



UNIVERSITATEA DIN ORADEA
FACULTATEA DE INGINERIE ELECTRICĂ ȘI
TEHNOLOGIA INFORMAȚIEI

Oradea, Str. Universității nr.1, ORADEA, cod 410087, Tel.: 0259-408104, 0259-408204,
Fax: 0259-408412
www.uoradea.ro, <http://www.ieti.uoradea.ro>



Topics for the contest
for Associate Professor, position 8, Department of Control
Systems Engineering and Management,
2019-2020 academic year

Management

1. Definition of management
2. Classic and contemporary industrial management
3. Management functions
4. Elements of the management information system
5. Elements and stages of the decision-making process in the firm
6. Methods for substantiating managerial decisions
7. Techniques for substantiating decisions in conditions of uncertainty
8. Elaboration of the organizational structure of management in the firm
9. Specific management techniques

Quality management

1. The concept of total quality management and that of quality management system
2. Quality audit
3. Principles, methods and tools of total quality management
4. Principles, methods and tools of the quality management system
5. Customer orientation of quality management systems
6. Quality management system

Fundamentals of economic communication

1. Principles of economic communication
2. Techniques of public communication



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3. Customer communication techniques
4. Negotiation tactics and techniques
5. Negotiation of contracts
6. Selling techniques. The concept of sale

Head of Department
Prof.Eng. Helga Silaghi, PhD