MINISTRY OF NATIONAL EDUCATION
"1 DECEMBRIE 1918" UNIVERSITY OF ALBA IULIA
FACULTY OF ECONOMIC SCIENCES
DEPARTMENT OF BUSINESS ADMINISTRATION AND MARKETING

Approved by Rector,
Prof.univ.dr. Daniel Valer Breaz

CURRICULA

Field of study:
ADMINISTRAREA AFACERILOR ÎN LIMBA ENGLEZĂ (BUSINESS ADMINISTRATION)
Major**: BUSINESS ADMINISTRATION**
Bachelor's degree**: Bachelor of Economic Science** ***(BEconSc)***
Length of study**: 6 semesters**
Type of studies**: Full-time program**
Available starting with the academic year **2018/2019**

Aims:

a) to ensure training for specialists in the field of business initiation, management and administration in accordance with the current and future directions in the field of economics, curriculum theory and practice, information technology and communication, design and assessment, providing quality and efficient conditions for education;
b) to attain a formative, modern, student and pragmatically oriented education system in accordance with the real needs of the Romanian school within the extended context of the European Union;
c) to carry out study programmes in the field of continuous training and career perfecting for the field of business initiation, management and administration in accordance with the requirements of a modern and efficient education system;
d) to connect the education system with the scientific research, to involve the students in the drawing up of studies on current topics in the field of business initiation, management and administration;
e) to carry out research programmes in the field of business initiation, management and administration oriented towards the fundamental themes and current priorities of the economic system and process development, and the European integration of the professional training and career oriented programs.

Professional competences:

1. To collect, process and analyse various items of information about the interaction between the external environment and enterprise/organisation;
2. To provide assistance to the enterprise/organisation management;
3. To use data bases specific to the field of business administration;
4. To provide assistance in human resource management;
5. To manage an enterprise/organisation.

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Transversal competences:

TC1

To apply the norms, values and principles of professional ethics within one's own rigorous, efficient and responsible work strategy. Solving real or hypothetical problems in due time, at the workplace, with qualified assistance, respecting the professional deontological code;

TC2

To identify roles and responsibilities in a multi-specialized team and to apply relating and efficient teamwork techniques, multi/pluri-specialized team, in a responsible manner;

TC3

To identify opportunities for continuous training and efficient didactic resource and technique substantiation for one's own development. To carry out and support the application of a personal plan for professional development with solid grounds.

I. REQUIREMENTS FOR GETTING THE BACHELOR DEGREE

1. Number of ECTS credits for compulsory courses: 171 and 4[1] ECTS credits for Physical Education
2. Number of ECTS credits for fundamental courses: 60
3. Number of ECTS credits for elective courses: 9
4. Number of ECTS credits for B. Sc. exam: 10
   - Test no. 1: Assessment of fundamental and speciality knowledge: 5
   - Test no. 2: Bachelor's Paper presentation: 5
5. Compulsory non-credit courses: -

II. THE STRUCTURE OF THE ACADEMIC YEARS (per number of weeks)

ACADEMIC YEARS	Didactic activities		Examination sessions			Holidays		
	Winter semester	Summer semester	Winter	Summer	Not passing exams	Winter	Between semesters	Summer
I	14	14	3	3	2	3	1	12
II	14	14	3	3	2	3	1	12
III	14	14	3	3	1	3	1	-
TOTAL	42	42	9	9	5	9	3	24

[1] ECTS credits for Physical Education (over the compulsory ECTS credits).

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III. NUMBER OF HOURS PER WEEKS

Academic years	Winter semester					Summer semester				
	C	S	L	Practical Course	TOTAL	C	S	L	Practical Course	TOTAL
I	10	7	1	-	18	10	10	-	4	24
II	12	8	1	-	21	14	8	2	6	30
III	12	10	2	-	24	12	8	-	-	20
TOTAL	**34**	**29**		-	**63**	**36**	**38**			**74**

IV. ELECTIVE COURSES

No.	Courses from the elective package [4]	Year	Semester	No. of ECTS credits	Credit weight
1	BA 216.1, BA 216.2, BA 216.3	II	Winter semester	4	2%
2	BA 316.1, BA 316.2 BA 316.3	III	Winter semester	5	3%
Average credit score					5%

V. Bachelor's Degree Examination

1. Drawing up the bachelor's thesis: semester 6
2. Bachelor's thesis refinement: 2 weeks in semester 6
3. Bachelor's thesis defence: June – July
4. Bachelor's degree examination: 10 credits

[3]The courses are identified with subject codes.

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VI. THE STRUCTURE OF THE EDUCATION PLAN[4]

YEAR I, WINTER SEMESTER, Academic year 2018-2019

No.	Subject Code	Course	Type of course	Number of hours for learning activities										Modes of assessment	E C
				Joint activities						Individual/ Independent activities			Total no. of hours per semester		
				Forms of didactic activity				Total per week	Total per semester	During the semester	Examination session	Total per semester			
				Course	Seminar	Lab	Practical Training								
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
WINTER SEMESTER															
I. COMPULSORY COURSES															
I.1. FUNDAMENTAL COURSES															
01	BA 111	Microeconomics	F	2	1	-	-	3	42	62	21	83	125	E	5
02	BA 112	Mathematics Applied to Economics	F	2	2	-	-	4	56	70	24	94	150	E	6
03	BA 113	Business Law	F	2	-	-	-	2	28	54	18	72	100	E	4
04	BA 114	Management	F	2	1	-	-	3	42	62	21	83	125	E	5
05	BA 115	Informatics	F	1	-	1	-	2	28	54	18	72	100	C	4
06	BA 116	Psychology	F	1	1	-	-	2	28	32	15	47	75	Vs	3
07	BA 117.1	Foreign Language – English	F	-	2	-	-	2	28	32	15	47	75	Vs	3
	BA 117.2	Foreign Language – French													
	BA 117.3	Foreign Language – German													
TOTAL core courses				**10**	**7**	**1**	**-**	**18**	**252**	**366**	**132**	**498**	**750**	4E+1C +2Vs	**30**
I.2. COMPLEMENTARY COURSES															
08	BA 118	Physical Education	C	-	2	-	-	2	28	22	-	22	50	C*	2*
TOTAL complementary courses				-	**2**	-	-	**2**	**28**	**22**	-	**22**	**50**	1C*	2*
Compulsory study programme – total				**10**	**9**	**1**	**-**	**20**	**252+ 28***	**366**	**132**	**498+ 22***	**750+ 50***	4E+1C+2 Vs+1C*	**30 +2 ***

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YEAR I, SUMMER SEMESTER, Academic year 2018-2019

No.	Subject code	Course	Type of course	Number of hours for learning activities										Modes of assessment	E C
				Joint activities						Individual/ Independent activities					
				Forms of didactic activity				Total per week	Total per semester	During the semester	Examination session	Total per semester	Total number of hours per semester		
				Course	Seminar	Lab	Practical Training								
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
SUMMER SEMESTER															
I. COMPULSORY COURSES															
I.1. FUNDAMENTAL COURSES															
01	BA 121	Accounting	F	2	1	-	-	3	42	38	20	58	100	C	4
02	BA 122	Statistics	F	2	1	-	-	3	42	34	24	58	100	E	4
03	BA 123	Macroeconomics	F	2	1	-	-	3	42	55	28	83	125	E	5
04	BA 124	Marketing	F	2	1	-	-	3	42	34	24	58	100	E	4
05	BA 125.1	Foreign Language – English	F	-	2	-	-	2	28	32	15	47	75	Vs	3
	BA 125.2	Foreign Language – French													
	BA 125.3	Foreign Language – German													
TOTAL core courses				**8**	**6**	**-**	**-**	**14**	**196**	**193**	**87**	**304**	**500**	**3E+1 C+1Vs**	**20**
I.2. DOMAIN COURSES															
05	BA 125	Practical training (2x5x6=60)[6]	D	-	-	-	4	4	56	19	-	19	75	C	3
06	BA 126	Business Communication and Public Relations	D	2	1	-		3	42	17	16	33	75	E	3
07	BA 127	Commercial Techniques	D	2	1	-	-	3	42	34	24	58	100	E	4
TOTAL courses in the field of study				**4**	**2**	**-**	**4**	**10**	**140**	**70**	**40**	**110**	**250**	**2E+1C**	**10**
I.4. COMPLEMENTARY COURSES															
08	BA 128	Sports and Physical Education	C	-	2	-	-	2	28	22	-	22	50	C*	2*
TOTAL additional courses				**-**	**2**	**-**	**-**	**2**	**28**	**22**	**-**	**22**	**50**	**1C***	**2**
Compulsory study programme – total				**12**	**10**	**-**	**4**	**25**	**336+ 28***	**263**	**127**	**414+ 22***	**750+ 50***	**5E+2C +1Vs+ 1C***	**30 +2 ***

[4]The abbreviations used in the tables: Type of course: Modes of Assessment: E-exam, C- colloquy Vs-verification during the semester, A/R-admitted, R-rejected

[5] Type of discipline: F– fundamental, S – speciality, C – compulsory, OCI – optional courses for institution

[6] 3 ECTS credits are allotted for the practical training.

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YEAR II, WINTER SEMESTER, Academic year 2019 – 2020

No.	Subject code	Course	Type of course	Number of hours for learning activities										Modes of assessment	Number of ECTS credits
				Joint activities						Individual/ Independent activities			Total number of hours per semester		
				Forms of didactic activity				Total per week	Total per semester						
				Course	Seminar	Lab	Practical Training			During the semester	Examination session	Total per semester			
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
WINTER SEMESTER															
I. COMPULSORY COURSES															
I.1. FUNDAMENTAL COURSES															
01	BA 211	Finance	F	2	1	-	-	3	42	62	21	83	125	E	5
TOTAL core courses				**2**	**1**	**-**	**-**	**3**	**42**	**62**	**21**	**83**	**125**	**E**	**5**
I.2. COURSES IN THE DOMAIN															
02	BA 213	Marketing Research	D	2	1	-	-	3	42	34	24	58	100	E	4
03	BA 211	Business Negotiation Techniques	D	2	1	-	-	3	42	34	24	58	100	E	4
04	BA 212	Banks and Banking Operations	D	2	1	-	-	3	42	55	28	83	125	E	5
TOTAL courses in the domain				**6**	**3**	**-**	**-**	**9**	**126**	**123**	**76**	**199**	**325**	**3E**	**13**
I.3. COMPLEMENTARY COURSES															
05	BA 215.1	Foreign Language – English	C	-	2	-	-	2	28	31	16	47	75	C	3
	BA 215.2	Foreign Language – French													
	BA 215.3	Foreign Language – German													
TOTAL complementary courses				**-**	**2**	**-**	**-**	**2**	**28**	**31**	**16**	**47**	**75**	**1C**	**3**
II. ELECTIVE COURSES (DOMAIN)															
06	BA 216.1	Organizational Culture	D	2	1	-	-	3	42	38	20	58	100	E	4
	BA 216.2	Ethics and Academic Integrity													
	BA 216.3	Quality Management													
TOTAL elective courses				**2**	**1**	**-**	**-**	**3**	**42**	**38**	**20**	**58**	**100**	**1E**	**4**
II. OPTIONAL COURSES FOR INSTITUTION															
07	BA 217	Fundamentals of Commodities	OCI	2	-	1	-	3	42	59	24	83	125	Vs	5
TOTAL optional courses in institution				**2**	**-**	**1**	**-**	**3**	**42**	**59**	**24**	**83**	**125**	**1Vs**	**5**
Compulsory study programme – total				**12**	**7**	**1**	**-**	**20**	**280**	**306**	**164**	**470**	**750**	**4E+ 3Vs**	**30**
III. Optional courses															
08	BA 218.1	Correspondence in Foreign Language	Op	2	1	-	-	3	42	18	15	33	75	Vs	3
	BA 218.2	Sustainable Development	Op	2	1	-	-	3	42	18	15	33	75	Vs	3
	BA 218.3	Physical Education	Op	-	2	-	-	2	28	-	-	28	25	C	1
TOTAL optional courses				**6**	**5**	**-**	**-**	**11**	**154**	**54**	**45**	**127**	**250**	**3Vs+ 1C**	**10**

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YEAR II, SUMMER SEMESTER, Academic year 2019-2020

No.	Subject code	Course	Type of course	Number of hours for learning activities										Modes of Assessment	Number of ECTS credits
				Joint activities						Individual/ independent activities					
				Forms of didactic activity				Total per week	Total per semester	During the semester	Examination session	Total per semester	Total number of hours per semester		
				Course	Seminar	Lab	Practical Training								
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
SUMMER SEMESTER															
I. COMPULSORY COURSES															
I.1. COURSES IN THE DOMAIN															
01	BA 221	Insurance and Reinsurance	D	2	1	-	-	3	42	17	16	33	75	E	3
02	BA 222	Managerial Accounting	D	2	1	-	-	3	42	17	16	33	75	E	3
03	BA 223	Investment s Evaluation and Financing	D	2	1	-	-	3	42	17	16	33	75	E	3
04	BA 224	Entrepreneurship	D	2	1	-	-	3	42	17	16	33	75	E	3
05	BA 225	Practical Training[7]	D	-	-	-	6	6	84	-	-	-	75	C	3
TOTAL courses in the field				**8**	**4**	**-**	**6**	**18**	**252**	**102**	**72**	**174**	**400**	**4E+1C**	**15**
I.2. COMPLEMENTARY COURSES															
06	BA 226.1	Foreign Language – English	C	-	2	-	-	2	28	31	16	47	75	Vs	3
	BA 226.2	Foreign Language – French													
	BA 226.3	Foreign Language – German													
TOTAL complementary courses				**-**	**2**	**-**	**-**	**2**	**28**	**31**	**16**	**47**	**75**	**1Vs**	**3**
I.3. FUNDAMENTAL COURSES															
07	BA 227	Eropean Economy	F	2	1	-	-	3	42	30	53	83	125	E	5
TOTAL core courses				**2**	**1**	**-**	**-**	**3**	**42**	**30**	**53**	**83**	**125**	**E**	5
II. OPTION COURSES FOR INSTITUTION															
08	BA 228	Services Marketing	OCI	2	1	-	-	3	42	30	26	58	100	E	4
09	BA 129	Food and Non-food Commodity Science and Consumer Safety	OCI	2	-	2	-	4	56	10	9	19	75	Vp	3
TOTAL optional courses for institution				**4**	**1**	**2**	**-**	**7**	**98**	**40**	**35**	**77**	**175**	**1E+ 1Vs**	7
Compulsory study programme - total				**14**	**8**	**2**	**6**	**30**	**420**	**183**	**147**	**330**	**750+ 50***	**6E+1C +2Vs**	**30**
III. Optional courses															
10	BA 220	Physical Education	Op	-	2	-	-	2	28	22	-	22	50*	C*	2*
TOTAL optional courses				**-**	**2**	**-**	**-**	**2**	**28**	**22**	**-**	**22**	**50***	**C***	**2***

[7] 3 ECTS credits are allotted for speciality practical training.

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YEAR III, WINTER SEMESTER, Academic year 2020 – 2021

No.	Subject code	COURSE	Type of course	Number of hours for learning activities										Modes of Assessment	Number of ECTS credits
				Joint activities						Individual/ Independent activities			Total number of hours per semester		
				Forms of didactic activity				Total per week	Total per semester	During the semester	Examination session	Total per semester			
				Course	Seminar	Lab	Practical Training								
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
WINTER SEMESTER															
I. COMPULSORY COURSES															
I.1. COURSES IN THE DOMAIN															
01	BA 311	Consumer behaviour	D	2	2	-	-	4	56	41	28	69	100	E	4
02	BA 312	Economic and Financial Analysis	D	2	1	-	-	3	42	59	24	83	100	E	4
03	BA 313	Management Information System	D	-	-	2	-	2	28	36	36	72	100	C	4
04	BA 314	Audit	D	2	2	-	-	4	56	22	22	44	100	E	4
05	BA 315	Business Simulations	D	2	1	-	-	3	42	30	28	58	100	Vs	4
TOTAL courses in the domain				**8**	**6**	**2**	**-**	**16**	**224**	**140**	**136**	**276**	**500**	**3E+ 1Vs**	**20**
II. OPTIONAL COURSES FOR INSTITUTION															
06	BA 316	International Commodity Exchange	OCI	2	2	-	-	4	56	45	24	69	125	C	5
TOTAL option courses available in institution				**2**	**2**	**-**	**-**	**4**	**56**	**45**	**24**	**69**	**125**	**1C**	**5**
III. ELECTIVE COURSES (DOMAIN)															
07	BA 317.1	Business Initiation	D	2	2	-	-	4	56	45	24	69	125	E	5
	BA 317.2	Risk Economics													
	BA 317.4	Strategic Management													
TOTAL elective courses				**2**	**2**	**-**	**-**	**4**	**56**	**45**	**24**	**69**	**125**	**1E**	**5**
Compulsory study programme - total				**12**	**10**	**2**	**-**	**24**	**336**	**236**	**178**	**414**	**750**	**5E+2C**	**30**

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YEAR III, SUMMER SEMESTER, Academic year 2020 – 2021

No.	Subject Code	Course	Type of course	Number of hours for learning activities									Total number of hours per semester	Modes of Assessment	Number of ECTS credits
				Joint activities						Individual/ Independent activities					
				Forms of didactic activity				Total per week	Total per semester	During the semester	Examination Session	Total per semester			
				Course	Seminar	Lab	Practical Training								
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
SUMMER SEMESTER															
I. COMPULSORY COURSES															
I.1. COURSES IN THE DOMAIN AND SPECIALTY															
01	BA 321	Business Ethics	D	2	1	-	-	3	42	18	15	33	75	E	3
02	BA 322	Human Resources Management	D	2	1	-	-	3	42	18	15	33	75	E	3
03	BA 323	International Marketing	D	2	2	-	-	4	56	26	18	44	100	E	4
04	BA 324	European Business Environment	D	2	2	-	-	4	56	26	18	44	100	E	4
05	BA 325	Price and Competition	D	2	1	-	-	3	42	18	15	33	75	C	3
06	BA 326	Foreign Trade Transactions	D	2	1	-	-	3	42	18	15	33	75	E	3
07	BA 327	Methodology for bachelor's thesis	D	-	-	-	4	4	56	194	-	194	250	C	10
TOTAL courses in the field				**12**	**8**	**-**	**4**	**24**	**336**	**318**	**96**	**314**	**750**	**5E+2C**	**30**
Compulsory study programme - total				**12**	**8**	**-**	**4**	**24**	**336**	**318**	**96**	**414**	**750**	**5E+2C**	**30**

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VII. The structure of the number of hours of didactic activities according to the course content

Compulsory courses	Year I Winter semester	Year I Summer semester	Year II Winter semester	Year II Summer semester	Year III Winter semester	Year III Summer semester	*Total*	Percentage	ARACIS Standards
Fundamental courses	18x14=252	14x14= 196	3x14=42	3x14=42	-	-	532	**26%**	**25-30%**
Domain courses	-	10x14= 140	12x14=168	18x14=252	20x14 =280	24x14=336	1176	**59%**	**55-70%**
From which total number of hours allocated for Methodology for bachelor's thesis						4x14=56		**5%**	
Complementary courses	2x14=28	2x14= 28	2x14=28	2x14=28	-	-	112	**6%**	**5-10%**
Optional courses for institution	-	-	3x14=42	7x14= 98	4x14= 56	-	196	**10%**	**<15%**
Total number of hours	**280**	**364**	**280**	**420**	**336**	**336**	**2016**	**100%**	

VIII. The structure of the number of hours for didactic activities according to the type of course

Type of course	Year I Winter semester	Year I Summer semester	Year II Winter semester	Year II Summer semester	Year III Winter semester	Year III Summer semester	*Total*	Percentage
Compulsory courses CC	20x14=280	26x14=364	17x14= 238	30x14=420	20x14=280	26x14=364	1918	95%
Elective courses EC	-	-	3x14=42	-	4x14 = 56	-	98	5%
Total - compulsory and elective courses	280	364	280	420	336	364	**2016**	**100%**

imposed with a view to ensuring the training

IX. Number of hours for the complete bachelor cycle

Academic year	Semester	Number of weeks	Numbers of hours per week	Number of hours for drawing up the bachelor's thesis	Total number of hours
I	1	14	20	-	20x14=280
I	2	14	26	-	26x14=364
II	1	14	20	-	20x14=280
II	2	14	30	-	30x14=420
III	1	14	24	-	24x14=336
III	2	14	24	56	24x14=336
Total			**Average=144/6 =24**	56	**2016**

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