

„Valahia” University of Târgoviște  
 Faculty of Economics  
**Field: Business Administration**  
**Study program: Business Administration in English**  
 Length of studies: 3 years  
 Form of education: full-time learning  
 Code: FSE LBA

It is applied starting with the  
 academic year 2024-2025

## EDUCATIONAL PLAN

### CYCLE I

#### I. Mission:

The program aims to educate highly skilled professionals to meet the current demands of the job market in Romania and the European Union. This is achieved by promoting values such as solidarity, non-discrimination, fairness, scientific objectivity, creativity, and dynamism.

#### II. Objectives:

- Development of an educational system aligned with European Union practices to ensure that graduates are recognized as European experts.
- Fulfilling educational needs by implementing a schooling system that utilizes the latest information and communication technologies.
- Development of communication skills in an international language.
- Attracting the students in scientific research activities, through their involvement in national and international scientific projects.
- Ensuring training for specialists with higher education in the economic field, specialized in the management and business administration.
- Training specialists in the field of entrepreneurship.
- Forming the specific skills required for scientific research activities by involving 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	Reexam		Winter	Spring	Summer
I	14	14	3	3	2	0	2+1*	1	12
II	14	14	3	3	2	3**	2+1*	1	9
III	14	11+3***	3	3	1	0	2+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 disciplines. Conditioning

The option for optional courses is conditioned by:

- The minimum number of admitted students for the formation of study groups, in accordance with the legal provisions and the current ARACIS standards.
- The faculty's ability to group them in a way that requires minimal financial effort, efforts required by the material base, and teaching personnel available.

The maximum number of students who can enroll in an optional course or module is determined by the Faculty Council.

If there are more requests than the maximum number established, the selection for optional courses and modules will be made based on the average of the previous year's studies.

## 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 with the actual Regulation of Professional Activity of Students.

## VIII. Competencies

### Professional competencies:

- C1. Provides consultancy regarding efficiency improvements.
- C2. Proposes improvement strategies.
- C3. Coordinates efforts to develop the business.
- C4. Improves business processes.
- C5. Ensures compliance with policies.
- C6. Conducts business analysis.
- C7. Creates a working atmosphere dedicated to continuous improvement.
- C8. Analyzes the context of an organization.
- C9. Develops revenue generation strategies.
- C10. Analyzes business plans.
- C11. Establishes business relationships.
- C12. Provides counsel regarding personnel management.
- C13. Analyzes business objectives.
- C14. Analyzes business requirements.
- C15. Coordinates a team.
- C16. Manifests trustworthy behavior.
- C17. Analyzes business processes.
- C18. Analyzes internal factors of companies.
- C19. Gathers technical information.
- C20. Implements change management.



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**Transversal Competencies:**

- CT1. Shows initiative.
- CT2. Keeps commitments.
- CT3. Manages personal development.
- CT4. Thinks analytically.

**Main group from COR/ISCO-08/ESCO specific to the field:**

2421 – Management and Organization Analysts

**Relevant occupations:**

- Project manager (COR code: 242101);
- Company administrator (COR Code: 242111);
- Business analyst (COR code: 242120).



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

It is applied starting with the  
 first year of study, academic  
 year 2024-2025

**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	10
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 I	4	100	1	2	-	-	42	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>Total compulsory and optional 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>3/4</b>
					<b>22</b>					
<b>Subjects freely chosen within the TSTD module</b>										
1.	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	10
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 and optional 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>22</b>					
<b>Subjects freely chosen within TSTD module</b>										
2.	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**

It is applied starting with the second year of study, academic year 2025-2026

**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.	LBA2BS02	Managerial accounting	6	150	2	2	-	-	56	E
3.	LBA2BF03	Public finances	6	150	2	2	-	-	56	E
4.	LBA2BF04	Marketing	6	150	2	2	-	-	56	E
5.	LBA2BS05	Correspondence in English	3	75	2	1	-	-	42	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	1	1	-	-	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>1</b>	<b>1</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>11</b>	<b>10</b>	<b>1</b>		<b>308</b>	<b>4/3</b>
					22					
11.	LBA2LC10	Currents of economic thinking	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>										
1.	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	100	2	2	-	-	56	E
2.	LBA2BD13	Business Information systems	5	125	2	-	2	-	56	E
3.	LBA2BD14	Marketing research	5	125	2	2	-	-	56	E
4.	LBA2BD15	Taxation	4	100	2	2	-	-	56	E
5.	LBA2BS16	Commercial Law	4	100	2	1	-	-	42	C
6.	LBA2BS17	Practice	3	75	3 weeks x 30 hours				90	C
7.	LBA2BC18	Physical training and sport*	2*	50	-	-	1	-	14	C (A/R)
<b>Total compulsory subjects</b>			<b>25+2*</b>	<b>625+50</b>	<b>10</b>	<b>7</b>	<b>3</b>	<b>-</b>	<b>370</b>	<b>4/3</b>
8.	LBA2OF19	European economics	5	125	1	1	-		28	C
9.	LBA2OF20	Econometrics								
10.	LBA2OF21	Ethics and academic integrity								
<b>Total optional 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>Total compulsory and optional subjects</b>			<b>30+2*</b>	<b>750+50</b>	<b>11</b>	<b>8</b>	<b>3</b>	<b>-</b>	<b>398</b>	<b>4/4</b>
					22					
11.	LBA2LC22	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>										
1.	PP12 B D 02	Didactics of specialization	5	125	2	2			56	E

Note: \* Compulsory subject with extra credits  
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**Field: Business Administration**  
**Study program: Business Administration in English**

It is applied starting with the  
 third year of study, academic  
 year 2026-2027

**Third 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	10
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.	LBA3BS05	Operational Management	4	100	2	1			42	E
<b>Total compulsory subjects</b>			<b>22</b>	<b>550</b>	<b>10</b>	<b>6</b>	<b>-</b>	<b>-</b>	<b>224</b>	<b>4/1</b>
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								
<b>Total optional subjects*</b>			<b>8</b>	<b>200</b>	<b>4</b>	<b>2</b>	<b>-</b>	<b>-</b>	<b>84</b>	<b>1/1</b>
<b>Total compulsory and optional subjects</b>			<b>30</b>	<b>750</b>	<b>14</b>	<b>8</b>	<b>-</b>	<b>-</b>	<b>308</b>	<b>5/2</b>
					<b>22</b>					
10.	LBA3LD010	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	C
2.	PP13 B D 01	Specialized pedagogical practice in 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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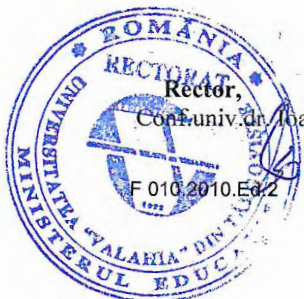
It is applied starting with the  
 third year of study, academic  
 year 2026-2027

**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	10
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
<b>Total compulsory subjects</b>			<b>22</b>	<b>550</b>	<b>8</b>	<b>5</b>	<b>2</b>	<b>-</b>	<b>231</b>	<b>4/1</b>
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								
<b>Total optional subjects*</b>			<b>8</b>	<b>200</b>	<b>4</b>	<b>3</b>	<b>-</b>	<b>-</b>	<b>77</b>	<b>-/2</b>
<b>Total compulsory and optional subjects</b>			<b>30</b>	<b>750</b>	<b>12</b>	<b>8</b>	<b>2</b>	<b>-</b>	<b>308</b>	<b>4/3</b>
					<b>22</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.	PP13B D 04	Specialized pedagogical practice in pre-university education (2)	2	50			3		36	C

Note: \* It is chosen a subject from the package  
 \*\* 3 weeks at the end of the third year  
 E – exam C – colloquy



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**1. Structure of the study subjects according to the formative category**

Type of subject	No. of hours	%
Fundamental subjects	588	30
Specialty subjects	522	27
Field subjects	688	36
Complementary subjects	140	7
<b>Total</b>	<b>1938</b>	<b>100</b>

**2. Structure of hours of teaching activity according to the optionality of the subjects**

Type of subject	No. of hours	%
Compulsory subjects	1665	86
Optional subjects	273	14
<b>Total</b>	<b>1938</b>	<b>100</b>
Facultative subjects	126	6

**3. Report between number of course hours and number of applied hours (seminars, laboratories, projects, practice)**

Year	Total of hours	Course hours	Seminars	LP	Report
Total year I	616	252	280	84	-
Total year II	706	308	252	146	-
Total year III	616	328	200	88	-
<b>Total cycle</b>	<b>1938</b>	<b>888</b>	<b>732</b>	<b>318</b>	<b>0,85</b>

**4. Report between exams and colloquies**

	Total	Exams	Colloquies
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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