

**MINISTRY OF 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 **2023/2024**

The study program Business Administration was recorded in the National Register of Qualifications in Higher Education (RNCIS) with the following codes: 242102 Specialist Process Improvement, 242104 Responsible Process, 242110 Specialist in Planning, Control and Reporting of Economic Performance.

**General objectivess:**

- 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.

**Specific objectives:**

- a. In the field of didactic activity:



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- a) the transfer to the students of the specialized knowledge, specific to the domains concerned, the deepening and completing of the previously acquired knowledge necessary to obtain an adequate degree of qualification so that the graduates are also able to act in decision-making positions;
  - b) Skills and Skills Training, enabling graduates to apply knowledge and professional activities in the field of business administration;
  - c) individual training, professional and transversal skills specific to the field of business administration, acquiring fundamental specialized knowledge in an operational system that will provide the students with professional competence;
  - d) training students for teamwork.
- b. In the field of research activity:
- a) provide an optimal framework for study and research for students by offering high-quality academic courses and papers, as well as a rich material and documentation base;
  - b) attracting students to research programs specific to business administration;
  - c) capitalizing the results of the research of the students and the teachers involved, by publishing them in specialized journals and participating in scientific events;
  - d) valorisation of the research results in the socio-economic context and development of their applicative character.
- c. In the field of continuous training: attracting in the educational process practitioners with recognized competence and experience.

**General skills:**

1. knowledge, understanding and use of concepts, theories, principles and methods of investigation and prospecting specific to the economy;
2. Explaining and interpreting the ideas, processes, phenomena, states and trends specific to micro- and macroeconomic activity in contexts specific to the knowledge-based society;
3. collecting, analyzing and interpreting quantitative and qualitative data and information relating to a defined problem;
4. analyzing states and situations and assuming responsibilities to solve problems, communicate and demonstrate the results of their own activities;
5. the ability to work independently or in a team to solve problems in defined professional contexts;
6. the use of modern computer technology for paperwork, information processing and accessing of activity-specific databases from different organizational structures;
7. verbal and written communication for professional purposes in at least one international language of instruction.

**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.

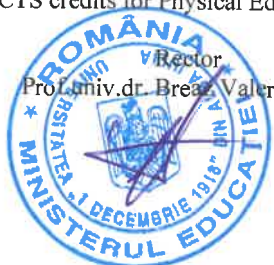
## I. REQUIREMENTS FOR GETTING THE BACHELOR DEGREE

1. Number of ECTS credits for compulsory courses: 171 and 6<sup>1</sup> 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 specialty 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	2	1	12
II	14	14	3	3	2	2	1	12
III	14	14	3	3	1	2	1	-
TOTAL	42	42	9	9	5	6	3	24

<sup>1</sup> 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	9	1	-	20	10	10	-	4	24
II	12	8	1	-	21	14	8	2	6	30
III	12	10	2	-	24	12	8	-	4	24
<b>TOTAL</b>	<b>34</b>	<b>31</b>		<b>-</b>	<b>65</b>	<b>36</b>			<b>42</b>	<b>78</b>

### IV. ELECTIVE COURSES

No.	Courses from the elective package <sup>2</sup>	Year	Semester	No. of ECTS credits	Credit weight
1	BA 216.1, BA 216.2, BA 216.3, BA 216.4	II	Winter semester	4	2%
2	BA 229.1, BA 229.2	II	Summer semester	3	2%
3	BA 317.1, BA 317.2, BA 317.3	II	Winter semester	5	2%
4	BA 327.1, BA 327.2	III	Summer semester	4	2%
Average credit score					8%

### V. Bachelor's Degree Examination

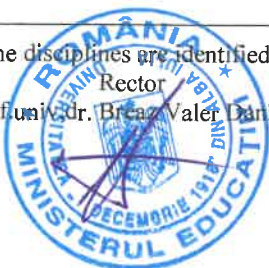
1. Drawing up the bachelor's thesis: semester 6
2. Bachelor's thesis refinement: 2 weeks in semester 6
3. Bachelor's thesis defence: June – July
4. Bachelor's degree examination: 10 credits

<sup>2</sup> The disciplines are identified by discipline's codes

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## VI. THE STRUCTURE OF THE EDUCATION PLAN

### YEAR I, WINTER SEMESTER, Academic year 2023-2024

No.	Subject Code	Course	Type of course <sup>3</sup>	Number of hours for learning activities										Modes of assessment <sup>4</sup>	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 no. 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
<b>WINTER SEMESTER</b>															
<b>I. COMPULSORY COURSES</b>															
<b>I.1. FUNDAMENTAL COURSES</b>															
01	BA 111	Microeconomics	DF	2	1	-	-	3	42	62	21	83	125	E	5
02	BA 112	Mathematics Applied to Economics	DF	2	2	-	-	4	56	70	24	94	150	E	6
03	BA 113	Business Law	DF	2	-	-	-	2	28	54	18	72	100	E	4
04	BA 114	Accounting	DF	2	1	-	-	3	42	62	21	83	125	E	5
05	BA 115	Informatics	DF	1	-	1	-	2	28	54	18	72	100	C	4
06	BA 116	Psychology	DF	1	1	-	-	2	28	32	15	47	75	Vp	3
07	BA 117.1	Foreign Language – English	DF	-	2	-	-	2	28	32	15	47	75	Vp	3
	BA 117.2	Foreign Language – French													
	BA 117.3	Foreign Language – German													
<b>TOTAL core courses</b>				<b>10</b>	<b>7</b>	<b>1</b>	<b>-</b>	<b>18</b>	<b>252</b>	<b>366</b>	<b>132</b>	<b>498</b>	<b>750</b>	<b>4E+1C+2Vs</b>	<b>30</b>
<b>I.2. COMPLEMENTARY COURSES</b>															
08	BA 118	Physical Education	DC	-	2	-	-	2	28	47	-	47	75	C*	3* <sup>5</sup>
<b>TOTAL complementary courses</b>				<b>-</b>	<b>2</b>	<b>-</b>	<b>-</b>	<b>2</b>	<b>28</b>	<b>47</b>	<b>-</b>	<b>47</b>	<b>75</b>	<b>1C*</b>	<b>3*</b>
<b>Compulsory study programme – total</b>				<b>10</b>	<b>9</b>	<b>1</b>	<b>-</b>	<b>20</b>	<b>280</b>	<b>413</b>	<b>132</b>	<b>545</b>	<b>825</b>	<b>4E+1C+2Vs+1C*</b>	<b>30+3*</b>

<sup>3</sup> Type of disciplines: F – fundamental, S – specialty, C – complementary, DDOI – discipline available according to institution's option, DO – optional

<sup>4</sup> Modes of assessment: E – exam, C – colloquium, Vp – Verification during the semester. For Physical Education discipline the grades that will be awarded will be: A / R (Admitted / Rejected)

<sup>5</sup> The number of credits awarded for the subject Physical Education is not considered for the total number of credits for the compulsory subjects.

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**YEAR I, SUMMER SEMESTER, Academic year 2023-2024**

No.	Subject code	Course	Type of course <sup>6</sup>	Number of hours for learning activities										Modes of assessment <sup>7</sup>	Number of ECTS credits
				Joint activities						Individual/Independent activities					
				Forms of didactic activity				Total per week	Total per semester	During the semester			Total number of hours per semester		
				Course	Seminar	Lab	Practical Training			Examination session	Total per semester				
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
<b>SUMMER SEMESTER</b>															
<b>I. COMPULSORY COURSES</b>															
<b>I.1. FUNDAMENTAL COURSES</b>															
01	BA 121	Management	DF	2	1	-	-	3	42	43	40	83	125	C	5
02	BA 122	Statistics	DF	2	1	-	-	3	42	43	40	83	125	E	5
03	BA 123	Macroeconomics	DF	2	1	-	-	3	42	43	40	83	125	E	5
04	BA 124	Marketing	DF	2	1	-	-	3	42	43	40	83	125	E	5
05	BA 125.1	Foreign Language – English	DF	-	2	-	-	2	28	32	15	47	75	Vp	3
	BA 125.2	Foreign Language – French													
	BA 125.3	Foreign Language – German													
<b>TOTAL core courses</b>				<b>8</b>	<b>6</b>	<b>-</b>	<b>-</b>	<b>14</b>	<b>196</b>	<b>204</b>	<b>175</b>	<b>379</b>	<b>575</b>	<b>3E+1C+1Vp</b>	<b>23</b>
<b>I.2. DOMAIN COURSES</b>															
06	BA 126	Practical training I (4X14=56) <sup>6</sup>	DD	-	-	-	4	4	56	19	-	19	75	C	3
07	BA 127	Business Communication and Public Relations	DD	2	2	-	-	4	56	24	20	44	100	E	4
<b>TOTAL courses in the field of study</b>				<b>2</b>	<b>2</b>	<b>-</b>	<b>4</b>	<b>8</b>	<b>112</b>	<b>43</b>	<b>20</b>	<b>63</b>	<b>175</b>	<b>1E+1C*</b>	<b>7</b>
<b>I.4. COMPLEMENTARY COURSES</b>															
08	BA 128	Physical Education	DC	-	2	-	-	2	28	47	-	47	75	C*	3 <sup>*8</sup>
<b>TOTAL additional courses</b>				<b>-</b>	<b>2</b>	<b>-</b>	<b>-</b>	<b>2</b>	<b>28</b>	<b>47</b>	<b>-</b>	<b>47</b>	<b>75</b>	<b>1C*</b>	<b>3</b>
<b>Compulsory study programme – total</b>				<b>10</b>	<b>10</b>	<b>-</b>	<b>4</b>	<b>24</b>	<b>336</b>	<b>294</b>	<b>195</b>	<b>489</b>	<b>825</b>	<b>4E+2C+1Vp+1C*</b>	<b>30+3*</b>

<sup>6</sup> Type of disciplines: F – fundamental, S – specialty, C – complementary, DDOI – discipline available according to institution's option

<sup>7</sup> Modes of assessment: E – exam, C – colloquium, Vp – Verification during the semester. For Physical Education discipline the grades that will be awarded will be: A / R (Admitted / Rejected)

<sup>8</sup> The number of credits awarded for the subject Physical Education is not considered for the total number of credits for the compulsory subjects.

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**YEAR II, WINTER SEMESTER, Academic year 2024 – 2025**

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
<b>WINTER SEMESTER</b>															
<b>I. COMPULSORY COURSES</b>															
<b>I.1. FUNDAMENTAL COURSES</b>															
01	BA 211	Finance	DF	2	1	-	-	3	42	62	21	83	125	E	5
<b>TOTAL core courses</b>				<b>2</b>	<b>1</b>	<b>-</b>	<b>-</b>	<b>3</b>	<b>42</b>	<b>62</b>	<b>21</b>	<b>83</b>	<b>125</b>	<b>E</b>	<b>5</b>
<b>I.2. COURSES IN THE DOMAIN</b>															
02	BA 212	Marketing Research	DD	2	2	-	-	4	56	39	30	69	125	E	5
03	BA 213	Business Negotiation Techniques	DD	2	1	-	-	3	42	34	24	58	100	E	4
04	BA 214	Banks and Banking Operations	DD	2	1	-	-	3	42	55	28	83	125	E	5
<b>TOTAL courses in the domain</b>				<b>6</b>	<b>4</b>			<b>10</b>	<b>140</b>	<b>128</b>	<b>82</b>	<b>210</b>	<b>350</b>	<b>4E</b>	<b>14</b>
<b>I.3. COMPLEMENTARY COURSES</b>															
05	BA 215.1	Foreign Language – English	DC	-	2	-	-	2	28	31	16	47	75	C	3
	BA 215.2	Foreign Language – French		-	2	-	-	2	28	31	16	47	75	C	3
	BA 215.3	Foreign Language – German		-	2	-	-	2	28	31	16	47	75	C	3
<b>TOTAL complementary courses</b>				<b>-</b>	<b>2</b>	<b>-</b>	<b>-</b>	<b>2</b>	<b>28</b>	<b>31</b>	<b>16</b>	<b>47</b>	<b>75</b>	<b>1C</b>	<b>3</b>
<b>II. ELECTIVE COURSES (DOMAIN)</b>															
06	BA 216.1	Organizational Culture	DD	2	1	-	-	3	42	38	20	58	100	E	4
	BA 216.2	Ethics and Academic Integrity		2	1	-	-	3	42	38	20	58	100	E	4
	BA 216.3	Quality Management		2	1	-	-	3	42	38	20	58	100	E	4
	BA 216.4	Digital Marketing		2	1	-	-	3	42	38	20	58	100	E	4
<b>TOTAL elective courses</b>				<b>2</b>	<b>1</b>	<b>-</b>	<b>-</b>	<b>3</b>	<b>42</b>	<b>38</b>	<b>20</b>	<b>58</b>	<b>100</b>	<b>1E</b>	<b>4</b>
<b>II. OPTIONAL COURSES FOR INSTITUTION</b>															
07	BA 217	Fundamentals of Commodities	DR	2	-	1	-	3	42	34	24	58	100	Vs	4
<b>TOTAL optional courses in institution</b>				<b>2</b>	<b>-</b>	<b>1</b>	<b>-</b>	<b>3</b>	<b>42</b>	<b>34</b>	<b>24</b>	<b>58</b>	<b>125</b>	<b>1Vs</b>	<b>4</b>
<b>Compulsory study programme – total</b>				<b>12</b>	<b>8</b>	<b>1</b>		<b>21</b>	<b>294</b>	<b>293</b>	<b>163</b>	<b>456</b>	<b>750</b>	<b>5E+1C+1Vp</b>	<b>30</b>
<b>IV. Optional courses</b>															
08	BA 218.1	Correspondence in Foreign Language	DO	2	1	-	-	3	42	18	15	33	75	Vp	3
	BA 218.2	Sustainable Development and Social Economy	DO	2	1	-	-	3	42	18	15	33	75	Vp	3
	BA 218.3	Physical Education	DO	-	2	-	-	2	28	47	-	47	75	C	3
<b>TOTAL optional courses</b>				<b>4</b>	<b>5</b>	<b>-</b>	<b>-</b>	<b>8</b>	<b>112</b>	<b>83</b>	<b>30</b>	<b>113</b>	<b>225</b>	<b>2Vp+1C</b>	<b>9</b>



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**YEAR II, SUMMER SEMESTER, Academic year 2024-2025**

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
<b>SUMMER SEMESTER</b>															
<b>I. COMPULSORY COURSES</b>															
<b>I.1. COURSES IN THE DOMAIN</b>															
01	BA 221	Insurance and Reinsurance	DD	2	1	-	-	3	42	17	16	33	75	E	3
02	BA 222	Managerial Accounting	DD	2	1	-	-	3	42	17	16	33	75	E	3
03	BA 223	Investment's Evaluation and Financing	DD	2	1	-	-	3	42	17	16	33	75	E	3
04	BA 224	Entrepreneurship	DD	2	1	-	-	3	42	30	28	58	100	E	4
05	BA 225	Practical Training II	DD	-	-	-	6	6	84	-	-	-	75	C	3
<b>TOTAL courses in the field</b>				<b>8</b>	<b>4</b>		<b>6</b>	<b>18</b>	<b>252</b>	<b>81</b>	<b>76</b>	<b>157</b>	<b>400</b>	<b>4E+1C</b>	<b>16</b>
<b>I.2. COMPLEMENTARY COURSES</b>															
06	BA 226.1	Foreign Language – English	DC	-	2	-	-	2	28	32	15	47	75	Vp	3
	BA 226.2	Foreign Language – French		-	2	-	-	2	28	32	15	47	75	Vp	3
	BA 226.3	Foreign Language – German		-	2	-	-	2	28	32	15	47	75	Vp	3
<b>TOTAL complementary courses</b>				<b>-</b>	<b>2</b>	<b>-</b>	<b>-</b>	<b>2</b>	<b>28</b>	<b>32</b>	<b>15</b>	<b>47</b>	<b>75</b>	<b>1Vp</b>	<b>3</b>
<b>I.3. FUNDAMENTAL COURSES</b>															
07	BA 227	European Economy	DF	2	1	-	-	3	42	30	26	58	100	E	4
<b>TOTAL fundamental courses</b>				<b>2</b>	<b>1</b>	<b>-</b>	<b>-</b>	<b>3</b>	<b>42</b>	<b>30</b>	<b>26</b>	<b>58</b>	<b>100</b>	<b>1E</b>	<b>4</b>
<b>II.1 COURSES FOR INSTITUTION OPTION</b>															
08	BA 228	Services Marketing	DDOI	2	1	-	-	3	42	30	28	58	100	E	4
<b>II.2 OPTIONAL COURSES FOR INSTITUTION OPTION</b>															
09	BA 229.1	Food and Non-food Commodity Science and Consumer Safety	DDOI	2	-	2	-	4	56	10	9	19	75	Vp	3
	BA 229.2	Systematics, quality, and food safety		2	-	2	-	4	56	10	9	19	75	Vp	3
<b>TOTAL optional courses for institution</b>				<b>4</b>	<b>1</b>	<b>2</b>	<b>-</b>	<b>7</b>	<b>98</b>	<b>40</b>	<b>37</b>	<b>77</b>	<b>175</b>	<b>1E+1Vs</b>	<b>7</b>
<b>Compulsory study programme - total</b>				<b>14</b>	<b>8</b>	<b>2</b>	<b>6</b>	<b>30</b>	<b>420</b>	<b>183</b>	<b>156</b>	<b>339</b>	<b>750+50*</b>	<b>6E+1C+2Vs</b>	<b>30</b>
<b>III. Optional courses</b>															
10	BA 220	Physical Education	DO	-	2	-	-	2	28	47	-	47	75*	C*	3*
<b>TOTAL optional courses</b>				<b>-</b>	<b>2</b>	<b>-</b>	<b>-</b>	<b>2</b>	<b>28</b>	<b>47</b>	<b>-</b>	<b>47</b>	<b>75*</b>	<b>C*</b>	<b>3*</b>

  
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**YEAR III, WINTER SEMESTER, Academic year 2025 – 2026**

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
<b>WINTER SEMESTER</b>															
<b>I. COMPULSORY COURSES</b>															
<b>I.1. COURSES IN THE DOMAIN</b>															
01	BA 311	Consumer behaviour	DD	2	2	-	-	4	56	41	28	69	100	E	4
02	BA 312	Economic and Financial Analysis	DD	2	1	-	-	3	42	59	24	83	100	E	4
03	BA 313	Management Information Systems	DD	-	-	2	-	2	28	36	36	72	100	C	4
04	BA 314	Audit	DD	2	2	-	-	4	56	22	22	44	100	E	4
05	BA 315	Business Simulations	DD	2	1	-	-	3	42	30	28	58	100	E	4
<b>TOTAL courses in the domain</b>				<b>8</b>	<b>6</b>	<b>2</b>	<b>-</b>	<b>16</b>	<b>224</b>	<b>140</b>	<b>136</b>	<b>276</b>	<b>500</b>	<b>4E+1C</b>	<b>20</b>
<b>II. OPTIONAL COURSES FOR INSTITUTION</b>															
06	BA 316	International Commodity Exchange	DDOI	2	2	-	-	4	56	48	21	69	125	C	5
<b>TOTAL option courses available in institution</b>				<b>2</b>	<b>2</b>	<b>-</b>	<b>-</b>	<b>4</b>	<b>56</b>	<b>48</b>	<b>21</b>	<b>69</b>	<b>125</b>	<b>1C</b>	<b>5</b>
<b>III. ELECTIVE COURSES (DOMAIN)</b>															
07	BA 317.1	Business Initiation	DO	2	2	-	-	4	56	48	21	69	125	E	5
	BA 317.2	Risk Economics													
	BA 317.3	Strategic Management													
<b>TOTAL elective courses</b>				<b>2</b>	<b>2</b>	<b>-</b>	<b>-</b>	<b>4</b>	<b>56</b>	<b>48</b>	<b>21</b>	<b>69</b>	<b>125</b>	<b>1E</b>	<b>5</b>
<b>Compulsory study programme - total</b>				<b>12</b>	<b>10</b>	<b>2</b>	<b>-</b>	<b>24</b>	<b>336</b>	<b>236</b>	<b>178</b>	<b>414</b>	<b>750</b>	<b>5E+2C</b>	<b>30</b>



Rector  
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*[Signature]*

**YEAR III, SUMMER SEMESTER, Academic year 2025 – 2026**

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
<b>SUMMER SEMESTER</b>															
<b>I. COMPULSORY COURSES</b>															
<b>I.1. COURSES IN THE DOMAIN AND SPECIALTY</b>															
01	BA 321	Business Ethics	DD	2	1	-	-	3	42	18	15	33	75	E	3
02	BA 322	Human Resources Management	DD	2	1	-	-	3	42	18	15	33	75	E	3
03	BA 323	International Marketing	DD	2	2	-	-	4	56	26	18	44	100	E	4
04	BA 324	Price and Competition	DD	2	1	-	-	3	42	18	15	33	75	C	3
05	BA 325	Commercial Transactions and Techniques	DD	2	1	-	-	3	42	18	15	33	75	E	3
06	BA 326	Methodology for elaborating bachelor's thesis	DD	-	-	-	4	4	56	194	-	194	250	C	10
<b>TOTAL compulsory courses</b>				<b>10</b>	<b>6</b>		<b>4</b>	<b>20</b>	<b>280</b>	<b>292</b>	<b>78</b>	<b>370</b>	<b>650</b>	<b>4E+2C</b>	<b>26</b>
<b>I.2. OPTIONAL / DOMAIN COURSES</b>															
07	BA 327.1	European Business Environment	DO	2	2	-	-	4	56	26	18	44	100	E	4
	BA 327.2	Investment Strategies for Businesses													
<b>TOTAL optional courses</b>				<b>2</b>	<b>2</b>	<b>-</b>	<b>-</b>	<b>4</b>	<b>56</b>	<b>26</b>	<b>18</b>	<b>44</b>	<b>100</b>	<b>1E</b>	<b>4</b>
<b>Compulsory study programme - total</b>				<b>12</b>	<b>8</b>	<b>-</b>	<b>4</b>	<b>24</b>	<b>336</b>	<b>318</b>	<b>96</b>	<b>414</b>	<b>750</b>	<b>5E+2C</b>	<b>30</b>



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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 =423	-	-	532	27%	25-30%
Domain courses	-	8x14 = 112	13x14 = 182	18x14 = 252	20x14 = 280	24x14 =336	1162	58%	60-70%
From which total number of hours allocated for Methodology for bachelor's thesis						4x14=56		5%	
Complementary courses	2x14= 28	2x14= 28	2 x14 = 28	2x14= 28	-	-	112	5%	5-10%
Optional courses for institution	-	-	3x14 = 42	7x14 = 98	4x14 = 56	-	196	10%	Under 15%
Total number of hours							2002	100,00%	

### VIII. The structure of the number of hours for didactic activities according to the type of course imposed with a view to ensuring the training

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	24x14 = 336	18x14 = 252	26x14= 364	20x14 = 280	20x14 = 280	1792	89,51%
Elective courses EC	-	-	3x14 = 42	4x14 = 56	4x14 = 56	4x14 = 56	210	10,49%
Total - compulsory and elective courses	280	336	294	420	336	336	2002	100%

### 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	24	-	24x14=336
II	1	14	21	-	21x14=294
II	2	14	30	-	30x14=420
III	1	14	24	-	24x14=336
III	2	14	24	56	24x14=336
<b>Total</b>			<b>Average=143/6 =23,83</b>	56	<b>2002</b>



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**PLAN DE ÎNVĂȚĂMÂNT**  
**al DEPARTAMENTULUI PENTRU PREGĂTIREA PERSONALULUI DIDACTIC**  
**pentru programul de studii psihopedagogice de 30 de credite**  
**Nivelul I (inițial) de certificare pentru profesia didactică**  
**- monospecializare -**

Valabil începând cu anul universitar **2023-2024**

Cod disciplină	Discipline de învățământ	Perioada de studiu a disciplinei			Număr de ore pe săptămână		Total ore			Forme de evaluare	Număr de credite
		Anul	Semestrul	Număr de săptămâni	C	A	C	A	Total		
0	1	2	3	4	5	6	7	8	9	10	11
<b>Curriculum-nucleu</b>											
<b>Discipline de pregătire psihopedagogică fundamentală (obligatorii)</b>											
MP1 1101	Psihologia educației	I	1	14	2	2	28	28	56	E	5
MP1 1202	Pedagogie I: - Fundamentele pedagogiei - Teoria și metodologia curriculum-ului	I	2	14	2	2	28	28	56	E	5
MP1 2303	Pedagogie II: - Teoria și metodologia instruirii - Teoria și metodologia evaluării	II	3	14	2	2	28	28	56	E	5
MP1 3607	Managementul clasei de elevi	III	6	14	1	1	14	14	28	E	3
<b>Discipline de pregătire didactică și practică de specialitate (obligatorii)</b>											
MP1 2404	Didactica specializării - Administrarea afacerilor	II	4	14	2	2	28	28	56	E	5
MP1 3505	Înstruire asistată de calculator	III	5	14	1	1	14	14	28	C	2
MP1 3506	Practică pedagogică de specialitate în învățământul preuniversitar (I) - Administrarea afacerilor	III	5	14	-	3	-	42	42	C	3
MP1 3608	Practică pedagogică de specialitate în învățământul preuniversitar (II) - Administrarea afacerilor	III	6	12	-	3	-	36	36	C	2
<b>TOTAL - Nivelul I</b>											
		-	-	-	-	-	<b>140</b>	<b>218</b>	<b>358</b>	<b>5E+3C</b>	<b>30</b>
	<b>Examen de absolvire: Nivelul I</b>	III	6	2	-	-	-	-	-	E	5

**Precizări:**

1. Numărul de săptămâni și, respectiv, numărul de ore pentru practica pedagogică de specialitate rezultă din faptul că, potrivit standardelor actuale, ultimul semestru al studiilor universitare este de 10-12 săptămâni.
2. Perioada de 2 săptămâni pentru examenul de absolvire este alocată pentru finalizarea portofoliului didactic.
3. Se aplică și în cazul studiilor universitare de licență cu durata 4/5/6 ani.
4. C = Cursuri, A = Activități aplicative (seminarii, laboratoare, practică).
5. Planul de învățământ este aprobat prin OME nr. 4.139 / 29.06.2022, Tabelul nr. 2a din Anexa 2.

DECAN,  
 CONF. UNIV. DR. BĂRBULEȚ GABRIEL DAN

DIRECTOR DE DEPARTAMENT,  
 CONF. UNIV. DR. TODOR IOANA CRISTINA