

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

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	3+1*	1	11
II	14	14	3	3	2	3**	3+1*	1	8
III	14	11+3***	3	3	1	0	3+1*	1	-

*) A week of holiday after the winter session.

***) 3 weeks of practice at the end of the second year

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

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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:

- knowledge, understanding and use of concepts, theories, principles, approaches, models and fundamental methods of investigation and prospective specific to the economic field;
- collecting, analyzing and interpreting the data and qualitative and quantitative information that refer to the inner and outer environment where the firm acts
- the use of various ways of written and oral communication, including in a foreign language;
- the use of information technologies in the execution of specialized works.
- assuming of the responsibilities for development of a personal program for computer literacy.
- holders of a bachelor's degree in Economic Science, that also possess a certificate in pedagogical training are allowed to teach Economy in pre-university institutions;

Professional competences

- C1. - Collection, processing and analysis of information concerning the interaction between enterprise / organization and its external environment.
- C2. - Support for the management of the activity of the whole company/organisation
- C3. - Management of the activity deployed in a specific part (subdivision) within the structure of the company/ organization
- C4. - Assistance in the management of human resources
- C5. - Using the data bases specific to the business management.

Transversal competences

- CT1. Applying the principles, norms and values of professional ethics strategies within their own strategy aiming rigorous, efficient and accountable work
- CT2. Identify roles and responsibilities in a multi-domain specialized team and application of effective techniques and working relationships within the team.
- CT3. Identify training opportunities and effective utilization of resources and learning techniques for their own development.

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Field: Business Administration
Study program: Business Administration in English

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.	LBA3BD02	Economic and financial analysis	5	125	2	1	-	-	42	E
3.	LBA3BD03	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
Total compulsory subjects			22	550	10	6	-	-	224	4/1
6.	LBA3OD06	Customers relationship Management	4	100	2	1	-	-	42	E
7.	LBA3OD07	Sales Management								
8.	LBA3OD08	Techniques and banking operations	4	100	2	1	-	-	42	C
9.	LBA3OD09	Logistics and goods distribution								
Total optional subjects*			8	200	4	2	-	-	84	-/2
Total compulsory and optional subjects			30	750	14	8	-	-	308	5/2
					22					
10	LBA3LD010	Social and political marketing	3	75	2	1	-	-	42	C
Total facultative subjects			3	75	2	1	-	-	42	-/1
Subjects freely chosen within the TSTD module										
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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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.	LBA3BS11	Strategic management	4	100	2	2	-	-	44	E
2.	LBA3BD12	Business project Management	5	125	2	-	2	-	44	E
3.	LBA3BD13	Evaluation and financing of investments	5	125	2	2	-	-	44	E
4.	LBA3BD14	Ethics in business	4	100	2	1	-	-	33	E
5.	LBA3BS15	Elaboration of diploma paper**	4	100	3 weeks. X 22 h/week.				66	C
Total compulsory subjects			22	550	8	5	2	-	231	4/1
6.	LBA3BD16	Promotional techniques	4	100	2	2	-	-	44	C
7.	LBA3BD17	Behaviour of consumer								
8.	LBA3BD18	Supplier Relationship Management	4	100	2	1	-	-	33	C
9.	LBA3BD19	Management of buying								
Total optional subjects*			8	200	4	3	-	-	77	-/2
Total compulsory and optional subjects			30	838	12	8	2	-	308	4/3
Subjects freely chosen within the TSTD module										
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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1. Structure of classes after the content of subjects

Type of subject	No. of hours	%
Fundamental subjects	588	30,34
Disciplines in the field	522	26,94
Specialty subjects	688	35,50
Complementary subjects	140	7,22
Total	1938	100,00

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

	Total of hours	%
Compulsory subjects	1665	85,91
Optional subjects	273	14,09
Total	1938	100,00
Facultative subjects	126	6,50

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	-
Total year II	706	308	252	146	-
Total year III	616	328	200	88	-
Total cycle	1938	888	732	3,18	1,18

4. Report between exams and colloquies

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

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