

## 1. THE MISSION OF THE PROGRAM STUDIES/SPECIALIZATION *INTERNATIONAL BUSINESS*

The mission of the *International Business* program is represented by the formation, by the education and the research activities, appropriate for the nowadays domestic and international business environment, of a category of specialists in the field of the international business, being able to answer the development necessities of the multinational companies in Romania, as well as to answer the demand of the Romanian companies preoccupied of the activity development at an international level, to attend commercial negotiations at the level of the authorities bilaterally, regional and multilateral and to assure the representation of the Romanian interests in the European Union, in the negotiations between the countries that are members in the European Union, and the ones who have the knowledge, competence and necessary abilities in order to contribute to the gaining of the competitive advantages on the domestic and international market by the organizations where **the students having a degree in Economic sciences – specialists in the field of the International business** – being able to perform operational tasks, specific to the following **possible jobs according in the COR**: consular agent - 241903; Agent of development – 247007; Purchase Analyst/provider consultant – 241401; Investment Analyst – 241115; Analyst of Return Price/Costs – 241126; Analyst of Client Services – 241922; Commercial Assistant – 241923; Research Analyst, Economist in Management – 258102; Research Analyst, Economist in Marketing – 258110; Research Analyst, Economist in International Economical Relationship – 258112; Assistant Manager/Function manager (academic studies) – 241924; Diplomatic Attached – 241905; Economist Researcher in International Economic Relations – 258111; European Business Consultant – 241949; Consultant/Expert/Inspector/Economist in International Economic Relations – 244105; Customs Inspector, Inspector for Customs Debt, Customs Agent (academic studies) – 241920; Commercial Correspondent – 241916; Expert in Accessing Structural Funds and European Cohesion – 241948; Expert in Applied Harmonized Legislation in the Field of Trade and Industry – 241935; Expert in Contracting Investment Activities – 241950; Expert in Effective Investments – 241953; Expert/Customs Inspector – 241907; Inspector of Competition – 244110; Planner/Specialist in Plan Synthesis – 241927; Exhibition Presenter – 241912; Expert Reviewer in Transits (Academic Studies) – 241933; External Relations Reviewer – 241913; Diplomatic Assistant – 241914; Economic Assistant – 241917; Specialist in Improvement processes – 241928; Specialist in Progress Plan – 241962; Counsellor/Expert/Inspector/Reviewer/Economist in International Economic Relations – 258112; **as well as other new jobs, such as** External Trade Reviewer (Academic Studies); Contracting and Purchase Agent (Academic Studies); Touristic Transport Domestic and Foreign (Academic Studies); Business Tourism Agent (Academic Studies); Commercial Representative (Academic Studies).

The Department of the International business, as a department that manages the *International business* program of study in the Faculty of Economics, University of Oradea, understands to fulfil the mission assumed this way, for the Bachelor's Degree in *International business* by performing educational and research activities in this field, focused on the student. **The research plan of the International Business Department** reflects the preoccupations and research activities of the teachers in the field of the international business, of the international trade, of the economical competition and competitiveness, of the specialty diagnosis in the specific field of the international business, based on the community and national special rules, on negotiation and international contracting, on business communication in foreign languages, on the students' and masters' specialty practice, etc.

Thus, the mission of the Bachelor's Degree program in International business is that of ensuring optimal conditions for the students to assimilate the results of the learning process, expressed in terms of knowledge, abilities and competences.

**The fundamental goal of the Bachelor's Degree Program in International Business**, as a student focused program, is to offer the best formation at an academic level in the field of the international business, so as, by the acquired competence, our graduates to answer the necessities of the work market, the *International business* Department of the Faculty of Economics, University of Oradea, by its educational and research activity to facilitate the natural entrance of the students on the work market. The importance of the practice in the field, for the future

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specialist, has grown significantly, and this aspect is found in the operational plan and in the strategic plan of the International business Department. By the acquired competences, the graduates of the Bachelor's Degree Program in *International business* are ready to improve the capacity of the organisations, such as companies, institutions, NGO-s where they will work, in the sense of optimizing, effectiveness, objective reaching, as well as in order to satisfy the needs and demands of the clients, being able to act so as to improve the company's competitiveness and the profitability.

The International business Department of the Faculty of Economics, University of Oradea, by the Bachelor's Degree Program in *International business*, wants to provide transversal and professional competences specific for the *International business* specialization, domain of *Economics and International business*. Thus, the graduates of the Bachelor's Degree Program in *International business* must be able to:

- To ensure the work accomplishment in the field of international economic and financial businesses;
- To negotiate and to develop transaction with products and/or services on the international markets, as well as to ensure the necessary assistance for preparing and developing negotiations in international businesses;
- To manage the relations with the providers and clients, specific for the international businesses and to manage the data base in the field of the international businesses;
- To carry out international businesses according to contract clauses;
- To ensure assistance and/or to carry out activities specific to international promotions;
- To offer assistance in the field of the international businesses for the international public organisms, local and regional communities (institutions of the EU, professional associations, chambers of commerce, clusters, etc), as well as assistance in activities/initiatives promoting in international economic organisations. (According to RNCSIS – The National Register of Qualifications in the Higher Education).

**2. THE OBJECTIVES OF THE PROGRAM OF STUDIES / INTERNATIONAL BUSINESS SPECIALIZATION**

**The objectives of the Bachelor's Degree Program in International business** are to be found in the established objectives of the managerial and operational plans of the *International business Department*, department that manages this program of studies in the Faculty of Economics, University of Oradea, in the *Economics and International business* domain. The *Department of the International business*, Faculty of Economics, University of Oradea establishes its goals and develops its activities based on the annual Operational Plan and on the Managerial Plan, as a strategic plan of the Faculty of Economics for the next 4 years.

**The general objectives of the International business Bachelor's Degree program of studies** consist in the information and knowledge transmission to the student in a lofty, attractive and professional way, so as to ensure the gain of special competences associated to this domain of studies in order to develop specific activities, as well as of the fundamental and specialization knowledge in the field of the international business, according to the National Qualifications' Frame in the Higher Education (CNCIS). The formation at bachelor's degree level is based on an educational plan that combines the fundamental disciplines of the economic sciences with the one of the specialization, ensuring the development of abilities, transversal and professional competences, and of specific abilities in the field of international business.

## CURRICULUM

### First Year of Study

Code	Disciplines	Type	I Semester				Total hour	Type of	Credits
			C	P	S	L			

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							s	test.	
<b>COMPULSORY DISCIPLINES</b>									
UO-FSE.AI.01.01	Microeconomics	DF	2	-	2	-	56	Ex.	5
UO-FSE.AI.01.02	Accounting Basics	DF	2	-	2	-	56	Ex.	5
UO-FSE.AI.01.03	Economic Statistics	DF	2	-	2	-	56	Ex.	5
UO-FSE.AI.01.04	Economic Informatics	DF	2	-	-	2	56	Ex.	4
UO-FSE.AI.01.05	Mathematics Applied in Economy	DF	2	-	1	-	42	Ex.	3
UO-FSE.AI.01.06	Business English I	DS	2	-	1	-	42	Cv.	4
UO-FSE.AI.01.07	Foreign Language for Business II.1	DS	2	-	1	-	42	Cv.	4
<b>TOTAL</b>			<b>14</b>	<b>-</b>	<b>9</b>	<b>2</b>	<b>350</b>		<b>30</b>
UO-FSE.AI.01.08	Physical Education I	DC	-	1	-	-	14	Vp.	1

Code	Disciplines	Type	II Semester				Total hours	Type of test	Credits
			C	P	S	L			
<b>COMPULSORY DISCIPLINES</b>									
UO-FSE.AI.02.01	Macroeconomics	DF	2	-	2	-	56	Ex.	5
UO-FSE.AI.02.02	Management	DF	2	-	2	-	56	Ex.	5
UO-FSE.AI.02.03	Marketing	DF	2	-	2	-	56	Ex.	5
UO-FSE.AI.02.04	Law	DF	1	-	1	-	28	Cv.	2
UO-FSE.AI.02.05	Contemporary Economical Doctrines	DC	2	-	2	-	56	Ex.	5
UO-FSE.AI.02.06	Business English II	DS	2	-	1	-	42	Cv.	4
UO-FSE.AI.02.07	Foreign Language for Business II.2	DS	2	-	1	-	42	Cv.	4
<b>TOTAL</b>			<b>13</b>	<b>-</b>	<b>11</b>	<b>-</b>	<b>336</b>		<b>30</b>
UO-FSE.AI.02.08	Physical Education II	DC	-	1	-	-	14	Vp.	1

**Legend:**

DF - fundamental discipline, DS - specialty discipline, DC - complementary (complementarity) discipline  
 C – course; P – Project; Practical works; S - Seminar; L – Laboratory; SI – Individual Study  
 Type of assess. - Type of assessment; Ex. – exam; Cv. – colloquium; Vp. – Semestral assessment (*Passed/Failed*); Credits – number of ECTS credits.

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## CURRICULUM

### Second Year of Study

Code	Disciplines	Type	III SEMESTER				Total hours	Type of Test	Credits
			C	P	S	L			
<b>COMPULSORY DISCIPLINES</b>									
UO-FSE.AI.03.01	Accounting	DF	2	-	2	-	56	Ex.	5
UO-FSE.AI.03.02	Public Finances	DF	2	-	2	-	56	Ex.	5
UO-FSE.AI.03.03	Computer Systems and Applications in Economics	DS	2	-	-	2	56	Ex.	4
UO-FSE.AI.03.04	European Economy	DF	2	-	2	-	56	Ex.	5
UO-FSE.AI.03.05	Business English III	DS	1	-	2	-	42	Cv.	4
UO-FSE.AI.03.06	Foreign Language for Business II.3	DS	1	-	2	-	42	Cv.	3
<b>TOTAL</b>			<b>10</b>	<b>-</b>	<b>10</b>	<b>2</b>	<b>308</b>		<b>26</b>
<b>OPTIONAL DISCIPLINES</b>									
UO-FSE.AI.03.07	Communication and Negotiation in Business	DS	2	-	1	-	42	Cv.	4
UO-FSE.AI.03.08	International Commercial Negotiation								
UO-FSE.AI.03.09	Business Ethics								
UO-FSE.AI.03.10	International Trade Law								
<b>TOTAL</b>			<b>2</b>	<b>-</b>	<b>1</b>	<b>-</b>	<b>42</b>		<b>4</b>
UO-FSE.AI.03.11	Physical Education III	DC	-	1	-	-	14	Vp.	1
<b>OPTIONAL DISCIPLINES</b>									
UO-FSE.AI.03.12	Systems of Information Management	DS	1	-	-	2	42	Vp.	3

Code	Disciplines	Type	IV SEMESTER				Total hours	Type of Test	Credits
			C	P	S	L			
<b>COMPULSORY DISCIPLINES</b>									
UO-FSE.AI.04.01	Financial Management of the Company	DS	2	-	2	-	56	Ex.	3
UO-FSE.AI.04.02	World Economy	DS	2	-	2	-	56	Ex.	5
UO-FSE.AI.04.03	International Transactions	DS	2	-	2	-	56	Ex.	4
UO-FSE.AI.04.04	International Trade and Commercial Policies	DS	2	-	2	-	56	Ex.	5
UO-FSE.AI.04.05	Business English IV	DS	1	-	2	-	42	Cv.	3
UO-FSE.AI.04.06	Foreign Language for Business II.4	DS	1	-	2	-	42	Cv.	3
UO-FSE.AI.04.07	Practice*	DS	-	-	-	-	90	Cv.	3
<b>TOTAL</b>			<b>10</b>	<b>-</b>	<b>12</b>	<b>-</b>	<b>398</b>		<b>26</b>
<b>OPTIONAL DISCIPLINES</b>									
UO-FSE.AI.04.08	Credit and Currency	DS	2	-	1	-	42	Cv.	4
UO-FSE.AI.04.09	Management of Human Resources								
UO-FSE.AI.04.10	International Policy								
UO-FSE.AI.04.11	Invisible Trade								
<b>TOTAL</b>			<b>2</b>	<b>-</b>	<b>1</b>	<b>-</b>	<b>42</b>		<b>4</b>
UO-FSE.AI.04.12	Physical Education IV	DC	-	1	-	-	14	Vp.	1
<b>OPTIONAL DISCIPLINES</b>									
UO-FSE.AI.04.13	Compared Economic Policies	DS	-	-	2	-	28	Cv.	3

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**UNIVERSITY OF ORADEA**  
**FACULTY OF ECONOMIC SCIENCES**  
**Specialization: INTERNATIONAL BUSINESS**  
Fundamental Field of Study: **ECONOMIC SCIENCES**  
Bachelor Field of Study: **ECONOMY AND INTERNATIONAL BUSINESS**  
Duration of Studies/Credit Numbers: 3 years/180 credits  
Type of Studies: Full Time

Valid from Academic  
Year 2012-2013  
beginning with the  
First Year of Study

**Legend:**

DF - fundamental discipline, DS - specialty discipline, DC - complementary discipline  
C – course; P – Project; Practical works; S - Seminar; L – Laboratory; SI – Individual Study  
Type of assess. - Type of assessment; Ex. – exam; Cv. – colloquium; Vp. – Semester assessment (*Passed/Failed*); Credits – number of ECTS credits.

**CURRICULUM**  
**Third Year of Study**

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Code	Disciplines	Type	Semester V				Total hours	Type of assessment	Credits
			C	P	S	L			
<b>COMPULSORY DISCIPLINES</b>									
UO-FSE.AI.05.01	International Business Management	SD	2	-	2	-	56	Ex.	5
UO-FSE.AI.05.02	External Trade Operations Technique	SD	2	-	2	-	56	Ex.	5
UO-FSE.AI.05.03	International Tourism	SD	2	-	2	-	56	Ex.	5
UO-FSE.AI.05.04	International Organizations and Institutions	SD	2	-	2	-	56	Ex.	5
UO-FSE.AI.05.05	Commercial Correspondence in English I	SD	1	-	1	-	28	Cv.	3
UO-FSE.AI.05.06	Commercial Correspondence in English II.1	SD	1	-	1	-	28	Cv.	3
<b>TOTAL</b>			<b>10</b>	<b>-</b>	<b>10</b>	<b>-</b>	<b>280</b>		<b>26</b>
<b>OPTIONAL DISCIPLINES</b>									
UO-FSE.AI.05.07	International Marketing	SD	2	-	1	-	42	Cv.	4
UO-FSE.AI.05.08	Economic and Geopolitical Diplomacy								
UO-FSE.AI.05.09	International Commodity Exchanges								
<b>TOTAL</b>			<b>2</b>	<b>-</b>	<b>1</b>	<b>-</b>	<b>42</b>		<b>4</b>
<b>FACULTATIVE DISCIPLINES</b>									
UO-FSE.AI.05.10	Economic Globalization	SD	1	-	1	-	28	Cv.	3
UO-FSE.AI.05.11	International Risk and Security	SD	1	-	1	-	28	Cv.	3

Code	Disciplines	Type	Semester VI				Total hours	Type of assessment	Credits
			C	P	S	L			
<b>COMPULSORY DISCIPLINES</b>									
UO-FSE.AI.06.01	International Finances	SD	2	-	2	-	48	Ex.	4
UO-FSE.AI.06.02	Payment and International Financing Transactions Technique	SD	2	-	2	-	48	Ex.	4
UO-FSE.AI.06.03	International Physical Education, Shipping and Insurances	SD	2	-	2	-	48	Ex.	4
UO-FSE.AI.06.04	International Investments	SD	2	-	2	-	48	Ex.	4
UO-FSE.AI.06.05	Commercial Correspondence in English II	SD	1	-	1	-	24	Cv.	3
UO-FSE.AI.06.06	Commercial Correspondence in Foreign Language II.2	SD	1	-	1	-	24	Cv.	3
UO-FSE.AI.06.07	Projects	SD	-	3	-	-	36	Cv.	4
<b>TOTAL</b>			<b>10</b>	<b>3</b>	<b>10</b>	<b>-</b>	<b>276</b>		<b>26</b>
<b>OPTIONAL DISCIPLINES</b>									
UO-FSE.AI.06.07	International Contracts	SD	2	-	1	-	36	Cv.	4
UO-FSE.AI.06.08	Econometrics								
UO-FSE.AI.06.09	International Capital Markets								
<b>TOTAL</b>			<b>2</b>	<b>-</b>	<b>1</b>	<b>-</b>	<b>36</b>		<b>4</b>
UO-FSE.AI.06.10	Diploma Thesis Writing	SD	-	-	-	-	70		10
<b>FACULTATIVE DISCIPLINES</b>									
UO-FSE.AI.06.11	Multinational Corporations	SD	1	-	1	-	24	Cv.	3

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C – course; P – Project; Practical works; S - Seminar; L – Laboratory; SI – Individual Study  
 Type of assess. - Type of assessment; Ex. – exam; Cv. – colloquium; Vp. – Semester assessment (*Passed/Failed*); Credits – number of ECTS credits

## I. DIPLOMA REQUIREMENTS

- 164 credits for compulsory disciplines (including the credits for compulsory disciplines (including the credits pertaining to *Practice* and excluding the credits for *Physical Education*),
  - 16 credits for optional disciplines,
  - 3 credits for *Practice*,
  - 4 credits for *Physical Education*,
  - 10 credits for *Diploma Thesis Writing*;
  - 10 credits for the Bachelor's Degree Examination
- In the case of Bachelor's Degree Examination, it is awarded:  
 N<sub>1</sub> credits for "Fundamental and Specialty Knowledge".  
 N<sub>2</sub> credits for "Presentation of Diploma Thesis/Diploma project/Dissertation."  
 N<sub>1</sub> + N<sub>2</sub> = 10
- If the Bachelor's Degree Examination consists in only one test (ex. *Presentation of Diploma Thesis*), 10 credits will be awarded.

## II. STUDY SCHEDULE (in number of weeks)

Year	Didactic Activities		Sessions of Exams					Practice*	Holiday		
	sem. I	sem. II	Winter	Winter Failed Exams	Summer	Summer Failed Exams	Fall Failed Exams		Winter	Spring	Summer
Year I	14	14	3	1	3	1	2	-	2	1	10
Year II	14	14	3	1	3	1	2	3	2	1	7*
Year III	14	12	3	1	3	1	2	-	2	1	-

\* Practice is organized based on syllabi drafted by departments and adopted by the Faculty Council  
 Practice takes place in the CDI and documentation laboratories/centres of the faculty and specialised economic entities, based on practice conventions/agreements.

## III. NUMBER OF WEEKLY HOURS AT COMPULSORY AND OPTIONAL DISCIPLINES

YEAR	SEMESTER I	SEMESTER II
Year I	26	25
Year II	26	26
Year III	23	26

No	Disciplines	Number of hours			Total		RAQAHE Standard [min / max. %]
		I	Year II	Year III	Ore	%	
1.	Compulsory	714	734	626	2074	86.92	80 – 90
2.	Optional	-	84	78	162	6.79	5 – 10
<b>TOTAL</b>		<b>714</b>	<b>818</b>	<b>704</b>	<b>2236</b>	<b>93.71</b>	<b>90 – 95</b>
3	Facultative	-	70	80	150	6.29	5 – 10

No	Disciplines	Number of hours			Total		RAQAHE Standard [min / max. %]
		Year I	Year II	Year III	Ore	%	
1.	Fundamental	462	168	-	630	28.18	20 - 30

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2.	In the field / specialty	168	622	704	1494	66.81	55 - 70
3.	Complementary	84	28	-	112	5.01	5 - 10
<b>TOTAL</b>		<b>714</b>	<b>818</b>	<b>704</b>	<b>2236</b>	<b>100</b>	<b>100</b>

#### IV. THE WEIGHT OF THE DISCIPLINES BELONGING TO THE COMPULSORY + OPTIONAL CATEGORIES:

**Total number of hours (including facultative): 2386**

out of which:

- Total number of course hours: 1080
- Total number of applications: 1306

- Compulsory disciplines (weight in total of disciplines): 83.33%;
- Optional disciplines (weight in total of disciplines): 7.41%;
- Facultative disciplines (weight in total of disciplines): 9.26%;
- Fundamental disciplines (weight in total of disciplines): 22.22%;
- Specialty disciplines (weight in total of disciplines): 68.52%;
- Complementary disciplines (weight in total of disciplines): 9.26%;
- The ratio number of weekly hours of course/applications: 1 / 1.03
- Hours allotted to compulsory disciplines (% of total): 86.92%;
- Hours allotted to optional disciplines (% of total): 6.79%;
- Hours allotted to facultative disciplines (% of total): 6.29%;
- Hours allotted to fundamental disciplines (% of total): 28.18%;
- Hours allotted specialty disciplines (% of total): 66.82%;
- Hours allotted to complementary disciplines (% of total): 5.01%;
- The total ratio of hours of course/total hours of applications: 1 / 1.17.

**Total number of credits: 180**

- Credits pertaining to fundamental disciplines of the total of compulsory credits: 27.84 %;
- Credits pertaining to specialty disciplines of the total number of compulsory credits: 67.53 %;
- Credits pertaining to complementary disciplines of the total number of compulsory credits: 4.64 %;
- Credits pertaining to disciplines ensuring the main training of an economist: 81.

**The weight in the Curriculum:**

**Total hours, including facultative = 2236 + 150 = 2386**

Compulsory D / Total = 2074/ 2386 = 86.92%

Optional D / Total = 162/ 2386 = 6.79%

Facultative D / Total = 150/ 2386 = 6.29%

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**FACULTY OF ECONOMIC SCIENCES**  
**Specialization: INTERNATIONAL BUSINESS**  
Fundamental Field of Study: **ECONOMIC SCIENCES**  
Bachelor Field of Study: **ECONOMY AND INTERNATIONAL BUSINESS**  
Duration of Studies/Credit Numbers: 3 years/180 credits  
Type of Studies: Full Time

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**T1 = compulsory hours + optional = 2236**

DF/ T1 = 630/ 2236 = 28.17%

SD/ T1 = 1494/ 2236 = 66.82%

DC/ T1 = 112/ 2236 = 5.01%

Comp. D/ T1 = 2074/ 2236 = 92.75%

Option D/ T1 = 162/ 2236 = 7.25%

Ratio hours lectures/seminars = 1080/1180 = 1/1.08\*

\*1180 = 1306 – 70 (Diploma thesis writing) - 56 (Physical Education)

The weight of practice in Curriculum: 90/ 2236 = 4.03%

The weight of diploma thesis writing in Curriculum: 70/2236 = 3.13%

The weight of diploma thesis writing in SD hours (compulsory + optional): 70/1494 = 4.69%

Ratio exams/colloquiums = 25 Ex / 23 Cv = 1 / 0.91

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## V. THE FLEXIBILITY OF EDUCATIONAL PROCESS – HOW TO CHOOSE OPTIONAL DISCIPLINES

The flexibility of the study programme is ensured by optional and facultative disciplines. The optional disciplines are proposed for semesters III-IV and are grouped in packages. From each set of optional disciplines, the student chooses one that turns compulsory. This activity takes place before the beginning of the academic year which includes semesters containing packages of optional disciplines.

### Legend:

- **FD** – fundamental discipline,
- **DS** – specialty discipline,
- **CD** – complementary discipline;
- **Type of assessment**– type of assessment;
- **Ex.** – exam;
- **Cv.** – colloquium;
- **Mta.** – midterm-exam;
- **Credits** – number of ECTS credits.

## VI. BACHELOR DEGREE'S EXAM

1. Communication of the topic of the diploma thesis: semester IV;
2. Diploma thesis writing: semesters V and VI;
3. Presentation of the diploma thesis: month July/September.

## VII. A CREDIT POINT REQUIRES A TOTAL OF **28 HOURS**/SEMESTER OF TEACHING AND LEARNING ACTIVITIES

## VIII. COMPETENCIES ACQUIRED BY GRADUATES AT THE END OF STUDIES

### Professional competences:

1. Making up studies regarding the domestic and international business environment for business enterprises, private and public institutions, with activity in the field of international businesses;
2. Negotiating and carrying out transactions with products and/or services on international markets as well as providing assistance in preparing and carrying out negotiations in international businesses;
3. Diagnosis in the field of international businesses based on specific communitarian and national regulations and administration of data bases in the field of international businesses;
4. Assistance in the field of international businesses for public international bodies, local and regional communities (EU institutions, professional associations, chambers of commerce, clusters etc.) as well as assistance in promoting actions/initiatives within international economic organizations;
5. Carrying out international businesses according to contract clauses and providing assistance in carrying out activities specific to international promotion.

### Transversal competences:

1. Applying professional ethic principles, norms and values in their own rigorous, efficient, and responsible work strategy;
2. Identifying the roles and responsibilities in a multi-specialised team and applying relation and efficient work techniques within a team;
3. Identifying the opportunities of continuous training and efficient capitalization of learning resources and techniques for their own development.

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**PROGRAM STUDIES COORDINATOR,**  
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**UNIVERSITY OF ORADEA**  
**FACULTY OF ECONOMIC SCIENCES**  
**Specialization: INTERNATIONAL BUSINESS**  
Fundamental Field of Study: **ECONOMIC SCIENCES**  
Bachelor Field of Study: **ECONOMY AND INTERNATIONAL BUSINESS**  
Duration of Studies/Credit Numbers: 3 years/180 credits  
Type of Studies: Full Time

Valid from Academic  
Year 2012-2013  
beginning with the  
First Year of Study

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**DISTRIBUTION OF CREDITS ACCORDING TO COMPETENCES**  
**(TABLES NRQHE - Grid 1 \*)**

**Program of study: INTERNATIONAL BUSINESS**

No.	Discipline**	Sem.	Number of credits	Professional competences						Transversal Competences		
				C1	C2	C3	C4	C5	C6	CT1	CT2	CT3
1.	Microeconomics	I	5	C1.2				C5.1				
2.	Basics of Accounting	I	5									
3.	Economic Statistics	I	5			C3.1	C4.1					
4.	Economic Informatics	I	4				C4.1					
5.	Applied Mathematics in Economics	I	3				C4.2					
6.	English for Business I	I	4									
7.	English for Business II.1	I	4									
8.	Physical Education I	I	1									
9.	Macroeconomics	II	5	C1.2			C4.2	C5.1				
10.	Management	II	5	C1.2		C3.2		C5.1				
11.	Marketing	II	5	C1.2		C3.2		C5.1				
12.	Law	II	2	C1.2								
13.	Contemporary Economic Doctrines	II	5	C1.1				C5.1				
14.	English for Business II	II	4									
15.	Foreign Language for Business II.2	II	4									
16.	Physical Education II	II	1									
17.	Accounting	III	5									
18.	Public Finances	III	5	C1.2				C5.2				
19.	Data Processing Systems and Applications in Economics	III	4				C4.1					
20.	European Economy	III	5	C1.1 C1.2		C3.2		C5.1 C5.2				
21.	English for Business III	III	4									
22.	Foreign Language for Business II.3	III	3									
23.	Communication and Negotiation in Business	III	4		C2.1 C2.2							
24.	International Trade	III	4		C2.1			C5.1				

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No.	Discipline**	Sem.	Number of credits	Professional competences						Transversal Competences			
				C1	C2	C3	C4	C5	C6	CT1	CT2	CT3	
	Negotiation				C2.2								
25.	Business Ethics	III	4	C1.2	C2.2								
26.	International Trade Law	III	4		C2.1 C2.2	C3.1 C3.2							
27.	Physical Education III	III	1										
28.	Information Management Systems	III	3				C4.1						
29.	Financial Management of the Enterprise	IV	3	C1.2		C3.1		C5.1					
30.	World Economy	IV	5	C1.1 C1.2		C3.2		C5.1					
31.	International Transactions	IV	4	C1.2	C2.1 C2.2	C3.2		C5.1					
32.	International Trade and Trade Policies	IV	5	C1.1 C1.2		C3.2	C4.1 C4.2	C5.1					
33.	English for Business IV	IV	3										
34.	Foreign Language for Business II.4	IV	3										
35.	Practice*	IV	3										
36.	Money and Credit	IV	4	C1.2									
37.	Human Resources Management	IV	4	C1.2		C3.2		C5.2					
38.	International Politics	IV	4	C1.2	C2.1			C5.1 C5.2					
39.	Invisible Trade	IV	4	C1.2	C2.2			C5.1					
40.	Physical Education III	IV	1										
41.	Compared Economic Policies	IV	3	C1.2			C4.2	C5.1 C5.2					
42.	International Business Management	V	5	C1.2	C2.1 C2.2	C3.2		C5.1 C5.2					
43.	The Technique of Foreign Trade Operations	V	5	C1.2	C2.1 C2.2		C4.2	C5.1					
44.	International Tourism	V	5	C1.2		C3.2		C5.1					
45.	International Organisations and Institutions	V	5	C1.2									
46.	Business English Correspondence I	V	3		C2.2								
47.	Business Correspondence in Foreign Language II.1	V	3		C2.2								
48.	International	V	4	C1.2	C2.2			C5.1					

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No.	Discipline**	Sem.	Number of credits	Professional competences						Transversal Competences		
				C1	C2	C3	C4	C5	C6	CT1	CT2	CT3
	Marketing											
49.	Economic Diplomacy and Geopolitics	V	4	C1.2	C2.1 C2.2			C5.1				
50.	International Stock Exchanges	V	4	C1.2	C2.1 C2.2	C3.2	C4.1 C4.2					
51.	Economic Globalization	V	3	C1.2				C5.1 C5.2				
52.	Risk and International Security	V	3	C1.2	C2.1			C5.1 C5.2				
53.	International Finances	VI	4	C1.2	C2.1 C2.2	C3.2	C4.2					
54.	Payment Techniques and International Financing of Transactions	VI	4	C1.2	C2.1 C2.2	C3.2	C4.2					
55.	Transport, Shipping and International Security	VI	4	C1.2	C2.1	C3.2		C5.1				
56.	International Investments	VI	4	C1.2	C2.2	C3.1	C4.1 C4.2	C5.1				
57.	Business Correspondence in English II	VI	3		C2.2							
58.	Business Correspondence in Foreign Language II.2	VI	3		C2.2							
59.	Projects	VI	4			C3.2	C4.2					
60.	International Contracts	VI	4	C1.2 C2.2	C2.1							
61.	Econometrics	VI	4			C3.1	C4.1 C4.2					
62.	International Capital Markets	VI	4	C1.2	C2.1	C3.2		C5.1				
63.	Diploma Thesis Writing Paper	VI	10									
64.	Multinational Corporations	VI	3	C1.2								

Legend:

C1 - C6 – Professional Competences; CT1 - CT3 – Transversal Competences

\* According to Grid 1 (G1 - "Description of program / field of study by professional and transversal competences) showing the following variants: G1L and G1M pertaining to the BA and MA programs of study in accordance with MECTS Order no. 5703 / 18.10.2011.

\*\* All disciplines in the curriculum.

**Grid 1 (G1 - "Description of program / field of study through professional and transversal competences)) showing the following variants: G1L and G1M pertaining to the BA and MA programs of study in accordance with MECTS Order no. 5703 / 18.10.2011.**

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Professional Competences / Level Descriptors of Professional Competences' Structural Elements	C1. Performing studies for companies, and private and public institutions in international business	C2. Negotiating and performing transactions with goods and / or services on international markets	C3. Diagnosis in international business under the Community law and specific national laws	C4. The management of database in international business	C5. International business support for public international organizations, local communities and regional (EU institutions, professional associations, chambers of commerce, clusters, etc.)
<b>KNOWLEDGE</b>					
<b>1. Knowing, understanding concepts, basic theories and methods of the field and area of specialization; their appropriate use in professional communication</b>	C1.1 Describing the key concepts, theories and methods used in the study of competitive advantages at different levels (global, EU-27, national, regional) for profit-oriented public or private institutional units	C2.1 C2.1 Describing the methods and techniques of negotiation and execution of international transactions	C3.1 Describing the main concepts and methods used in economic diagnosis using specific legal regulations in the area of international business	C4.1 Identifying and describing databases using global and intra-European business indicators through processes / methods and appropriate software	C5.1 Describing the main concepts and methodologies used to propose some appropriate business strategies using competitive advantages at the regionally and locally
<b>2. Using basic knowledge to explain and interpret various types of concepts, situations, processes, projects, etc.. associated to the field</b>	C1.2 Explaining the key concepts and methodologies of interpretation of phenomena and processes faced by public and private organizations in international business	C2.2 Explaining the methods and techniques of negotiation and execution of international transactions	C3.2 Explaining business processes by using appropriate business rules	C4.2 Explaining the specific indicators for measuring the effectiveness (competitive benefits) of international business	C5.2 Explaining the specific needs of the public target groups (public local and regional community, professional business associations) to increase added value and competitive advantages by means of international business
<b>COMPETENCES</b>					
<b>3. Applying basic principles and methods for solving well-defined problems / situations, typical for the field under a qualified assistance</b>	C1.3 Applying methods, techniques and principles proper for observing different types, processes and goods and/or services trading phenomena	C2.3 Applying methods and techniques of negotiation and execution of international transactions	C3.3 Applying key concepts and methods used in economic diagnosis	C4.3 Applying the methods and / or appropriate software to measure the typical situations / standard for database management	C5.3 Applying some appropriate instruments for studying different behaviours in order to answer the needs of public and/or target groups
<b>4. Appropriate use of standard assessment criteria and methods to evaluate the quality,</b>	C1.4 Analysing some typical empirical	C2.4 Evaluating private negotiation	C3.4 Critical – constructive assessing of	C4.4 Assessing the instruments for measuring	C5.4 Critical-constructive evaluation of the

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Professional Competences / Level Descriptors of Professional Competences' Structural Elements	C1. Performing studies for companies, and private and public institutions in international business	C2. Negotiating and performing transactions with goods and / or services on international markets	C3. Diagnosis in international business under the Community law and specific national laws	C4. The management of database in international business	C5. International business support for public international organizations, local communities and regional (EU institutions, professional associations, chambers of commerce, clusters, etc.)
<i>merits and limitations of processes, programs, projects, concepts, methods and theories</i>	situations and critical assessment of the methodologies used in the study of international business of public communities and private organizations	situations (conflict-selfish) compared to the public- social dimension of international business	diagnostic methods of trading goods and/or services	the international business processes at both levels private and public	solutions offered by the theory of competitive advantage compared in relation to the convergence and globalization process
<i>5. Professional project writing and using principles and methods established in the field</i>	C1.5 Developing some innovative research models of international business phenomena in public and private organizations	C2.5 Designing intervention measures for conflict resolution in business	C3.5 Implementing appropriate diagnostic methodology for regional and local business	C4.5 Creating and managing of their own databases specific to international business	C5.5 Monitoring some typical situations by measuring the regional business development in international business
<i>Minimum performance standards for competence assessment</i>	Conducting a study / international business project	Analysing two types of negotiation situations (non conflict international business (at a private and public level)	Making a diagnosis of an intra-European or global business from the public and/or private perspective	Developing a study based on fundamental economic indicators measuring international exchange processes	Developing a regional (local) integration study or an international business analysis

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Level Descriptors of the Transversal Competences	Transversal Competences	Minimal Standards of Performance for Competence Evaluation
<b>6. Responsible execution of the professional duties, in conditions of limited autonomy and qualified assistance</b>	CT1. The application of principles, norms and professional ethics values in the personal strategy of rigorous, efficient and responsible work.	in real time, having qualified assistance, solving a real/hypothetical problem at the workplace, respecting the rules of professional ethics.
<b>7. Getting accustomed to the roles and activities specific to teamwork and task distribution, for subordinate levels.</b>	CT2. The identification of roles and responsibilities in a multi-specialized team and the use of relationship techniques and efficient work in the team.	Achieving a work/project, assuming the responsibility of tasks specific to the role of multi-specialized team.
<b>8. Awareness of the need of continuous formation: efficient use of the educational resources and techniques for personal and professional development.</b>	CT3. The identification of opportunities of continuous formation and values – the efficient implementation of the resources and educational techniques for the personal development.	The elaboration and arguments' support of applying a personal professional development plan.

## IX: FINALITY

**Graduation Title:** Bachelor's Degree in Economics  
**Qualification Title:** International Business  
**Qualification Code:** L070060020

### Possible jobs for the graduate with Bachelor's Degree, according to "Classification of Occupations in Romania" – ISCO – 08 (COR):

Investment Analyst – 241115, Price/Cost Analyst – 241126; Purchases/Provider Consultant Analyst – 241401; Customs Expert/Inspector – 241907; Foreign Relationships Reviewer – 241913; Economic Assistant – 241917; Customs Controller, Controller for Customs Duties, Customs Agent (Academic Studies) – 241920; Client Services Analyst – 241922; Commercial Assistant – 241923; Assistant Manager/Functions Responsible (Academic Studies) – 241924; Planner/Specialist in Synthesis Plan – 241927; Specialist in Process Improvement – 241928; Speciality Reviewer TranPhysical Education (Academic Studies) – 241933; Expert in Applying Harmonized Legislation in the Field of Trade and Industry – 241935; Expert in Accessing Structural and Cohesion Funds – 241948; Counsellor in European Business – 241949; Expert in Contracting Investment Activities – 241950; Expert in Investment efficiency – 241953; Specialist in progress Plan – 241962; Counsellor/Expert/Inspector/Reviewer/Economist in International Economic Relations – 244105; Competition Inspector – 244110; Development Agent – 247007; Research Assistant Economist in Management – 258102; Research Assistant Economist in Marketing – 258110; Research Economist in International Economic Relations – 258111; Research Assistant Economist in International Economic Relations – 258112.

### New jobs proposed to be included in COR:

Reviewer External Trade (Academic Studies), Contracting and Purchases Agent (Academic Studies), Domestic/International Touristic Transport Agent (Academic Studies), Business Tourism Agent (Academic Studies), Commercial Representative (Academic Studies).

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Fundamental Field of Study: **ECONOMIC SCIENCES**  
Bachelor Field of Study: **ECONOMY AND INTERNATIONAL BUSINESS**  
Duration of Studies/Credit Numbers: 3 years/180 credits  
Type of Studies: Full Time

Valid from Academic  
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