CURRICULUM

I. OVERVIEW

Study programme: BUSINESS ADMINISTRATION

Domain: **ECONOMICS**

Field of study: BUSINESS ADMINISTRATION

Master's Degree: **Master's in business administration** Length of study: **2 years (4 semesters), 120 credits**

Type of study: Full-time programme Completion of studies: Dissertation exam

Qualifications/opportunities1:

Cod COR/ ISCO-8: 2422 Specialists in the field of administrative policies 242213 Expert accessing European structural and cohesion funds

242217 Expert in Business Information 242222 Business Information Analyst 242232 Sustainable Development Expert

Cod ESCO:

24 - Business and administration professionals

242 - Administration professionals

2421 - Management and organisation analysts

2421.1 – Business Analyst 2421.2 – Business Consultant

2422.2 - Community Development Officer

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;
- to carry out study programs 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 programs 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:

- Transmission to the master students of specialized knowledge, specific to the fields covered, deepening and completing the knowledge previously acquired, necessary to obtain a high degree of qualification, so that the graduates are also able to act in decision-making positions;
- Skills and skills training, enabling graduates to apply knowledge and professional business management activities;
- Individual training, general (knowledge, functional-action) and specialist skills according to the master's program, acquiring specialized knowledge in an operational system capable of providing mastering skills to professional skills;
- Creation of master students for teamwork.

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b. In the field of research activity:

- Ensure an optimal framework for study and research for master students by offering high-quality academic courses and papers, as well as a rich material and documentation base;

1 Occupations according to COR registered in RNCIS for the UAB study program.

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- Attracting master students in the research programs of the Department of Business Administration and Marketing, within the Faculty of Economic Sciences;
- To capitalize on the research results of the master students and the teachers involved, by publishing them in specialized journals and participating in scientific events;
- To capitalize the research results in the socio-economic context and to develop their applicative character.

c. In the field of continuous training:

- Attracting in the educational process practitioners with a recognized competence and experience.

Access to the master's cycle:

Available starting with the academic year: 2024/2025

II. COMPETENCES COVERED BY THE STUDY PROGRAMME

Competences/results of the study programme (ESCO):

R1/C1 Ensures project management. Manages and plans the various resources, such as human resources, budget, time, deliverables and quality required for a specific project, and monitors the progress of the project to achieve a specific objective within a specific time period and within a predetermined budget.

R2/C2 Finds solutions to problems. Solves problems that arise in relation to planning, setting priorities, organizing, directing/facilitating action and evaluating performance. It uses systematic processes of collecting, analyzing and synthesizing information to evaluate current practice and generate new understandings about practice.

R3/C3 Manages the implementation of government policy. Manages the implementation operations of new government policies or changes to existing policies at the national or regional level, as well as the staff involved in the implementation procedure.

R4/C4 Provides advice on economic development. Advises organizations and institutions on the factors and measures they can take that would promote and ensure economic stability and growth.

R5/C5 Collects financial data. It collects, organizes and combines financial data for their interpretation and analysis, in order to predict possible financial scenarios and the performance of an enterprise or a project.

R6/C6 Analyzes the legislation. Analyzes the existing legislation of a national or local administration to evaluate what improvements could be made and what elements of legislation could be proposed.

R7/C7 Proposes improvement strategies. Identifies the deep causes of the problems and presents proposals for effective and long-term solutions.

R8/C8 Becomes aware of the intercultural dimension. Shows sensitivity to cultural differences, taking measures to facilitate a positive interaction between international organizations, between groups or individuals coming from different cultures and promotes their integration within a community.

R9/C9 **Uses communication techniques**. Applies communication techniques that allow interlocutors to understand each other better and achieve correct communication in the transmission of messages.

R10/C10 Implements public procurement in the field of innovation. Develop innovation procurement strategies to stimulate demand-side innovation, considering future-oriented and alternative solutions that involve either purchasing the innovation process or purchasing the innovation results created by others. It takes into account the innovation objectives of the organization and related national policies, as well as the tools and techniques available through which they can be integrated into the public procurement process.

R11/C11 Adheres to the code of organizational ethics. Adheres to the specific European and regional organizational standards and to the code of ethics, understanding the reasons of the organization and the common agreements and applies this awareness.

R12/C12 Possess management skills. Proposes program priorities and strategies and has the ability to organize national and/or international meetings.

R13/C13 **Negotiates with stakeholders**. Negotiates to reach a compromise with the interested parties and makes efforts to reach the most advantageous agreements for the company. It may involve building relationships with suppliers and customers, as well as ensuring product profitability.

R14/C14 **Develops organizational policies**. Participates in the establishment of organizational policies covering aspects such as participant eligibility, program requirements and program benefits for service users.

R15/C15 **Performs data analysis**. Analyzes, transforms and models data to discover useful information and support the decision process.

R16/C16 Presents the results of the analyses. ElaborateS research documents or give presentations to report the results of an ongoing research and analysis project, indicating the analysis procedures and methods that led to the respective results, as well as possible interpretations of the results.

R17/C17 Uses dedicated software for data analysis. Uses dedicated software for data analysis, including statistics, spreadsheets and databases. Explore the possibilities to prepare reports to administrators, superiors or clients.

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R18/C18 **Applies organizational techniques**. Uses a set of organizational techniques and procedures that facilitate the achievement of established objectives, such as detailed planning of staff work schedules. Use these resources efficiently and sustainably and demonstrate flexibility when necessary.

R19/C19 Analyzes the progress made towards achieving the objective. Analyzes the steps that have been taken to achieve the organization's objectives in order to evaluate the progress made, the feasibility of the objectives and to ensure that the objectives can be achieved within the established deadlines.

R20/C20 Conducts market research. Collects, evaluates and represents target market and customer data to facilitate strategic development and feasibility studies. Identify market trends.

Transversal Competences (maximum 20%):

R21/CT1 **Demonstrates entrepreneurial spirit**. Develops, organizes and manages an own enterprise, identifying and pursuing opportunities and mobilizing resources, taking into account the perspective of profitability. Demonstrate a proactive attitude and determination to succeed in business

R22/CT2 Operates digital hardware equipment. Uses equipment such as monitor, mouse, keyboard, storage devices, printers and scanners, to perform operations such as connecting, starting, stopping, restarting, saving files and other operations.

R23/CT3 Performs calculations. Solves problems to achieve work-related goals.

III. REQUIREMENTS FOR OBTAINING THE MASTER'S DEGREE

Number of credits in compulsory subjects: 120 credits; Number of credits in fundamental subjects: 42 credits Number of credits in specialty subjects: 72 credits Number of credits in complementary subjects: 6 credits Number of credits in the dissertation exam: 10 credits

IV. STRUCTURE OF THE ACADEMIC YEARS (in number of weeks)

Years of	Teaching	activities		Exam	sessions		Vacations	
study	Sem. I	Sem. II	Winter	Summer	Outstanding exams	Winter	Intersemester	Summer
I	14	14	3	3	2	2	1	12
II	14	14	3	3	2	2	1	-
TOTAL	28	28	6	6	4	4	2	12

V. NUMBER OF HOURS PER WEEK (compulsory course)

Academic years		S	em	este	er I		S	em	este	r II
Academic years	С	S	L	PS	TOTAL	С	S	L	PS	TOTAL
I	8	8	-	-	16	8	8	-	-	16
II	8	4	-	6	18	9	5	-	4	18
TOTAL	16	12	-	6	34	17	13	-	4	34

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VI. PROMOTION CONDITIONS

			Νι	umbe	r of c	redits	to sul	bjects	
Academic years	Compulsory	Elective	Total	Domain	Specialty	Complement	Total	Optional compleme ntary	Mandatory uncredited
First Year	60	-	60	31	29	-	60	-	-
Second Year	60	-	60	21	49	-	60	-	-
TOTAL	120	-	120	42	78	-	120	-	•

VII. HOW TO CHOOSE OPTIONAL SUBJECTS³

No.	Disciplines ⁴ from the optional package	Year	Semester	No. credits	Credit quota
1					
2					
	Credit ave	rage			

VIII. DISSERTATION EXAM

Drawing up the dissertation paper: semesters III - IV Dissertation thesis refinement: semester IV, 2 weeks Dissertation thesis defence: July, September, February

Dissertation degree examination: 10 credits

The psycho-pedagogical module is an optional curricular offer, the curriculum of which is attached to the curriculum of the specialization

² The disciplines are designated by codes.
³ The disciplines are designated by codes.

⁴ The disciplines are designated by codes.

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IX. STRUCTURE OF THE EDUCATION PLAN⁵

1/. 3	SIKUCI	URE OF THE EDUCATION	FLA										-	
				Num	ber of	hours	of learn	ing activiti	es					
		ACADEMIC YEAR 2024/2025 FIRST YEAR OF STUDY		Join	t learn	ing act	tivities		Individua activities	l/independ	ient		spor	its
No.	Discipline Code	DISCIPLINE	Type of discipline	Course	Seminar	Laboratory	Total per week	Total per semester	Thematic Discipline Preparation	Discipline Application Preparation	Total hours of individual activities	Total hours per semester	Assessment methods	Total ECTS Credits
1	2	3	4	5	6	7	9	10	11	12	13	14	15	16
				F	IRST	SEME	STRE							
				COM	PULS	ORY C	OURSE	S						
				D	OMAII	N COL	IRSES							
01	BA 111	Business Strategies and Models	DO/ DD	2	2	-	4	56	72	72	144	200	E	8
02	BA 112	Business Communication and Negotiation	DO/ DD	2	2	-	4	56	72	72	144	200	Е	8
тот	AL DOMAI	N COURSES		4	4	-	8	112	144	144	288	400	2E	16
				SPE	CIALIS	ED C	OURSE	S						
03	BA 113	Accounting and Business Consultancy	DO/ D\$	2	2	-	4	56	50	69	119	175	E	7
04	BA 114	Financial Performance Analysis	DO/ DS	2	2	-	4	56	50	69	119	175	E	7
тот	AL SPECIA	ALTY COURSES		4	4	-	8	112	100	138	238	350	2E	14
Com	pulsory st	tudy programme- total		8	8		16	224	244	282	526	750	4E	30

		ACADEMIC YEAR		Num	ber o	f hours	of learn	ning activit	ies				S	
		2024/2025 FIRST YEAR OF STUDY	l e	Join	t learn	ing ac	tivities		Individua activities	al/indepen	dent	10	lethod	Credits
No.	Subject Code	DISCIPLINE	Type of discipline	Course	Seminar	Laboratory	Total per week	Total per semester	Thematic Discipline Preparation	Discipline Application Preparation	Total hours of individual activities	Total Hours per Semester	Assessment Methods	Total ECTS C
1	2	3	4	5	6	7	9	10	11	12	13	14	15	16
	1			S	ECON	ID SE	MESTR	E						
							COURS							
					DOMA	IN CO	URSES							
01	BA 121	E-Business	DO/ DD	2	2	-	4	56	72	72	144	200	E	8
02	BA 122	Business Ethics and CSR	DO/ DD	2	2	-	4	56	50	69	119	175	E	7
тот	AL DOMA	IN COURSES							263	375	2E	15		
			SPECIALISED COURSES											
03	BA 123	Taxation, Investments and Aquisitions	DO/ DS	2	2	-	4	56	50	69	119	175	Е	7
04	BA 124	Aquisitions DS 2 2 2 3 4 30 30 30 1						144	200	E	8			
тот	AL SPECI	ALTY COURSES		4	4		8	112	122	141	263	375	2E	15
Con	npulsory s	tudy programme- total		8	8		16	224	244	282	526	750	4E	30
тот	AL per ac	ademic year		16	16		32	448	488	564	1052	1500	8E	60

⁵ At the "1 Decembrie 1918" University of Alba Iulia, the completion of the optional disciplines is carried out according to the provisions of **the ECTS Application Guide (approved by the UAB Senate)** and other legal provisions in force that allow the choice of flexible training paths by students from all UAB specializations.

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		ACADEMIC YEAR		Num	ber of	hours	of learn	ing activiti	es				S	ЕСТЅ
	g B	2025/2026 SECOND YEAR OF STUDY	pline	Join	t learn	ing ac	tivities		Individua activities			ber	metho	of EC
No.	Discipline Code	DISCIPLINE	Type of discipline	Course	Seminar	Practical	Total per week	Total per semester	Thematic Discipline Preparation	Discipline Application Preparation	Total hours of individual activities	Total hours per semester	Assessment methods	Number c Credits
1	2	3	4	5	6	7	9	10	11	12	13	14	15	16
					FIRS	T SEN	ESTRE							
							COURS							
					DOM/	AIN CO	URSES							
01	BA 211	Contemporary Issues in Business Management	DO/DD	2	1	-	3	42	60	73	133	175	E	7
02	BA 212	Business Law and Mediation	DO/DD	2	1	-	3	42	33	33	108	150	Е	6
тот	AL DOMA	IN COURSES		4	2	-	6	84	93	106	141	325	2E	13
				SP	ECIAI	ISED	COURS	ES						
03	BA 213	On-line Marketing Research	DO/DS	2	1	-	3	42	60	73	133	175	E	7
04	BA 214	International Affairs and Globalization	DO/DS	2	1	-	3	42	60	73	133	175	E	7
05	BA 215	Practice in Business Consultancy	DO/DS	-	-	6	6	84	-	-	-	84	С	3
тот	AL SPECI	ALTY COURSES		4	2	6	12	168	120	146	266	434	2E+ 1C	17
Con	npulsory s	tudy programme- total		8	4	6	18	210	213	252	507	759	4E+ 1C	30

		ACADEMIC YEAR		Num	ber of	hours	of lear	ning act	ivities					ŧ
		2025/2026 SECOND YEAR OF STUDY		Joint	learn	ing ac	tivities		Individual activities	/independe	ent	per	spou	Credits
NO.	Discipline Code	DISCIPLINE	Type of discipline	Course	Seminar	Practical training	Total per week	Total per semester	Thematic Discipline Preparation	Discipline Application Preparation	Total hours of individual activities		Assessment methods	Number of ECTS
1	2	3	4	5	6	7	9	10	11	12	13	14	15	16
							STRE							
							OURSE	S						
				DO	MAIN	COUP	RSES							
01	BA 221	Entrepreneurial Culture and Business Development	DO/DD	2	1	-	3	42	29	29	58	100	Ε	4
02	BA 222	Organizational Change and Innovation Management	DO/DD	2	1	-	3	42	29	29	58	100	E	4
TOTA	AL DOMAIN	COURSES		4	2	-	6	84	58	58	116	200	2E	8
				SPEC	ALISE	D CC	URSES	3						
03	BA 223	Global Affairs Management	DO/DS	2	1		3	42	29	29	58	100	Е	4
04	BA 224	Ethics and academic integrity. Methodology of economic scientific research	DO/DS	1	1	-	2	28	36	36	72	100	E	4
05	BA 225	Conflict Management DO/DS 2 1 - 3 42 29 29 58 Research for Final Thesis DO/DS - - 4 4 56 97 97 194					58	100	С	4				
06	BA 226						194	250	С	10				
тот	AL SPECIA	LTY COURSES		5	3	4	12	168	191	191	382	550	2E+ 2C	22
Com	pulsory sty	dy programme-total		9	5	4	18	252	249	249	498	750	4E+ 3C	30
тот	AL per acad	lemic year		17	9	10	36	462	462	501	1005	1500	4E+ 3C	60

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X. GENERAL REVIEW

No.	Course Categories	Discipline code	Number of Hours	Fulfilled %		ARACIS s	standard %
				Mandatory course	+ Elective course	Min.	Max.
1.	Compulsory courses	DO	910	100%	-	-	
2.	Optional courses	DA			<u>-</u>	-	-
3.	Elective courses	DF	-	-	-	-	-
Tota			910	100%			-
No.	Course Categories	Discipline Code	Number of Hours	Fulfilled %		ARACIS s	standard %
				Mandatory course	+ Elective Course	Min.	Max.
1.	Domain courses	DD	392	43%	-	-	-
2.	Specialty courses	DS	518	57%	•	-	-
Total			910	100%	-	-	-

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ANEXA 3 Grid for correlating the subjects in the curriculum with the competences/learning outcomes, annex of the Curriculum*

MINISTRY OF EDUCATION

"1 DECEMBRIE 1918" UNIVERSITY OF ALBA IULIA FACULTY OF ECONOMICS

DEPARTMENT FOR BUSINESS ADMINISTRATION

BASIC QUALIFICATION (ESCO): 2422 Specialists in the field of administrative policies

STUDY LEVEL: 7

FUNDAMENTAL AREA: BUSINESS ADMINISTRATION

FIELD OF STUDY: BUSINESS ADMINISTRATION STUDY PROGRAM: BUSINESS ADMINISTRATION (IN ENGLISH)

Annex: Correlation of subjects with program results/competences

R23/ C73/ No. credi				R23/ CT3/			
R22/ C72/ No. credi ts					R22/ CT2/ 1		R22/ C72/
R21/ CT1/ No. credi		R21/ C71/	R21/ CT1/				
R20/ C20/ No. credi ts							R20/ C20/
R19/ C19/ No. credi ts					R19/ C19/		R19/ C19/
R18/ C18/ No. credi							
R17/ C17/ No. credi ts					C17/		C17/
R16/ C16/ No. credi ts					R16/ C16/		
R15/ C15/ No. credi ts					R15/ C15/		
R14/ C14/ No. credi		R14/ C14/					
R13/ C13/ No. credi			R13/ C13/			ľ	
R12/ C12/ No. credi ts		R12/ C12/	R12/ C12/				R12/ C12/
R11/ C11/ No. credi ts							
R10/ C10/ No. credi ts							
R9/ C9/ No. credi ts			R9/ C9/ 2				C9, C
R8/ C8/ No. credi							
R7/ C7/ No. credi		R7/1 -		R7/ C7/	R7/ C2/		R7/ C7/
R6/ C6/ No. credi							
R5/ C5/ No. credi ts				R5/ C5/	R5/ C5/		
R4/ C4/ No. credi ts		R4/ C4/	R4/ C4/	R4/ C4/			R4/
R3/ C3/ No. credi			R3/ C3/				
R2/ C2/ No. credi ts		R2/ C2/ 2	R2/ C2/ 1	R2/ -1/2/			
R1/ C1/ No. credi ts							
ECTS credits / discipli ne		ω	ω	7	2		80
RESULTS / COMPETEN CES DISCIPLINE	YEAR I Sem	Business Strategies and Models	Business Communicati on and Negotiation	Accounting and Business Consultancy	Financial Performance Analysis	An I Sem II	E-Business

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"1 DECEMBRIE 1918" UNIVERSITY OF ALBA IULIA
FACULTY OF ECONOMICS
DEPARTAMENT OF BUSINESS ADMINISTRATION AND MARKETING

Business Ethics and CSR	Taxation Investments and Aquisitions	Project Cycle Management	Year II Sem I	Contemporar y Issues in Business management	Business Law and Mediation	On-line Marketing Research	International Affairs and Globalization	Practice in Business Consultancy	Year II Sem	Entrepreneur ial Culture and Business Development	Organization al Change and Innovation Manadement	Global Affairs Management	Ethics and academic Parintegrity:	Rector Prof-Breave
7	7	ω		7	φ	2	7	က		4	4	4	6	10
		-63						R1/ C1/						Daring Ph.D
R2/ 1		- C2/2		R2/ 1	R2/ C2/		- C2/2							
	R3/ C3/		411									- S. 73		Ċ Œ
R4/ 1				R4/ C4/										Dean, Prof. Cenar Iuliana, Ph.
	R5/ C5/							R5/ C5/						nar Iuliana, P Yew er
1 C6/	R6/ C6/				R6/ C6/									na, Ph.E
R7/ C7/		R7/ C7/		R7/ C7/		R7/ C7/ 1					R7/ C7/ 1			Q
R8/ 1				R8/ 1		R8/ C8/	R8/ C8/							Dep
		789/ 199/			R9/ 1						40	7.89/ C.99/		artment
<u>κ</u> ο,	R10/ C10/ 1			œ Ö					nj-		R10/ C10/		20	Department Director, Assoc. Prof. Maican 9/10
R11/ 1		R12/ C12/		R11/ 1						£2,	£2,	€Ω.	R11/ C11/	Department Director, Assoc. Prof. Maican Silvia, Ph.D 9/10
	R13/ C13/	27			R13/ C13/					C12/ 1	R12/ C12/	R12/ 1		PH S
					,		R14/ C14/		T)	R14/ 1				
	R15/ C15/	R15/ C15/				R15/ C15/	R15/ C15/						R15/ C15/	
					R16/ C16/	R16/ C16/								
					_	R17/ C17/								
				R18/ C18/						R18/ C18/				
		R19/ C19/					R19/ C19/						R19/ C19/	
						R20/ C20/	R20/ C20/ 1							
R21/ CT1/				R21/ CT1/ 1	R21/ CT1/		R21/ CT1/			R21/ CT1/	R21/ CT1/ 1	R21/ CT1/	R21/ CT1/	
		R22/ CT2/				R22/ CT2/ 1								

MINISTRY OF EDUCATION
"1 DECEMBRIE 1918" UNIVERSITY OF ALBA IULIA
FACULTY OF ECONOMICS
DEPARTAMENT OF BUSINESS ADMINISTRATION AND MARKETING

Methology of economic scientific research					-						-							
to the state of			R2/							R12/	R13/						R21/	
70	4		C2/							C12/	C13/			_			CT1/	
management			-							-	-						1	
Docograph for		R1/			R6/	R7/	R9/	/6	R11/			R15/	œ	R17/	R19/	R20/	R21/	
Nesdar CITTO	10	C1/			/90	C2/	ರ	/6	C11			C15/	Ö	12	C19/	C20/	CT1/	
final thesis		; -			-	-			-			-		_	-	-	1	

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