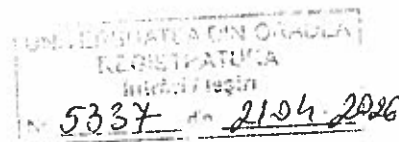


Anexa 15
H.S. 36/29.04.2026
UNIVERSITATEA DIN ORADEA
Facultatea de
Științe Economice

Str. Universității, nr. 1, cod poștal 410087, Oradea, jud. Bihor, România
Telefon: Secretariat: 0259-408276, 0259-408407; Decanat: 0259-408109; Fax: 0259-408409
Web: <http://steconomice.uoradea.ro>; E-mail: steconomice@uoradea.ro

Nr. înreg. FSE: 2350 din data de 21.04.2026



Către,

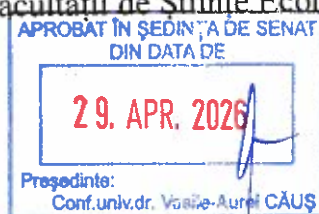
Pt aviz CA și aprobare SCS
Prorector ÎA
Consiliul de Administrație al Universității din Oradea, în atenția domnului Prorector
Prof.univ.dr.habil Gabriel BENDEA

Senatul Universității din Oradea, în atenția domnului Președinte Conf.univ.dr. Vasile-Aurel CĂUȘ

Prin prezenta vă rugăm să aprobați Planurile de Învățământ pentru anul universitar 2025-2026 pentru

- BIP English for Specific Purposes and Employability. Access, Diversity and Inclusion. Second Edition

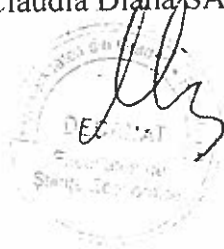
~~X~~ BIP Green Dealmakers: Negotiating Sustainable Futures in a Global Economy care sunt organizate în cadrul Alianței Eu Green. Aceste Planuri de învățământ pentru BIP-uri au fost aprobate de către Consiliul Facultății de Științe Economice în data de 20.04.2026.



Cu deosebită considerație,

Decan

Prof.univ.dr.habil. Claudia Diana SABĂU - POPA



CURRICULUM

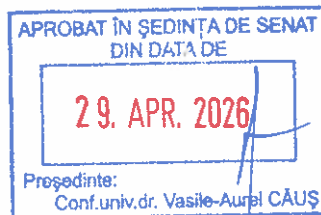
Valid from academic year 2025-2026

UNIVERSITY OF ORADEA

**FACULTATY OF ECONOMIC SCIENCES
DEPARTMENT OF INTERNATIONAL BUSINESS**

Blended Intensive Programme - Green Dealmakers: Negotiating Sustainable Futures in a Global Economy

Duration of studies / no. of credits: 2 months/6 credits



1. MISSION OF THE STUDY PROGRAMME

The global green transition is reshaping the economic landscape. European regions and companies must become simultaneously competitive, sustainable, and ethical. In this new context, economists, negotiators, and entrepreneurs are the architects of transformation — capable of understanding the interconnections between regional economy, international trade, global governance, and environmental change.

The BIP “Green Dealmakers: Negotiating Sustainable Futures in a Global Economy” trains students to become leaders of the green transition, combining economic reasoning, behavioral analysis, international negotiation, and sustainable innovation. Through collaboration between universities in the EU Green Alliance, participants will learn how to negotiate, design, and implement sustainable economic partnerships at local, regional, and global levels — in the spirit of the European Green Deal.

2. OBJECTIVES OF THE STUDY PROGRAMME

The study programme aims to equip students with the knowledge, skills, and competences necessary to understand and manage sustainable economic processes in a globalized context. It focuses on the development of analytical, negotiation, and decision-making abilities related to the green transition, integrating perspectives from European economics, international business, green economy, and behavioral economics.

Learning Objectives:

- Explain the interaction between the green transition, economic competitiveness, and European and regional policies.
- Analyze the impact of ESG strategies on international trade, investment flows, and corporate decision-making.
- Apply sustainable negotiation tools in intercultural and transnational contexts.
- Design innovative and sustainable business models adapted to local, regional, and European markets.
- Evaluate the role of behavioral factors in shaping sustainable economic decisions.
- Develop and present a sustainable economic partnership proposal within the *Green Deal Simulation Project*, integrating economic, policy, and negotiation perspectives.

3. COMPETENCES THAT WILL BE ACQUIRED BY GRADUATES UPON COMPLETION OF THEIR STUDIES

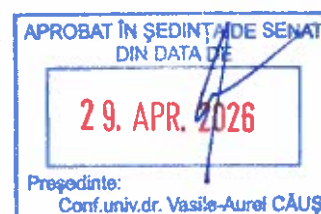
Upon completion of the programme, students will have acquired a set of interdisciplinary competences that enable them to understand, analyze, and act upon sustainability challenges in a global economic environment.

Professional Competences

- Ability to analyze sustainable economic processes using concepts from European economics, international business, and green economy.
- Capacity to assess the impact of ESG strategies on business performance, trade, and investment decisions.
- Skills to design and evaluate sustainable business models and economic partnerships.
- Ability to apply negotiation techniques in international and intercultural contexts, with a focus on sustainability-related challenges.
- Competence in integrating policy, economic, and behavioral perspectives into decision-making processes.

Transversal Competences

- Development of critical thinking and problem-solving skills in complex and dynamic global contexts.
- Ability to work effectively in multicultural and interdisciplinary teams.
- Communication skills for presenting and defending ideas in international academic and professional environments.
- Ethical awareness and responsibility in promoting sustainable economic practices.
- Adaptability and openness to innovation in the context of the green transition.



CURRICULUM

Module*	Sem. I [ore / săptămână]				Felul verif.	Credite	SI [ore / sem.]
	C	S	L	P			
Module 1: Legal and Trade Frameworks	4	4	-	-	Colloquium	2	42
Module 2: Microeconomics and ESG Strategies	6	4	-	-	Colloquium	1	15
Module 3: Public Governance and Administration	4	8	-	-	Colloquium	1	13
Module 4: Strategic Integration and Negotiation	4	4		10	Ex.	2	32
TOTAL	18	20		10		6	102

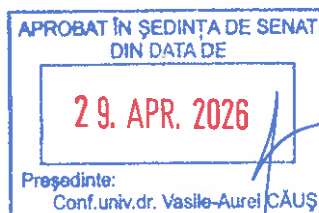
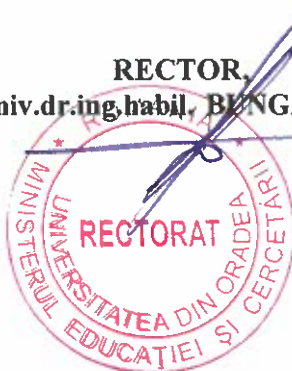
Legend: C - Course (for IFR - Individual study coordination); S - Seminar; L - Practical work (laboratory); P - Project; SI - Individual study; DG - General discipline; DF - Fundamental discipline; DS - Specialty discipline; DC - Complementary discipline; DD - Field discipline; DP - Practical activities; DU - University option; DR - Discipline relevant for the training of students in the field, available according to the University options
Verification type - type of verification/form of verification; Ex. - exam; Cv. - colloquium; Vp. - mid-term verification; Pr. - project; A/R- Admitted/Rejected; Credits - number of ECTS credits; SI - Individual study.

Legendă: C - Curs (pentru IFR - Coordonare studiu individual); S - Seminar; L - Lucrări practice (laborator); P - Proiect; SI - Studiu Individual; DG - Disciplină Generală; DF - Disciplină Fundamentală; DS - Disciplină de Specialitate; DC - Disciplină Complementară; DD - Disciplină de Domeniu; DP - Activități Practice; DU - Opțiunea Universității; DR - Disciplină relevantă pentru pregătirea în domeniu a studenților, disponibile conform opțiunilor Universității
Felul verif. - felul verificării/forma de verificare; Ex. - examen; Cv. - colocviu; Vp. - verificare pe parcurs; Pr. - proiect; A/R- Admis/Respins;
Credite = număr credite ECTS; SI - Studiu individual.

Director departament,
Conf.univ.dr. habil. BUGNAR Nicoleta

RECTOR,
Prof.univ.dr.ing.habil. BENGĂU Constantin

DECAN,
Prof.univ.dr.habil. SABĂU-POPA Claudia-Diana



DISTRIBUTION OF VIRTUAL AND PRESENCE ATTENDENCE

Module*					Total	Evaluation	Credite	IS [hours]
	VT	VP	PT	PP				
Module 1: Legal and Trade Frameworks 1.1. EU Green Deal Directives 1.2. CBAM & International Trade Law 1.3. Green Compliance Standards	4	4	-	-	8	Cv	2	42
Module 2: Microeconomics and ESG Strategies 2.1. Sustainable Business Models 2.2. ESG Reporting & Corporate Audit 2.3. Green Innovation Management	6	4	-	-	10	Cv	1	15
Module 3: Public Governance and Administration 3.1. Public-Private Partnerships (PPP) 3.2. Sustainable Regional Development 3.3. Local Resource Governance	4	8			12	Cv	1	13
Module 4: Strategic Integration and Negotiation 4.1. Macroeconomics of the Transition 4.2. International Trade Dynamics 4.3. Strategic Green Negotiation			8	10	18	Ex	2	32
TOTAL	14	16	8	10			6	102

VT =virtual theory, VP = virtual practical, PT = in presence theory, PP = presence practical

ONE CREDIT POINT REQUIRES A TOTAL OF 25 HOURS OF STUDY PROGRAM, DIDACTIC AND INDIVIDUAL ACTIVITY.

Director departament,
Conf.univ.dr. habil. BUGNAR Nicoleta

RECTOR,
Prof.univ.dr.ing.habil. BUNGĂU Constantin



DECAN,
Prof.univ.dr.habil. SABĂU-POPA
Claudia-Diana

