

„Valahia” University of Târgoviște  
Faculty of Economics

Applies from  
the first year of study,  
academic year 2018 - 2019

**Field: Business Administration**

**Study program: Business Administration in English**

Length of studies: 3 years

Form of education: **Full Frequency**

Code: FSE LBA

## EDUCATIONAL PLAN

### CYCLE I

#### I. Mission:

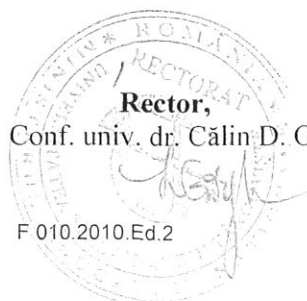
The aim of the program is to form specialists well trained professionally, in accordance with the current requirements of the labour force market in Romania and the European Union states, through promotion of a set of values based on solidarity, non-discrimination, fairness, scientific objectivity, creativity and dynamism.

#### II. Objectives:

- the development of an educational system harmonized with the European Union practices, in order to ensure the graduates to be recognized as European experts;
- to satisfy the educational demands through deployment of schooling process based on new information and communication technologies;
- development of communication skills in an international language;
- to attract the students in scientific research activities, through their involvement in national and international scientific projects;
- to ensure training for specialists with higher education in the economic field, specialized in the management and business administration;
- to prepare specialists in the field of entrepreneurship;
- forming of the skills specific to the scientific research activities, by attracting students and MAs in mixed research groups (teachers-students).

#### III. Requirements for the successful completion of the cycle

- Credits for compulsory and optional subjects	180
- of which credits for practice	3
- passing of the physical training and sport	8
- defending and passing the degree written paper	10



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#### IV. – The structure of the academic year (in weeks):

Year of study	Teaching activities		Examinations sessions			Practice	Holidays		
	First Semester	Second Semester	Winter	Summer	Resits		Winter	Spring	Summer
I	14	14	3	3	2	0	2+1*	1	12
II	14	14	3	3	2	0	2+1*	1	9
III	14	11+3**	3	3	1	0	2+1*	1	13

\*) A week of holiday after the winter session.

\*\*\*) 4 weeks for the elaboration of the Degree written paper at the end of the third year.

#### V. No. of hours per week

Year of study	First Semester	Second Semester
I	22	22
II	22	22
III	22	22

#### VI. The way of choosing optional classes, conditioning.

- It is chosen a subject within every optional package

#### VII. Conditions for enrolment in the next year of studies

The students may be enrolled in the next year without having all the credit points, in accordance to the actual Regulation of Professional Activity of Students.

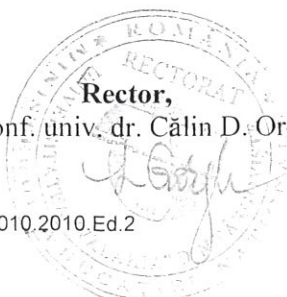
#### VIII. Competences

- **General competences:**

- Collection, analysis and interpretation of data and information from a quantitative and qualitative point of view, from various alternative sources, respectively from real professional contexts and from the literature in the field, to form arguments, decisions and concrete actions;
- the use of various ways of written and oral communication, including in a foreign language;
- Acquiring skills in using information technology;
- Assuming of the responsibilities for development of a personal program for computer literacy.

- **Professional competences:**

- Collection, processing and analysis of information concerning the interaction between enterprise / organization and its external environment.
- Support for the management of the activity of the whole company/organisation
- Management of the activity deployed in a specific part (subdivision) within the structure of the company/ organization
- Assistance in the management of human resources
- Using the data bases specific to the business management.



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**Field: Business Administration**  
**Study program: Business Administration in English**

**First Year**

**First Semester**

Crt. no.	CODE	Subject	No. of Credits	Estimation of student's activity (hours)	Number of hours:					Form of evaluation
					C	S	L	P	Total	
0	1	2	3	4	5		6	7	8	9
1.	LBA1BF01	Microeconomics	6	150	2	2	-	-	56	E
2.	LBA1BF02	Mathematics applied in economics	6	150	2	2	-	-	56	E
3.	LBA1BF03	Introduction to law	5	125	2	2	-	-	56	C
4.	LBA1BF04	Economic Informatics	6	150	2	-	2	-	56	E
5.	LBA1BS05	Communication in English	4	100	1	2	-	-	48	C
6.	LBA1BC06	Physical training and sport*	2	50	-	-	1	-	14	C(A/R)
<b>Total compulsory subjects</b>			<b>27+2</b>	<b>675</b>	<b>9</b>	<b>8</b>	<b>3</b>	<b>-</b>	<b>280</b>	<b>3/3</b>
7.	LBA1OC07	French	3	75	-	2	-	-	28	C
8.	LBA1OC08	Italian								
9.	LBA1OC09	German								
10.	LBA1OC10	Romanian								
<b>Total optional subjects**</b>			<b>3</b>	<b>75</b>	<b>-</b>	<b>2</b>	<b>-</b>	<b>-</b>	<b>28</b>	<b>-/1</b>
			<b>30+2</b>	<b>750+50</b>	<b>9</b>	<b>10</b>	<b>3</b>	<b>-</b>	<b>308</b>	<b>3/4</b>
<b>Subjects freely chosen within the TSTD module</b>										
	PP11BF01	Psychology in education	5	125	2	2	-	-	56	E

**Second Semester**

Crt. No	CODE	Subject	No. of Credits	Estimation of student's activity (hours)	Number of hours:					Form of evaluation
					C	S	L	P	Total	
0	1	2	3	4	5		6	7	8	9
1.	LBA1BF11	Macroeconomics	6	150	2	2	-	-	56	E
2.	LBA1BF12	Accounting	6	150	2	2	-	-	56	E
3.	LBA1BD13	Databases for business	5	125	2	-	2	-	56	E
4.	LBA1BF14	Statistics for economics	6	150	2	2	-	-	56	E
5.	LBA1BS15	Communication in English II	4	100	1	2	-	-	42	C
6.	LBA1BC16	Physical training and sport*	2	50	-	-	1	-	14	C(A/R)
<b>Total compulsory subjects</b>			<b>27+2</b>	<b>675</b>	<b>9</b>	<b>8</b>	<b>3</b>	<b>-</b>	<b>280</b>	<b>4/2</b>
7.	LBA1OC17	French	3	75	-	2	-	-	28	C
8.	LBA1BC18	Italian								
9.	LBA1BC19	German								
10.	LBA1BC20	Romanian								
<b>Total optional subjects**</b>			<b>3</b>	<b>75</b>	<b>-</b>	<b>2</b>	<b>-</b>	<b>-</b>	<b>28</b>	
<b>Total compulsory subjects</b>			<b>30+2</b>	<b>750+50</b>	<b>9</b>	<b>10</b>	<b>3</b>	<b>-</b>	<b>308</b>	<b>4/3</b>
<b>Subjects freely chosen within TSTD module</b>										
1.	PP11BF02	Pedagogy I: Foundations of Pedagogy. Theory and methodology of curriculum.	5	125	2	2	-	-	56	E

Note: \* Compulsory subject with extra credits  
 \*\* It is chosen a subject from the package  
 E – Exam  
 C – Colloquy

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**Field: Business Administration**  
**Study program: Business Administration in English**  
**Second Year**

**First Semester**

Crt. No.	CODE	Subject	No. of Credits	Estimation of student's activity (hours)	Number of hours:					Form of evaluation
					C	S	L	P	Total	
0	1	2	3	4	5	6	7	8	9	
1.	LBA2BF01	Business management	6	150	2	2	-	-	56	E
2.	LBA2BD02	Managerial accounting	6	150	2	2	-	-	56	E
3.	LBA2BF03	Public finances	6	150	2	2	-	-	42	E
4.	LBA2BF04	Marketing	6	150	2	2	-	-	56	E
5.	LBA2BS05	Correspondence in English	3	75	2	1	-	-	28	C
6.	LBA2BC06	Physical training and sport**	2	50	-	-	1	-	14	C (A/R)
<b>Total compulsory subjects</b>			<b>27+2</b>	<b>675+50</b>	<b>10</b>	<b>9</b>	<b>1</b>		<b>280</b>	<b>4/2</b>
7.	LBA2OC07	Communication in French	3	75	-	2	-	-	28	C
8.	LBA2OC08	Communication in German								
9.	LBA2OC09	Communication in Italian								
10.	LBA2OC10	Communication in Romanian								
<b>Total optional subjects **</b>			<b>3</b>	<b>75</b>	<b>-</b>	<b>2</b>	<b>-</b>	<b>-</b>	<b>28</b>	<b>-/1</b>
<b>Total compulsory and optional subjects</b>			<b>30+2</b>	<b>750+50</b>	<b>10</b>	<b>11</b>	<b>1</b>		<b>308</b>	<b>4/3</b>
1.	LMG2LC10	Currents of economic thinking	3	75	1	1	-	-	28	C
<b>Total facultative subjects</b>			<b>5</b>	<b>125</b>	<b>1</b>	<b>1</b>	<b>-</b>	<b>-</b>	<b>28</b>	<b>-/1</b>
<b>Subjects freely chosen within TSTD module</b>										
2.	PP1 2 B F 01	Pedagogy II: Theory and methodology of training. Theory and methodology of evaluation	5	125	2	2	-	-	56	E

**Second Semester**

Crt No	CODE	Subject	No. of Credits	Estimation of student's activity (hours)	Number of hours:					Form of evaluation.
					C	S	L	P	Total	
0	1	2	3	4	5	6	7	8	9	
1.	LBA2BS12	Business Negotiations techniques	4	125	2	2	-	-	42	E
2.	LBA2BD13	Business Information systems	5	125	2	-	2	-	42	E
3.	LBA2BD14	Marketing research	5	125	2	-	2	-	56	E
4.	LBA2BD15	Taxation	4	125	2	2	-	-	42	E
5.	LBA2BS16	Commercial Law	4	100	2	1	-	-	28	C
6.	LBA2BS17	Practice	3	84	14 weeks x 6 hours				84	C
7.	LBA2BC18	Physical training and sport**	2	50	-	-	1	-	14	C (A/R)
<b>Total compulsory subjects</b>			<b>25+2</b>	<b>684+50</b>	<b>10</b>	<b>4</b>	<b>5</b>	<b>-</b>	<b>308</b>	<b>4/3</b>
8.	LBA2OC19	European economics	5	75	1	1	-	-	42	C
9.	LBA2OC20	Econometrics								
10.	LBA2OC21	Ethics and academic integrity								
<b>Total optional subjects**</b>			<b>3</b>	<b>75</b>	<b>2</b>	<b>1</b>	<b>-</b>	<b>-</b>	<b>42</b>	<b>-/1</b>
<b>Total compulsory and optional subjects</b>			<b>30+2</b>	<b>759+50</b>	<b>12</b>	<b>5</b>	<b>5</b>	<b>-</b>	<b>392</b>	<b>4/4</b>
1.	LMG2LC22	Sociology	3	75	2	1	-	-	42	C
<b>Total facultative subjects</b>			<b>3</b>	<b>75</b>	<b>2</b>	<b>1</b>	<b>-</b>	<b>-</b>	<b>42</b>	<b>-/1</b>
<b>Subjects freely chosen within TSTD module</b>										
2.	PP12 B D 02	Didactics	5	125	2	2			56	E

Note: \* Compulsory subject with added credits

\*\* It is chosen a subject

.E – Exam

C – Colloquy

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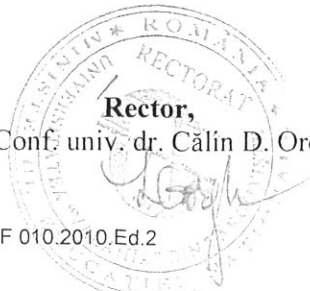
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**Third Year**

**Term I**

Crt. no.	CODE	Subject	No. of Credits	Estimation of student's activity (hours)	Number of hours:					Form of evaluation
					C	S	L	P	Total	
0	1	2	3	4	5	6	7	8	9	
1.	LBA3BD01	Management of human resources	4	100	2	1	-	-	42	E
2.	LBA3BS02	Economic and financial analysis	5	125	2	1	-	-	42	E
3.	LBA3BS03	Entrepreneurship and business management	5	125	2	-	2	-	56	E
4.	LBA3BD04	Electronic commerce	4	100	2	1	-	-	42	C
5.	LBA3BD05	Operational Management	4	100	2	1	-	-	42	E
<b>Total compulsory subjects</b>			<b>22</b>	<b>525</b>	<b>10</b>	<b>3</b>	<b>3</b>	<b>-</b>	<b>196</b>	<b>4/1</b>
6.	LBA3OS06	Customers relationship Management	4	100	2	1	-	-	56	E
7.	LBA3OS07	Sales Management			2	1	-	-	56	E
8.	LBA3OD08	Techniques and banking operations	4	100	2	1	-	-	56	C
9.	LBA3OD09	Logistics and goods distribution			2	1	-	-	56	C
<b>Total optional subjects*</b>			<b>8</b>	<b>225</b>	<b>4</b>	<b>1</b>	<b>3</b>	<b>-</b>	<b>112</b>	<b>-/2</b>
<b>Total compulsory and optional subjects</b>			<b>30</b>	<b>750</b>	<b>14</b>	<b>5</b>	<b>3</b>	<b>-</b>	<b>308</b>	<b>5/2</b>
					22					
10	LCI3LD010	Social and political marketing	3	75	2	1	-	-	42	C
<b>Total facultative subjects</b>			<b>3</b>	<b>75</b>	<b>2</b>	<b>1</b>	<b>-</b>	<b>-</b>	<b>42</b>	<b>-/1</b>
<b>Subjects freely chosen within the TSTD module</b>										
1.	PP13 B D 02	Computer assisted education	2	50	1	1	-	-	28	E
2.	PP13 B D 01	Pedagogical practice in compulsory pre-university education (1)	3	75	-	-	3	-	42	C

Note: \* It is chosen a subject from the package  
E – Exam                      C – Colloquy

  
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**Field: Business Administration**  
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**Third Year**

**Second Semester**

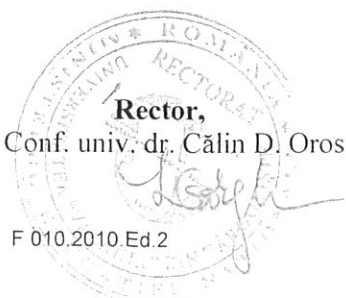
Crt. No.	CODE	Subject	No. of Credits	Estimation of student's activity (hours)	Number of hours:					Form of evaluation
					C	S	L	P	Total	
0	1	2	3	4	5	6	7	8	9	
2.	LBA3BD11	Strategic management	4	100	2	1	-	-	33	E
3.	LBA3BD12	Business project Management	5	125	2	-	2	-	44	E
4.	LBA3BD13	Evaluation and financing of investments	5	125	2	2	-	-	44	E
5.	LBA3BD14	Ethics in business	4	100	2	1	-	-	33	E
6.	LBA3BD15	Methodology of elaboration of diploma paper	4	100	2	-	-	-	22	C
<b>Total compulsory subjects</b>			<b>22</b>	<b>650</b>	<b>10</b>	<b>4</b>	<b>2</b>	<b>-</b>	<b>176</b>	<b>4/1</b>
7.	LBA3BD16	Promotional techniques	4	100	2	1	-	-	33	C
8.	LBA3BD17	Behaviour of consumer								
9.	LBA3BD18	Supplier Relationship Management	4	100	2	1	-	-	33	C
1.	LBA3BD19	Management of buying								
<b>Total optional subjects*</b>			<b>8</b>	<b>200</b>	<b>4</b>	<b>2</b>	<b>-</b>	<b>-</b>	<b>66</b>	<b>-/2</b>
10	LBA3BS20	Elaboration of diploma paper**		250	3 weeks. X 20 h/week.				60	
<b>Total compulsory and optional subjects</b>			<b>30</b>	<b>750</b>	<b>14</b>	<b>6</b>	<b>2</b>	<b>-</b>	<b>302</b>	<b>4/3</b>
<b>Subjects freely chosen within the TSTD module</b>										
1.	PP13 B F 03	Management of the class of students	3	75	1	1			28	E
2.	PP13 B D 04	Pedagogical practice in compulsory pre-university education (2)	2	50			3		36	C

Note: \* It is chosen a subject from the package

\*\* 4 weeks at the end of the 6th term

E – exam

C – colloquy



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*Maria Cristina Ștefan*

**Field: Business Administration**

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**1. Structure of classes after the content of subjects**

Type of subject	No. of hours	%
Fundamental subjects	560	29,07
Specialty subjects	1204	62,20
Complementary subjects	168	8,73
<b>Total</b>	<b>1932</b>	<b>100,00</b>

**2. Structure of classes of teaching activity after the type of subject**

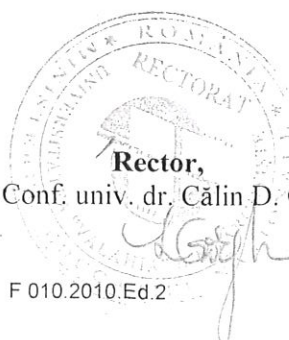
	Total of hours	%
Compulsory subjects	1656	85,66
Optional subjects	376	14,34
<b>Total</b>	<b>1932</b>	<b>100,00</b>
Facultative subjects	94	4,88

**3. Report between the number of classes and seminars and practical work**

Year	Total of hours	Classes	Hours/ term	Hours LP	Report
Total year I	616	252	280	84	0,69
Total year II	700	294	238	168	0,72
Total year III	616	325	161	130	1,14
<b>Total cycle</b>	<b>1932</b>	<b>871</b>	<b>679</b>	<b>382</b>	<b>82,55</b>

**4. Report between exams and colloquies**

	Total	Exam	Colloquy
Year I	14	7	7
Year II	15	8	7
Year III	14	9	5
<b>Total</b>	<b>43</b>	<b>24</b>	<b>19</b>



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