

SYLLABUS
Academic Year 2025-2026
Study year III / 1st Semester

1. Information about the study program

1.1. University	"1 Decembrie 1918" University
1.2. Faculty	Faculty of Economics
1.3. Department	Business Administration and Marketing
1.4. Field of Study	Business Administration
1.5. Cycle of Study	Bachelor
1.6. Academic Program/ Qualifications	Business Administration/ 242102 Process improvement specialist, 242104 Process manager, 242110 Economic performance planning, control and reporting specialist

2. Information about the course

2.1. Course	Business Simulations		2.2. Code	BA 315			
2.3. Course holder	Conf. univ. dr. Breaz Teodora Odett						
2.4. Seminar holder	Lect. univ. drd. Ciolomic Ioana Andreea						
2.5. Academic Year	III	2.6. Semester	I	2.7. Type of Assessment (E/C/VP)	E	2.8. Type of module (OB - core module, OP - elective module, F - extracurricular module)	OB

3. Total estimated time (Teaching hours per semester)

3.1. Weekly number of hours	3	3.2. of which for course	2	3.3. of which for seminar/ laboratory	1
3.4. Total number of hours in the curriculum	42	3.5. of which for course	28	3.6. of which for seminar/ laboratory	14
Time distribution:					Hours
Study by using handbook, reader, bibliography, and course notes					25
Additional library/specialized online research, field research					6
Preparation of seminars/laboratories, homework, projects, portfolios and essays					25
Tutoring					-
Examinations					2
Other activities					-

3.7 Total number of hours for individual study	58
3.8 Total number of hours per semester	100
3.9 Number of ETCS credit points	4

4. Prerequisites (where applicable)

4.1. of Curriculum	-
4.2. of Competencies	At least a B1 level according to the European Framework of Reference for Languages

5. Conditions (where applicable)

5.1. For the development of the course	Room equipped with video projector/whiteboard, laptops, Business Game Kalypso website.
5.2. For the development of the seminar/laboratory	Room equipped with video projector/whiteboard, laptops, Business Game Kalypso website.

6. Specific skills acquired

Professional skills	<p>C1. Knowledge and understanding of the fundamental concepts, theories, and methods in the field and specialty area; adequate use in professional communication;</p> <p>C2. Use of the fundamental knowledge in order to explain and interpret various types of concepts, situations, processes, projects, etc. associated with the field;</p> <p>C3. Application of fundamental problem-solving methods and principles for well-defined, typical situations in the field, with qualified assistance;</p> <p>C5. The development of professional projects using fundamental principles and methods in the field.</p>
Interdisciplinary skills	-

7. Course objectives (based on the list of acquired skills)

7.1 General objective	<i>The main objective of the course is to familiarize students with practical concepts of business development and decision-making in various real situations based on the Kalypso educational software..</i>
7.2 Specific objectives	<p>Understanding the Kalypso educational software, the basic methods of business development, and their appropriate use in business. Using fundamental knowledge to explain and interpret various types of concepts, situations, and processes. Applying basic principles and methods to solve well-defined, typical problems or situations in a business game. Understanding entrepreneurial attributes. Building self-confidence to run a business. Developing an individual business plan.</p>

8. Contents

8.1 Course	Teaching methods	Observations
1. THE BUSINESS. TYPES OF COMMERCIAL COMPANIES	Lecture, discussion, explanation	2 hours
2. BUSINESS ORGANIZATION. THE FUNCTIONS OF THE COMPANY	Lecture, discussion, explanation	2 hours
3. BUSINESS PLAN – A WORKING TOOL	Lecture, discussion, explanation	2 hours
4. BUSINESS PLAN – The structure and the basic steps in developing a business plan	Lecture, discussion, explanation	2 hours
5. FINANCING OPTIONS FOR A BUSINESS	Lecture, discussion, explanation	2 hours
6. HUMAN RESOURCE MANAGEMENT – Planning and organizing	Lecture, discussion, explanation	2 hours
7. HUMAN RESOURCE MANAGEMENT – The recruiting and selection process	Lecture, discussion, explanation	2 hours

8. BUSINESS SIMULATION - SIMULATION SOFTWARE Kalypso General presentation	Lecture, discussion, explanation, simulation software Kalypso	2 hours
9. GOODS AND SERVICE MANAGEMENT	Lecture, discussion, explanation, simulation software Kalypso	2 hours
10. FORECASTING SALES AND MARKETING STRATEGY	Lecture, discussion, explanation, simulation software Kalypso	2 hours
11. FINANCIAL PLAN – The structure of incomes and expenses	Lecture, discussion, explanation, simulation software Kalypso	2 hours
12. FINANCIAL PLAN – Analyzing the financial situation of the company	Lecture, discussion, explanation, simulation software Kalypso	2 hours
13. BUSINESS RISKS	Lecture, discussion, explanation, simulation software Kalypso	2 hours
14. IDENTIFY OPPORTUNITIES FOR FUTURE ACTIONS	Lecture, discussion, explanation, simulation software Kalypso	2 hours

Bibliography:

1. Dobre, I., Mustață, F., *Simularea proceselor economice*. Editura INFOREC, București, 1996
2. Dodescu, G., Odăgescu, I., Scheianu, S., Năstase, P., *Simularea sistemelor*. Editura Militară, București, 1986
3. Filip, F. G., *Decizie asistată de calculator: decizii, decidenți, metode și instrumente de bază*. Editura Tehnică și Editura Expert, 2002
4. Fishman, S. G., *Monte Carlo: concepts, algorithms, and applications*. Springer-Verlag New York Berlin Heidelberg, 1997
5. Luban, F., *Modelarea și simularea proceselor economice în transporturi*, Note de curs. Centrul Editorial ASE, București, 1997
6. Moeschin, O., Grycko, E., Pohl, C., Steinert, F., *Experimental Stochastic*, Springer-Verlag, 1998
7. Moore, J.H., Weatherford, L.R., *Decision Modeling with Microsoft Excel*. 6th ed. Prentice-Hall, Inc., Upper Saddle River, NJ, 2001
8. Pastiu Carmen, *Simulari in afaceri* . Seria Didactica, 2017
10. Nicolescu, O., Plumb, I., Pricop, M., Vasilescu, I., Verboncu, I., (coordonatori), *Abordări moderne în managementul și economia organizației*. Editura Economică, București 2003
11. Nicolescu, O., Verboncu, I. - *Management*, Editura Economică, Bucuresti, 1995
12. Nicolescu, O - *Noutăți în managementul internațional*, Editura Tehnică, Bucuresti, 1999
13. Nicolescu, O., Verboncu, I. - *Management și eficiență*, Editura.
14. *LEGE nr. 222 din 14 iulie 2023 pentru modificarea și completarea Legii societăților nr. 31/1990, precum și a Legii nr. 265/2022 privind registrul comerțului și pentru modificarea și completarea altor acte normative cu incidență asupra înregistrării în registrul comerțului, publicată în MO nr. 667 din 20 iulie 2023.*
15. <http://kalypso.arkhe.com>

8.2 Seminar/Laboratory		
1. From an idea to the business	Debate, explanations	2 hours
2. The procurement process within companies. Case studies	Exercises, case studies	2 hours
3. Simulations regarding human resource management	Debate, explanations	2 hours
4. Goods and service management	Applications, Roleplaying	2 hours
5. Forecasting sales and marketing strategy	Applications, Roleplaying	2 hours

6. Financial Plan	Applications, Roleplaying	2 hours
7. Risks and opportunities	Applications, Roleplaying	2 hours
Bibliography: 1. Nicolescu, O., Plumb, I., Pricop, M., Vasilescu, I., Verboncu, I., (coordonatori), <i>Abordări moderne în managementul și economia organizației</i> . Editura Economică, București 2003 2. Nicolescu, O., Verboncu, I. - <i>Management</i> , Editura Economică, Bucuresti, 1995 3. Pastiu Carmen - <i>Simulari in afaceri</i> . Seria Didactica, 2017 4. http://kalypso.arkhe.com		

9. The correspondence between the content of the course and the expectations of the academic community, professional associations, and representative employers in the field:

The course content is developed considering the business environment's requirements. The requirements were identified after participating in certain meetings with the business environment experts, CEAC board members for academic studies of the Faculty of Economic Sciences.

The content of the discipline is harmonized with the current legislative framework and can contribute to the training of business specialists. For students who continue their studies in a master's program in the field of business administration, the discipline can represent a starting point for deepening the field and elaborating projects at a high scientific level.

The pragmatic character of the discipline, resulting from the operationalization of the main activities specific to private investments, agrees with the requirements of the contemporary economic-financial community.

10. Evaluation

Type of activity	10.1 Assessment criteria	10.2 Assessment methods	10.3 Weight in the final grade
10.4 Course	Final evaluation	Written exam	70%
10.5 Seminar/laboratory	The correctness and completeness of the project; The scientific content of the project; Involvement in the activities carried out at the seminar;	Seminary activities portfolio: - Active Engagement - Project Presentation	30% 5% 25%

10.6 Minimum standard of performance

- have a complete portfolio of practical works from seminar/laboratory
- to know how to complete a payment instrument
- to know how to calculate the interest rate on a bank loan
- to know how to analyze banking risks

Student's participation in the written exam is conditioned by:

1. attendance at the seminar/laboratory in a proportion of at least 80%
2. minimum 70% class attendance

Students absent from the seminars have the opportunity to make up the seminars by supporting additional topics established by the teacher.

Understanding the concepts within the Kalypso educational software, a business game focused on managing a company.

Using basic knowledge to explain and interpret various types of concepts, situations, processes, and projects.

Applying fundamental principles and methods to solve well-defined, domain-specific problems or situations.

Developing professional projects using established principles and methods in the business field.

Submission date

Course leader signature
Associate Professor dr. Breaz Teodora Odett

Seminar tutor signature
Assistant drd. Ciolomic Ioana

Date of departmental approval

Head of department signature
Associate Professor dr. Maican Silvia Ștefania