management	Discussion, case studies	4 hours
S5. The organizational structure of the company	Discussion, case studies	2 hours
S6-S7. Managers and leaders	Discussion, case studies	4 hours
S8. Methods of adopting decisions under conditions of certainty	Discussion, case studies, applications	2 hours

S9. Decision-making methods under conditions of uncertainty	Discussion, case studies, applications	2 hours
S10. Decision-making methods under risk conditions	Discussion, case studies, applications	2 hours
S11-S12. Methods of substantiating group decisions	Discussion, case studies	4 hours
S13-S14. Management techniques	Discussion, case studies	4 hours
Total		28 hours

References

1. Bateman Thomas S., Snell Scott A., Management : Leading and Collaborating in a Competitive World, New York, McGraw-Hill, 2015.
2. Berry William L., Christenson Charles J., Hammond John S., Management Decision Sciences : Cases and Readings, Ontario, Richard D. Irwin, 1980.
3. Cooke Steve, Slack Nigel, Making Management Decision, New York, Prentice Hall, 1991.
4. Farndale Keith, Project Portfolio Management : Where Theory Hits the Road, Toronto, 2006.
5. Hutt Michael C., Speh Thomas W., Business. Marketing. Management : A Strategic View of Industrial and Organizational Markets, Ohio, Thomson, 2004.
6. Jaiswal Mahadeo, Mital Monika, Management Information Systems, Oxford, Oxford University, 2004.
7. Lilley Simon, Lightfoot Geoffrey, Amaral Paulo, Representing Organisation : Knowledge, Management and the Information Age, Oxford, Oxford University, 2004.
8. Sheldrake John, Management Theory, London, Thomson, 2003.
9. Tracy Brian, Management, New York, AMACOM, 2014.
10. Vagu P., Stegăroiu I. (coordonatori) Croitoru Gabriel, Duică Anișoara, Duică Mircea, Strategii manageriale, Ed. Pro Universitaria, București, 2014.
11. Vagu P., Stegăroiu I. (coord), Tratat de management. Planificarea strategică, Ed. Bibliotheca, Târgoviște, 2014
12. *** Applications of Management Science, Bingley, Emerald Group, 2015.

9. Interrelating between the contents of the teaching unit and the expectations of the scientific community' representatives, professional associations and the representative employers in the field afferent to the program

The skills acquired by students in this discipline will allow them to successfully perform complex professional tasks related to the management of national or international organizations, in conditions of autonomy and independence. The discipline provides the knowledge base in the field of management, necessary for the management of private and public entities/organizations.

10. Assessment

Activity type	10.1 Criteria of assessment	10.2 Method(s) of assessment	10.3 Construction of the mark (including the weighting of the various partial marks)
	Assessment of acquired knowledge	Answers to the exam (final assessment)	50%
10.5 Seminar/laboratory	The quality of the project		30%
	Participation in debates and case studies		20%
10.6 Minimal standard of performance			
<ul style="list-style-type: none"> - Knowing the basic notions specific to the discipline; - The ability to solve problems/ cases of medium difficulty by applying the tools and work procedures specific to the discipline; - Minim grade 5 (five) in the final assessment. 			