Management Teaching language: English

Objectives

The program offers students various opportunities for developing skills in different areas of activities relevant to the contemporary business environment. It provides both a theoretical and a practical approach to the main business concepts for successful and effective management, familiarizing students with state-of-the-art concepts, methods and techniques from the management field. Students have the chance to develop essential abilities and competencies in managing the challenges faced by companies in the 21st century. Students can develop both general and specific competencies which give them the opportunity to perform in both managerial and non-managerial positions. The Management program is developed according to the main European and North American standards; consequently a graduate may easily continue studies in any national or international university.

Contents and structure

Considering its structure, the role of the program is threefold. Firstly, it includes a general approach of the economic environment through basic courses, secondly it brings an introductory perspective to management, and thirdly it details some very specific management subjects presenting various and important aspects of operations within companies.

The first three semesters offer a broad and general perspective over the business principles and provide orientation for the last three, dedicated mainly to management topics. The last three semesters include various management courses, all related to different relevant business activities. They offer a more specific approach to management and develop competencies to plan, organize, lead, and control management activities in various economic sectors.

Career perspectives

The program includes a mandatory internship program which helps students develop a practical view over the business environment, the internship being flexible, while foreign companies based abroad can also be chosen for the internship, if required. The graduates are trained to perform in various jobs, in both managerial and non-managerial positions, in manufacturing or service companies or in public institutions. The program provides students with competencies and abilities needed to succeed on the labor market, possible jobs including: economist, management consultant, project manager, human resource manager, operations manager, quality manager, economic researcher in management, bank manager, logistics planner, customer service representative etc.

International perspectives

International perspectives are enhanced by the similarities with other curricula in universities around the world in the field of management. Thus, graduates have different opportunities to continue the studies, in management or in other business area. The program gives students opportunities to interact with people from different cultures and to develop better understanding of the global business environment. Also, there is a large number of Erasmus and other exchange programs available, creating opportunities for studying abroad. The length is usually one semester, but there are different choices based on various agreements between UBB-FSEGA and partner universities (including the possibility to obtain a joint degree). Moreover, professors from abroad are frequently invited to give lectures for the program's students.

Contact

- Assoc. prof. Irina SALANŢĂ, PhD
- ☐ irina.salanta@econ.ubbcluj.ro

"I made a decision to study overseas and I think I chose the right university. FSEGA gave me the opportunity to reach worldwide cases and learning tools through amazing professors. Teaming up international and domestic students is one of the biggest advantages. The Management program provides high level education, which gives us a chance to be competitive on the market."

TAMAR KERESELIDZE, GEORGIA

* French, German, Italian, or Spanish

CURRICULUM

<u>u</u>					
1st Semester (32 credits)	2nd Semester (32 credits)	3rd Semester (30 credits)	4th Semester (30 credits)	5th Semester (30 credits)	6th Semester (30 credits)
Microeconomics	Macroeconomics	Financial Accounting	Production Management	Strategic Management	Human Resources Management
European Economics	Financial and Actuarial Mathematics	Corporate Finance	Comparative Management	Labor Management	Acquisitions Management
Mathematics Applied to Economics	Basic Accounting	Database Systems and	Investment Management	Logistics	Total Quality Management
Management	IT for Business	Programming	Service Management	Marketing Policies	Small and Medium-Sized
Public Finance	Basic Marketing	Descriptive Statistics	Science of Commodities and Quality	Operations Management	Enterprises Management
The Fundamentals of Services	Business Law	Business Ethics	Assurance	Optional Course 3	Elaboration of Graduation Thesis
Modern Languages Applied to	Modern Languages Applied to	Modern Languages Applied to	Internship - Production and Service	Optional Course 4	Optional Course 5
Business*	Business*	Business*	Management		Optional Course 6
Physical Education 1	Physical Education 2	Optional Course 1	Applied Specialist Language*		
			Optional Course 2		

				•	French, German, Italian, or Sp
e optional courses packages in	semesters 3 to 6 allow students to a	ecquire more of their progra	m's specific skills, to acquire skills specif	ic to other study programs:	
3rd Semester Optional Course 1	4th Semester Optional Course 2	5th Semester Optional Course 3	5th Semester Optional Course 4	6th Semester Optional Course 5	6th Semester Optional Course 6
Corporate Management	International Management	Project Management	Management in Commerce and Tourism Career Management Non-Profit Organizations Management	Organizational Human Behavior Managerial Training Methods Public Services Management	
	Managerial Accounting	Controlling	Business Valuation	Financial Reporting	Financial Control and Audi
	Agri-Tourism	Trade Marketing			International Tourism
				Environmental Management Waste Management	
Economic History Economic Doctrines	Behavioral Economics	Agricultural and Rural Development Policies			
	Introduction to International Economic and Diplomatic Practice	Regional Economics and Development Policies			International Business and Trade
Fiscal Policy	Insurance			Financing Direct Investments	Financial Markets
Introduction to Computer Programming	Algorithms and Data Structures	Programming and Development Environments			Management Information Systems
	Consumer Behavior		Services Marketing		Promotionals Tools and Techniques
Logics	Inferential Statistics Demography	Economic Forecasting	Basic Econometrics	Elements of Game Theory	Econometric Modelling
Introduction to Scientific Research Methodology			Business Communication*		Business Communication*
	3rd Semester Optional Course 1 Corporate Management Economic History Economic Doctrines Fiscal Policy Introduction to Computer Programming Logics Introduction to Scientific	3rd Semester Optional Course 1 Optional Course 2 Corporate Management International Management Managerial Accounting Agri-Tourism Economic History Economic Doctrines Introduction to International Economic and Diplomatic Practice Fiscal Policy Insurance Introduction to Computer Programming Consumer Behavior Logics Inferential Statistics Demography Introduction to Scientific	3rd Semester Optional Course 1 Optional Course 2 Optional Course 3 Corporate Management International Management Project Management Managerial Accounting Controlling Agri-Tourism Trade Marketing Economic History Economic Doctrines Behavioral Economics Introduction to International Economic and Diplomatic Practice Insurance Introduction to Computer Programming Algorithms and Data Structures Consumer Behavior Logics Inferential Statistics Demography Economic Forecasting Introduction to Scientific	Sth Semester	e optional courses packages in semesters 3 to 6 allow students to acquire more of their program's specific skills, to acquire skills specific to other study programs: 3rd Semester Optional Course 1 Optional Course 2 Optional Course 3 Optional Course 3 Optional Course 4 Optional Course 5 Optional Course 5 Optional Course 5 Optional Course 6 Optional Course 5 Optional Course 6 Optional Course 6 Optional Course 7 Optional Course 8 Management in Commerce and Tourism Organizational Human Behavior Career Management Management Training Methods Public Services Management Managerial Training Methods Public Services Management Agri-Tourism Trade Marketing Financial Reporting Economic History Economic History Economic Doctrines Behavioral Economics Agricultural and Rural Development Policies Introduction to International Economics and Development Policies Fiscal Policy Insurance Programming and Development Policies Programming and Development Policies Consumer Behavior Consumer Behavior Economic Forecasting Basic Econometrics Elements of Game Theory Introduction to Scientific Business Communications Elements of Game Theory Business Communications Elements of Game Theory Business Communications Elements of Game Theory