

CURRICULA

1. Information about the program

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| 1.1. Institution | „1 Decembrie 1918” University of Alba Iulia |
| 1.2. Faculty | Economic Sciences |
| 1.3. Department | Business Administration and Marketing |
| 1.4. Study field | Business Administration |
| 1.5. Level | Masteral Studies |
| 1.6. Study program | Business Administration (in English) |

2. Information about discipline

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|--------------------------|-----------------------------------|---------------|-----------|-------------------------------|----------|--|----------|
| 2.1. Discipline title | Global Affairs Management | | | 2.2. Course code | BA 123 | | |
| 2.3. Course coordinator | Conf.univ.dr. Iuga Iulia Cristina | | | | | | |
| 2.4. Seminar coordinator | Conf.univ.dr. Iuga Iulia Cristina | | | | | | |
| 2.5. Study year | I | 2.6. Semester | II | 2.7. Evaluation type (E/C/VP) | E | 2.8. Type of course (C – compulsory, Op – optional) | C |

3. Number of teaching hours per semester

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|---------------------------------------|-----------|------------------------|-----------|-------------------------|-----------------|
| 3.1. Teaching hours per week | 3 | from wich: 3.2. course | 2 | 3.3. seminar | 1 |
| 3.4. Total of hours per semester | 42 | from wich: 3.5. course | 28 | 3.6. seminar/laboratory | 14 |
| Distribution of time | | | | | Number of hours |
| Study from course book | | | | | 28 |
| Suplimentary documentation | | | | | 18 |
| Preparing for seminars, papers | | | | | 28 |
| Mentoring | | | | | 4 |
| Exams | | | | | 5 |
| Other activities | | | | | - |
| Total of hours per individual study | 83 | | | | |
| 3.8 Total of hours per study plan | 42 | | | | |
| 3.9 Total of hours per semester | 125 | | | | |
| 3.10 Number of ECTS credits allocated | 7 | | | | |

4. Preconditions (when is the case)

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| 4.1. of curriculum | <i>Other disciplines, ex: n.a.</i> |
| 4.2. of competences | <i>n.a.</i> |

5. Conditions (when is the case)

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| 5.1. for the course | <i>Courses hall with videoprojectory and blackboard</i> |
| 5.2. for the seminar | <i>Courses hall with videoprojectory and blackboard</i> |

6. Specific competences

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| Professional competences | <p>S1. Creative application of research and problem-solving techniques in business management;</p> <p>S2. Development of studies and economic reports;</p> <p>S4. Ability to act independently and creatively in addressing and solving problems, to objectively and constructively assess critical situations, to creatively solve economic problems and to communicate results in a demonstrative way.;</p> <p>S6. Establishing systems, capabilities and strategies for developing and diversifying the business environment;</p> <p>S7. Establishing the business plan, the strategies, the specific plans and programs, the necessary procedures, as well as identifying and applying corrective measures in order to achieve the expected objectives in the best possible conditions;</p> <p>S8. Understanding the importance of developing business strategies that generate a sustainable and healthy growth;</p> <p>S10. Specializing Master's degree students in business development in order for them to understand, analyze and evaluate the activities involved in a complex process of implementing an economic project.</p> <p>S11. Acquiring theoretical and practical knowledge in the field of business development;</p> <p>S12. Acquiring theoretical and practical knowledge about the sphere of economic development, the way it is organized, its management and its financing; the experience of developed countries in regional development;</p> <p>S18. Familiarizing Master's degree students with organizational resources management in accordance with the newest concepts used in the field of business management;</p> <p>S22. Specialty knowledge, abilities and skills for adopting various solutions in organizing, managing and financing different activities;</p> <p>S24. Implementing and managing a communication plan concerning public relations with the organization's main interest groups;</p> <p>S25. Ability to learn and analyze the means of communication that will be used in teamwork;</p> <p>S32. Ability to form a consortium or partnership for an economic project;</p> <p>S33. Ability to work independently and/or in a team, to identify solutions in order to solve problems related to the implementation of economic projects;</p> <p>S34. Higher independent research skills in business management;</p> |
| Additional competences | <p>TS2. Contextual integration of business management issues into the current dynamics of the economy;</p> <p>TS4. Identifying roles and responsibilities in a multispecialized team and also within economic science research networks, and applying effective relationship and work techniques within the team;</p> <p>TS6. Ability to work independently and/or in a team, to identify solutions for problem solving and specific business management issues;</p> <p>TS10. Ability to identify opportunities for continuous training;</p> <p>TS11. Developing logical and cognitive analysis mechanisms that are necessary for business management;</p> <p>TS12. Ability to work independently and/or in a team, to identify solutions for solving problems and issues related to business management and development.</p> |

7. Discipline objectives

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| 7.1 General objective | Developing Master's knowledge on the importance of international commercial transactions |
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| | in the context of the internationalization and globalization of the world economy and the development of import-export operations in business development. |
| 7.2 Specific objective | Developing Master students' knowledge of the content and structure of the international sales contract functions for a company and the strategies used by the company in international economic transactions. Familiarizing learners with the notion of international commercial transaction and the concept of risk in international affairs Students' knowledge of the stages of the foreign trade operations and of the payment methods used in international exchanges. |

8. Content

| Course | Teaching methods | Obs. |
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| 1. Globalization of international relations and international economic relations. Commercial transactions in the context of the internationalization and globalization of the world economy 1.1. International trade in goods and services. Key Features and Indicators. Price formation in international trade 1.2. The essence and forms of international capital movement 1.3. Role and character of foreign direct investment | Lecture Conversation Illustrations | 2 ore |
| 1. Globalization of international relations and international economic relations. Commercial transactions in the context of the internationalization and globalization of the world economy 1.4. Evolution of the world currency system 1.5. The international currency market 1.6. The EU 2020 monetary policy strategy | Lecture Conversation Illustrations | 2 ore |
| 2. The international commercial transaction concept 2.1. Reference methods for achieving international economic transactions 2.2. International Management - Definition, Functions, Objectives. 2.3. Organizing international business | Lecture Conversation Illustrations | 2 ore |
| 2. The international commercial transaction concept 2.4. Strategy for company internationalization 2.5. International affairs decisions 2.6. Negotiation and contracting international affairs. Commercial contracts. Legal regulation. Terms of validity. 2.7. Direct export mechanism | Lecture Conversation Illustrations | 2 ore |
| 3. International Goods Sale Agreement 3.1. Fundamental legal aspects of the international sales contract 3.2. The elements of the international sales contract 3.3. International commercial negotiation | Lecture Conversation Illustrations | 2 ore |
| 3. International Goods Sale Agreement 3.4. Risk in international transactions 3.5. INCOTERMS | Lecture Conversation Illustrations | 2 ore |
| 4. Conducting foreign trade operations 4.1. Preparing the delivery of the export goods 4.2. The international expedition 4.3. Securing goods in international transport 4.4. Clearance | Lecture Conversation Illustrations | 2 ore |
| 4. Conducting foreign trade operations 4.5. Contractual liability 4.6. Combined trading operations. | Lecture Conversation Illustrations | 2 ore |

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| 4.7. Special Trade Transactions. 4.8. International and Community legislation on complex transactions; | | |
| 5. Payment methods used in international exchanges 5.1. International Settlements. Forms. | Lecture Conversation Illustrations | 2 ore |
| 5. Payment methods used in international exchanges 5.2. Payment methods in international economic exchanges. | Lecture Conversation Illustrations | 2 ore |
| 6. Risks in international affairs 6.1. Definition and classification of risks 6.2. Macroeconomic risks | Lecture Conversation Illustrations | 2 ore |
| 6. Risks in international affairs 6.3. Microeconomic risks 6.4. Risk hedging measures | Lecture Conversation Illustrations | 2 ore |
| 7. International economic transactions strategies 7.1. International franchise 7.2. Technology Transfer Operations 7.3. Industrial cooperation operations 7.4. Contract for building industrial facilities | Lecture Conversation Illustrations | 2 ore |
| 7. International economic transactions strategies 7.5. Leasing 7.6. Transactions to stock market 7.7. Transactions through international auctions. | Lecture/Conversation Illustrations | 2 ore |
| References | | |
| <ol style="list-style-type: none"> 1. Achim M., Hada T., Iuga I., Politici actuale de finantare a afacerilor, Editura Aeternitas, Aba Iulia, 2011 2. Mariana Baicu, Managementul afacerilor economice internationale. Negocomunicatia si derularea unei operatiuni de comert international, Editura: Fundatia Romania de Maine, 2007 3. Aurel Burciu, Tranzactii comerciale internationale, Editura: Polirom, 2010 4. Gheorghe Caraiani, Tranzactii internationale. E-business si tipuri de contracte – curs, Editura: CH Beck, 2008 5. Gheorghe Caraiani, Valeriu Potecea, Cristina Neagoe, Practici de offset in afacerile internationale, Editura: Universitara, 2009 6. Dinu Ana-Maria , Ovidiu-Adrian Rujan, Tranzactii economice internationale, Editura: Editura Pro Universitaria, 2012 7. Mihai-Liviu Man, Tranzactii internationale, Editura: Eftimie Murgu, 2009 8. Dragos-Gabriel Mecu, Evolutia tranzactiilor comerciale internationale si a investitiilor in contextul globalizarii economiei mondiale, Editura: Alfa, 2012 9. Dan Octav Paxino, Politica valutara si managementul riscurilor in tranzactiile internationale, Editura: Economica | | |
| Seminar | | |
| Price formation in international trade | Examples and study cases | 2 ore |
| International commercial negotiation | Examples and study cases | 2 ore |
| Combined trading operations. | Examples and study cases | 2 ore |
| Special Trade Transactions | Examples and study cases | 2 ore |
| Payment methods in international economic exchanges. | Examples and study cases | 2 ore |
| Leasing transactions. Transactions to stock market | Examples and study cases | 2 ore |
| Transactions through international auctions. | Examples and study cases | 2 ore |

References

1. Achim M., Hada T., Iuga I., Politici actuale de finantare a afacerilor, Editura Aeternitas, Aba Iulia, 2011
2. Mariana Baicu, Managementul afacerilor economice internationale. Negocomunicatia si derularea unei operatiuni de comert international, Editura: Fundatia Romania de Maine, 2007
3. Aurel Burciu, Tranzactii comerciale internationale, Editura: Polirom, 2010
4. Gheorghe Caraiani, Tranzactii internationale. E-business si tipuri de contracte – curs, Editura: CH Beck, 2008
5. Gheorghe Caraiani, Valeriu Potecea, Cristina Neagoe, Practici de offset in afacerile internationale, Editura: Universitara, 2009
6. Dinu Ana-Maria , Ovidiu-Adrian Rujan, Tranzactii economice internationale, Editura: Editura Pro Universitaria, 2012
7. Mihai-Liviu Man, Tranzactii internationale, Editura: Eftimie Murgu, 2009
8. Dragos-Gabriel Mecu, Evolutia tranzactiilor comerciale internationale si a investitiilor in contextul globalizarii economiei mondiale, Editura: Alfa, 2012
9. Dan Octav Paxino, Politica valutara si managementul riscurilor in tranzactiile internationale, Editura: Economica

Corroborating the contents of the discipline with the expectations of epistemic community representatives, professional associations and representative employers in the field of the program

The content of the discipline is adapted to the needs and importance of international transactions at the companies level. The course contributes to the training of future specialists in the field of international trade and international trade negotiations. Assimilated knowledge and the skills acquired in this course will offer masters the opportunity to identify the real economic problems that they can solve by using methods and tools of scientific investigation.

Evaluation type

| Activity type | 10.1 Evaluation criteria | 10.2 Evaluation methods | 10.3 Percent in the final grade |
|---|---|---------------------------------|---------------------------------|
| 10.4 Course | - <i>Solving the exam requirements</i> | <i>Final exam</i> | 60% |
| 10.5 Seminar | - <i>Finishing the practical activities</i> | <i>Participation in debates</i> | 40% |
| | - <i>Scientific content of the papers</i> | | |
| | - <i>Involvement in classes topic</i> | | |
| 10.6 Minimum performance standard: | | | |
| Demonstrating the competences: 5 <i>Scientific documentation on the international business firm organization and / or the preparation and support of a scientific paper.</i> | | | |

Date:
5.09.2019

Signature of course coordinator:
Conf.univ.dr. Iuga Iulia Cristina

Signature of seminar coordinator:
Conf.univ.dr. Iuga Iulia Cristina

Date for Department approval:
10.09.2019

Signature of the Head of Department:
Conf.univ.dr. Gavrilă-Paven Ionela