

MATHEMATICS APPLIED IN ECONOMICS

Course Code: FB111

Type of course: compulsory

Language of instruction: English tutoring available for Erasmus students

Name of lecturer: Lucia Căbulea, PhD

Seminar tutor: Dorin Wainberg, PhD

Full time studies

Form of instruction	Number of teaching hours per semester	Number of teaching hours per week	Semester	Form of receiving a credit for a course	Number of ECTS credits allocated
Class	56	4	Autumn	Grade	5

COURSE AIMS:

This course is designed to introduce students to various topics in mathematics and uncertainty that they will encounter in economics sciences. The concepts are illustrated with actual examples from the specialized literature. Exercises are designed to encourage the student to begin thinking about applied mathematics within a theoretical context. Today, the theory of applied mathematics has found many applications in economics. In this course, the students will learn the basic terminology and concepts of applied mathematics in economics.

Mathematics is increasingly important in terms of the expression and communication of ideas in economics. A thorough knowledge of mathematics is indispensable for understanding almost all fields of economics, including both applied and theoretical fields. Especially understanding of elements of calculus and linear algebra are crucial to the study of economics. This class is designed to provide the appropriate mathematical tools for students who are interested in economics with policy concentration. The formal derivations of the mathematical tools needed will be the heart of this class. Economic concepts and models can often be easily and precisely described in terms of mathematical notation when words and graphs would fail or mislead us so the intent of this course is to teach you the language of mathematics and how to use it to better understand economics. Therefore, as applications of the mathematical concepts covered in class, examples and motivation will be drawn from important topics in economics.

ENTRY REQUIREMENTS: -

COURSE CONTENTS:

- Chapter 1. Linear Programming
 - 1.1. Solving a linear programming problem
 - 1.2. Duality. Dual simplex algorithm
 - 1.3. Reoptimization of linear programming problems
 - 1.4. Parametric linear programming
 - 1.5. Transportation problems
 - 1.6. Reoptimization of transportation problems
 - 1.7. Parametric transportation problems
 - 1.8. Special types of transportation problems
- Chapter 2. Elements of financial mathematics
 - 2.1 . Simple interest
 - 2.2 . Compound interest
 - 2. 3. Annual installment payments (annuities)
 - 2.4 . Repayment of loans and borrowings

TEACHING METHODS:

Lecture, conversation, exemplification.

LEARNING OUTCOMES:

Modelling and solving some medium complexity level problems, using the mathematical and computer sciences knowledges.

LEARNING OUTCOMES VERIFICATION AND ASSESSMENT CRITERIA:

Written paper 50%; mid-term test 30%; seminar activities 20%.

RECOMMENDED READING:

- Dixit, A.K., *Optimization in economics theory*, Oxford University Press, 1990
- Simon, C.P., Blume, L., *Mathematics for economists*, W.W Norton, 1994
- Carter, M., *Mathematical Economics*, MIT, Cambridge, 2001
- Nering, E. D., Tucker, A. W., *Linear Programs and Related Problems*, Academic Press, Boston, 1993
- Nash, S. and Sofer, A., *Linear and Nonlinear Programming*, McGraw-Hill, New York, 1996

MICROECONOMICS

Course code: FB112

Type of course: compulsory

Language of instruction: English tutoring available for Erasmus students

Name of lecturer: Vasile BURJA PhD/Iulian Bogdan DOBRA, PhD

Full time studies

Form of instruction	Number of teaching hours per semester	Number of teaching hours per week	Semester	Form of receiving a credit for a course	Number of ECTS credits allocated
Class	42	3	Autumn	Grade	5

COURSE AIMS:

These course cover a number of topics related to microeconomics. This introductory course teaches the fundamentals of microeconomics. Also, topics include consumer theory, producer theory, and the behaviour of firms, market equilibrium, monopoly, issues about costs of production, completion, price, and the role of the government in the economy, allocation of net income.

COURSE CONTENTS:

CH 1. Introduction to Political Economy

CH 2. Economic Activity - The Main Form Social Action

CH 3. General Characteristics of Exchange Economy

CH 4. The Modern System of Market Economy

CH 5. Production Factors and Their Use

CH 6. Costs of Production

CH 7. Market, Competition, Price

CH 8. Allocation of Net Income

TEACHING METHODS:

Lecturing, Demonstrating, Collaborating (i.e. Classroom discussion, Debriefing, Classroom Action Research), Recitation.

LEARNING OUTCOMES:

- To provide an introduction to fundamentals of microeconomics;
- The course is intended both for graduate students who wish to develop a solid background in game theory in order to pursue research in the applied fields of economics and related disciplines, and for students wishing to specialize in economic theory;
- To give an introduction and to learn, judge, make decisions, have a personal opinion or interpretation to some of the main subjects in this field: economic activity, exchange economy, market economy, production factors, cost production, competition, price, net income.

LEARNING OUTCOMES VERIFICATION AND ASSESSMENT CRITERIA:

Written test examination– 70%; Verification during semester – 30%.

RECOMMENDED READING:

- J. SHIELD NICHOLSON, M.A., D.SC., (1893), *“Principle of political economy”*, Introduction, page 10, McMillan and Co, New York and London,;
- JOHN LANCELOT SHADWELL, (1877), *“A system of political economy”*, Chapter I, page 1, Trubner and Co., Ludgate Hill;
- REV. T. R. MALTHUS M.A. F.R.S. *“Principles of Political Economy”* Chapter II, page 50 (value) William;
- ADAM SMITH, (1920), *“The Wealth of Nations”* BOOK I, Chapter IV, page 66; P.F. Collier and son, New York, USA;
- HARTUR TWINING HADLEY, (1896), *“Economics, an account of the relation between private property and public welfare”* Chapter VII, page 190 G. P. Putman’s son, London,;
- PAUL A. SAMUELSON & WILLIAM NORDHAUS, (2001), *“The Economics”*, 17th edition Chapter II, Irwin/McGraw-Hill;
- POPPA DORINA, KISS MELINDA & SZIKI KLARA, *“Contemporary approaches of company performance analysis based on relevant financial information”* University of Oradea, faculty of Economic;
- DAVID BESANKO & RONALD R. BRAEUTIGAM, (2004), *“Microeconomics”* 4th edition Chapter VI, page 200, Jhon Wiley & sons, inc.;
- LUCIAN-LIVIU ALBU & GEORGE GEORGESCU, (1994), *“Problems in the structure of Romania’s economy”* MPRA Paper No. 29880;

- HERBERT J. DAVENPORT “*Economics of enterprise*” (1968), Chapter II, page 19; Chapter III, page 28 Augustus M. Kelley, New York, USA;
- GEORGE BINNEY DIBBLEE M.A., (1912), “*The laws of supply and demand*” Chapter II, page 12 Constable and company ltd, London, UK;
- DAVID RICARDO, (1912), “*The principles of political economy and taxation*” Chapter VI, page 64, J.M. Dent & Son Ltd, London; E.P. Dutton & CO, New York, USA.

ECONOMIC INFORMATICS

Course code: FB113

Type of course: compulsory

Language of instruction: English tutoring available for Erasmus students

Name of lecturer: Cucu Ciprian, PhD

Full time studies

Form of instruction	Number of teaching hours per semester	Number of teaching hours per week	Semester	Form of receiving a credit for a course	Number of ECTS credits allocated
Class	56	4	Autumn	Grade	5

COURSE AIMS:

Familiarizing students with the basic concepts of IT, especially with utility in economics.

COURSE CONTENTS:

1. The computing system
2. Concepts Internet: Internet domains, websites
3. Design documents and presentations: principles and recommendations
4. Concepts spreadsheet
5. internet service
6. Processing documents
7. Spreadsheets

TEACHING METHODS:

Interactive lecture (slide show), discussions

LEARNING OUTCOMES:

Students specialization using internet services and office applications, document processing, spreadsheet, presentations.

LEARNING OUTCOMES VERIFICATION AND ASSESSMENT CRITERIA:

Written exam – 40%; Practical work during semester – 60%.

RECOMMENDED READING:

- Militaru Gheorghe, *Sisteme informatice pentru management*. Ed. ALL, 2004.
- Bird Linda, *Internet. Ghid complet de utilizare*, Ed. Corint, 2004.
- http://www.openoffice.org/ro/doc/user_guide/initiere/GS-Master.pdf

FUNDAMENTALS OF ACCOUNTING

Course code: FB114

Type of course: compulsory

Language of instruction: English tutoring available for Erasmus students

Name of lecturer: Cenar Iuliana, PhD

Full time studies

Form of instruction	Number of teaching hours per semester	Number of teaching hours per week	Semester	Form of receiving a credit for a course	Number of ECTS credits allocated
Class	56	4	Autumn	Grade	5

COURSE AIMS:

- To develop the student's capacity to make up and use the accounting information at unit level correctly and efficiently
- To acquire fundamental knowledge about the aims and methods in the field of accounting;
- To know the principles, procedures, and instruments used to reflect accounting transactions and events
- To form and open-minded epistemic attitude related to the field of accounting

COURSE CONTENTS:

1. Introduction to Accounting. Accounting – definition. Economic information system organisation. The structure of the economic information system. Accounting – main component of economic records. Tasks, functions, and types of accounting.
2. Financial reports and communication of accounting information. Views upon the object of accounting. The fundamental equation in accounting. The financial positioning (assets, equities, liabilities). Global result (expenses, income, and results). Rectifying and regulation structures. General principles for accounting organisation General aspects about the accounting method. Accounting method procedures. Principles of accounting method.
3. Accounting information system. Accounting documents (content, justificative documents, document processing in accounting, accounting synthesis documents). Inventory and assessment in the field of accounting. Inventory: concept and stages. The need and moments of assessment in accounting. Re-assessment in the accounting system
4. Double representation of the financial positioning with adjutancy of the balance sheet. Balance sheet definition and characteristics. Presentation of the structure with the balance sheet. Types of balance sheet changes. Previous stages to the setting up of the balance sheet
5. Double entry accounting system. Definition and need of account. Forms of account. Elements of account Account functioning rules. Double entry accounting and sequence of accounts. Accounting analysis of the economic operations and their reflection in the accounting system. Accounting normalisation.

TEACHING METHODS:

Lecture, conversation, exemplification.

LEARNING OUTCOMES:

- Knowledge and understanding of the fundamental concepts, methods and theories in the field of accounting
- Use of fundamental knowledge in order to explain and interpret various types of concepts, situations, processes, projects, etc. associated to the accounting field;

LEARNING OUTCOMES VERIFICATION AND ASSESSMENT CRITERIA:

Written exam – 75%; verification during semester – 25%.

RECOMMENDED READING:

- Cenar I., *Fundamentals of Accounting*, Didactica Series, Alba Iulia, 2009.
- Cenar I., *Dilemmas and controversies concerning the heritage and its role on accounting stage*, International Journal of Academic Research in Business and Social Sciences, Volume 2, Issue 12, December, 2012, p. 2353-2366.

BUSINESS LAW

Course Code: FB 115

Type of course: compulsory

Language of instruction: English tutoring available for Erasmus students

Name of lecturer: Vasile Luha, PhD

Seminar tutor: Miruna Tudorascu, PhD

Full time studies

Form of instruction	Number of teaching hours per semester	Number of teaching hours per week	Semester	Form of receiving a credit for a course	Number of ECTS credits allocated
Class	42	3	Autumn	Grade	4

COURSE AIMS:

- Knowing, understanding and a correct using of fundamental ideas concerning concepts specific to Law.
- Integration in a coherent structure of main theorizations and value landmarks recognised in Law as well as in connected domains.

ENTRY REQUIREMENTS:

Introduction to Law; Introduction to General Elements of Law.

COURSE CONTENTS:

1. Introduction in Law.
2. Juridical Methodology.
3. The Concept of Business Law.
4. Law and State.
5. The Principles of Business Law.
6. The Functions of Business Law.
7. Juridical Norm.
8. The origins of Business Law.
9. Realization of Business Law.
10. Interpretation of Juridical Norms.
11. Juridical Relationships.
12. Juridical Responsibility.
13. Juridical Assistance.
14. The System of Business Law.

TEACHING METHODS:

Lecture, conversation, exemplification.

LEARNING OUTCOMES:

- retrieval of written sources on the Business Law;
- establishing general aspects in connection with the Business Law;
- the concrete issues in connection with the general views of Business Law.

LEARNING OUTCOMES VERIFICATION AND ASSESSMENT CRITERIA:

Written paper – 60%; continuous assessment – 40%.

RECOMMENDED READING:

- Nitoiu, Roberta, *General Theory of Law*, Bucharest, CH Beck Publishing House, 2008.
- Dan Claudiu Dănilor, Ion Dogaru, Gh. Dănilor, *General Theory of Law*, Bucharest, CH Beck Publishing House, 2008.

HISTORY OF ECONOMY

Course Code: FB 116

Type of course: optional

Language of instruction: English tutoring available for Erasmus students

Name of lecturer: Cosmin Popa-Gorjanu, PhD

Seminar tutor:-

Full time studies

Form of instruction	Number of teaching hours per semester	Number of teaching hours per week	Semester	Form of receiving a credit for a course	Number of ECTS credits allocated
Class	14	1	Autumn	Grade	3

COURSE AIMS:

- To stimulate the formation of historical perspective in understanding the working of economic systems
- The learning of chronological and thematic landmarks in economic history.
- Recognition of the interdependence between social, cultural, and economic phenomena.
- Recognition of the synchronicity of economic phenomena in Romania and the broader regional and global economic systems.

ENTRY REQUIREMENTS:

Introduction to Ancient General History; introduction to Medieval History of Romanians; Introduction in the General Medieval History.

COURSE CONTENTS:

1. Introduction. Research methods in history. History as reality and history as knowledge. Historical sources. Auxiliary bibliographical tools. Romanian Historical Bibliography. Using library catalogues in retrieving bibliographical information.
2. The conditions of economic development from Prehistory to the Middle Ages. The gathering-hunting-fishing economy. Agricultural economies. Neolithic age. Bronze Age economy. Iron Age. The economy in the Roman Empire. Roman Dacia. From Roman withdrawal from Dacia to the tenth century.
3. The economy on the territory of Romania between 1000-1600. The conditions of development in tenth-eleventh centuries. The formation and expansion of Kingdom of Hungary. The organization of Transylvania. The formation of the principalities of Wallachia and Moldova. Political and administrative organization of the Romanian principalities. Economic development of Romanian principalities. The regime of Ottoman domination and its economic features.
4. The economy from 1600-1848. General conditions of development in sixteenth century. The economy of the Romanian principalities in the seventeenth century. The economy of the Romanian principalities in the eighteenth century. Industrial revolution. Economic developments in the first half of the nineteenth century.
5. Romanian economy between 1848-1948. The premises of modernization. Legislative, institutional, and economic modernization between 1859-1918. Modernization of infrastructure. Agriculture. Industry. Development of national monetary system. Banking and credit system. The economic evolutions from 1918 to 1939. Agriculture. Industry.
6. Romanian economy between 1948-1965. Political conditions at the end of world war two. The imposition of the communist regime and the economic consequences of the Soviet domination. The establishment of planned economy.
7. Romanian economy from 1965 to 1989. The conditions of economic development. Industry. Agriculture. Transports. Commerce. Conclusions.

TEACHING METHODS:

Lecture, conversation, exemplification.

LEARNING OUTCOMES:

- retrieval of written sources on the historical past;
- establishing historical facts on the basis of historical sources and outside of these;
- the concrete production of new historical knowledge on the basis of deeper insights within the study of an epoch and/or of a medium complexity historical subject.

LEARNING OUTCOMES VERIFICATION AND ASSESSMENT CRITERIA:

Written paper – 30%; oral exam – 70%.

RECOMMENDED READING:

- Axenciuc, Victor, *Introducere în istoria economică a României. Epoca modernă*, București, 1997.
- Constantinescu, N. N. coordonator, *Istoria economică a României. Vol. II 1939-1989*, București, 2000.
- Gunder, Frank André, "Soviet and East European 'Socialism': A Review of the International Political Economy on What Went Wrong" în *Review of International Political Economy*, Vol. 1, No. 2 (Summer, 1994), pp. 317-343.
- Madgearu, Virgil, *Evoluția economiei românești după războiul mondial*, București, 1995.
- Murgescu, Bogdan, *România și Europa. Acumularea decalajelor economice (1500-2010)*, Iași, Polirom, 2010.
- Papacostea, Șerban, *Oltenia sub stăpânirea austriacă 1718-1739*, București, 1998.
- Prodan, David, *Problema iobăgiei în Transilvania 1700-1848*, București, 1989.
- Turnock, David, „The Pattern of Industrialization in Romania” în *Annales of the Association of American Geographers*, vol. 60, No. 3 (Sep., 1970), pp. 540-599.
- Idem, *The Economy of East Central Europe 1815-1989. Stages of transformation in a peripheral region*, London-New York, Routledge, 2006.
- Idem, *Aspects of Independent Romania's Economic History with Particular Reference to Transition for EU Accession*, Ashgate, 2007. (cap. I-II, p. 1-31)
- Weber, Max, *Etica protestantă și spiritul capitalismului*, București, Humanitas, 1993.

BUSINESS ENGLISH

Course Code: FB117.1

Type of course: compulsory

Language of instruction: English tutoring available for Erasmus students

Name of lecturer: Senior lecturer Crina Herteg, PhD

Full time studies

Form of instruction	Number of teaching hours per semester	Number of teaching hours per week	Semester	Form of receiving a credit for a course	Number of ECTS credits allocated
Class	28	2	Autumn	Grade	3

COURSE AIMS:

1. To develop the capacity of identifying and analyzing a large variety of economic texts (business, accounting, finance, banking).
2. To develop oral and written communication abilities with the adequate use of Business English standards.
3. To develop the ability to sustain an idea / opinion both in oral and in written business communication.

ENTRY REQUIREMENTS: -

COURSE CONTENTS:

UNIT 1: THE BUSINESS WORLD

UNIT 2: THE INVISIBLE HAND OF THE MARKET

UNIT 3: INFLATION, INTEREST AND EXCHANGE RATES AND THEIR LINKS WITH INFLATION

UNIT 4: STARTING UP A BUSINESS

UNIT 5: THE FLOW OF FUNDS

UNIT 6: ORGANIZING A COMPANY

UNIT 7: FORMS OF BUSINESS

UNIT 8: TYPES OF INSURANCE

UNIT 9: THE MARKET AND THE MARKETING PROCESS

UNIT 10: PRICING, ADVERTISING AND SELLING

UNIT 11: FINANCIAL RESOURCES

UNIT 12: WAGES AND SALARIES

UNIT 13: ACCOUNTING AND BOOKKEEPING

UNIT 14: FINANCIAL STATEMENTS

TEACHING METHODS:

Lecture, debate, Power point presentation.

LEARNING OUTCOMES:

Students use English correctly, fluently and adequately in oral and written business communication.

Students can identify and analyze a large variety of economic texts (business, accounting, finance, banking).

MANDATORY ASSIGNMENTS

Projects, Essays, Portfolio

LEARNING OUTCOMES VERIFICATION AND ASSESSMENT CRITERIA:

ORAL PRESENTATION

INTERVIEW

TWO-WAY DISCUSSION

RECOMMENDED READING:

- *Business English Dictionary*. (2007). Pearson Longman. New Edition.
- Cotton, D., Falvey, D., Kent, S. (2006). *Market Leader Upper Intermediate*. New Edition, Pearson Longman.
- Dubicka I., O'Keeffe, M. (2007). *Market Leader. Advanced*. Pearson Longman.
- Herteg, C. (2010). *English for Business*. Alba Iulia: Seria Didactica.
- Jones, L., Alexander, R. (2000). *New international business English*. Cambridge: Cambridge University Press.
- Manton, K. (2005). *First Insights into Business*. Workbook. Pearson Longman.
- Popescu, T., Herteg, C. (2010). *Tests of Business English*. Alba Iulia: Editura Aeternitas.
- Robbins, S. (2005). *First Insights into Business*. Students' Book. Pearson Longman.
- Rogers, J. (2011). *Market Leader. Upper Intermediate Business English Practice File*. London: Pearson Longman.
- Storton, L. (2006). *New English File. Intermediate Test Booklet*. Oxford: Oxford University Press.
- Wyatt, R. (2007). *Check your English Vocabulary for Business and Administration*. London: A & C Black Publishers Ltd.

FRENCH LANGUAGE

Course Code: FB 117.2

Type of Course: compulsory

Language of Instruction: English tutoring available for Erasmus students

Teacher's name: Teaching Assistant Aura-Celestina Cibian PhD

Seminar tutor: -

Form of instruction	Number of teaching hours per semester	Number of teaching hours per week	Semester	Form of receiving credits	Number of ECTS credits allocated
Class	28	2	Autumn	Grade	3

COURSE AIM:

Students capacity development to use the tools properly and effectively understanding and written expression in French language.

ENTRY REQUIREMENT**COURSE CONTENTS**

1. Introductory elements in text analysis
2. Vocabulary - text
3. Lexical exercises
4. Morphosyntactic analysis
5. Understand the main ideas
6. Exercise questions-response
7. Keyword searching
8. Expression ideas main
9. Exercises reformulation
10. Checking the knowledge

TEACHING METHODS

Problem solving, learning by discovery, exercises

LEARNING OUTCOMES

Students will:

- Conceived and developed as part of a complementary training, discipline "French Language" provides knowledge towards recognizing and using elements of textual analysis.
- Besides language skills, students are confronted with information about French cultural-civilizational, indispensable in developing multicultural current.

LEARNING OUTCOMES VERIFICATION and ASSESSMENT CRITERIA

Students will be examined at the end of the semester, on practical aspects acquisition (75% of the final grade) and active participation in seminar (25% of the final grade).

RECOMMENDED READING

- Baci, Ioan : *Gramatica limbii franceze*, Ed. Echinoc, Cluj, 1997.
- Caron-Michamble, Catherine et alii, *Grammaire et expression 5e et 6e*, Paris, Hachette, 1995.
- Cibian, Aura: *Langue française. Recueil de textes*, Seria Didactica, Alba Iulia, 2014 (2015).
- Cristea, Teodora : *Grammaire structurale du français contemporain*, EDP, 1979.
- Dubois, Jean et alii : *Dictionnaire de linguistique et des sciences du langage*, Larousse, Paris, 1994.
- Eterstein, Catherine, *Rédaction 4e et 5e. L'apprentissage de l'expression écrite*, Paris, Hatier.
- Florea, Ligia Stela, *Syntaxe du français actuel. La phrase simple et ses fonctions discursives*, Casa de Editură « Atlas-Clusium », Cluj-Napoca, 2000.
- Grevisse, Maurice : *Le Bon usage*, Duculot, 1994.
- Lambert, Jean : *Maîtriser la grammaire et l'orthographe. Jeux et leçons de style*, Ellipses, 1998.
- Verret, P, *Ecrire et parler. Le vocabulaire et l'expression écrite*, Paris, Nathan, 1963.

PHYSICAL EDUCATION I

Course code: FB 118

Type of course: compulsory

Language of instruction: English tutoring available for Erasmus students

Name of lecturer: Ursu Vasile Emil, PhD

Full time studies

Form of instruction	Number of teaching hours per semester	Number of teaching hours per week	Semester	Form of receiving a credit for a course	Number of ECTS credits allocated
Class	28	2	Autumn	Grade	1

COURSE AIMS:

Capacity development of basic motor and specific for students.

COURSE CONTENTS:

Is not the case

TEACHING METHODS:

The conversation, exercises, games.

LEARNING OUTCOMES:

- Knowledge influences the practice of exercise and sport on the body, requirements for independent practice of physical exercises;
- Knowledge of the relationship between heart rate and adaptation to effort;
- Ensuring disconnection factor compensation and professional balance psihomotric good mood through movement.

LEARNING OUTCOMES VERIFICATION AND ASSESSMENT CRITERIA:

Practical exam – 50%; continuous assessment during semester – 50%.

RECOMMENDED READING:

- Roman Gh., *Evaluarea în jocul de baschet*, Ed. Napoca Star, Cluj Napoca, 2003.
- Roman Gh., *Baschet*, Ed. Napoca Star, Cluj Napoca, 2003.
- Colibaba – Evuleț D., Bota I., *Jocuri sportive-Teorie și metodică*, Ed. Aldin, 1998.
- Predescu T., Moanță A., *Baschetul școală. Instruire - învățare*, Ed. Semne, 2001.

MACROECONOMICS

Course code: FB121

Type of course: compulsory

Language of instruction: English tutoring available for Erasmus students

Name of lecturer: Iulian Bogdan DOBRA, PhD

Full time studies

Form of instruction	Number of teaching hours per semester	Number of teaching hours per week	Semester	Form of receiving a credit for a course	Number of ECTS credits allocated
Class	42	3	Summer	Grade	5

COURSE AIMS:

This course provides an overview of macroeconomic issues: the determination of output, employment, unemployment, interest rates, income, consumption and investment. Also, important policy debates such as, economic growth in the long run, government finances in the intermediate run, and economic stability in the short run, are judgmentally explored. Finally, monetary, fiscal policies, inflation and world economy are debated.

COURSE CONTENTS:

- CH 1. Fundamental Principles of Macroeconomic Theory
- CH 2. Economic Growth and Sustainable Economic Development
- CH 3. Economic Equilibrium
- CH 4. Income, Consumption and Investment
- CH 5. Financial Markets
- CH 6. Labour Economics
- CH 7. Employment and Unemployment
- CH 8. The Money Markets
- CH 9. Inflation
- CH 10. World Economy and Globalisation

TEACHING METHODS:

Lecturing, Demonstrating, Collaborating (i.e. Classroom discussion, Debriefing, Classroom Action Research), Recitation.

LEARNING OUTCOMES:

- To provide an introduction to fundamentals of macroeconomics;
- The course is intended both for graduate students who wish to develop a solid background in game theory in order to pursue research in the applied fields of economics and related disciplines, and for students wishing to specialize in economic theory;
- To give an introduction and to learn, judge, make decisions, have a personal opinion or interpretation to some of the main subjects in this field: economic activity, exchange economy, market economy, production factors, cost production, competition, price, net income.

LEARNING OUTCOMES VERIFICATION AND ASSESSMENT CRITERIA:

Written test examination– 70%; Verification during semester – 30%.

RECOMMENDED READING:

- Blanchard, Olivier, and David R. Johnson, (2012), "Macroeconomics", 6th ed. Pearson, ISBN: 9780133061635;
- Blanchard, Olivier, (2003), "Macroeconomics"; 3rd ed. Upper Saddle River, N.J.: Prentice Hall, ISBN: 0130671002;
- ADAM SMITH (1920), "The Wealth of Nations" BOOK I, Chapter IV, page 66; P.F. Collier and son, New York, USA;
- N. Gregory Mankiw, (2015), "Macroeconomics", Palgrave Macmillan, Ninth Edition;
- M. Ellman: Review of Kornai: Anti-Equilibrium in Economic Journal December 1972;
- W.H.H. Godley and W.D. Nordhaus: 'Pricing in the Trade Cycle'. Economic Journal 1972.
- J.R. Green: 'Stochastic Equilibrium: A Stability Theorem and Application'. Technical Report No. 46. August 1971, Stanford.
- W. Hildenbrand: 'Random Preferences and Equilibrium Analysis'. Journal of Economic Theory 1971;
- N. Kaldor: 'The Irrelevance of Equilibrium Economics'. Economic Journal 1972.
- P.A. Samuelson: Foundations of Economic Analysis. Atheneum New York 1967.
- L. Walras: Elements of Pure Economics. Allen and Unwin.

- Peter A. Gourevitch, (1993), "Political Economy" in Joel Krieger (ed), *The Oxford Companion to Politics of the World* (Oxford; Oxford University Press.), 715-719;
- Greg Chase and Charles W. Upton, 2000- *Principles of Macroeconomics*, Lecture notes at Kent State University;
- Cahuc, P. and A. Zylberberg: *Labor Economics*, 2004. The MIT Press, Cambridge Mass, Chapters 1 (1.1+1.2), 3, 4.1-4.3, 6, 7.1-7.4, 9.1-9.4 10.1 and 12.
- Bhaskar, V., A. Manning and T. To: *Oligopsony and Monopsonistic Competition in Labor Markets*, 2002. in *Journal of Economic Perspectives* 16, pp. 155 – 174;
- Andrew Hurrell and Ngaire Woods (1999), (eds), *Globalization, Inequality, and World Politics*, Oxford University Press, Oxford, UK;
- Roger E. Brinner, "Is Inflation Dead?" Federal Reserve Bank of Boston, New England, *Economic Review* (January/February 1999), pp. 37-49.
- Todd E. Clark, "A Comparison of the CPI and the PCE Price Index," Federal Reserve Bank of Kansas City, *Economic Review* 84 (Q 3 1999), pp. 15-29.
- Andrew J. Filardo, "New Evidence on the Output Cost of Fighting Inflation," Federal Reserve Bank of Kansas City, *Economic Review* 83 (Q 3 1998), pp. 33-61.
- Stanley Fischer and Franco Modigliani, "Towards an Understanding of the Real Effects and Costs of Inflation," *Weltwirtschaftliches Archiv*, 114 (1978), pp. 810-833.
- Robert E. Hall, ed., *Inflation: Causes and Effects* (Chicago: University of Chicago Press, 1982);
- George A. Kahn and Klara Parrish, "Conducting Monetary Policy with Inflation Targets," Federal Reserve Bank of Kansas City, *Economic Review* 83 (Q 3 1998), pp. 5-32.
- Alvin L. Marty and Daniel L. Thornton, "Is There a Case for 'Moderate' Inflation?", Federal Reserve Bank of St. Louis, *Review* 77 (July/August 1995), pp. 27-37;
- Marvin E. Wolfgang, ed., "Social Effects of Inflation," *The Annals of the American Academy of Political Science* 456 (July 1981), pp. 1-153.

FINANCE AND BANKING MARKETING

Course code: FB122

Type of course: compulsory

Language of instruction: English tutoring available for Erasmus students

Name of lecturer: Iuga Iulia, PhD

Full time studies

Form of instruction	Number of teaching hours per semester	Number of teaching hours per week	Semester	Form of receiving a credit for a course	Number of ECTS credits allocated
Class	42	3	Summer	Grade	4

COURSE AIMS:

The aim of this field of study is to provide both specialized training for students in the banking profession, and training for a future scientific research.

In the first chapters we offer students a complex picture of the banking systems architecture that highlights the diversity of banking institutions, the role and importance of finance and banking marketing in the present economic and social context. The course aims to: provide students with the main elements of finance and banking marketing and practical operation with these elements; deepening knowledge in corporate business; correct definition of the subject of finance and banking marketing and establishing the relationships that this science has with other sciences.

After the incursion in the first chapters, the emphasis is on the concepts regarding banking and financial services market; the marketing environment of finance and banking institutions; the analysis of the marketing mix for a credit institution; preparing a loyalty marketing plan for the banking sector consumer; the cooperation in the finance and banking marketing, and the ways of organizing promotional communication activities.

COURSE CONTENTS:

CHAPTER 1. THE EUROPEAN CENTRAL BANK

CHAPTER 2. THE STRUCTURE OF BANKING SYSTEMS. THE CONTENT AND FUNCTIONS OF THE BANKING SYSTEM

CHAPTER 3. FINANCIAL-BANKING MARKETING – CONCEPTUAL DELIMITATIONS. THE MARKET OF FINANCIAL-BANKING SERVICES

CHAPTER 4. THE MARKETING ENVIRONMENT OF FINANCIAL-BANKING INSTITUTIONS

CHAPTER 5. FINANCIAL AND BANKING INSTITUTION MARKET: CONTENT, COMPONENTS AND DIMENSIONS

CHAPTER 6. PRODUCT POLITICS

CHAPTER 7. PRICING STRATEGY

CHAPTER 8. THE DISTRIBUTION POLICY. DISTRIBUTION POLICY IN BANK MARKETING

CHAPTER 9. PROMOTIONAL POLICIES

CHAPTER 10: BANKS STRATEGY

TEACHING METHODS:

Lecture, conversation, exemplification.

LEARNING OUTCOMES:

Issues related to banking strategies and techniques for financial performance management, to risk assessment and vulnerability of the credit institutions, and specific sales strategies in banking sector are reconsidered.

This course contributes to shaping and strengthening the marketing and managerial vision on the banking activity, presenting both conceptual and methodological issues, and also measuring quantitative tools for the phenomena and risks in the banking sector.

LEARNING OUTCOMES VERIFICATION AND ASSESSMENT CRITERIA:

Written exam – 75%; verification during semester – 25%.

RECOMMENDED READING:

- Piedelievre Stephane, Instruments de credit et de paiement, 5 edition, Ed, Dalloz, 2007
- Roșca Teodor, **Iuga Iulia** - Monedă și credit, Editura Risoprint, Cluj Napoca, 2005
- SERVIGNY, A. de Le risque de crédit, Dunod, Paris, 2001
- Wadsley Joan, PennGarham, The law relating to domestic banking, Ed. Sweet&Maxwell, 2000
- *Bank for International Settlements, Core Principles for Effective Banking Supervision*, Oct.2006, ISBN 92-9131-725-X.

BUSINESS MANAGEMENT

Course code: FB 123

Type of course: compulsory

Language of instruction: English tutoring available for Erasmus students

Name of lecturer: Moise Ioan Achim, phd

Full time studies

Form of instruction	Number of teaching hours per semester	Number of teaching hours per week	Semester	Form of receiving a credit for a course	Number of ECTS credits allocated
Class	42	3	Summer	Grade	4

COURSE AIMS:

Masters specialization in business administration in order to understand, analyze and evaluate the activities they involve a complex process of managing a business in trade, tourism and services.

COURSE CONTENTS:

1. Basic concepts for business management;
2. Entrepreneurship and entrepreneurial management;
3. Establishment of business companies;
4. Emplacement selection for business;
5. Business financing;
6. Marketing initiation of business;
7. Strategic management of the company;
8. Supply and sale management;
9. Risk management;
10. Strategy of negotiations;
11. The fundamental concepts of business consultancy.

TEACHING METHODS:

Lecture, Discussions.

LEARNING OUTCOMES:

The study processes and business management relations, in order to discover regularities that govern the design of new systems, methods and management techniques to ensure quality and increase business efficiency. Casuistry used in this course envisages the initiation and development of businesses in the context of transition to market economy.

LEARNING OUTCOMES VERIFICATION AND ASSESSMENT CRITERIA:

Written test examination - 80%, Verification during the semester- 20%.

RECOMMENDED READING:

- Hinescu A, Todoran M.R, Cîmpean V., Cîmpean E, Ureche M, - Managementul afacerilor, Altip Publishing House, Alba Iulia, 2010
- Achim M, Hada T. – Managementul si finanțarea afacerilor, RISOPRINT Publishing House – Cluj Napoca 2007.
- Ovidiu Nicolescu – Management, Economic Publishing House Bucharest 1999
- Ovidiu Nicolescu – Managementul IMM. Economic Publishing House, Bucharest 2001
- D.A. Constantinescu – Management, National Collection, Bucharest 2002
- Sasu Constantin – Inițierea și dezvoltarea afacerilor, Polirom Publishing House 2001
- Gh. Bășanu – Managementul aprovizionării și desfacerii, Economic Publishing House 2001
- Jeffrey Edmund Curry – Negocieri Internaționale de afaceri, Teora 2000' Publishing House
- Peter Druker - Management strategic, Teora 2001 Publishing House.

BUSINESS ENGLISH

Course Code: FB 124.1

Type of course: compulsory

Language of instruction: English tutoring available for Erasmus students

Name of lecturer: Senior lecturer Crina Herteg, PhD

Full time studies

Form of instruction	Number of teaching hours per semester	Number of teaching hours per week	Semester	Form of receiving a credit for a course	Number of ECTS credits allocated
Class	28	2	Summer	Grade	3

COURSE AIMS:

- 1.To develop the capacity of identifying and analyzing a large variety of economic texts (business, accounting, finance, banking).
2. To develop oral and written communication abilities with the adequate use of Business English standards.
3. To develop the ability to sustain an idea / opinion both in oral and in written business communication.

ENTRY REQUIREMENTS: -**COURSE CONTENTS:**

UNIT 1: ASSETS AND LIABILITIES
 UNIT 2: THE CHART OF ACCOUNTS
 UNIT 3: THE STOCK EXCHANGE
 UNIT 5: CUSTOMERS
 UNIT 6: COMPANIES
 UNIT 7: TRAVEL
 UNIT 8: TROUBLESHOOTING
 UNIT 9: COMPANY HISTORY
 UNIT 10: RETAILING
 UNIT 11: PRODUCTS
 UNIT 12: PEOPLE
 UNIT 13: BUSINESS ENVIRONMENT
 UNIT 14: FINANCE

TEACHING METHODS:

Lecture, debate, Power point presentation.

LEARNING OUTCOMES:

Students use English correctly, fluently and adequately in oral and written business communication.
 Students can identify and analyze a large variety of economic texts (business, accounting, finance, banking).

MANDATORY ASSIGNMENTS

Projects, Essays, Portfolio

LEARNING OUTCOMES VERIFICATION AND ASSESSMENT CRITERIA:

ORAL PRESENTATION

INTERVIEW

TWO-WAY DISCUSSION

RECOMMENDED READING:

- *Business English Dictionary*. (2007). Pearson Longman. New Edition.
- Cotton, D., Falvey, D., Kent, S. (2006). *Market Leader Upper Intermediate*. New Edition, Pearson Longman.
- Dubicka I., O’Keeffe, M. (2007). *Market Leader. Advanced*. Pearson Longman.
- Herteg, C. (2014). *English for Business*. Alba Iulia: Seria Didactica.
- MacKenzie, I. (2008). *English for the financial sector*. Cambridge: Cambridge University Press.
- Manton, K. (2005). *First Insights into Business*. Workbook. Pearson Longman.
- Marks, J. (2007). *Check Your English Vocabulary for Banking and Finance*. London: A & C Black Publishers Ltd.
- Popescu, T., Herteg, C. (2010). *Tests of Business English*. Alba Iulia: Editura Aeternitas.
- Popescu, T. (2011). *We’re in Business*. Part 1, Alba Iulia: Aeternitas.
- Robbins, S. (2005). *First Insights into Business*. Students`Book. Pearson Longman.
- Rogers, J. (2011). *Market Leader. Upper Intermediate Business English Practice File*. London: Pearson Longman.
- Storton, L. (2006). *New English File. Intermediate Test Booklet*. Oxford: Oxford University Press.
- Wyatt, R. (2007). *Check your English Vocabulary for Business and Administration*. London: A & C Black Publishers Ltd.

FRENCH LANGUAGE

Course Code: FB 124.2

Type of Course: compulsory

Language of Instruction: English tutoring available for Erasmus students

Teacher's name: Teaching Assistant Aura-Celestina Cibian PhD

Seminar tutor: -

Form of instruction	Number of teaching hours per semester	Number of teaching hours per week	Semester	Form of receiving credits	Number of ECTS credits allocated
Class	28	2	Summer	Grade	3

COURSE AIM

Students capacity development to use the tools properly and effectively understanding and written expression in French language.

ENTRY REQUIREMENT

COURSE CONTENTS

1. Vocabulary - text
2. Lexical exercises
3. Morphosyntactic analysis
4. Understand the main ideas
5. Exercise questions-response
6. Keyword searching
7. Expression ideas main
8. Exercises reformulation
9. Writing by computer. Azerty Keyboard
10. Create a text using the computer
11. Checking the knowledge

TEACHING METHODS

Lecture, discussion, problem solving, learning by discovery, exercises

LEARNING OUTCOMES

Students will:

- Conceived and developed as part of a complementary training, discipline "French Language" provides knowledge towards recognizing and using elements of textual analysis.
- Besides language skills, students are confronted with information about French cultural-civilizational, indispensable in developing multicultural current.

LEARNING OUTCOMES VERIFICATION and ASSESSMENT CRITERIA

Students will be examined at the end of the semester, on practical aspects acquisition (75% of the final grade) and active participation in seminar (25% of the final grade).

RECOMMENDED READING

- Baci, Ioan: *Grammaire française contemporaine. Syntagme nominal. Pronom. Préposition*, Univ. din Cluj-Napoca, Catedra de Filologie romanică, 1987.
- Cibian, Aura: *Langue française. Recueil de textes*, Seria Didactica, Alba Iulia, 2014 (2015).
- Cristea, Teodora : *Grammaire structurale du français contemporain*, EDP, 1979.
- Dubois, Jean ; Lagane, René : *La nouvelle grammaire du français*, Larousse, 2000 (1997).
- Ducrot, Oswald ; Jean-Marie Schaeffer : *Nouveau dictionnaire encyclopédique des sciences du langage. (Parties du discours)*, Points. Essais, 1999 (1995).
- Eterstein, Catherine, *Rédaction 4e et 5e. L'apprentissage de l'expression écrite*, Paris, Hatier.
- Florea, Ligia Stela, *Syntaxe du français actuel. La phrase simple et ses fonctions discursives*, Casa de Editură « Atlas-Clusium », Cluj-Napoca, 2000.
- Grevisse, Maurice : *Le Bon usage*, Duculot, 1994.
- Riegel, Martin ; Pellat, Jean-Christophe ; Rioul, René : *Grammaire méthodique du français* (Manuel), PUF Quadrige, Paris, 2002.

FINANCIAL ACCOUNTING

Course code: FB125

Type of course: compulsory

Language of instruction: English tutoring available for Erasmus students

Name of lecturer: Cenar Iuliana, PhD

Full time studies

Form of instruction	Number of teaching hours per semester	Number of teaching hours per week	Semester	Form of receiving a credit for a course	Number of ECTS credits allocated
Class	56	4	Summer	Grade	4

COURSE AIMS:

- Assimilating the theoretical concept on the role and utility of financial accounting, the operation of accounts, financial reporting;
- acquiring skills so as to use correctly the accounts used to reflect the financial operations in the accounting field;
- Knowing the information gathering flux and processing the information in the accounting;
- Compiling the accounting records, the trial balance and the financial statements;
- Using the professional judgment in analyzing and interpreting the accounting information;
- Forming an open epistemic attitude in accounting.

COURSE CONTENTS:

1. Defining financial accounting; financial accounting' role and setting within the organization.
2. Accounting as a social activity. The role played by accounting in society. The supply for and demand of accounting information.
3. The accounting recognition of basic transactions and events: accounts and transactions regarding non-current assets, inventories, accounts receivable, cash, liabilities, equity, revenues, expenses and profit or loss.
4. Single entry accounting.
5. Trial Balance.
4. Financial reporting at the entities level. The balance-sheet and the company's financial position. The income statement and the company's profitability. The statement of changes in equity and reporting transactions with owners. The statement of comprehensive income and the company's global performance. The statement of cash flows and the analysis of the company's liquidity. Explanatory notes and the relevance of accounting information. The valuation rules and models employed in financial reporting.
7. Other fundamental elements of financial accounting: accounting calculation; the accounting management of entities, monism and dualism in accounting.

TEACHING METHODS:

Lecture, conversation, exemplification.

LEARNING OUTCOMES:

- Knowledge of procedures and instruments used to reflect accounting transactions and events;
- Identify connections between technical instruments of the accounting;
- Knowledge of collection and processing flow of accounting information;
- To process items of information in order to carry out financial and accounting reports;
- To elaborate accounting monographies.

LEARNING OUTCOMES VERIFICATION AND ASSESSMENT CRITERIA:

Written exam – 75%; verification during semester – 25%.

RECOMMENDED READING:

- Cenar I., *Fundamentals of Accounting*, Didactica Series, Alba Iulia, 2009.
- Cenar I., *The legal and accounting dimension of pawn*, The Annals “Dunărea de Jos” University of Galați (International Conference The Risk in Contemporary Economy, 23-24 oct), 2009, ISSN 1584-0409, p. 199-206.
- Cenar I., Tico S., *Financial accounting implications of the clearing/refunding operations of the value added tax*, Revista Metalurgia International, vol XIV, nr. 14/2009, special issue, ISSN 1582 – 2214.

MONETARY ECONOMICS

Course code: FB126

Type of course: compulsory

Language of instruction: English tutoring available for Erasmus students

Name of lecturer: Iuga Iulia, PhD

Full time studies

Form of instruction	Number of teaching hours per semester	Number of teaching hours per week	Semester	Form of receiving a credit for a course	Number of ECTS credits allocated
Class	42	3	Summer	Grade	3

COURSE AIMS:

This course presents operating methods specific economic environment and banking. The course aims provide the students background knowledge to create ability to use language and tools specific to the main organizational structures and banking operations at the macroeconomic level - a process involving money, currency, organizing monetary money supply, monetary policy and its instruments and approaches of credit in the economy.

COURSE CONTENTS:

1. MONEY AND CURRENCY
2. INTERNATIONAL MONETARY FINANCIAL ACTIVITY
3. NATIONAL MONETARY SYSTEMS
4. INTERNATIONAL MONETARY SYSTEM
5. EUROPEAN MONETARY SYSTEM
6. OPTIMUM CURRENCY AREA
8. MONEY MARKET. REGULATORY MONETARY EXPANSION.
9. MONETARY MASS, INDICATORS AND MONETARY AGGREGATES.
10. MONETARY POLICY, THE CORE OF POLICY MACROSTABILIZATION
11. THE ROLE OF COMMERCIAL BANKS AND CREDIT IN MONETARY POLICY IMPLEMENTATION

TEACHING METHODS:

Lecture, conversation, exemplification.

LEARNING OUTCOMES:

- Ability to identify traits involving currency transactions;
- Ability to explain the mechanisms of monetary policy;
- Ability to characterize monetary systems;
- Ability to present the money market;
- Ability to present payment instruments;
- Ability to describe the particularities of the money market;
- Ability to analyze the role of Central Bank;
- Ability to present monetary policy instruments;
- Ability to present the calculation of interest;
- Ability to calculate monetary indicators.

LEARNING OUTCOMES VERIFICATION AND ASSESSMENT CRITERIA:

Written exam – 50%; projects during semester – 50%.

RECOMMENDED READING:

- www.imf.org
- www.bis.org
- www.ecb.europa.eu

PRACTICE

Course code: FB127

Type of course: compulsory

Language of instruction: English tutoring available for Erasmus students

Name of lecturer:

Full time studies

Form of instruction	Number of teaching hours per semester	Number of teaching hours per week	Semester	Form of receiving a credit for a course	Number of ECTS credits allocated
Class	60		Summer	Grade	3

COURSE AIMS:

The practice is intended to complement and deepen knowledge gained, to familiarize students with the application of theoretical knowledge into economic units, acquired in the education and formation of new practical skills in accounting issues.

In line with the 2016-2017 academic year, specialization FB year of study practice will take place during 26.06.2017-09.07.2017 and will finalize the preparation of a dossier of practice, supported colloquium scheduled practice session examinations in September.

Prior to 26.06.2017, students will be trained by officers of practice on the conduct of professional practice. In the specified period, students will achieve effective documentation in the chosen entities. Students are required to submit along with the dossier of practice and a certificate signed and stamped by the entity that conducted their practice.

Each student will work individually with specific data unit that is practical, finishing it with their preparation for practice, which will be held in the colloquium practice.

COURSE CONTENTS:**COMMERCIAL COMPANIES**

1. Overview entity

1.1. Economic and geographical framework in which they operate

1.2. Brief history and organizational training

1.3. Task and characterization activities they carry

1.4. Particularities of the object of activity of the entity to the other units in the same industry

1.5. Characterization entity through the development of key financial indicators (turnover, equity, number of staff, etc.)

2. Entity's organizational structure

2.2. Regulatory and legislative organization and operation of the company

2.1.1. Classification societies Law no. 31/1990 on trading companies

2.1.2. Statute on the organization and functioning

2.1.3. Rules of Procedure

2.2. Particularities content and business processes within the unit (supply, production, marketing)

2.3. Presenting the functional entity

2.4. General characterization of the activities taking place in each functional department

2.5. Staff job descriptions

2.6. Description of technological process and its schematic presentation of one of the entity's products

2.7. Work contract

2.8. Organizational and operation managements of material within the entity

3. Organisation and management of financial and accounting activity

3.1. Financial and accounting function batty connection with other functions of the entity acersteia

3.2. Structure and duties of the financial-accounting

3.3. Legal framework for conducting financial and accounting activity (OMPF 3055/2009, the Accounting Law no. 81/1992, republished, updated)

3.4. Documents used in financial and accounting (primary processing accounting and reporting or synthesis)

3.5. Presentation of a monograph principal accounting transactions and events held at the entity during an accounting period (Please present transaction, the justification, the accounting)

3.6. Drawing up a balance covering all financial and accounting operations presented

INSURANCE FIRMS

1. Overview of the insurance company and the operational unit (agency, branch, etc.)

1.1. Regulation of the activity of insurance companies

1.2. Brief history of the insurance company and the operational unit

- 1.3. The organizational structure of operative unit of the insurance company. Tasks of the divisions. Organizational
2. Marketing Insurance Company
 1. Marketing environment (microenvironment and macro environment) the insurance company.
 2. Policy product / service of insurance company
 3. Pricing insurance firm
 4. Distribution Policy insurance.
 5. Promotion Policy of insurance firms.
3. Elements of financial management and accounting in insurance
 1. Organization and Management Accounting
 2. Types of documents used in insurance companies
 3. Circuit documents
 4. Document Management
 5. Inventory in insurance companies

BANKING

1. Overview of the banking company and the operative unit (agency, branch, etc .)
 - 1.1. Banking regulation
 - 1.2. Brief history of the bank's operational and unity
 - 1.3. The bank's organizational structure and operational unit. Tasks of the divisions. Plan.
2. Elements of the banking lending
 - 2.1. Bank lending principles
 - 2.2. Forms of bank credit bank
 - 2.3. Interest and bank its forms.
3. Bank's Marketing
 - 3.1. Marketing environment (microenvironment and macro environment) of the bank
 - 3.2. Product policy of bank.
 - 3.3. Pricing bank.
 - 3.4. Distribution policy bank
 - 3.5. Promotional bank policy

PUBLIC INSTITUTIONS

1. Overview of the public
 - 1.1. Economic and geographical framework in which they operate
 - 1.2. Brief history and object of
 - 1.3. The organizational structure. Tasks of the divisions. Plan. Job description
 - 1.4. The provenance of financial resources
2. Holders of information to the public institution
 - 2.1. Supporting documents
 - 2.2. Accounting records
 - 2.3. Synthesis accounting documents
3. Monograph accounting major financial and economic operations
 - 3.1. Organization and management accounting
 - 3.2. Recognition of transactions and events concerning: capital; tangible / fixed assets; stocks; cash items; settlements with suppliers, customers, employees with different budgets, other third parties; net results. For each operation calculation will take into account:
 - Digital exemplification of economic operation;
 - Preparation of documents;
 - Registration in the Diary;
 - Registration in Ledger (will consider completing 10 accounts from those used in the example monographic sheet account for various operations)
 - Preparation of trial balance.

LEARNING OUTCOMES VERIFICATION AND ASSESSMENT CRITERIA:

For presentation at the colloquium practice each student will prepare a dossier showing:

- That has come full schedule of practice on a field
- That was informed of all aspects required in the curriculum

Knowing documents are drafted in the financial accounting department, will exemplify the purpose entity relationship with the outside world and their own employees.

PHYSICAL EDUCATION II

Course code: FB128

Type of course: compulsory

Language of instruction: English tutoring available for Erasmus students

Name of lecturer: Ursu Vasile Emil, PhD

Full time studies

Form of instruction	Number of teaching hours per semester	Number of teaching hours per week	Semester	Form of receiving a credit for a course	Number of ECTS credits allocated
Class	28	2	Summer	Grade	1

COURSE AIMS:

Capacity development of basic motor and specific for students.

COURSE CONTENTS:

Is not the case

TEACHING METHODS:

The conversation, exercises, games.

LEARNING OUTCOMES:

- Developing basic and specific propellant ability;
- Knowledge influences the practice of exercise and sport on the body, requirements for independent practice of physical exercises;
- Knowledge of the relationship between heart rate and adaptation to effort;
- Ensuring disconnection and factor compensation professional balance psihomotric for good mood through movement.

LEARNING OUTCOMES VERIFICATION AND ASSESSMENT CRITERIA:

Practical exam – 50%; continuous assessment during semester – 50%.

RECOMMENDED READING:

- Roman Gh., *Evaluarea în jocul de baschet*, Ed. Napoca Star, Cluj Napoca, 2003.
- Roman Gh., *Baschet*, Ed. Napoca Star, Cluj Napoca, 2003.
- Colibaba – Evuleț D., Bota I., *Jocuri sportive-Teorie și metodică*, Ed. Aldin, 1998.
- Predescu T., Moanță A., *Baschetul școală. Instruire - învățare*, Ed. Semne, 2001.

COMPETITION AND PRICES

Course code: FB129

Type of course: compulsory

Language of instruction: English tutoring available for Erasmus students

Name of lecturer: Iulian Bogdan DOBRA, PhD

Full time studies

Form of instruction	Number of teaching hours per semester	Number of teaching hours per week	Semester	Form of receiving a credit for a course	Number of ECTS credits allocated
Class	42	3	Summer	Grade	3

COURSE AIMS:

These courses cover a number of topics related to competition policy and pricing. The objective is to provide a guide to all students who have an interest in competition issues. Also, following the course chapters, one can notice a set of pricing techniques, each of which might apply in some economic situations, market economy, but not in others. Finally this course is designed to teach students how to price goods.

COURSE CONTENTS:

CH 1. Competition Policy: History, Objectives, and the Law

CH 2. Market Power and Welfare- short description

CH 3. Collusion and Horizontal Agreements

CH 4. Horizontal Mergers

CH 5. Vertical Restraints and Vertical Mergers

CH 6. Predation, Monopolisation and Other Abusive Practices

CH 7. Pricing Beyond the 3 Cs

CH 8. Pricing Economic Value to the Customer

CH 9. Pricing under Consumer Uncertainty

CH 10: Measuring Customer Reactions to Prices. Pricing to Segment Customers.

TEACHING METHODS:

Lecturing, Demonstrating, Collaborating (i.e. Classroom discussion, Debriefing, Classroom Action Research), Recitation.

LEARNING OUTCOMES:

- To provide a systematic treatment of economics of competition policy;
- To deal with important issues as cartels, joint-ventures, mergers, vertical contracts, predatory pricing, exclusionary practices and price discrimination;
- To formulate policy implications on aspects outline before.

LEARNING OUTCOMES VERIFICATION AND ASSESSMENT CRITERIA:

Written test examination– 70%; Verification during semester – 30%.

RECOMMENDED READING:

- Bernheim, Douglas B. and Michael D. Whinston (1990), "Multi-market Contact and Collusive Behavior", *Rand Journal of Economics* 21(1), 1-26;
- Farrell, J. and C. Shapiro (1990), "Horizontal Mergers, An Equilibrium Analysis", *American Economic Review* 80,107-125;
- Green, E. and R. Porter (1984), "Non-Cooperative Collusion Under Imperfect Price Information", *Econometrica* 52, 87-100;
- Goyder, D.G. (1998), *EC Competition Law*, Third Edition, Clarendon: Oxford University Press;
- Kreps, D. and R. Wilson (1982), "Reputation and Imperfect Information", *Journal of Economic Theory* 27, 253-279;
- Mathewson, G.F. and R.A. Winter (1984), "An Economic Theory of Vertical Restraints", *Rand Journal of Economics* 15, 27-38;
- Motta, M., (2007), *Competition Policy*, 8th Edition, Cambridge University Press, New York, NY, USA, ISBN 978-0-521-81663-2, ISBN 978-0-521-01691-9;
- Nagle, Thomas T, and John Hogan (2005), *The Strategy and Tactics of Pricing*. 4th ed. Upper Saddle River, NJ: Prentice Hall, ISBN: 9780131856776
- Perry, M.K. and R. Porter (1985), "Oligopoly and the Incentive for Horizontal Merger", *American Economic Review* 75, 219-227;

- Philips, L., (1995), *Competition Policy: A Game-Theoretic Perspective*, Press Syndicate of University of Cambridge, New York, NY, USA, ISBN 0-521-49521-0, ISBN 0-521-49871-6;
- Rey, Patrick and Jean Tirole (1986), "The Logic of Vertical Restraints," *American Economic Review* 76, 921-939;
- Riordan, M.H. and S.C. Salop (1995), "Evaluating Vertical Mergers: A Post Chicago Approach", *Antitrust Law Journal* 63, 513-568;
- Salant, S., S. Switzer and R. Reynolds (1983), "Losses From Horizontal Merger: The Effects of an Exogenous Change in Industry Structure on Cournot-Nash Equilibrium", *Quarterly Journal of Economics* 98, 185-199;
- Schmidt, Klaus M. (1997), "Managerial Incentives and Product Market Competition", *Review of Economic Studies* 64(2), 191-213;
- Shaked, A. and J. Sutton (1983), "Natural Oligopolies", *Econometrica* 51, 1469-1484;
- Whish, R. (2001), *Competition Law*, Third Edition, Butterworths.

PUBLIC FINANCE

Course code: FB211

Type of course: compulsory

Language of instruction: English tutoring available for Erasmus students

Name of lecturer: Danuletiu Dan, PhD

Full time studies

Form of instruction	Number of teaching hours per semester	Number of teaching hours per week	Semester	Form of receiving a credit for a course	Number of ECTS credits allocated
Class	56	4	Autumn	Grade	5

COURSE AIMS:

- To acquire fundamental knowledge about and abilities to use the concepts, principles, mechanisms, methods and instruments in the field of public finance;
- To explain and critically analyze the budget system, the revenues (especially taxes) and expenditures of the state and the financing possibilities of the deficit.

COURSE CONTENTS:

1. Introduction in finance – economic content, functions.
2. Financial system and financial mechanism.
3. Fiscal policy.
4. Financial institutions.
5. The budget system.
6. Public expenditures.
7. Public incomes.
8. General view about taxes.
9. Public debt.

TEACHING METHODS:

Lecture, conversation, exemplification.

LEARNING OUTCOMES:

- Adequate use of the concepts, methods and instruments in the field of public and private finance;
- Applying financial concepts, mechanisms, methods, instruments in private or public organizations to solve specific problems..

LEARNING OUTCOMES VERIFICATION AND ASSESSMENT CRITERIA:

Exam – 60%; verification during semester (project) – 40%.

RECOMMENDED READING:

- Garrett I., The Blackwell Encyclopedia of Management: *Finance*. Vol. IV, BLACKWELL, 2005
- Hyman D., *Public Finance: A Contemporary Application of Theory to Policy*, South-Western, Cengage Learning, 2011
- Martin J. D., Cox S., Macminn R. D., *The theory of finance: evidence and applications*, THE DRYDEN PRESS, 1988
- Mikesell J., *Fiscal Administration*, Eighth Edition, Wadsworth, 2010
- Rosen H., Gayer T., *Public finance*, McGraw-Hill, 2010

COMPANY'S FINANCIAL MANAGEMENT

Course code: FB212

Type of course: compulsory

Language of instruction: English tutoring available for Erasmus students

Name of lecturer: Burja Camelia, PhD

Full time studies

Form of instruction	Number of teaching hours per semester	Number of teaching hours per week	Semester	Form of receiving a credit for a course	Number of ECTS credits allocated
Class	56	3	Autumn	Grade	4

COURSE AIMS:

Knowledge and understanding of basic concepts with which operates in the financial management of the company; legalities, mechanisms, methods and techniques which are formed by funds allocated to the micro level.

COURSE CONTENTS:

1. Introduction to company finances
2. Objectives of the company
3. Financial management of fixed assets
4. Asset management assets
5. Determine the needs of stocks and NFR
6. correlation indicators of current assets
7. The financial decision under the credit customer
8. Treasury
9. ETE
10. Financial planning
11. Budgets mandatory
12. Profit

TEACHING METHODS:

Lecture, exhibition, discussions, examples

LEARNING OUTCOMES:

- Financial management of the enterprise aims to familiarize students with the concept of company finances and their functions.
- Financial organization defines concepts as: mechanisms, flows, cycles and financial circuits. Financing policy for economic enterprises is addressed by the concept of funding.
- Long-term funding decision aims at the formation of permanent capital businesses. The cost of capital is viewed in terms of the criterion of choice of financing.
- Short-term financing deals with the financing of current assets. The facilities granted to companies is another way of financing. Finally treated other funding and financing in special situations.

LEARNING OUTCOMES VERIFICATION AND ASSESSMENT CRITERIA:

Written exam – 70%; Practical work during semester – 30%.

RECOMMENDED READING:

- Hada Teodor, *Gestiunea financiară a întreprinderii*, Ediția a 2-a actualizată, Ed. Aeternitas, Alba Iulia, 2010.
- Horea Cristea, Ioan Talpoș, Carmen Corduneanu, Aurora Lăbuneț, Marilen Pirtea, *Gestiunea financiară a societăților comerciale*, Vol. I, Ed. Mirton, Timișoara, 2001.
- Onofrei Mihaela, *Finanțele întreprinderii*, Ed. Economică, București, 2004.
- Toma Mihai, Alexandru Felica, *Finanțe și gestiune financiară de întreprindere*, Ed. Economică, București, 2003.
- Vintilă Georgeta, *Gestiunea financiară a întreprinderii*, Ed. Didactică și Pedagogică, R.A., București, 2005.

INTERNATIONAL FINANCE

Course code: FB213

Type of course: compulsory

Language of instruction: English tutoring available for Erasmus students

Name of lecturer: Iuga Iulia, PhD

Full time studies

Form of instruction	Number of teaching hours per semester	Number of teaching hours per week	Semester	Form of receiving a credit for a course	Number of ECTS credits allocated
Class	42	3	Autumn	Grade	4

COURSE AIMS:

This course emphasizes phenomenological analysis, delimitation of international finance, analysis of the functioning of international financial markets, combining knowledge of international finance with the finance, budget, technical insurance and banking.

COURSE CONTENTS:

CHAPTER 1. INTRODUCTION IN INTERNATIONAL FINANCE

CHAPTER 2. COMPONENTS OF FINANCIAL SYSTEM

CHAPTER 3. THE ORGANIZATION AND OPERATION OF THE MAIN INTERNATIONAL FINANCIAL MARKETS.

CHAPTER. 4. FUTURES CONTRACT

CHAPTER 5. FORWARD CONTRACT

CHAPTER.6. SWAP

CHAPTER 7. INTERNATIONAL FOREIGN EXCHANGE MARKET AND DERIVATIVE MARKETS.

TEACHING METHODS:

Lecture, conversation, exemplification.

LEARNING OUTCOMES:

- knowledge of basic concepts concerning the rules of domestic and international finance
- Identification and analysis of international market resources
- Identify and analyze financial market compartments
- Solving problems specific to international juridical double taxation
- Detecting specific problems of international tax evasion

LEARNING OUTCOMES VERIFICATION AND ASSESSMENT CRITERIA:

Written exam – 75%; verification during semester – 25%.

RECOMMENDED READING:

- Eijfingger, Sylvester; de HAAN, Jakob, *European Monetary and Fiscal Policy*, Oxford University Press, Oxford, 2000;
- Madura, Jeff; Fox, Roland, *INTERNATIONAL FINANCIAL MANAGEMENT*, Ed. Thomson, London, 2007
- www.imf.org
- www.bis.org

CAPITAL MARKETS

Course code: FB214

Type of course: compulsory

Language of instruction: English tutoring available for Erasmus students

Name of lecturer: Danulețiu Adina, PhD

Full time studies

Form of instruction	Number of teaching hours per semester	Number of teaching hours per week	Semester	Form of receiving a credit for a course	Number of ECTS credits allocated
Class	42	3	Autumn	Grade	4

COURSE AIMS:

- Identification of the students of the importance and place of the stock markets in the economy;
- Familiarize students with the types and characteristics of instruments operating in the capital markets and stock exchanges;
- Familiarize students with the organizational structure and main features of stock exchange and stock markets, and especially the functioning of the stock exchanges;
- Familiarize students with securities trading mechanisms used primary and secondary markets;
- Provide students with mechanisms hedges and the hedge;
- Provide students with specific concepts used in stock assessment work;
- Provide students with specific tools stock analysis.

COURSE CONTENTS:

1. The defining elements of the financial market
2. Financial instruments traded on the capital market
3. Stocks Issue and evaluation
4. Bond issue and evaluation
5. Derived and synthetic financial instruments
5. The current configuration and evolution of the Romanian capital market
6. Stock Exchange functioning and organisation
7. Transactional and brokerage mechanisms
8. Stock exchange trading and classification. Trading with primary financial instruments
9. Trading with derived financial instruments. Stock exchange placements
10. Stock market indices
11. Elements of stock exchange analysis

TEACHING METHODS:

Lecture, conversation, exemplification.

LEARNING OUTCOMES:

- Knowledge and understanding of the fundamental concepts, theories, and methods in the field of capital market; their adequate use in professional communication;
- Use of fundamental knowledge in order to explain and interpret various types and characteristics of instruments operating in the capital markets and stock exchanges

LEARNING OUTCOMES VERIFICATION AND ASSESSMENT CRITERIA:

Written exam – 60%; verification during semester – 40%.

RECOMMENDED READING:

- Dănuțiu Dan, Barna Flavia, Dănuțiu Adina, „Capital market as a source of financing local, development”, Conferința Internațională pe Administrarea Afacerilor și Economie - Oameni. Idei. Experiențe”, publicată în Analele Universității „Eftimie Murgu” Reșița (UEMR), Fascicola Studii Economice, CNCSIS, B, 28 – 29 octombrie, 2010.
- Barna Flavia, Dănuțiu Adina Elena, Mura Petru Ovidiu, „Role of information in adoption of investment decision on capital market”, European integration - new challenges for Romania economy, 29-30 Mai, Oradea, 2009, ISSN 15820-5450
- www.bvb.ro
- <https://www.nyse.com/>

MANAGEMENT ACCOUNTING

Course code: FB215

Type of course: compulsory

Language of instruction: English tutoring available for Erasmus students

Name of lecturer: Teiușan Sorin-Ciprian, PhD

Full time studies

Form of instruction	Number of teaching hours per semester	Number of teaching hours per week	Semester	Form of receiving a credit for a course	Number of ECTS credits allocated
Class	33	3	Autumn	Grade	3

COURSE AIMS:

- To acquire theoretical and practical knowledge and skills on cost calculation and management accounting;
- To form and develop the students' capacity to use cost calculation methods and procedures within entities.

COURSE CONTENTS:

1. Introduction to management accounting: accounting definition, the users of accounting information, differences between management accounting and financial accounting, cost accounting/management accounting;
2. Costs terms and concepts: costs objects, classifications of costs, direct and indirect costs, categories of manufacturing costs, period and product costs, cost behaviour in relation to volume of activity (variable and fixed costs), relevant and irrelevant costs and revenues, avoidable and unavoidable costs, sunk costs, opportunity costs, incremental (differential) costs and revenues, standard costs;
3. Cost assignment: assignment of direct and indirect costs, cost allocation, under- and over-recovery of overheads;
4. Cost-volume-profit analysis: the economist's model, the accountant's model, mathematical approach of CVP analysis (break-even point, profit-volume ratio);
5. The budgeting process: stages in the budgeting process, sales budget, production budget, direct materials purchase budget, direct labour budget, factory overhead budget, selling and administration budget, cash budget, master budget.

TEACHING METHODS:

Lecture, conversation, exemplification

LEARNING OUTCOMES:

- To explain the concepts in the area of management accounting;
- To describe the cost assignment and the budgeting process;
- To apply knowledge to business decision-making.

LEARNING OUTCOMES VERIFICATION AND ASSESSMENT CRITERIA:

Written and oral examination (80% of the grade), students' assessments (20% of the grade)

RECOMMENDED READING:

- Drury, Colin, *Management and Cost Accounting*, 7th Edition, London: South-Western College Publishing, 2008.
- Horngren, Charles T., *Cost Accounting: A Managerial Emphasis*, New Jersey: Prentice-Hall, 1982.
- Jambalvo, James, *Managerial Accounting*, S.L.: John Wiley & Sons, 2006.
- Ponorica, Andreea; Popescu, Adriana; Stanila, Oana, *Practice Guide of Basic, Financial and Management Accounting*, București: CECCAR, 2006.
- Sizer, John, *An Insight into Management Accounting*, London: Penguin Books, 1989.
- Teiușan, Sorin-Ciprian, *Contabilitate de gestiune*, Universitatea „1 Decembrie 1918, Seria Didactica, Alba Iulia, 2014.
- Legea contabilității nr. 82/1991, republicată în Monitorul Oficial nr. 454/18.06.2008, cu modificările și completările ulterioare.
- Ordinul ministrului finanțelor publice nr. 1802/2014 pentru aprobarea Reglementărilor contabile privind situațiile financiare anuale individuale și situațiile financiare anuale consolidate, publicate în Monitorul Oficial nr. 963/30.12.2014, cu modificările și completările ulterioare.
- Ordinul ministrului finanțelor publice nr. 1826/2003 pentru aprobarea Precizărilor privind unele măsuri referitoare la organizarea și conducerea contabilității de gestiune, publicat în Monitorul Oficial nr. 23/12.01.2004.

BUSINESS ENGLISH

Course Code: FB216.1

Type of course: compulsory

Language of instruction: English tutoring available for Erasmus students

Name of lecturer: Senior lecturer Crina Herteg, PhD

Full time studies

Form of instruction	Number of teaching hours per semester	Number of teaching hours per week	Semester	Form of receiving a credit for a course	Number of ECTS credits allocated
Class	28	2	Autumn	Grade	3

COURSE AIMS:

1. To develop the capacity of identifying and analyzing a large variety of economic texts (business, accounting, finance, banking).
2. To develop oral and written communication abilities with the adequate use of Business English standards.
3. To develop the ability to sustain an idea / opinion both in oral and in written business communication.

ENTRY REQUIREMENTS: -**COURSE CONTENTS:**

- UNIT 1: COMMUNICATION
- UNIT 2: BUILDING RELATIONSHIPS
- UNIT 4: JOB SATISFACTION
- UNIT 5: RISK
- UNIT 6: E-COMMERCE
- UNIT 7: TEAM BUILDING
- UNIT 8: CUSTOMER SERVICE
- UNIT 9: CRISIS MANAGEMENT
- UNIT 10: MANAGEMENT STYLES
- UNIT 11: TAKEOVERS AND MERGERS
- UNIT 12: CORPORATE RESPONSIBILITY
- UNIT 13: COMPETITION
- UNIT 14: INCOTERMS

TEACHING METHODS:

Lecture, debate, Power point presentation.

LEARNING OUTCOMES:

Students use English correctly, fluently and adequately in oral and written business communication.
 Students can identify and analyze a large variety of economic texts (business, accounting, finance, banking).

MANDATORY ASSIGNMENTS

Projects, Essays, Portfolio

LEARNING OUTCOMES VERIFICATION AND ASSESSMENT CRITERIA:

ORAL PRESENTATION

INTERVIEW

TWO-WAY DISCUSSION

RECOMMENDED READING:

- Cotton, D., Falvey, D., Kent, S. (2006). *Market Leader Upper Intermediate*. New Edition, Pearson Longman.
- Dubicka I., O'Keeffe, M. (2007). *Market Leader. Advanced*. Pearson Longman.
- Herteg, C. (2014). *English for Business*. Alba Iulia: Seria Didactica.
- Jones, L., Alexander, R. (2000). *New international business English*. Cambridge: Cambridge University Press.
- MacKenzie, I. (2008). *English for the financial sector*. Cambridge: Cambridge University Press.
- Manton, K. (2005). *First Insights into Business*. Workbook. Pearson Longman.
- Marks, J. (2007). *Check Your English Vocabulary for Banking and Finance*. London: A & C Black Publishers Ltd.
- Popescu, T., & Toma, M. (2009). *Dictionary of Business Collocations: With Romanian translation and practice section*. Alba Iulia: Aeternitas.
- Popescu, T., Herteg, C. (2010). *Tests of Business English*. Alba Iulia: Editura Aeternitas.

- Robbins, S. (2005). *First Insights into Business*. Students' Book. Pearson Longman.
- Rogers, J. (2011). *Market Leader. Upper Intermediate Business English Practice File*. London: Pearson Longman.
- Storton, L. (2006). *New English File. Intermediate Test Booklet*. Oxford: Oxford University Press.
- Wyatt, R. (2007). *Check your English Vocabulary for Business and Administration*. London: A & C Black Publishers Ltd.

FRENCH LANGUAGE FOR NON-PHILOLOGIST STUDENTS

Course Code: FB216.2

Type of Course: optional

Language of Instruction: French and Romanian

Teacher's name: Teaching Assistant Aura-Celestina Cibian PhD

Seminar tutor: -

Form of instruction	Number of teaching hours per semester	Number of teaching hours per week	Semester	Form of receiving credits	Number of ECTS credits allocated
Class	28	2	Autumn	Grade	3

COURSE AIM:

Accurate knowledge acquisition and efficient using of concepts and contextual communication specific to the job market field of study.

ENTRY REQUIREMENT**COURSE CONTENTS**

1. - 2. Introductory lecture
3. Job application. The CV and Cover Letter
4. Job application. The job interview
5. – 6. Working conditions
7. – 8. Internal company or organisation documents
9. – 12. Enterprise and entrepreneurship
- 13.-14. Learning verification

TEACHING METHODS

The main method: Communicative language teaching (CLT)

The focus of this method is to enable the learner to communicate effectively and appropriately in the various situations specific to the jobs market field he would be likely to find himself in.

Lecture and exemplification.

LEARNING OUTCOMES

Students will

- match a good knowledge of the jobs market principles to an awareness of their uses and limitations;
 - establish identities, similarities and differences between French and Romanian jobs markets;
- and
- integrate their own ideas with those of others;
 - identify their own strengths and challenges as writers and speakers.

LEARNING OUTCOMES VERIFICATION and ASSESSMENT CRITERIA

Students will be examined at the end of the semester, on practical aspects acquisition (75% of the final grade) and active participation in seminar (25% of the final grade).

RECOMMENDED READING

- CILIANU-LASCU, Corina (2004), *Culegere de exerciții lexico-gramaticale cu profil economic*, Meteor Press, București;
- CORADO, L, SANCHEZ-MACAGNO, M-O, (1990), *Français des affaires* (350 exercices, textes et documents), Hachette, Paris;
- DANILO, M et PENFORNIS, J, LINCOLN, M, (1993), *Le français de la communication professionnelle*, CLE International, Paris;
- DANILO, M, TAUZIN, B (1990), *Le français de l'entreprise*, CLE International, Paris;
- DĂNILĂ, Sorina et alii (2006), *Examenle DELF, DALF, nivelurile A și B*, Polirom, Iași;
- DRĂGAN, Maria (2007), *Communication écrite commerciale et financière. Commerce extérieur. Banques. Assurances*, Meteor Press, București;
- SZILAGYI, E (1990), *Affaires à faire*, Presses Universitaires, Grenoble.

INSURANCE AND SOCIAL PROTECTION

Course code: FB217

Type of course: compulsory

Language of instruction: English tutoring available for Erasmus students

Name of lecturer: Cenar Iuliana, PhD

Full time studies

Form of instruction	Number of teaching hours per semester	Number of teaching hours per week	Semester	Form of receiving a credit for a course	Number of ECTS credits allocated
Class	42	3	Autumn	Grade	3

COURSE AIMS:

Developing the capacity to know the characteristics and determine the amount of various forms of social benefits.

COURSE CONTENTS:

1. Theoretical basis concerning the insurance and social protection;
2. Social security pension;
3. Insurance for work accidents and occupational diseases;
4. Insurance for unemployment and stimulation of employment;
5. Health Insurance;
6. Vacations and health insurance benefits;
7. Other forms of social protection;

TEACHING METHODS:

Lecture, conversation, exemplification.

LEARNING OUTCOMES:

- Knowing how to achieve social protection;
- Training of practical skills and work skills specific for determining the various forms of social benefits;
- Develop skills to operate information on measures to cover different risks, arguing some opinions and launching relevant proposals.

LEARNING OUTCOMES VERIFICATION AND ASSESSMENT CRITERIA:

Written exam – 75%; verification during semester – 25%.

RECOMMENDED READING:

- Cenar I. *Actuality and Perspectives on Accounting in the Public Pension System in Romania*, International Journal of Academic Research in Business and Social Sciences, January 2015, Vol. 5, No. 1.
- Cenar I., *Financial-Accounting Aspects Regarding Family Allowances*, Romanian Economic And Business Review, vol.5, winter 2010, ISSN 1842-2497, p. 84-98.
- Cenar I., *The financial – accounting image for the public benefits of retirement*, Annals of the University of Petroșani, Economics, ISSN 1582–5949, p. 51-60, 2010.
- Cenar I., *Elements of the public pensions system – anticipated pensions and partial anticipated pensions*, microCAD 2005, International Scientific Conference, University of Miskolc, pag. 27-32, Hungary.
- Cenar I., *General and particular in the accounting constitution of the sources of the National Found Of Social Health Insurances*, Proceedings of the International Scientific Conference “Challenges of Contemporary Knowledge Based Economy”, Finanțe-Contabilitate, Alba Iulia, pag. 359-364

ACCOUNTING AND FISCAL MANAGEMENT

Course code: FB218.4

Type of course: optional

Language of instruction: English tutoring available for Erasmus students

Name of lecturer: Sorin-Constantin Deaconu, PhD

Full time studies

Form of instruction	Number of teaching hours per semester	Number of teaching hours per week	Semester	Form of receiving a credit for a course	Number of ECTS credits allocated
Class	42	3	Autumn	Grade	3

COURSE AIMS:

- The use of the professional reasoning by the students in order to recognise various transactions and events in accountancy.

COURSE CONTENTS:

1. Theoretical approaches concerning capital
2. Characteristics and management accounting of fixed asset
3. Evaluation of fixed assets – features
4. Theoretical approaches stocks and production in progress
5. Particularities of the evaluation of the nature of material goods of stocks
6. Concepts, typology, assessment of third parties
7. Theoretical approaches on entities treasury
8. The characteristics and management accounting of expenditure and revenue
9. Method of determining the outcome
10. Annual financial statements. Composition and method of preparation

TEACHING METHODS:

Lecture, conversation, exemplification.

LEARNING OUTCOMES:

- Knowing the duties of the accountancy for organising and managing the accountancy;
- Presenting the main supporting documents related to the operations upon the actives, the debts and the capitals of a company;
- Learning registering modalities in the journal register for the operations upon the actives, the debts and the capitals of a company

LEARNING OUTCOMES VERIFICATION AND ASSESSMENT CRITERIA:

Written exam – 75%; verification during semester – 25%.

RECOMMENDED READING:

- Deaconu Sorin Constantin, *Particularitățile ale contabilității entităților*, Editura C.H. Beck, București, 2012.
- Accounting Law no. 82/1991 with the further amendments and completions republished in the Official Journal no. 454/2008.
- The Order 2634/2015 for financial accounting documents, Official Journal no. 910/2015.
- The Law no. 227/2015 regarding the Fiscal Code with the further amendments and completions, Official Journal no. 688/2015.

STATISTICS

Course code: FB221

Type of course: compulsory

Language of instruction: English tutoring available for Erasmus students

Name of lecturer: Prof. Breaz Nicoleta, PhD

Full time studies

Form of instruction	Number of teaching hours per semester	Number of teaching hours per week	Semester	Form of receiving a credit for a course	Number of ECTS credits allocated
Class	56	4	Summer	Grade	5

COURSE AIMS:

The general aim of the discipline consists in forming data analysis skills in order to understand the fundamental concepts, theories, and methods in the field and the specialty area and to use them in order to explain and interpret various types of concepts and processes associated to the field. More precisely, the course transfers knowledge about the fundamental concepts in statistics and forms skills for statistical data processing, analysis and estimation, in order to acquire the capacity to analyze and interpret statistical results.

COURSE CONTENTS:

- I. Main concepts in statistics
- II. Observation, systematization and graphical representation of the statistical data
- III. Statistical parameters
- IV. Correlation and regression
- V. Introduction to inferential statistics

TEACHING METHODS:

Instruction is a combination of lectures, seminars and individual work; there are also compulsory assignments. There is 80% attendance requirement for seminars.

LEARNING OUTCOMES:

- assimilating fundamental knowledge in the field of economic statistics, starting with aspects of descriptive statistics up to aspects about inferential statistics;
- forming aptitudes needed for statistical data processing and analysis;
- developing the capacity to relate to standards connected with rigor and accuracy in data analysis.

LEARNING OUTCOMES VERIFICATION AND ASSESSMENT CRITERIA:

- Final evaluation– written exam: Assessment of the statistical knowledge during the synthesis problems solving process (90% of the final grade)

- Continuous assessment: assessment of the practical skills in solving statistical problems, by assessing the individual portfolio with applicative works (written papers) presented at the seminars, according to a specified schedule (10% of the final grade).

RECOMMENDED READING:

- N. Breaz, *Statistics- Theory And Applications*, Didactical Series, “1 Decembrie 1918” University of Alba Iulia, (in printing), 2016*
- S. Nolan, *Introductory Statistics: Student Solutions Manual*, Prentice Hall, 2006.
- G. Smith, *Essential Statistics, Regression, and Econometrics*, 1st Edition, Elsevier, Academic Press, 2011
- L. Swift, *Mathematics And Statistics For Business, Management and Finance*, Hampshire: MacMillan Publishers LTD, 1997
- ***, *Statistical Yearbook*, 2015

INSURANCE AND REINSURANCE

Course code: FB222

Type of course: compulsory

Language of instruction: English tutoring available for Erasmus students

Name of lecturer: Danulețiu Adina Elena, PhD

Full time studies

Form of instruction	Number of teaching hours per semester	Number of teaching hours per week	Semester	Form of receiving a credit for a course	Number of ECTS credits allocated
Class	56	3	Summer	Grade	4

COURSE AIMS:

- to present to the students the problems in the field of insurance in society as means of protection against natural and economic risks;
- to familiarize the students with the main categories and types of insurance;
- to develop the students' capacity to analyse the elements that make a difference between products and insurances;
- to provide the students with abilities meant to establish the premium of insurance and to calculate the damage compensations, to present the main possibilities of reinsurance

COURSE CONTENTS:

1. Theoretical and methodological framework of insurance
2. Technical elements of insurance. Classification of insurances
3. Insurance contract
4. Insurance of goods
5. Insurance against civil liability
6. Road transport insurance
7. Third party liability insurance
8. Insurance against financial risks
9. Life insurance
10. Reinsurance

TEACHING METHODS:

Lecture, conversation, exemplification.

LEARNING OUTCOMES:

- Knowledge and understanding of general concepts of risk identification and management, as well as how various products and methods, including insurance, can be used to manage the non-speculative risks of individuals and businesses. Emphasis will be placed on analysing various types of insurance products, including life, health, property, and liability insurance contracts, and how the insurance industry develops, manages, markets, and underwrites such contracts in a complex economic and regulatory environment.
- the student should demonstrate a strong basic understanding of property, liability, automobile insurance, introduction to reinsurance,
- Use of individual and group life and health insurance to manage the financial risks that illness, incapacity, and death pose to individuals and organizations. It includes a review of various health and life insurance products and their utility in addressing specific needs and situations, as well as the underwriting and operational mechanisms that insurers employ in providing such products.
- Understanding of reinsurance, methods and types of reinsurance, and functions of reinsurance
- Awareness of pre-contract negotiations and the documentation that is required to enter into a reinsurance arrangement
- Familiarity with common reinsurance clauses and common standard treaty wording
- Knowledge of the distinction between facultative and treaty reinsurance contracts

LEARNING OUTCOMES VERIFICATION AND ASSESSMENT CRITERIA:

Written exam – 60%; verification during semester – 40%.

RECOMMENDED READING:

- Dănuțiu Dan Constantin, Dănuțiu Adina Elena, Barna Flavia, „Production risks of the farm and their insurability in Romania”, Proceedigs of the Internațional Conference Challenges of Contemporary Knowledge-Based Economy, second Edition, Editura Aeternitas, Alba Iulia, 2009

- Danuletiu Adina Elena, Danuletiu Dan Constantin, Barna Flavia, 2009. "Agricultural Insurance In Romania," Annals of Faculty of Economics, Oradea, vol. 3(1), pages 169-175
- Dănulețiu Dan Constantin, Dănulețiu Adina Elena, „Insurance brokerage in Romania”, Analele Universitatii din Oradea, 2008
- Dănulețiu Adina Elena, Dănulețiu Dan Constantin, Barna Flavia, „Insurance Market Development in Romania”, microCAD 2008 International Scientific Conference 20-21 March 2008, Universitatea din Miskolc, Ungaria, Section Q:Economic ISBN 978-963-661-742-4 Ö, 978-963-661-826-1
- Dănulețiu Adina Elena, Dănuletiu Dan Constantin, 2011. "Analysis of the Recent Evolutions of the Romanian Motor Insurance Market," Ovidius University Annals, Economic Sciences Series, vol. 0(2), pages 317-32

FISCAL SYSTEM

Course code: FB223

Type of course: compulsory

Language of instruction: English tutoring available for Erasmus students

Name of lecturer: Teiușan Sorin-Ciprian, PhD

Full time studies

Form of instruction	Number of teaching hours per semester	Number of teaching hours per week	Semester	Form of receiving a credit for a course	Number of ECTS credits allocated
Class	56	4	II	Grade	5

COURSE AIMS:

- To acquire theoretical and practical knowledge and skills on the fiscal system;
- To form and develop the students' capacity of management of taxes and fees.

COURSE CONTENTS:

1. Introduction to fiscal system;
2. Profit tax;
3. Tax on incomes of micro-enterprises;
4. Income tax;
5. Value added tax;
6. Excises;
7. Local taxes and fees.

TEACHING METHODS:

Lecture, conversation, exemplification

LEARNING OUTCOMES:

- To define the concepts used by fiscal system;
- To explain the methodology for calculation of taxes and fees;
- To calculate taxes and fees.

LEARNING OUTCOMES VERIFICATION AND ASSESSMENT CRITERIA:

Written and oral examination (80% of the grade), students' assessments (20% of the grade)

RECOMMENDED READING:

- *Legea nr. 227/2015* privind *Codul fiscal*, publicată în Monitorul Oficial al României nr. 688 din 10.09.2015, cu modificările și completările ulterioare.
- *Legea nr. 207/2015* privind *Codul de procedură fiscală*, publicată în Monitorul Oficial al României nr. 547 din 23.07.2015, cu modificările și completările ulterioare.
- <https://www.anaf.ro/>; <https://extranet.apulum.ro/>.

OPERATIONS OF CREDIT INSTITUTIONS

Course code: FB224

Type of course: compulsory

Language of instruction: English tutoring available for Erasmus students

Name of lecturer: Socol Adela, PhD

Full time studies

Form of instruction	Number of teaching hours per semester	Number of teaching hours per week	Semester	Form of receiving a credit for a course	Number of ECTS credits allocated
Class	56	4	Summer	Grade	4

COURSE AIMS:

This course aims to provide students with an insight into the major features of the banking business and to provide a framework for the understanding of the different types of banks and banking activities. Goal of the course is to enable the students understand the basic concepts of banking operations and the practical aspects of banking transactions. The students should be able to understand the evolution, structure of different types of Banking Institution and their roles in the working of the Romanian banking system.

COURSE CONTENTS:

- Evolution and the structure of the banking national systems (Romanian system in teh European context).
- Explain the evolution and structure of different types of Banking Institutions - Central Bank, Commercial Banks and non Banking/Finance Institutions.
- Explain sources of funds, functions and the management of the Banks.
- Bankers'/Customers' relationship in the cash operations. Bank services and methods of payments through banking systems.
- Define banking operation. Explain the various types of accounts, savings, current, loan etc.
- Describe the types of customers holding the various accounts. Explain their rights and liabilities related to the account. Describe the procedures for opening of accounts. Describe the procedures for payment of cheques or another payment instruments, including cards. Describe the procedures for closing of accounts. Describe the procedures for applying for and collection of cheques and other instruments. Discuss the mandatory function of the banker. Discuss the respective rights and duties of the bankers. Discuss the respective rights and duties of drawers.
- Bank's Liabilities - Customers' deposits.
- Describe the procedures for opening and closing of accounts.
- Commercial Bank lending/borrowing principles.
- Introduction to Banking Risks' Adinistration.
- Banking Performance.

TEACHING METHODS:

Lecture, conversation, exemplification.

LEARNING OUTCOMES:

Students will be able to:

- understand and appreciate the difference between the role of private sector banks and the role of central banks
- explain the services offered to customers by banks concerning cash operations and payment methods
- apply the principles of borrowing/ lending applied by commercial banks in their decision making
- identify and solve problems and make decisions using critical and creative thinking concerning the banking operations
- work effectively with others as members of a team, group, organisation and community in the banking area

LEARNING OUTCOMES VERIFICATION AND ASSESSMENT CRITERIA:

Exam – 80%; verification during semester – 20%.

RECOMMENDED READING:

- Dănuțiu A.E., Iuga I., Socol Adela, *Investigating Banking Households' Deposits using Vector Autoregressive Model VAR*, Revista Annales Universitatis Apulensis, Series Oeconomica, nr. 16(1), p. 85-103, 2014, ISSN 1454-9409.
- Socol Adela, Dănuțiu A.E., *Analysis of the Romanian Banks' Performance through ROA, ROE and Non-performing Loans Models*, Revista Annales Universitatis Apulensis, Series Oeconomica, nr. 15(2), p. 594-604, 2013, ISSN 1454-9409.
- Socol Adela, *Loan Losses Provisioning Processes In Romanian Banks During January 2007 - February 2011*, Revista Annales Universitatis Apulensis, Series Oeconomica, nr. 13(1), p. 106-112, 2011, ISSN 1454-9409.

PRACTICE

Course code: FB225

Type of course: compulsory

Language of instruction: English tutoring available for Erasmus students

Name of lecturer:

Full time studies

Form of instruction	Number of teaching hours per semester	Number of teaching hours per week	Semester	Form of receiving a credit for a course	Number of ECTS credits allocated
Class	84		Summer	Grade	3

COURSE AIMS:

The practice is intended to complement and deepen knowledge gained, to familiarize students with the application in economic or financial-banking units of the theoretical knowledge acquired in the education process.

Through its activities, students will have to meet the following objectives:

- Know the organization and functioning of the organization of practice;
- To direct and indirect comments on the profile of the organization, the objectives of this categories of customers to whom it is addressed;
- Make financial and banking activities analysis of the organization to establish connections between acquired knowledge and practical demands of the profession;
- Come into direct contact with specialist's organization through participation in specific banking;
- To learn the skills of self-assessment of their practical activities;
- To learn teamwork skills by using communication skills to the team work and relationships with colleagues and other professionals involved;
- To acquire skills of analysis and synthesis on the evaluation of the organization.

In line with the 2016-2017 academic year, the second year of study specialization FB practice will take place between 26.06.2017-16.07.2017 and will be completed by preparing a practice portfolio, supported colloquium scheduled practice session exams.

Prior to 26.06.2017, students will be trained by officers of practice on the conduct of professional practice. Between 26/06/2017 - 16/07/2017, students will achieve effective documentation within the patrimonial chosen. Students have the opportunity to choose one of the five modules proposed practice and work practice will draw only on the specific module. Students are required to submit along with the portfolio of practice and a certificate signed and stamped by the entity that conducted their practice in stating that the student in question has carried specialty practice in that unit during the period 26.06. 2016 - 16.07.2017.

COURSE CONTENTS:**I. SPECIFIC ISSUES PUBLIC FINANCES****1. Overview of the public****1.1. Regulate organization and functioning of the public****1.2. The organizational structure of the institution****1.3. Organization, management and performance of the entity's financial and accounting organization.****1.3.1. And prerogatives of the financial organization.****1.3.2. Characterization of the main categories of activities they carry out financial department.****1.3.3. Centralization and compilation of the main primary documents specific financial department.****1.3.4. Structure and duties of the accounting department.****1.3.5. Characterization of the main categories of transactions covered by the accounting department.****1.3.6. The graph circulation of documents containing financial accounting.****1.3.7. Characterization software they use unit****A. For institutions in the structure of the Ministry of Public Finance (Fiscal Administration ANAF, etc.)****2. Direct taxes****2.1. Characterization summary of the main elements of direct taxes.****2.2. Filling (preparation) main direct taxes specific documents.****3. Indirect taxes****3.1. Characterization summary of the main elements of indirect taxes.****3.2. Filling (preparation) main documents specific indirect taxes.****4. Control tax**

- 4.1. Organization of tax control
- 4.2. Fiscal control objectives
- 4.3. Operations to control tax
- 4.4. Capitalization of tax audit results

B. For public institutions - "Town Halls"

2. The local budget revenues
3. Expenses of the local budget
4. Wealth Management organization

II. FINANCIAL MANAGEMENT OF THE UNDERTAKING

A. Overview of economic unit (point required)

- 1.1. Brief history of the unit;
- 1.2. Task and type of activity;
- 1.3. Characteristic features of the unit compared to similar units in the same economic sectors;
- 1.4. The organizational structure of the economic entity;
- 1.5. Description of processes within the unit (briefly);

B. CURRENT ASSETS MANAGEMENT

1. Efficiency Indicators of fixed assets
2. Analysis of extensive and intensive use of fixed
3. Functional status of fixed assets
4. Determination of the optimal period for replacing equipment

3 FINANCIAL MANAGEMENT OF THE COMPANY 'S CREDIT RELATIONS

1. The financial management of customers
2. Components of credit policy - client
3. Control over credit operations - customer
4. Recovery
5. Receipts by offsetting
6. Factoring the tool Receivable from companies
7. The management of credit provider
8. The management of claims and liabilities in foreign currency

4. TREASURY MANAGEMENT

1. Treasury management.
2. Models to optimize the balance of cash and marketable securities
3. Cash flows
4. Treasury surplus harvest

Note: For B students will choice for Theme 1, 3 and 4 or only topic no. 5

Note: All indicators will be determined using data from the unit where the student trainees documents (balance sheet, profit and loss, trial balances, etc.), showing the calculation and will be accompanied by explanations of the results, charts and analysis the evolution in time (dynamic) thereof .

III BANKING METHODS AND TECHNIQUES

1. Overview of the banking company and territorial operative banking unit
 - 1.1. Brief history of the banking company and territorial unity
 - 1.2. The organizational structure of local banking unit and description of each compartment
 - 1.3. Analysis of economic and financial situation of the banking unit and its position in the regional market banking
2. Technical banking operations involving the movement of cash
 - 2.1. Treasury and cash compartment features
 - 2.2. Records of cash and other valuables in the bank territorial units, to the houses of receipts and payments
 - 2.3. Cash receipts from the bank unit, exemplifying supporting documents
 - 2.4. Cash payments to the bank unit, exemplifying supporting documents
3. Technology banking current accounts and customer deposits
 - 3.1. Concrete ways to open a current account banking unit.
 - 3.2. Techniques establishment, operation and dissolution of deposits of customers.
4. Technical enter the settlement and interbank

- 4.1. Presenting a case of intrabank settlement on behalf of a client, based on the payment order and check. Illustration with documents.
- 4.2. Presenting a case interbank settlement on behalf of a client, based on small value payment order (SENT) and value (ReGIS) and check the automatic transfer of electronic settlement system. Illustration with documents
5. Technical banking lending and loan monitoring
 - 5.1. Description of the types of loans they grant the bank addressed
 - 5.2. Technical granting credit to individuals. Illustration with supporting documents
 - 5.3. Technique to grant credit for businesses. Illustration with supporting documents
6. Technical banking cards
 - 6.1. Description of the types of cards it issues addressed bank
 - 6.2. Technical operations issuing debit cards. For example one type of card, with supporting documents
 - 6.3. Technical operations issuing credit cards. For example one type of card, with supporting documents

IV. FINANCIAL INVESTMENT SERVICES COMPANIES

1. Overview of financial services company investments
 - 1.1. Regulation of the business of investment services
 - 1.2. Organization of financial investment companies
 - 1.3. Powers of financial investment services agents
2. Services and investment activities
 - 2.1. Reception and transmission of orders regarding one or more financial instruments. Illustration on a specific case;
 - 2.2. Execution of trading orders of a client. Illustration on a specific case;
 - 2.3. Dealing on own account. Illustration on a specific case;
 - 2.4. Confirmation and settlement of securities transactions. Illustration on a specific case;
 - 2.5. A client portfolio management. Illustration on a specific case;
 - 2.6. Investment consulting. Illustration on a specific case;
 - 2.7. Underwriting of financial instruments and / placement of financial instruments on a firm commitment basis. Illustration on a specific case;
 - 2.8. Placing of financial instruments without a firm commitment. Illustration on a specific case;
3. Profitability and risk of a portfolio of securities
Case Study by choosing a portfolio of 10 securities listed on the BSE or RASDAQ and determination of profitability and the risk that securities portfolio.

V. INSURANCE AND REINSURANCE

1. Overview of the insurance company and the operational unit (agency, branch, etc.)
 - 1.1. Regulation of the activity of insurance companies
 - 1.2. Brief history of the insurance company and the operational unit
 - 1.3. The position of the insurance company's insurance market at the national and local
 - 1.4. The organizational structure of operative unit of the insurance company.
2. The insurance products offered by insurance company
 - 2.1. Description of insurance products (technical elements)
 - 2.2. Contracting insurance products - information flows, specific documents
 - 2.3. Information flows and documents generated by the award of damages in insurance
 - 2.4. Information flows and specific documents termination of contractual relationships in personal insurance
3. Carry out an insurance contract. Case Study
 - 3.1. The application questionnaire - explanations
 - 3.2. Risk inspection report
 - 3.3. Insurance contract.
 - 3.4. Content claim file (with an explanation of how to establish the level of compensation) and its specific information flows.
4. The effectiveness of the insurance unit operative insurance
 - 4.1. Efficiency indicators of the insurance business unit level operative
 - 4.2. Ways to track the effectiveness of contracting insurance

LEARNING OUTCOMES VERIFICATION AND ASSESSMENT CRITERIA:

For presentation at the colloquium practice each student will prepare a dossier showing:

- That has come full schedule of practice on a field
- That was informed of all aspects required in the curriculum

Knowing documents are drafted in the financial accounting department, will exemplify the purpose entity relationship with the outside world and their own employees.

BUSINESS ENGLISH

Course Code: FB226.1

Type of course: compulsory

Language of instruction: English tutoring available for Erasmus students

Name of lecturer: Senior lecturer Crina Herteg, PhD

Full time studies

Form of instruction	Number of teaching hours per semester	Number of teaching hours per week	Semester	Form of receiving a credit for a course	Number of ECTS credits allocated
Class	28	2	Summer	Grade	3

COURSE AIMS:

1. To develop the capacity of identifying and analyzing a large variety of economic texts (business, accounting, finance, banking).
2. To develop oral and written communication abilities with the adequate use of Business English standards.
3. To develop the ability to sustain an idea / opinion both in oral and in written business communication.

ENTRY REQUIREMENTS: -

COURSE CONTENTS:

UNIT 1: EXPORTS AND IMPORTS

UNIT 2: PROFIT AND LOSS ACCOUNTS

UNIT 3: INVESTMENTS

UNIT 4: METHODS OF FINANCE

UNIT 5: CURRENCY MARKETS

UNIT 6: RAISING FINANCE

UNIT 7: INTERNATIONAL MARKETING

UNIT 8: THE FUTURE OF BUSINESS

UNIT 9: NUMBERS AND STATISTICS

UNIT 10: PENSIONS AND OTHER FINANCIAL PRODUCTS

UNIT 11: CORPORATE FINANCE

UNIT 12: MONEY AND WORK

UNIT 13: TAXATION

UNIT 14: WILLS AND OTHER LEGAL MATTERS

TEACHING METHODS:

Lecture, debate, Power point presentation.

LEARNING OUTCOMES:

Students use English correctly, fluently and adequately in oral and written business communication.

Students can identify and analyze a large variety of economic texts (business, accounting, finance, banking).

MANDATORY ASSIGNMENTS

Projects, Essays, Portfolio

LEARNING OUTCOMES VERIFICATION AND ASSESSMENT CRITERIA:

ORAL PRESENTATION

INTERVIEW

TWO-WAY DISCUSSION

RECOMMENDED READING:

- *Business English Dictionary*. (2007). Pearson Longman. New Edition.
- Cotton, D., Falvey, D., Kent, S. (2006). *Market Leader Upper Intermediate*. New Edition, Pearson Longman.
- Dubicka I., O'Keeffe, M. (2007). *Market Leader. Advanced*. Pearson Longman.
- Herteg, C. (2014). *English for Business*. Alba Iulia: Seria Didactica.
- MacKenzie, I. (2008). *English for the financial sector*. Cambridge: Cambridge University Press.
- Manton, K. (2005). *First Insights into Business*. Workbook. Pearson Longman.
- Marks, J. (2007). *Check Your English Vocabulary for Banking and Finance*. London: A & C Black Publishers Ltd.
- Popescu, T., Herteg, C. (2010). *Tests of Business English*. Alba Iulia: Editura Aeternitas.
- Popescu, T. (2011). *We're in Business*. Part 1, Alba Iulia: Aeternitas.
- Robbins, S. (2005). *First Insights into Business*. Students' Book. Pearson Longman.
- Rogers, J. (2011). *Market Leader. Upper Intermediate Business English Practice File*. London: Pearson Longman.
- Storton, L. (2006). *New English File. Intermediate Test Booklet*. Oxford: Oxford University Press.
- Wyatt, R. (2007). *Check your English Vocabulary for Business and Administration*. London: A & C Black Publishers Ltd.

FRENCH LANGUAGE

Course Code: FB 226.2

Type of Course: optional

Language of Instruction: French and Romanian

Teacher's name: Teaching Assistant Aura-Celestina Cibian PhD

Seminar tutor: -

Form of instruction	Number of teaching hours per semester	Number of teaching hours per week	Semester	Form of receiving credits	Number of ECTS credits allocated
Class	28	2	Summer	Grade	3

COURSE AIM

Accurate knowledge acquisition and efficient using of concepts and contextual communication specific to formal relationships.

ENTRY REQUIREMENT**COURSE CONTENTS**

1. – 7. Formal letters. Informed learning

Examples of layouts, conventions, overall structures. Contents.

Letter of request, letter of enquiry, letter of complaint, business letter etc.

8. – 12. Formal letters writing. Active learning. Small-group work/discussion

13. – 14. Learning verification

TEACHING METHODS

Informed learning. Active learning. Peer-led discussions. Small-group work/discussion

The main method: Communicative language teaching (CLT)

The focus of this method is to enable the learner to communicate effectively and appropriately in various formal situations he would be likely to find himself in.

LEARNING OUTCOMES

Students will

- match a good knowledge of the formal communication principles to an awareness of their uses and limitations;
 - establish identities, similarities and differences between French and Romanian formal contexts;
- and
- integrate their own ideas with those of others;
 - identify their own strengths and challenges as writers and speakers.

LEARNING OUTCOMES VERIFICATION and ASSESSMENT CRITERIA

Students will be examined at the end of the semester, on practical aspects acquisition (75% of the final grade) and active participation in seminar (25% of the final grade).

RECOMMENDED READING

- CILIANU-LASCU, Corina (2004), *Culegere de exerciții lexico-gramaticale cu profil economic*, Meteor Press, București;
- CORADO, L, SANCHEZ-MACAGNO, M-O, (1990), *Français des affaires* (350 exercices, textes et documents), Hachette, Paris;
- DANILO, M et PENFORNIS, J, LINCOLN, M, (1993), *Le français de la communication professionnelle*, CLE International, Paris;
- DANILO, M, TAUZIN, B (1990), *Le français de l'entreprise*, CLE International, Paris;
- DĂNILĂ, Sorina et alii (2006), *Examenle DELF, DALF, nivelurile A și B*, Polirom, Iași;
- DRĂGAN, Maria (2007), *Communication écrite commerciale et financière. Commerce extérieur. Banques. Assurances*, Meteor Press, București;
- SZILAGYI, E (1990), *Affaires à faire*, Presses Universitaires, Grenoble.

COMPUTER AIDED ACCOUNTING

Course code: FB227.1

Type of course: optional

Language of instruction: English tutoring available for Erasmus students

Name of lecturer: Teiușan Sorin-Ciprian, PhD

Full time studies

Form of instruction	Number of teaching hours per semester	Number of teaching hours per week	Semester	Form of receiving a credit for a course	Number of ECTS credits allocated
Class	42	3	Summer	Grade	3

COURSE AIMS:

- To acquire theoretical and practical knowledge and skills on computer systems in accounting;
- To form and develop the students' capacity to use computers and software in accounting.

COURSE CONTENTS:

1. Introduction to computer-aided accounting;
2. Computer technology for the financial-accounting activity;
3. Internet and accounting;
4. Configuration in accounting programs;
5. Computerized management of companies' data;
6. Recording in programs of the companies' transactions.

TEACHING METHODS:

Lecture, conversation, exemplification

LEARNING OUTCOMES:

- To define the concepts in the area of accounting programs;
- To use computers and software in accounting;
- To record in programs of the companies' transactions.

LEARNING OUTCOMES VERIFICATION AND ASSESSMENT CRITERIA:

Written and oral examination (80% of the grade), students' assessments (20% of the grade)

RECOMMENDED READING:

- The Blackwell Encyclopedia of Management: Management Information Systems. Vol. VII, Oxford: Blackwell, 2005.
- Teiușan, Sorin-Ciprian, *Contabilitate asistată de calculator*, Universitatea „1 Decembrie 1918”, Manual ID, Alba Iulia, 2016.
- <http://www.mfinante.gov.ro/>; <https://www.anaf.ro/>; <http://www.inspectiamuncii.ro/>.

MANAGEMENT CONTROL

Course code: FB228.2

Type of course: optional

Language of instruction: English tutoring available for Erasmus students

Name of lecturer: Teiușan Sorin-Ciprian, PhD

Full time studies

Form of instruction	Number of teaching hours per semester	Number of teaching hours per week	Semester	Form of receiving a credit for a course	Number of ECTS credits allocated
Class	42	3	Summer	Grade	3

COURSE AIMS:

- To acquire theoretical and practical knowledge and skills on management control;
- To form and develop the students' capacity to use the tools of management control within entities.

COURSE CONTENTS:

1. Introduction to management control;
2. Management controller;
3. Management control system;
4. Management control tools;
5. Costs (relevant and irrelevant costs and revenues, avoidable and unavoidable costs, sunk costs, opportunity costs);
6. Cost-volume-profit analysis: the economist's model, the accountant's model, mathematical approach of CVP analysis (break-even point, profit-volume ratio);
7. Target costing;
8. Budgets;
9. Dashboard;
10. Reporting;
11. Balanced scorecard;
12. Benchmarking.

TEACHING METHODS:

Lecture, conversation, exemplification

LEARNING OUTCOMES:

- To explain the concepts in the area of management control;
- To use the tools of management control.

LEARNING OUTCOMES VERIFICATION AND ASSESSMENT CRITERIA:

Written and oral examination (80% of the grade), students' assessments (20% of the grade)

RECOMMENDED READING:

- Drury, Colin, *Management and Cost Accounting*, 7th Edition, London: South-Western College Publishing, 2008.
- Jambalvo, James, *Managerial Accounting*, S.L.: John Wiley&Sons, 2006.
- Teiușan, Sorin-Ciprian, *Control de gestiune*, Universitatea „1 Decembrie 1918”, Seria Didactică, Alba Iulia, 2014.

ECONOMIC AND FINANCIAL ANALYSIS

Course code: FB311

Type of course: compulsory

Language of instruction: English tutoring available for Erasmus students

Name of lecturer: Burja Camelia, PhD

Full time studies

Form of instruction	Number of teaching hours per semester	Number of teaching hours per week	Semester	Form of receiving a credit for a course	Number of ECTS credits allocated
Class	48	4	Autumn	Grade	4

COURSE AIMS:

To form and develop students' capacity to use methods and techniques in order to analyse the economic and financial company phenomena.

COURSE CONTENTS:

1. Object and methodology of the Economic-financial analysis
2. The analysis of Turnover revenue
3. Analysis of Value Added
4. Analysis of Human Resource Management
5. Analysis of Fixed Asset Management
6. Analysis of Profitability

TEACHING METHODS:

Lecture, conversation, case study, exercises.

LEARNING OUTCOMES:

- Application of adequate tools to analyse the influence of internal and external environment on enterprise/organization
- Application of adequate tools for solving the problems related to the relations between the enterprise/organization phenomena
- Solving problems/situations specific to human resource activity, fixed capital and in the field of economic-financial results
- Drawing up of a study about possibilities to analyse the activity of a enterprise/organisation

LEARNING OUTCOMES VERIFICATION AND ASSESSMENT CRITERIA:

Written exam – 70%; verification during semester – 30%.

RECOMMENDED READING:

- Burja Camelia, Analiză economico-financiară, Aspecte metodologice și aplicații practice, Casa Cărții de Știință (House of Science Book), Cluj-Napoca, 2009
- Helfert E., Techniques of Financial Analysis, a guide to value creation, BMT Publishing House, București, 2006

INVESTMENTS

Course code: FB312

Type of course: compulsory

Language of instruction: English tutoring available for Erasmus students

Name of lecturer: Burja Camelia, PhD

Full time studies

Form of instruction	Number of teaching hours per semester	Number of teaching hours per week	Semester	Form of receiving a credit for a course	Number of ECTS credits allocated
Class	42	3	Autumn	Grade	5

COURSE AIMS:

The aim of this course is to contribute to training and development of the theoretical and practical skills of students in order to evaluate and substantiate the investments projects in companies.

The beginning of the course presents some aspects concerning the complexity of the concept of „investments” and the impact on economic growth.

Other aspects of the course deal with possibilities to evaluate the economic efficiency of the capital investments in companies, financing management decisions, forms of finance for investments, financial risks.

COURSE CONTENTS:

1. Investments in economy
2. Forms of investments financing in companies
3. Analysis of the economic efficiency of capital investment. General indicators of efficiency
4. Analysis of the economic efficiency of capital investment. Specific indicators of efficiency
5. Present value of the capital investment
6. Risks analysis of the capital investment

TEACHING METHODS:

Lecture, conversation, exemplification.

LEARNING OUTCOMES:

- Knowledge of the main elements of the investment process management
- Calculation of the essential indicators of the investment processes
- Practical skills on techniques underlying the investment decisions
- Determining the economic efficiency of capital investment
- Capacity for analysis and decision under risk in the investment processes

LEARNING OUTCOMES VERIFICATION AND ASSESSMENT CRITERIA:

Written exam – 75%; verification during semester – 25%.

RECOMMENDED READING:

- Agar C., Capital Investment and Financing: a practical guide to financial evaluation, Elsevier Finance, 2005
- Brealey R.A., Myers S.C., Brattle Group, Capital Investment and Valuation, McGraw Hill Professional, 2003
- Burja Camelia, Investiții: ghid metodologic și aplicativ, Editura Risoprint, Cluj-Napoca, 2009
- Levy H., Sarnat M., Capital Investment and Financial Decisions, Prentice Hall, 1994
- Stancu I., Finanțe, Ed. Economică, Bucuresti, 2002

FINANCIAL MANAGEMENT

Course code: FB313

Type of course: compulsory

Language of instruction: Romanian

Name of lecturer: Danuletiu Adina Elena, PhD

Full time studies

Form of instruction	Number of teaching hours per semester	Number of teaching hours per week	Semester	Form of receiving a credit for a course	Number of ECTS credits allocated
Class	56	3	Autumn	Grade	5

COURSE AIMS:

- Knowledge of concepts that operate in the financial management of the company;
- Knowledge of methods, procedures, techniques, financial management decisions of the company;
- Knowledge management companies linked to financial management and company finances.

COURSE CONTENTS:

1. Financial Management
2. Corporate Governance
3. Managerial decisions
4. Corporate Governance Models
5. Models of managerial decision making
6. Financial information
7. Firm diagnosis
8. Financial diagnosis
9. Decisions in difficult situations
10. Bankruptcy company
11. Strategy reorganization

TEACHING METHODS:

Lecture, conversation, exemplification.

LEARNING OUTCOMES:

- Making works in the economic-financial entities / private organizations and public
- Applying financial decisions within the entities / private organizations and public

LEARNING OUTCOMES VERIFICATION AND ASSESSMENT CRITERIA:

Written exam – 70%; verification during semester – 30%.

RECOMMENDED READING:

- Achim Moise Ioan, Hada Teodor, *Managementul și finanțarea afacerilor*, Risoprint Publishing House, Cluj Napoca, 2007.
- Hada Teodor, Cioca Ionela Cornelia, Avram Teodora Maria, Dumitrescu Daniela Ionela, *Management financiar. Teorie și practică*, Aeternitas Publishing Houses, Alba Iulia, 2014.
- Onofrei Mihaela, *Management financiar*, C.H. Beck Publishing House, București, 2006.
- Trenca Ioan, *Fundamentele managementului financiar*, Casa Cărții de Știință Publishing House, Cluj-Napoca, 2005.

PUBLIC BUDGET AND TREASURY

Course code: FB 314

Type of course: compulsory

Language of instruction: English tutoring available for Erasmus students

Name of lecturer: Danuletiu Dan, PhD

Full time studies

Form of instruction	Number of teaching hours per semester	Number of teaching hours per week	Semester	Form of receiving a credit for a course	Number of ECTS credits allocated
Class	56	4	Autumn	Grade	5

COURSE AIMS:

- To acquire fundamental knowledge about the Romanian budget system and its importance for the economy;
- To acquire abilities for using concepts, methods, tools and techniques specific for the budget system;
- To understand the role, organization and operations of the public treasury.

COURSE CONTENTS:

1. Distinctions about public budgets and budgeting.
2. The public sector and its importance.
3. The budget system (emphasis on Romanian case)
4. The budget process – general aspects
5. Budget formats and budget preparation
6. Budget approval: The role of the Parliament
7. Managing budget execution and control
8. Intergovernmental relations (special view on Romanian case)
9. Public deficit, debt and debt management
10. Municipal bonds
11. Public Treasury and its role on budget policy

TEACHING METHODS:

Lecture, conversation, exemplification.

LEARNING OUTCOMES:

- To analyze critically the state influence through budgeting system;
- The abilities to develop plans and budgets especially in the public organizations.

LEARNING OUTCOMES VERIFICATION AND ASSESSMENT CRITERIA:

Exam – 60%; verification during semester (project) – 40%.

RECOMMENDED READING:

- Allen, R. and D. Tommasi (2001). Managing Public Expenditure: A Reference Book for Transition Countries. Paris, Organisation for Economic Co-operation and Development.
- Atkinson Anthony, Stiglitz Joseph, Lectures on public economics, McGraw-Hill Inc., New York , 2015
- Morgan D., Handbook on public budgeting, Portland State University, 2002
- Rubin Irene, The politics of public budgeting: getting and spending, Northern Illinois University, 2014
- Shah, A. (ed.), Budgeting and Budgetary Institutions. Washington, DC: World Bank, 2007
- Wildavsky Aaron, The new politics of budgetary process, Glenview, Ill.: Scott, Foresman & Co., 2007

BANKING ACCOUNTING

Course code: FB315

Type of course: compulsory

Language of instruction: English tutoring available for Erasmus students

Name of lecturer: Socol Adela, PhD

Full time studies

Form of instruction	Number of teaching hours per semester	Number of teaching hours per week	Semester	Form of receiving a credit for a course	Number of ECTS credits allocated
Class	56	4	Autumn	Grade	5

COURSE AIMS:

This course aims to provide an initiation to the major mechanisms of bank accounting, and features the recording of accounting entries related to several banking operations

COURSE CONTENTS:

Bank accounting frameworks

- Structure of bank operations
- Sources and specifications of bank accounting
- Charts of accounts in credit institutions
- Regulatory requirements

Banking Capital operations accounting

Banking Assets operations accounting

Cash flow and interbanks operations accounting

- Operations in relation with the Central Bank
- Correspondant banking operations: nostro and vostro accounts
- Repo operations
- Foreign currency operations

Applications : recording of several accounting entries related to cash flow management and interbank operations

Accounting of bank customer service operations

- Deposit operations and means of payment
- Customer credit operations
- Accounting of provisions
- Off-balance sheet commitments

Applications : recording of several entries related to customer service operations

Accounting of financial instruments

- Accounting classification of financial instruments
- Introduction to the IFRS 7

Applications : recording of several accounting entries related to operations on financial instruments

Accounting of banking incomes and expenses

TEACHING METHODS:

Lecture, conversation, exemplification.

LEARNING OUTCOMES:

Students will be able to:

- identify and solve problems and make decisions using critical and creative thinking in bank accounting;
- work effectively with others as members of a team, group, organisation and community in the banking area;
- develop general and specific skills in bank accounting to integrate theory and practice and which could be used for compliance with generally accepted accounting practice.

LEARNING OUTCOMES VERIFICATION AND ASSESSMENT CRITERIA:

Exam – 80%; verification during semester – 20%.

RECOMMENDED READING:

- Socol Adela, *IFRS adopting process in Romanian banks – impact on independent audit of financial statements*, Revista Annales Universitatis Apulensis, Series Oeconomica, nr. 14(2), p. 439-450, 2012, ISSN 1454-9409.
- Zaharia (Chiru) R., Socol Adela, *Operational Assets Bookeping in Credit Institutions*, Analele Universității din Oradea, Științe Economice, TOM XIX, Issue 1, p. 607-613, 2010, ISSN 122569 tipărit, ISSN 1582-5450 electronic CD.
- Socol Adela, *Understanding Accounting Practices on Card Based Banking Operations*, Analele Universității din Petroșani, nr. 9, p. 275-287, 2009, ISSN 1582-5949.

FINANCIAL AUDIT

Course code: FB316

Type of course: compulsory

Language of instruction: English tutoring available for Erasmus students

Name of lecturer: Socol Adela, PhD

Full time studies

Form of instruction	Number of teaching hours per semester	Number of teaching hours per week	Semester	Form of receiving a credit for a course	Number of ECTS credits allocated
Class	42	3	Autumn	Grade	5

COURSE AIMS:

The syllabus starts with the nature, purpose and scope of assurance engagements both internal and external, including the statutory audit, its regulatory environment, and introduces governance and professional ethics relating to audit and assurance. It then leads into planning and risk assessment audit. The syllabus then covers a range of areas relating to an audit of financial statements including the scope of internal control. These include, evaluating internal controls, audit evidence, and a review of the financial statements. In addition to final review procedures, the final section concentrates on reporting, including the form and content of the statutory audit report.

COURSE CONTENTS:

- A. Audit framework and regulation
- B. Planning and risk assessment
- C. Internal control
- D. Audit evidence
- E. Review and reporting

TEACHING METHODS:

Lecture, conversation, exemplification.

LEARNING OUTCOMES:

Students will be able to:

- To provide the knowledge needed to understand the mechanism, properties and practical skills to work in finance and accounting.
- The use of specific procedures and techniques
- To understand the audit procedure
- To understand the opinions to be expressed by the auditor

By the end of the course the student should have developed a feel for the basic concepts of auditing. Upon completion of this course the student will be able to:

- Apply International Standards on Auditing and specific techniques
- Understand an auditor's role in society

LEARNING OUTCOMES VERIFICATION AND ASSESSMENT CRITERIA:

Exam – 80%; verification during semester – 20%.

RECOMMENDED READING:

- The International Federation of Accountants IFAC, 2015 Handbook of International Quality Control, Auditing, Review, Other Assurance, and Related Services Pronouncements
- Briciu S., Socol Adela, Ivan R., Tamas A., Puțan A., Topor D., *Audit financiar. Aspecte teoretice și aplicații practice*, Seria Didactica a Universității "1 Decembrie 1918" Alba Iulia, 2014
- Briciu S., Socol Adela, Rof L., *Contribuții la cunoașterea și implementarea unui model de evaluare a riscului de audit*, Revista Audit Financiar, editată de CAFR, nr. 6, p. 29-36, 2010
- Tamas A., Socol Adela, *Audit of the Consolidated Financial Statements – Intricate Aspects Based on Romanian Regulatory Statements*, Revista Finanțe - Provocările viitorului, nr. 13, p. 51-59, 2011
- Socol Adela, Briciu S., Sas F., *The impact of IAPS 1010 "The consideration of environmental matters in the audit of financial statements" on the auditor report on financial statements*, Journal of Environmental Protection and Ecology (J.E.P.E), vol. 12, nr. 4A, p. 2367-2378, 2011
- Socol Adela, *Significant Doubt about the Going Concern Assumption in Audit*, Revista Annales Universitatis Apulensis, Series Oeconomica, nr. 12, p. 291-300, 2010, ISSN 1454-9409
- Socol Adela, *Materiality in the context of an audit between professional judgment and subjectivism*, Annals of the University of Petroșani, Economics, vol. VIII, Part II, p. 209-217, 2008

BASICS IN ECONOMETRICS

Course code: FB321

Type of course: compulsory

Language of instruction: English tutoring available for Erasmus students

Name of lecturer: Prof. Breaz Nicoleta, PhD

Full time studies

Form of instruction	Number of teaching hours per semester	Number of teaching hours per week	Semester	Form of receiving a credit for a course	Number of ECTS credits allocated
Class	42	3	Summer	Grade	5

COURSE AIMS:

The course aims to develop skills in econometrics reasoning or more precisely, to develop skills for construction and validation of the statistical models and moreover, for the use of those models in prediction, beginning with a real problem from the economics.

COURSE CONTENTS:

- I. Econometrics - quantitative methods in economics
- II. Simple linear econometric regression model
- III. General linear econometric model
- IV. Other econometric models

TEACHING METHODS:

Instruction is a combination of lectures, seminars and individual work; there are also compulsory assignments. There is 80% attendance requirement for seminars.

LEARNING OUTCOMES:

- assimilating fundamental knowledge in the field of econometric models, starting with construction of linear simple model up to aspects related to other types of models;
- forming aptitudes needed for the study of possible correlation between two or more phenomena from economics and for application of the statistical inference based techniques that allow the construction, estimation, validation and prediction related to a linear simple or multidimensional model and other classes of econometrics models.
- developing the capacity to relate to standards connected with rigor and accuracy in econometrical modeling of real problems occurred in economics.

LEARNING OUTCOMES VERIFICATION AND ASSESSMENT CRITERIA

- Final evaluation– written exam or project based on a particular econometric model related to real data (student choice) : Assessment of the specific knowledge during the synthesis problems solving process or during presentation of the project (90% of the final grade)

- Continuous assessment: assessment of the practical skills in solving econometrical problems, by assessing the individual portfolio with applicative works (written papers) presented at the seminars, according to a specified schedule (10% of the final grade).

RECOMMENDED READING:

- N. Breaz, Basics in econometrics - *Theory And Applications*, Didactical Series, “1 Decembrie 1918” University of Alba Iulia, (in printing), 2016*
- L.D., Hoffmann, *Calculus For Business, Economics And The Social And Life Sciences*, McGraw-Hill Book Company, 1986
- A. Siegel, *Practical Business Statistics*, 6th Edition, Elsevier, Academic Press, 2011
- G. Smith, *Essential Statistics, Regression, and Econometrics*, 1st Edition, Elsevier, Academic Press, 2011
- L. Swift, *Mathematics And Statistics For Business, Management And Finance*, Hampshire: MacMillan Publishers LTD, 1997

ELABORATION OF THE LICENSE

Course code: FB324

Type of course: compulsory

Language of instruction: English tutoring available for Erasmus students

Name of lecturer:

Full time studies

Form of instruction	Number of teaching hours per semester	Number of teaching hours per week	Semester	Form of receiving a credit for a course	Number of ECTS credits allocated
Class	56		Summer	Grade	10

COURSE AIMS:

Discipline aims to familiarize students with the substantive work to achieve licensing, training and skills development projects and students to develop theoretical and practical work, proper methods of analysis, substantiation of conclusions and proposals for analysis.

Discipline aimed at training the students' level of ability:

- Properly use citations
- Conduct studies and comparative research
- To perform original works, applied, innovative, interdisciplinary

COURSE CONTENTS:

1. Discussion on the elaboration of dissertation: Structure, conditions for editing, use references, use of figures, tables
2. Establish timetable for dissertation
3. Discussions with students on specific theoretical and methodological issues addressed in his undergraduate work
4. Preparing students to achieve practical part of the dissertation, presenting details of the organization that will be the case study
5. Clarification of the case study developed in the dissertation. Verification of the status of development of the dissertation
6. Discussion on the drafting of conclusions and proposals
7. Discussion on the presentation of the paper at the graduation exam
8. Development of the theoretical and methodological aspects of the theme chosen
9. Development of presentation of the organization where practical work is studied License
10. Making the case study, practical application of the dissertation
11. Presentation of the conclusions and proposals
12. Presentation of the full dissertation

RECOMMENDED READING:

- Guide to the compilation of the dissertation site
- http://www.uab.ro/departamente/departamentul_sega/index.php

ACCOUNTING EXPERTISE

Course code: FB325

Type of course: compulsory

Language of instruction: English tutoring available for Erasmus students

Name of lecturer:, PhD

Full time studies

Form of instruction	Number of teaching hours per semester	Number of teaching hours per week	Semester	Form of receiving a credit for a course	Number of ECTS credits allocated
Class	28	2	Summer	Grade	2

COURSE AIMS:

The perfection of professional skills by deepening economic knowledge in the field of finance and accounting and applying them in practice in the accounting expertise and tax consulting, creating a overview of what these two activities represent Romania compared to other countries in terms of view of the organization and its objectives. Formation of practical skills about pursuit of the business accounting expertise as well as that of tax consultant.

COURSE CONTENTS:

CHAPTER 1. General terms of accounting expertise

1.3 concept of expertise

1.4 Accounting expertise

1.1.1 Judicial accounting expertise

1.1.2 Accounting expertise amicable or extrajudicial

1.3 Research object of accounting expertise

1.4 The objectives of accounting expertise in various fields

CHAPTER 2. Judicial accounting expertise

2.1 Accounting expertise in civil trial

2.1.1 Characteristics of civil trial

2.1.2 The objectives of accounting expertise in civil trial

2.1.3 The appointment of chartered accountant in civil cases

2.1.4 Making accounting expertise in civil trial

2.1.5 Expertise report content

2.3 Accounting expertise in penal proceedings

2.3.1 Features and stages of penal proceedings

2.3.2 Precautions in penal proceedings

2.3.3 Repairing the damage in the penal trial

2.3.4 The objectives of accounting expertise in penal proceedings

2.3.5 Appointment of the expert in penal cases

2.3.6 Content of the report accounting expertise in penal cases

2.4 Cost of accounting expertise and the fee of chartered accountant

CHAPTER 3. Organization and functioning of accounting expertise in Romania

3.1 Defining expert and chartered accountant

3.2 Conditions and ways of obtaining the quality of expert accountant

3.3 The exercise of the profession of chartered accountant

3.4 Ethical and professional conduct of chartered accountants

3.5 The responsibility of chartered accountant

3.6 The professional association of chartered accountants

3.6.1 Body of Chartered and Certified Accountants

3.6.2 Tasks of CECCAR, governing bodies and its relationship with MFP

TEACHING METHODS:

Lecture, conversation, exemplification.

LEARNING OUTCOMES:

The course aims to provide students the necessary minimum knowledge about specific notions and concepts business tax consulting and accounting expertise. Clarify the meaning of concepts such as: expertise judicial and extrajudicial accounting, financial audit, tax, financial control system, system management and internal control, financial control manifestation area compared with that of control in general, differences between financial control whole and fiscal control and defining principles and methodology of exercise both financial control and accounting expertise.

LEARNING OUTCOMES VERIFICATION AND ASSESSMENT CRITERIA:

Written exam – 50%; project – 50%.

RECOMMENDED READING:

- Boulescu M., *Expertiza contabilă*, Editura Didactică și Pedagogică, București, 2001.
- Crăciun Ștefan, *Controlul și auditul financiar. Expertiza contabilă*. Editura Economică, București, 2002.
- Domnișoru S., *Controlul financiar-contabil și expertiza contabilă*, Editura Stachi, 2005.
- 4.Ordonanța nr. 65/1994 privind organizarea activității de expertiză contabilă și a contabililor autorizați, republicată în Monitorul Oficial, Partea I nr. 13 din 08.01.2008.
- Standardul profesional CECCAR 35 Expetizele contabile
- Codul de procedură fiscală.
- 7.Codul de procedura civila
- Codul de procedura penala

INTERNAL AUDIT

Course code: FB326.2

Type of course: optional

Language of instruction: English tutoring available for Erasmus students

Name of lecturer: Ivan Raluca, PhD

Full time studies

Form of instruction	Number of teaching hours per semester	Number of teaching hours per week	Semester	Form of receiving a credit for a course	Number of ECTS credits allocated
Class	56	4	II	Grade	3

COURSE AIMS:

- To acquire fundamental knowledge about the aims and methods in the field of internal audit ;
- To know the main principles, procedures, techniques, instruments used to perform an internal audit mission;
- To formed open-minded epistemic attitude related to the field of internal audit.

COURSE CONTENTS:

1. Introduction to internal audit
2. Standardization of internal audit
3. International set of Internal Audit Standards
4. Internal audit and internal control – function of the management’s entity
5. Riscks as a fundamental in performing and internal audit mission

TEACHING METHODS:

Lecture, conversation, exemplification.

LEARNING OUTCOMES:

- Knowledge and understanding of the fundamental concepts, theories, and methods in the field and specialty area;
- Use of fundamental knowledge in order to explain and interpret various types of concepts, situations, processes, projects, etc. associated to the field;
- Adequate use of standard assess methods and criteria in order to evaluate the quality, merits and limits of various processes, programs, projects, concepts, theories, and methods, etc.;
- Drawing up professional projects using several methods and principles acknowledged in the field.

LEARNING OUTCOMES VERIFICATION AND ASSESSMENT CRITERIA:

Written exam – 70%; verification during semester – 30%.

RECOMMENDED READING:

- www.theiia.org
- <https://na.theiia.org/standards-guidance/mandatory-guidance/Pages/Standards.aspx>
- David M Griffiths, *Risk based internal auditing*, edition 2015, <http://www.internalaudit.biz>

INTERNATIONAL FINANCIAL AND MONETARY RELATIONS

Course code: FB327.1

Type of course: compulsory

Language of instruction: English tutoring available for Erasmus students

Name of lecturer: Socol Adela, PhD

Full time studies

Form of instruction	Number of teaching hours per semester	Number of teaching hours per week	Semester	Form of receiving a credit for a course	Number of ECTS credits allocated
Class	56	3	Summer	Grade	3

COURSE AIMS:

Purpose of the course is to enable the students understand the evolution and the actual status of the international financial and monetary relations.

COURSE CONTENTS:

1. Introduction to International Relations Contents and role of the international financial and monetary relations
2. Theories of International Relations. Evolution and tendencies of the international financial and monetary relations
3. Challenges and opportunities concerning to the financial crises managing
4. Reform of the protection mechanisms of the financial and monetary systems
5. European Monetary Integration
6. Euro adoption perspectives
7. Characteristics of the currency regime from Romania
8. Impact of the currency politics on the balance of payments
9. Romanian currency's convertibility
10. Capital liberalization in Romania
11. Payments instruments and methods in the international economic transactions

TEACHING METHODS:

Lecture, conversation, exemplification.

LEARNING OUTCOMES:

Students will be able to:

- relate and recognize the direct impact that forces of globalization have on the economic development of nations and regions of the world
- explain the core concepts of international economic relations
- develop critical thinking skills through analysis of contemporary global issues
- identify and solve problems and make decisions using critical and creative thinking concerning the international financial and monetary relations

LEARNING OUTCOMES VERIFICATION AND ASSESSMENT CRITERIA:

Exam – 80%; verification during semester – 20%.

RECOMMENDED READING:

- Iuga I., Socol Adela, *Research upon the Relation between the Entrepreneurial Phenomenon and the Economic Growth*, Revista Tinerilor Economişti (The Young Economists Journal), An XII - Nr. 24, p. 73-84, 2015, ISSN 1583-9982.
- Socol Adela, Drigă I., *Real convergence in Romania - a comparative approach to non-ERM II countries from Central and Eastern Europe*, Analele Universităţii din Petroşani, Economics - Annals of the University of Petroşani, Economics, 13(1), p. 261-272, 2013, ISSN 1582-5949.
- Socol Adela, *Concerns regarding to successful adoption of the Euro in Romania*, Revista Tinerilor Economişti (The Young Economists Journal), An IX - Nr.18, p.166-174, 2012, ISSN 1583-9982.