

## COURSE SYLLABUS

## 1. Program identification details

1.1 Higher education institution	„OVIDIUS” UNIVERSITY OF CONSTANTA
1.2 Faculty	Faculty of Economic Sciences
1.3 Department	General Economy
1.4 Field of studies	Business Administration
1.5 Cycle of studies (degree)	Bachelor
1.6 Degree program/qualification	Business Administration
1.7 Academic year	2021-2022

## 2. Course identification details

2.1 Course title	Payment and financing techniques						
2.2 Course code	BA3206						
2.3 Instructor	Associate professor Cristina Duhnea, PhD.						
2.4 Teaching assistant	Assistant Loredana-Georgiana Schipor, PhD.						
2.5 Year	III	2.6 Semester	II	2.7. Evaluation type	C	2.8 Course type */**	

\* DF – fundamental course, DD – field course, DS – specialty course, DC – complementary course, DAP – advanced study course, DSI – synthesis course, DCA – advanced knowledge course.

\*\* DI – mandatory course; DO – optional course.

## 3. Estimated workload (hours per semester)

3.1 Number of teaching hours/week	3	of which: 3.2 course	2	3.3 applications***	1
3.4 Total of teaching hours within the program/semester	36	of which: 3.5 lecture	24	3.6 seminar	12
3.7 Student workload for individual study					89
<b>Distribution of workload</b>					[hours]
Individual study of textbooks, handbooks/reader, bibliography and notes					30
Additional research (library, electronic resources, fieldwork)					30
Homework (preparing seminar presentations, portfolios, critical essays, research papers, etc.)					27
Individual consultations (optional)					
Evaluations / exams					2
Other activities					
3.8 Total hours per semester	125				
3.9 Number of credits	5				

\*\*\* S - seminar; L - laboratory; P - project

## 4. Prerequisites (if any)

4.1 Curriculum-related	• Macroeconomics, Money and Credit
4.2 Skills-related	• Not applicable

## 5. Requirements (if any)

5.1. For running the course	• Not applicable
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5.2. For running the seminar / laboratory /project	• Not applicable
<i>*The type is to be chosen according to the discipline</i>	

## 6. Acquired specific skills

Professional skills	<ul style="list-style-type: none"> <li>• Knowledge and understanding of the basic terms regarding the payment methods</li> <li>• Knowledge and understanding of the fundamental notions regarding the financing techniques used in the international transactions</li> <li>• Applying the basic principles and methods learned in order to solve the specific problems / situations at the functioning level of the international transactions, regarding the payment methods</li> </ul>
Cross-cutting skills	<ul style="list-style-type: none"> <li>• Taking the responsibility to define, structure and create a particular project</li> <li>• Ability to work within inter-disciplinary teams</li> <li>• Ability to actively participate in debates and discussions</li> </ul>

## 7. Course goal and objectives

7.1 The general objective of the course	<ul style="list-style-type: none"> <li>• Acquiring theoretical and practical knowledge regarding the payment methods and the financing techniques used in the international business</li> </ul>
7.2 Specific objectives	<ul style="list-style-type: none"> <li>• Knowledge and economic understanding about how different payment techniques may be used in the international trade</li> <li>• Acquiring the necessary knowledge regarding the payment methods and instruments that are used in the international trade</li> <li>• Financial knowledge and understanding of different financing techniques for exporters and importers</li> </ul>

## 8. Contents

8.1 Lecture	Teaching methods	Type and mode of achievement / Technical devices	Number of hours
1. Settlement systems used in international transactions	Lecture Case studies	Online teaching/ Direct teaching through video-conference / IT platform	2
2. Letter of credit: definition, typology, characteristics			2
3. Letter of Credit: documents used, letters of credit with special clauses - mechanisms			2
4. Documentary collection			2
5. The checks and the cards			1
6. The payment order. Counterparty as a way of payment			1
7. Short-term financing techniques			2
8. Financing techniques - Forfaiting			2
9. Financing techniques - Factoring			2
10. Medium and long-term financing techniques			2
11. Financing techniques through the Eurobonds			2

12. Financing techniques through eurocredit		2
13. Financing the infrastructure projects		2
<b>Bibliography:</b> <ul style="list-style-type: none"> <li>Basno, C.; Dardac, N., <i>Sisteme de plăți, compensări și decontări</i>, Bucharest, Ed. Didactică și Pedagogică, 2001.</li> <li>Bishop, E. (2004). <i>Finance of International Trade</i>, in <i>Essential Capital Markets</i>, ISBN: 978-0-7506-5908-6, available at: <a href="http://www.sciencedirect.com/science/book/9780750659086">http://www.sciencedirect.com/science/book/9780750659086</a></li> <li>Negruș, M., <i>Plăți și garanții internaționale</i>, Bucharest, ALL Publishing House, 2006.</li> <li>Niepmann, F., Schmidt-Eisenlohr, T. (2017) . <i>International trade, risk and the role of banks</i>, Journal of International Economics 107, pp. 111-126. Available at: <a href="http://www.sciencedirect.com/science/article/pii/S0022199617300338">http://www.sciencedirect.com/science/article/pii/S0022199617300338</a></li> <li>Onyiriuba, L. (2016). <i>Emerging Market Bank Lending and Credit Risk Control. Evolving Strategies to Mitigate Credit Risk, Optimize Lending Portfolios, and Check Delinquent Loans</i>. ISBN: 978-0-12-803438-5, available at: <a href="http://www.sciencedirect.com/science/book/9780128034385">http://www.sciencedirect.com/science/book/9780128034385</a></li> <li>Vancea, D.P.C., <i>Plăți și finanțări în afacerile internaționale</i>, Constanta, Ex Ponto Publishing House, 2007.</li> </ul>		

8.2 Applications* (seminar / laboratory / project) <i>*The type is to be chosen according to the discipline</i>	Teaching methods	Mode of achievement / Technical devices	Number of hours
1. Letter of Credit	Interactive thematic debate Examples, case studies	Online teaching/ Direct teaching through video-conference / IT platform	2
2. Bills of exchange, promissory note and checks			2
3. Short-term financing techniques			2
4. Financing techniques - Forfaiting			2
5. Financing techniques - Factoring			1
6. Medium and long-term financing techniques			2
7. Financing techniques through the Eurobonds			1
<b>Bibliography:</b> <ul style="list-style-type: none"><li>Basno, C.; Dardac, N., Sisteme de plăți, compensări și decontări, Bucharest, Ed. Didactică și Pedagogică, 2001.</li><li>Bishop, E. (2004). Finance of International Trade, in Essential Capital Markets, ISBN: 978-0-7506-5908-6, available at: <a href="http://www.sciencedirect.com/science/book/9780750659086">http://www.sciencedirect.com/science/book/9780750659086</a></li><li>Negruș, M., Plăți și garanții internaționale, Bucharest, ALL Publishing House, 2006.</li><li>Niepmann, F., Schmidt-Eisenlohr, T. (2017) . International trade, risk and the role of banks, Journal of International Economics 107, pp. 111-126. Available at:</li></ul>			

<http://www.sciencedirect.com/science/article/pii/S0022199617300338>

- Onyiriuba, L. (2016). Emerging Market Bank Lending and Credit Risk Control. Evolving Strategies to Mitigate Credit Risk, Optimize Lending Portfolios, and Check Delinquent Loans. ISBN: 978-0-12-803438-5, available at:  
<http://www.sciencedirect.com/science/book/9780128034385>
- Vancea, D.P.C., Plăți și finanțări în afacerile internaționale, Constanta, Ex Ponto Publishing House, 2007.

**9. Correlation between the content of the course and the needs/expectations of the epistemic community, professional associations and/or significant employers relevant for the program**

- It is necessary for the graduate to master the notions taught because:
- the accuracy and correctness of the notions acquired at the level of the discipline will satisfy the expectations of the companies that operate within the international trade, through import-export activities
- on the labor market, graduates can hold positions in multinational companies or in public institutions of local or central government
- by accumulating the necessary knowledge on payment methods and financing techniques, they will be able to contribute to the development of the corporations in which they will be employed, by offering adequate solutions in carrying out international transactions.

**10. Evaluation**

Type of activity	10.1 Evaluation criteria	10.2 Evaluation methods	10.3 Percentage of final grade
10.4 Course	<ul style="list-style-type: none"> <li>- Completeness and correctness of accumulated knowledge;</li> <li>- Ability to analyze and interpret knowledge;</li> <li>- Capacity to operate with assimilated knowledge;</li> <li>- Frequency to courses.</li> </ul>	Grid test exam, face to face or online, on the Webex and Microsoft Forms platform	80%
10.5 Applications* (Seminar/Laboratory / Project) <i>*The type is to be chosen according to the discipline</i>	<ul style="list-style-type: none"> <li>- Completeness and correctness of accumulated knowledge;</li> <li>- Active participation in seminars;</li> <li>- Creativity;</li> <li>- Conscientiousness;</li> <li>- Interest in individual study;</li> <li>- Originality.</li> </ul>	Systematic observation, projects, studies, topics (held at face-to-face / online meetings or sent by e-mail)	20%
10.6 Minimum standard of achievement for the acquisition of the ECTS credits			
Minimum requirements for grade 5 (or how grade 5 is awarded): Minimum 4.5 points cumulated from the weighted final test grade and the weighted seminar grade			
Minimum requirements for grade 10 (or how grade 10 is awarded): Minimum 9.5 points cumulated from the weighted final test grade and the weighted seminar grade			



Head of Department  
Assoc. Prof. Sorinel Cosma

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## COURSE SYLLABUS AUDIT

### 1. Program identification details

1.1 Higher education institution	„OVIDIUS” UNIVERSITY OF CONSTANTA
1.2 Faculty	ECONOMICS
1.3 Department	GENERAL ECONOMICS
1.4 Field of studies	BUSINESS ADMINISTRATION
1.5 Cycle of studies (degree)	BACHELOR DEGREE
1.6 Degree program/qualification	BUSINESS ADMINISTRATION
1.7 Academic year	2021-2022

### 2. Course identification details

2.1 Course title	AUDIT						
2.2 Course code	BA 3207						
2.3 Instructor	Elena DOBRE, PhD Professor						
2.4 Teaching assistant	Elena DOBRE, PhD Professor						
2.5 Year	III	2.6 Semester	2	2.7. Evaluation type	Ex	2.8 Course type */**	DD/DO

\* DF – fundamental course, DD – field course, DS – specialty course, DC – complementary course, DAP – advanced study course, DSI – synthesis course, DCA – advanced knowledge course.

\*\* DI – mandatory course; DO – optional course.

### 3. Estimated workload (hours per semester)

3.1 Number of teaching hours/week	4	of which: 3.2 course	2	3.3 applications***	2
3.4 Total of teaching hours within the program/semester	48	of which: 3.5 lecture	24	3.6 seminar	24
<b>3.7 Student workload for individual study</b>					<b>77</b>
<b>Distribution of workload</b>					<b>[hours]</b>
Individual study of textbooks, handbooks/reader, bibliography and notes					34
Additional research (library, electronic resources, fieldwork)					17
Homework (preparing seminar presentations, portfolios, critical essays, research papers, etc.)					17
Individual consultations (optional)					3
Evaluations / exams					6
Other activities					
<b>3.8 Total hours per semester</b>	<b>125</b>				
<b>3.9 Number of credits</b>	<b>5</b>				

\*\*\* S - seminar; L - laboratory; P - project

### 4. Prerequisites (if any)

4.1 Curriculum-related	•
4.2 Skills-related	•

### 5. Requirements (if any)

5.1. For running the course	•
5.2. For running the seminar / laboratory /project	•
<i>*The type is to be chosen according to the discipline</i>	

## 6. Acquired specific skills

Professional skills	<ul style="list-style-type: none"> <li>Identifying, understanding and using the concepts of corporate governance, financial reporting, internal audit and financial audit</li> <li>Possessing knowledge and skills for processing information for the preparation of financial statements as synthetic accounting documents</li> <li>Defining and understanding the concepts, procedures and methods used in the entity / organization's accounting, as well as the risk factors that can influence financial distorted reporting through fraud and error.</li> <li>Identifying and describing the calculation and use of economic and financial indicators</li> <li>Identifying, understanding and appropriate use of professional concepts and standards used in financial audit</li> <li>Calculating the materiality threshold, developing the financial audit plan and implementing minimum financial audit standards</li> </ul>
Cross-cutting skills	<ul style="list-style-type: none"> <li>Applying the principles, norms and values of professional ethics within your own rigorous, efficient and responsible work strategy</li> <li>Identifying roles and responsibilities in many specialized team and applying effective relationship and work techniques within the team</li> <li>Identifying opportunities for lifelong learning and efficient use of learning resources and techniques for their own development</li> <li>Responsible carrying out of professional tasks under restricted conditions and qualified assistance</li> </ul>

## 7. Course goal and objectives

7.1 The general objective of the course	<ul style="list-style-type: none"> <li>Knowledge assimilating on financial audit compliance in corporate and institutional governance issues and in European and international corporate and governmental strategies.</li> <li>Knowledge assimilating on the role of financial audit in corporate and governmental decision making based on quality financial information.</li> </ul>
7.2 Specific objectives	<ul style="list-style-type: none"> <li><u>Cognitive Skills (Knowledge)</u>: International Standards on Internal Audit and International Financial Auditing Standards</li> <li><u>Functional Competencies</u> - Implementation of International Financial Auditing Standards in Practice</li> <li><u>Personal skills</u>: familiarity with specific terminology in the field of governance and audit and application of knowledge of unitary or dualist management of companies as forms of corporate governance</li> <li><u>General Skills</u>: Understanding the role of financial audit in making decision, consciously, based on reasonable assurance provided by auditing and publishing financial statements</li> </ul>

## 8. Contents

8.1 Lecture	Teaching methods	Type and mode of achievement	Number of
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		/ Technical devices	hours
1. Corporate Governance and Foundations of Financial Management	Lecture Case studies	Online teaching/ Direct teaching through video-conference / IT platform	2
2. Framework for the Preparation and Presentation of Financial Statements.			2
3. IFRS 1 First time Adoption of IFRS. IAS1 Presentation of Financial Statements			2
4. IAS 7 Cash Flow Statements IAS 8 Accounting Policies, Changing in Accounting Estimates and Errors			2
5. International Federation of Accountants (IFAC) and International Standards on Auditing (ISA)			2
6. ISA 315, ISA 500, ISA 240			2
7. International Organization of Supreme Audit Institutions (INTOSAI) and International Standards of Supreme Audit Institutions (ISSAIs)			2
8. Institute of Internal Auditors (IIA) and International Standards & Guidance on Internal Audit (International Professional Practices Framework ( IPPF)			2
9. Audit conceptual framework and audit methodology			2
10. Planning and Determining Materiality			2
11. Designing audit procedures. Performing audit procedures			2
12. Reliability of the Accounts (Financial Audit). Compliance with Applicable Laws and Regulations (Compliance Audit)			2

**Bibliography:**

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[http://file.scirp.org/pdf/OJAcct\\_2017071414244700.pdf](http://file.scirp.org/pdf/OJAcct_2017071414244700.pdf)
- [2] Dobre E., Petrascu D. (2016), *Internal Audit as Cognitiv Process*, Bulletin of Taras Shevchenko National University of Kyiv. Economics, 2016 vol 188 pp.22-26, [http://bulletin-econom.univ.kiev.ua/wp-content/uploads/2017/01/188\\_22-26.pdf](http://bulletin-econom.univ.kiev.ua/wp-content/uploads/2017/01/188_22-26.pdf), DOI: <https://doi.org/10.17721/1728-2667.2016/188-11/4>
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- [5] Dobre, E. (2014), *Going concern in actual banking system-an accounting approach*. INDIAN JOURNAL OF APPLIED RESEARCH, 2014 February issue pp. 8-10, DOI:10.15373/2249 555X, [http://www.worldwidejournals.com/ijar/file.php?val=February\\_2014\\_1391258919\\_a81fc\\_89.pdf](http://www.worldwidejournals.com/ijar/file.php?val=February_2014_1391258919_a81fc_89.pdf)
- [6] Dobre E. (2013), *Innovative Financial Instruments-Cause and Solution for Financial Crisis?*, Ovidius University Annals. Economic Sciences, 2013 Vol. XIII issue1, pp. 1193-1198, ISSN 2393-3119 <http://stec.univ-ovidius.ro/html/anale/RO/cuprins%20rezumate/Cuprins%202013%20Partea%201.pdf>
- [7] Dobre E., Petrascu D. (2013), *Fair Value Measurement Of Financial Instruments in Accounting Banking System*, Ovidius University Annals. Economic Sciences, 2013, Vol. XIII issue 2, pp. 569-573, ISSN 2393-3119 <http://stec.univ-ovidius.ro/html/anale/RO/cuprins%20rezumate/cuprins2013p2.pdf>
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- [9] Dobre E. (2012), *Romanian Accounting Policies Between International Accounting Convergence And Corporate Governance Regulation*, Risk governance & control: financial markets & institutions / Volume 2, Issue 2, 2012 ISSN 2077-4303 (online version) DOI: 10.22495/rgcv2i2art1 [www.virtusinterpress.org](http://www.virtusinterpress.org) <http://www.virtusinterpress.org/ROMANIAN-ACCOUNTING-POLICIES.html>
- [10] Dobre E. (2012), *Approval and application accounting policies-expression of international accounting convergence impact on the systems of Romanian corporate governance*, ECMLG 2012 CYPRUS, 8th European Conference on Management, Leadership and Governance Pafos, CYPRUS, 8-9 Nov 2012, pp. 128-136 CD version ISBN 978-1-908272-76-8, Book version ISBN 978-1-908272-75-1,
- [11] Dobre E. (2014), *Valuation technique in fair value measurement*, Ovidius University Annals. Economic Sciences, 2014, vol. XIV issue 2, pp 489-494, ISSN 2393-3119) <http://stec.univ-ovidius.ro/html/anale/RO/2014/i2/cuprins%20vol.14%20issue2.pdf>
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- \*\*\* Internet : [www.ifac.org](http://www.ifac.org) [www.theiia.org](http://www.theiia.org) [www.eeiia.org](http://www.eeiia.org) [www.eca.europa.eu](http://www.eca.europa.eu) [www.acfe.com](http://www.acfe.com)

8.2 Applications* (seminar / laboratory / project) *The type is to be chosen according to the discipline	Teaching methods	Mode of achievement / Technical devices	Number of hours
1. International Standards on Auditing ISA315; ISA 330	Interactive thematic debate Examples, case studies	Online teaching/ Direct teaching through video-conference / IT platform	2
2. International Standards on Auditing ISA 500; ISA 240			2
3. ISA 500: Case Study-forensic accounting and audit evidence			2
4. Business Fraud (Enron case study)			2
5. Business Fraud (WorldCom case study)			2
6. Investments Fraud (Bernie Madoff case study)			2
7. Risks of derivative financial instruments: Nikolas Lesson case study			2
8. Risks of Related Parties in Transition Economy- Case Study			2
9. Accounting and Audit Principles: Substance over Form. Accounting Principles or Prevalence of			2



Economic Content over Contractual Form			
10. Romanian Chamber of Financial Auditors (RCFA/CAFR) and Romanian Law of Statutory Audit			2
11. European Court of Auditors-Guardian of the EU finance (ECA)			2
12. Association of Chartered Fraud Examiners (ACFE)			2
<b>Bibliography</b> [1] Avelund, E. (2009), <i>Too Good To Be True. The Rise and Fall of Bernie Madoff</i> , Penguin Group (USA) Inc. [2] Avelund, E. (2010). <i>Cel mai mare FURT din istorie</i> , Săptămâna Financiară-Editura Litera Internațional, 2010, trad. : Graal Soft. București ISBN 978-973-675-906-2 [3] Business Fraud (The Enron Problem), W. Steve Albrecht Ph.D., CPA, CIA, CFE Brigham Young University, © 2003, 2005 by the AICPA/American Institute of Certified Public Accountants, Inc., New York, New York. [4] Business Fraud (WorldCom Fraud ), © 2003, 2005 by the AICPA/American Institute of Certified Public Accountants, Inc., New York, New York. [5]. Dobre, E. (2017), <i>Expertiza contabilă judiciară- abordare cantitativ –calitativă a datelor</i> , DREPTUL ȘI PRINCIPALELE PROFESII JURIDICE ÎN ACTUALUL CONTEXT EUROPEAN, pp. 176-186, Editura Universul Juridic București, ISBN 978-606-39-0163-8 [6]. Dobre E (2017), <i>Prevalence of Economic Content over Legal Form- One of the Most Important Challenges of Economic Reforms</i> , 23rd EBES CONFERENCE - MADRID SEPTEMBER 27-29, 2017 MADRID, SPAIN <a href="http://ebesweb.org/Portals/0/23rd%20EBES%20Conference%20Program.pdf">http://ebesweb.org/Portals/0/23rd%20EBES%20Conference%20Program.pdf</a> [7]. Dobre M.M. (2011), <i>Stock Investor's Response to SOX 404 Material Weakness Disclosures</i> , LAMBERT Publishing 2011 <a href="https://www.amazon.com/Investors-response-Material-Weakness-Disclosures/dp/3848425610/ref=sr_1_1?s=books&amp;ie=UTF8&amp;qid=1509288639&amp;sr=1-1&amp;refinements=p_27%3AMaria+Mirela+Dobre">https://www.amazon.com/Investors-response-Material-Weakness-Disclosures/dp/3848425610/ref=sr_1_1?s=books&amp;ie=UTF8&amp;qid=1509288639&amp;sr=1-1&amp;refinements=p_27%3AMaria+Mirela+Dobre</a> [8] European Court of Auditors (2012), FINANCIAL AND COMPLIANCE AUDIT MANUAL, <a href="http://www.eca.europa.eu">www.eca.europa.eu</a> [9] EU Auditors work programme 2018 – audit priorities and expected reports <a href="https://www.eca.europa.eu/en/Pages/WP2018.aspx">https://www.eca.europa.eu/en/Pages/WP2018.aspx</a> [10] INTOSAI Auditing Guidelines <a href="http://www.intosai.org/issai-executive-summaries/4-auditing-guidelines/general-auditing-guidelines.html">http://www.intosai.org/issai-executive-summaries/4-auditing-guidelines/general-auditing-guidelines.html</a> [11] INTOSAI - GOV Guidance for good governance <a href="http://www.intosai.org/issai-executive-summaries/intosai-guidance-for-good-governance-intosai-gov.html">http://www.intosai.org/issai-executive-summaries/intosai-guidance-for-good-governance-intosai-gov.html</a> [12] Standards& Guidance (2016) <a href="https://na.theiia.org/standards-guidance/Pages/Standards-and-Guidance-IPPF.aspx">https://na.theiia.org/standards-guidance/Pages/Standards-and-Guidance-IPPF.aspx</a> [13] Anti Fraud Summit 2017, <a href="http://www.acfe.com/fraudsummit2017.aspx">http://www.acfe.com/fraudsummit2017.aspx</a> *** Internet : <a href="http://www.theiia.org">www.theiia.org</a> <a href="http://www.eiia.org">www.eiia.org</a> <a href="http://www.eca.europa.eu">www.eca.europa.eu</a> <a href="http://www.acfe.com">www.acfe.com</a> <a href="http://www.nicklesson.com">www.nicklesson.com</a>			

### 9. Correlation between the content of the course and the needs/expectations of the epistemic community, professional associations and/or significant employers relevant for the program

Chapters course content and seminar works content are correlated with the expectations of employers and professional and scientific associations so that acquired knowledge and skills can lead to access to the accounting profession and exercise of audit activities.

Possible occupations according to ROC- Romanian Occupational Code:

- Counselor / expert / inspector / referent / economist in economic management – 24410;
- Financial accountancy specialist - code 241110;
- Banking Economist - code 241502;
- Patrimonial financial manager - higher education - 244111;
- Financial and banking expert - 241106;
- Censor 241101;
- Financial Auditor 241112;
- Internal Public Auditor-241306.

**10. Evaluation**

Type of activity	10.1 Evaluation criteria	10.2 Evaluation methods	10.3 Percentage of final grade
10.4 Course	-Complete and accurate rendering of accumulated knowledge; - Ability to analyze and interpret the acquired knowledge; - Abilities to operate with the assimilated knowledge; - Attendance	Oral Exam online, according art 2, art 11 HCFSE/12.04.2020 (Webex Meetings)	70%
10.5 Applications* (Seminar/Laboratory / Project) <i>*The type is to be chosen according to the discipline</i>	-Complete and correct application of accumulated knowledge; - Active participation in seminars; - Creativity; - Conscientiousness/due professional care; - Interest for individual study; - Originality. - Attendance	Systematic observation, projects, studies, topics (held online meetings or sent by e-mail)	30%
<b>10.6 Minimum standard of achievement for the acquisition of the ECTS credits</b>			
For final exam: Knowledge of understanding and interpretation of audit data; Appropriate use of concepts, theories, methods and techniques of audit; For periodic evaluation: Develop an audit plan and conduct audit tests; Elaboration of a project / audit work.			

Date of completion  
11 10 2021

Course Instructor,

Teaching Assistant

Name, Surname, Signature

Name, Surname, Signature

PhD Professor Dobre Elena

PhD Professor Dobre Elena

Date of approval in the Department

Head of Department  
Name, Surname/Signature

.....18 10 2021.....

Associate professor/Cosma Sorinel

## COURSE SYLLABUS INTERNATIONAL FINANCE

### 1. Program identification details

1.1 Higher education institution	„OVIDIUS” UNIVERSITY OF CONSTANTA
1.2 Faculty	Economic Sciences
1.3 Department	General Economy
1.4 Field of studies	Business Administration
1.5 Cycle of studies (degree)	Bachelor
1.6 Degree program/qualification	Business Administration
1.7 Academic year	2021-2022

### 2. Course identification details

2.1 Course title	International finance						
2.2 Course code	BA3208						
2.3 Instructor	Professor Diane Paula Corina Vancea, PhD.						
2.4 Teaching assistant	Teaching assistant Georgiana-Loredana Schipor, PhD.						
2.5 Year	III	2.6 Semester	II	2.7. Evaluation type	E	2.8 Course type */**	DO

\* DF – fundamental course, DD – field course, DS – specialty course, DC – complementary course, DAP – advanced study course, DSI – synthesis course, DCA – advanced knowledge course.

\*\* DI – mandatory course; DO – optional course.

### 3. Estimated workload (hours per semester)

3.1 Number of teaching hours/week	3	of which: 3.2 course	2	3.3 applications***	1
3.4 Total of teaching hours within the program/semester	36	of which: 3.5 lecture	24	3.6 seminar	12
<b>3.7 Student workload for individual study</b>					
<b>Distribution of workload</b>					[hours]
Individual study of textbooks, handbooks/reader, bibliography and notes					44
Additional research (library, electronic resources, fieldwork)					20
Homework (preparing seminar presentations, portfolios, critical essays, research papers, etc.)					23
Individual consultations (optional)					
Evaluations / exams					2
Other activities					
<b>3.8 Total hours per semester</b>	125				
<b>3.9 Number of credits</b>	5				

\*\*\* S - seminar; L - laboratory; P - project

### 4. Prerequisites (if any)

4.1 Curriculum-related	• Macroeconomics
4.2 Skills-related	• Not applicable

### 5. Requirements (if any)

5.1. For running the course	• Not applicable
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5.2. For running the seminar	<ul style="list-style-type: none"> <li>Not applicable</li> </ul>
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## 6. Acquired specific skills

Professional skills	<ul style="list-style-type: none"> <li>Knowledge and understanding of the basic financial terms</li> <li>Knowledge and understanding of the fundamental notions regarding the structure of the financial systems</li> <li>Applying the basic principles and methods learned in order to solve the specific problems / situations at the functioning level of different markets that compose the international financial system</li> </ul>
Cross-cutting skills	<ul style="list-style-type: none"> <li>Taking the responsibility to define, structure and create a particular project</li> <li>Ability to work within inter-disciplinary teams</li> <li>Ability to actively participate in debates and discussions</li> </ul>

## 7. Course goal and objectives

7.1 The general objective of the course	<ul style="list-style-type: none"> <li>Acquiring theoretical and practical knowledge regarding financial phenomenology determined by the international financial and monetary relations</li> </ul>
7.2 Specific objectives	<ul style="list-style-type: none"> <li>Identifying the causality and the specific rules that influence and lead to complex relationships between different stakeholders from national and international financial systems</li> <li>Developing the capacity to explain the relationships that form the international reserves and liquidity and their use.</li> <li>Knowledge of the concepts and interpreting the operating and programming tools of the international financial system</li> </ul>

## 8. Contents

8.1 Lecture	Teaching methods	Type and mode of achievement / Technical devices	Number of hours
1. The content and role of the international finance	Lecture	Online teaching/ Direct teaching through video-conference / IT platform	2
2. The international money, currencies and foreign exchange			2
3. The exchange rate: content, typology, implications on the economic activity			2
4. The currency risk and methods of countering them			2
5. The currency market			2
6. The exchange rate regimes			2
7. The money market			2
8. The capital market			2
9. The international credit market			2
10. The international liquidity			2

11. The balance of payments		1
12. The international financial institutions		1
13. The financial rating		1
14. International instruments and international payment agreements		1
<b>Bibliography:</b> [1] Beaupain, R., Durré, A. (2016). Excess liquidity and the money market in the euro area. Journal of Macroeconomics 47, pp. 33-44. Available at: <a href="http://www.sciencedirect.com/science/article/pii/S016407041500107X">http://www.sciencedirect.com/science/article/pii/S016407041500107X</a> [2] Bohl, M.T., Michaelis, P., Siklos, P.L. (2016). Austerity and recovery: Exchange rate regime choice, economic growth, and financial crises. Economic Modelling 53, pp. 195-207. Available at: <a href="http://www.sciencedirect.com/science/article/pii/S026499931500382X">http://www.sciencedirect.com/science/article/pii/S026499931500382X</a> [3] Bran, P., Relații financiare-monetare internaționale, Bucharest, The Economic Publishing House, 2000. [4] Floricel, C., Relații valutar-financiare internaționale, Bucharest, The University Publishing House "Carol Davila", 2006. [5] Gaftoniuc, S., Finanțe internaționale, Bucharest, The Economic Publishing House, 2000. [6] Kiritescu, C., Relații valutar-financiare internaționale, Bucharest, Scientific and Encyclopedic Publishing House, 1978. [7] Kwapień, J., Gworek, S., Drożdż, S., Górski, S. (2009). Analysis of a network structure of the foreign currency exchange market. Journal of Economic Interaction and Coordination 4, pp. 55–72. Available at: <a href="https://link.springer.com/content/pdf/10.1007%2Fs11403-009-0047-9.pdf">https://link.springer.com/content/pdf/10.1007%2Fs11403-009-0047-9.pdf</a> [8] Vancea, D.P.C., Relații financiar-valutare internaționale, Constanta, Ovidius University Press, 2004, ISBN 973-614-211-6. [9] Vancea, D.P.C.; Chiru, C.; Mădăras, I., Relații financiar-valutare internaționale – caiet de seminar, Ovidius University Press, Constanta, 2004, ISBN 973-614-212-4. [10] Voinea, G., Finanțe internaționale, Iași, Technopress Publishing House, 2014.		

8.2 Applications (seminar)	Teaching methods	Mode of achievement / Technical devices	Number of hours
1. International financial arrangements	Interactive thematic debate Examples, case studies	Online teaching/ Direct teaching through video-conference / IT platform	1
2. ECU, Euro and SDRs in international transactions			1
3. Bills of exchange and promissory note: the mechanism			2
4. The checks: case studies, mechanisms			2
5. Establishing the spot and the forward foreign exchange rate. The cross rate method			2
6. Derivative financial instruments			2

7. The Romanian international reserve: structure, history, evolutions		1
8. Rating agencies		1

**Bibliography:**

- [1] Beaupain, R., Durré, A. (2016). Excess liquidity and the money market in the euro area. *Journal of Macroeconomics* 47, pp. 33-44. Available at: <http://www.sciencedirect.com/science/article/pii/S016407041500107X>
- [2] Bohl, M.T., Michaelis, P., Siklos, P.L. (2016). Austerity and recovery: Exchange rate regime choice, economic growth, and financial crises. *Economic Modelling* 53, pp. 195-207. Available at: <http://www.sciencedirect.com/science/article/pii/S026499931500382X>
- [3] Bran, P., *Relații financiare-monetare internaționale*, Bucharest, The Economic Publishing House, 2000.
- [4] Floricel, C., *Relații valutare-financiare internaționale*, Bucharest, The University Publishing House “Carol Davila”, 2006.
- [5] Gaftoniuc, S., *Finanțe internaționale*, Bucharest, The Economic Publishing House, 2000.
- [6] Kiritescu, C., *Relații valutare-financiare internaționale*, Bucharest, Scientific and Encyclopedic Publishing House, 1978.
- [7] Kwapien, J., Gworek, S., Drożdż, S., Górski, S. (2009). Analysis of a network structure of the foreign currency exchange market. *Journal of Economic Interaction and Coordination* 4, pp. 55–72. Available at: <https://link.springer.com/content/pdf/10.1007%2Fs11403-009-0047-9.pdf>
- [8] Vancea, D.P.C., *Relații financiar-valutare internaționale*, Constanta, Ovidius University Press, 2004, ISBN 973-614-211-6.
- [9] Vancea, D.P.C.; Chiru, C.; Mădăras, I., *Relații financiar-valutare internaționale – caiet de seminar*, Ovidius University Press, Constanta, 2004, ISBN 973-614-212-4.
- [10] Voinea, G., *Finanțe internaționale*, Iași, Technopress Publishing House, 2014.

**9. Correlation between the content of the course and the needs/expectations of the epistemic community, professional associations and/or significant employers relevant for the program**

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**10. Evaluation**

Type of activity	10.1 Evaluation criteria	10.2 Evaluation methods	10.3 Percentage of final grade
10.4 Course	- Completeness and correctness of acquired knowledge; - Ability to analyze and to explain the financial information; - Capacity to operate with the acquired knowledge; - Frequency of classes.	Grid test exam, on the Webex and Microsoft Forms platform	80%



10.5 Applications (Seminar)	- Completeness and correctness of acquired knowledge; - Active participation; - Creativity; - Conscientiousness; - Interest for individual study; - Originality.	Systematic observation, projects, studies, topics (held at face-to-face / online meetings or sent by e-mail)	20%
10.6 Minimum standard of achievement for the acquisition of the ECTS credits			
• Minimum 5 at the final exam.			

Date of completion

 Course Instructor,  
 Professor Diane Vancea, PhD.

 Teaching Assistant,  
 Teaching assist. Loredana Schipor, PhD.

..11 10 2021.....

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Date of approval in the Department

 Head of Department  
 Associate professor Sorinel Cosma

..18 10 2021.....

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## COURSE SYLLABUS

## 1. Program identification details

1.1 Higher education institution	„OVIDIUS” UNIVERSITY OF CONSTANTA
1.2 Faculty	Faculty of Economic Sciences
1.3 Department	General Economy
1.4 Field of studies	Business Administration
1.5 Cycle of studies (degree)	Bachelor
1.6 Degree program/qualification	Business Administration
1.7 Academic year	2021-2022

## 2. Course identification details

2.1 Course title	Entrepreneurship						
2.2 Course code	BA 3209						
2.3 Instructor	Associate professor Ilie Margareta, PhD.						
2.4 Teaching assistant	Associate professor Ilie Margareta, PhD.						
2.5 Year	III	2.6 Semester	II	2.7. Evaluation type	C	2.8 Course type */**	DD

\* DF – fundamental course, DD – field course, DS – specialty course, DC – complementary course, DAP – advanced study course, DSI – synthesis course, DCA – advanced knowledge course.

\*\* DI – mandatory course; DO – optional course.

## 3. Estimated workload (hours per semester)

3.1 Number of teaching hours/week	4	of which: 3.2 course	2	3.3 applications***	2
3.4 Total of teaching hours within the program/semester	48	of which: 3.5 lecture	24	3.6 seminar	24
3.7 Student workload for individual study					77
<b>Distribution of workload</b>					[hours]
Individual study of textbooks, handbooks/reader, bibliography and notes					20
Additional research (library, electronic resources, fieldwork)					20
Homework (preparing seminar presentations, portfolios, critical essays, research papers, etc.)					35
Individual consultations (optional)					
Evaluations / exams					2
Other activities					
3.8 Total hours per semester	125				
3.9 Number of credits	5				

\*\*\* S - seminar; L - laboratory; P - project

## 4. Prerequisites (if any)

4.1 Curriculum-related	• Economy, Management , Marketing
4.2 Skills-related	•

## 5. Requirements (if any)

5.1. For running the course	•
5.2. For running the seminar / laboratory /project	•
<i>*The type is to be chosen according to the discipline</i>	

## 6. Acquired specific skills

Professional skills	<ul style="list-style-type: none"> <li>• Development of basic skills and knowledge to understand the notions of entrepreneurship;</li> <li>• Development of entrepreneurial mentality that can be applied in career or business:</li> <li>• Acquiring knowledge and skills to analyze and take advantage of market opportunities;</li> <li>• Understanding the game of the free market and the importance of entrepreneurship;</li> <li>• Building analyzes and forecasts based on a set of available information</li> </ul>
Cross-cutting skills	<ul style="list-style-type: none"> <li>• Ability to develop and implement a business project;</li> <li>• Ability to work in a team;</li> <li>• Proactivity and positive responses to change;</li> <li>• Skills of creativity, communication, critical thinking and problem solving;</li> <li>• Awareness of personal strengths and weaknesses</li> </ul>

## 7. Course goal and objectives

7.1 The general objective of the course	Acquiring basic skills related to entrepreneurship, entrepreneurial mentality and understanding the role and position of the entrepreneur in the market economy
7.2 Specific objectives	<ul style="list-style-type: none"> <li>• Development of skills to operate with basic concepts and principles in entrepreneurship;</li> <li>• Developing the skills to evaluate the context and the opportunities offered by the career and the career;</li> <li>• Creating the entrepreneurial mentality.</li> </ul>

## 8. Contents

8.1 Lecture	Teaching methods	Type and mode of achievement / Technical devices	Number of hours
1. The entrepreneur-promoter of the commercial company	Lecture Case studies	Online teaching/ Direct teaching through video-conference /	2
2. Entrepreneurial activity			4
3. Entrepreneurial management			2
4. Ethics and social responsibility in entrepreneurial activity			2
5. Identifying business ideas and evaluating opportunities			4
6. Entering the business			4

7. Business growth management		IT platform	2
8. Production management and quality control			2
9. Customer orientation			2
<b>Bibliography:</b>			
1. Ilie M, Ilie C, Management antreprenorial, Universitaria Craiova Publish., Craiova, 2012, 188 pages, ISBN 978-606-14-0532-9.			
2. Rădulescu, C-Conducerea și strategia afacerilor mici și mijlocii, Ed. Risoprint, Cluj-Napoca. 2004			

8.2 Applications* (seminar / laboratory / project) <i>*The type is to be chosen according to the discipline</i>	Teaching methods	Mode of achievement / Technical devices	Number of hours
1.Characteristic features of the entrepreneur	Interactive thematic debate Examples, case studies	Online teaching/ Direct teaching through video-conference / IT platform	4
2.The main factors that influence entrepreneurial activity			4
3.Identifying business opportunities.			4
4.Methods of entering the business			4
5.Customer loyalty management			4
6.Business exit methods			4
<b>Bibliography:</b> 1.Ilie M, Ilie C, Management antreprenorial, Universitaria Craiova Publish., Craiova, 2012, 188 pages, ISBN 978-606-14-0532-9. 2.Rădulescu,C- <i>Conducerea și strategia afacerilor mici și mijlocii</i> ,Ed. Risoprint,Cluj-Napoca,2004			

### 9. Correlation between the content of the course and the needs/expectations of the epistemic community, professional associations and/or significant employers relevant for the program

Through partnerships with economic agents, invited experts, case studies, presentation of models with applicability of managerial practice

### 10. Evaluation

Type of activity	10.1 Evaluation criteria	10.2 Evaluation methods	10.3 Percentage of final grade
10.4 Course	Correctness of accumulated knowledge; - Ability to analyze and interpret knowledge; - Ability to operate with assimilated knowledge; - Frequency to courses.	Grid test exam, face to face or online, on the Webex and Microsoft Forms platform	90%

10.5 Applications* (Seminar/Laboratory / Project) <i>*The type is to be chosen according to the discipline</i>	<ul style="list-style-type: none"> <li>- Active participation in seminars;</li> <li>- Creativity;</li> <li>- Interest in individual study;</li> <li>- Originality.</li> </ul>	Systematic observation, projects, studies, topics (held at face-to-face / online meetings or sent by e-mail)	10%
10.6 Minimum standard of achievement for the acquisition of the ECTS credits			
Minimum requirements for grade 5 (or how grade 5 is awarded) - min 4.5 cumulative test points (weighted score) and seminar activity (weighted score)			
Minimum requirements for grade 10 (or how grade 10 is awarded) - min 9.5 cumulative test points (weighted score) and seminar activity (weighted score)			

Date of completion      Course Instructor,  
Name, Surname, Signature

11 10 2021      Teach. Assist. Ilie Măgareta

Teaching Assistant,  
Name, Surname, Signature

Teaching. Assist. Ilie Măgareta

Date of approval in the Department

..18 10 2021.....

Head of Department  
Name, Surname, Signature

Teaching ass. p. Cosma Sorinel



## COURSE SYLLABUS

### BANKS AND BANKING OPERATIONS

#### 1. Program identification details

1.1 Higher education institution	„OVIDIUS” UNIVERSITY OF CONSTANTA
1.2 Faculty	ECONOMIC SCIENCES
1.3 Department	GENERAL ECONOMY
1.4 Field of studies	BUSINESS ADMINISTRATION
1.5 Cycle of studies (degree)	BACHELOR
1.6 Degree program/qualification	BUSINESS ADMINISTRATION
1.7 Academic year	2021-2022

#### 2. Course identification details

2.1 Course title	BANKS AND BANKING OPERATIONS						
2.2 Course code	BA3210						
2.3 Instructor	Assoc. Prof. Ghiță-Mitrescu Silvia, PhD.						
2.4 Teaching assistant	Assoc. Prof. Ghiță-Mitrescu Silvia, PhD.						
2.5 Year	III	2.6 Semester	II	2.7. Evaluation type	C	2.8 Course type */**	DD/DI

\* DF – fundamental course, DD – field course, DS – specialty course, DC – complementary course, DAP – advanced study course, DSI – synthesis course, DCA – advanced knowledge course.

\*\* DI – mandatory course; DO – optional course.

#### 3. Estimated workload (hours per semester)

3.1 Number of teaching hours/week	4	of which: 3.2 course	2	3.3 applications***	2
3.4 Total of teaching hours within the program/semester	48	of which: 3.5 lecture	24	3.6 seminar	24
<b>3.7 Student workload for individual study</b>					
<b>Distribution of workload</b>					[hours]
Individual study of textbooks, handbooks/reader, bibliography and notes					39
Additional research (library, electronic resources, fieldwork)					17
Homework (preparing seminar presentations, portfolios, critical essays, research papers, etc.)					19
Individual consultations (optional)					
Evaluations / exams					2
Other activities					
<b>3.8 Total hours per semester</b>	125				
<b>3.9 Number of credits</b>	5				

\*\*\* S - seminar; L - laboratory; P - project

#### 4. Prerequisites (if any)

4.1 Curriculum-related	• Macroeconomics, Monetary and Financial Economics
4.2 Skills-related	•

#### 5. Requirements (if any)

5.1. For running the course	<ul style="list-style-type: none"> <li>Online video conference platform</li> </ul>
5.2. For running the seminar / laboratory / project	<ul style="list-style-type: none"> <li>Online collaborative work platform</li> </ul>
<i>*The type is to be chosen according to the discipline</i>	

## 6. Acquired specific skills

Professional skills	<p>Acquiring the basic concepts related to:</p> <ul style="list-style-type: none"> <li>how to organize the monetary system from the origins and to date in Romania and at international level;</li> <li>concepts of interest and general credit principles;</li> <li>the main concepts of credit titles;</li> <li>the banking system in the market economy and its structure;</li> <li>the role and the functions of commercial banks and central banks;</li> <li>the active and the passive operations of banks;</li> <li>features and trends in the evolution of the Romanian banking system.</li> </ul>
Cross-cutting skills	<ul style="list-style-type: none"> <li>Developing the ability to work rigorously and efficiently, manifesting responsible attitudes towards the scientific and didactic field, for an optimal and creative valorisation of their own potential in specific situations, respecting the principles and norms of professional ethics;</li> <li>oral and written communication for professional purposes and the development of skills in order to work effectively in a team;</li> <li>the use of modern technology and tools for information processing and database management for specific economic and social activities;</li> <li>knowledge, explanation and interpretation of ideas, processes, phenomena specific to the economic activities and development of judgments of value argued at microeconomic and macroeconomic level.</li> </ul>

## 7. Course goal and objectives

7.1 The general objective of the course	<ul style="list-style-type: none"> <li>Developing the skills needed to understand the role of banks in the economy and the related operations;</li> </ul>
7.2 Specific objectives	<ul style="list-style-type: none"> <li>Developing the ability of students to perceive the activity of a financial institution in the economy, in particular - the banks.</li> <li>Creating the conditions for a thorough knowledge about the diversity of the banking operations.</li> </ul>

## 8. Contents

8.1 Lecture	Teaching methods	Type and mode of achievement / Technical devices	Number of hours
1. Banking systems – organization and functioning	Lecture	Online	2
2. Central banks and their role in the economy			2

3. National Bank of Romania – role and functions	Case studies	teaching/ Direct teaching through video- conference / IT platform	2
4. Typology of banks and banking operations			2
5. Lending operations			2
6. Deposit acceptance operations			2
7. Cash-based operations			2
8. Cashless receipts and payments			2
9. Card-based operations			2
10. Foreign exchange operations			2
11. Performance and risks in banking			2
12. Risk management in banking			2

**Bibliography:**

- 1] Nicolae Dardac, Teodor Barbu, Monedă, bănci și politici monetare, Ed. Didactică și Pedagogică, București, 2005;
- [2] Cezar Basno, Nicolae Dardac, Constantin Floricel – Monedă, credit, bănci – Aplicații și studii de caz, Ed. Didactică și pedagogică, București, 2001;
- [3] Cerna Silviu, Sistemul monetar și politica monetară, Ed. Enciclopedică, 1999;
- [4] Kenen Peter, Economy of Monetary Union in Europa, Cambridge University Press, 2005;
- [5] Shelagh Heffernan, Modern Banking, John Wiley & Sons, Ltd, 2005
- [6] \*\*\* Rapoarte anuale ale BNR
- [7] Ghiță-Mitrescu Silvia – Banks and banking operations – course notes in electronic format

8.2 Applications* (seminar / laboratory / project) <i>*The type is to be chosen according to the discipline</i>	Teaching methods	Mode of achievement / Technical devices	Number of hours
1. Banking systems	Interactive thematic debate Examples, case studies	Online teaching/ Direct teaching through video-conference / IT platform	2
2. Central bans and the monetary policy			2
3. The National Bank of Romania			2
4. The banking system in Romania			2
5. Banking operations			12
6. Banking performance and risks			4
<b>Bibliography:</b> Same as course			

### 9. Correlation between the content of the course and the needs/expectations of the epistemic community, professional associations and/or significant employers relevant for the program

- The content of the discipline is in accordance with that of similar disciplines taught in undergraduate study programs at faculties in the country and abroad. During the meetings with the representatives of the professional associations and with the employers, they were consulted on the content of the discipline, so that the competencies acquired by the graduates of this specialization meet the requirements of the labor market.

### 10. Evaluation

Type of activity	10.1 Evaluation criteria	10.2 Evaluation methods	10.3 Percentage of final grade
10.4 Course	- Completeness and correctness of accumulated knowledge; - Ability to analyze and interpret knowledge; - Capacity to operate with the assimilated knowledge.	Grid test exam, face to face or online, on Zoom and Microsoft Forms platform	60%
10.5 Applications* (Seminar/Laboratory / Project) <i>*The type is to be chosen according to the discipline</i>	- Active participation in seminars; - Conscientiousness; - Interest for individual study.	Systematic observation, projects, studies, topics (held at face-to-face / online meetings)	40%
10.6 Minimum standard of achievement for the acquisition of the ECTS credits			
- The knowledge of the role of banks in the economy and the typology of their operations; - Minimum grade in the final exam – 5 (five)			

Date of completion

 Course Instructor,  
 Assoc. prof. Ghiță-Mitrescu Silvia, PhD.

 Teaching Assistant,  
 Assoc. prof. Ghiță-Mitrescu  
 Silvia, PhD.

.11 10 2021.....

Date of approval in the Department

 Head of Department  
 Assoc. prof. Cosma Sorinel, PhD.

....18 10 2021.....

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## COURSE SYLLABUS

## 1. Program identification details

1.1 Higher education institution	„OVIDIUS” UNIVERSITY OF CONSTANTA
1.2 Faculty	Economics
1.3 Department	General Economy
1.4 Field of studies	Business Administration
1.5 Cycle of studies (degree)	Bachelor
1.6 Degree program/qualification	Business Administration (in english)
1.7 Academic year	2021-2022

## 2. Course identification details

2.1 Course title	<b>Business investment strategies</b>						
2.2 Course code	BA3213						
2.3 Instructor	Lecturer Sorici Costin Octavian						
2.4 Teaching assistant	Lecturer Sorici Costin Octavian						
2.5 Year	3	2.6 Semester	2	2.7. Evaluation type	C	2.8 Course type */**	DD

\* DF – fundamental course, DD – field course, DS – specialty course, DC – complementary course, DAP – advanced study course, DSI – synthesis course, DCA – advanced knowledge course.

\*\* DI – mandatory course; DO – optional course.

## 3. Estimated workload (hours per semester)

3.1 Number of teaching hours/week	4	of which: 3.2 course	2	3.3 applications***	2
3.4 Total of teaching hours within the program/semester	48	of which: 3.5 lecture	24	3.6 seminar	24
<b>3.7 Student workload for individual study</b>					<b>77</b>
<b>Distribution of workload</b>					<b>[hours]</b>
Individual study of textbooks, handbooks/reader, bibliography and notes					17
Additional research (library, electronic resources, fieldwork)					20
Homework (preparing seminar presentations, portfolios, critical essays, research papers, etc.)					20
Individual consultations (optional)					
Evaluations / exams					10
Other activities					
<b>3.8 Total hours per semester</b>	<b>125</b>				
<b>3.9 Number of credits</b>	<b>5</b>				

\*\*\* S - seminar; L - laboratory; P - project

## 4. Prerequisites (if any)

4.1 Curriculum-related	•
4.2 Skills-related	•

**5. Requirements (if any)**

5.1. For running the course	•
5.2. For running the seminar / laboratory /project	•
<i>*The type is to be chosen according to the discipline</i>	

**6. Acquired specific skills**

Professional skills	<ul style="list-style-type: none"> <li>• Understand the global investment environment</li> <li>• Use of basic knowledge to explain and interpret the behavior of economic agents on investment markets</li> <li>• Applying the principles and theories learned to explain the evolution of global investments</li> <li>• Use of evaluation criteria and methods to assess the advantages and disadvantages of different types of foreign direct investment</li> <li>• Developing professional projects using principles and methods established in the field</li> </ul>
Cross-cutting skills	<ul style="list-style-type: none"> <li>• Assume the responsibility of implementing a particular project</li> <li>• Ability to work in team</li> <li>• Active participation in debates and discussions</li> </ul>

**7. Course goal and objectives**

7.1 The general objective of the course	• understanding the investment strategies pursued by companies in different contexts and moments
7.2 Specific objectives	<ul style="list-style-type: none"> <li>• understanding the behavior of economic agents in foreign investment markets</li> <li>• knowing and understanding the different forms of strategic alliances between firms that require investments</li> </ul>

**8. Contents**

8.1 Lecture	Teaching methods	Type and mode of achievement / Technical devices	Number of hours
1. Internationalization. Motivations and advantages of internationalization	Lecture Case studies	Online teaching/ Direct teaching through video-conference / IT platform	2
2. Transnational Society: determinations, characteristics			2
3. Ways of expanding transnational companies			2
4. Advantages of subsidiary implantation across the border			2
5. FDI typology from the perspective of transnational motivation			2
6. Strategic alliances: concept, characteristics, motivations			2
7. Game theory			2
8. Outsourcing			2
9. Licensing and franchising			2



10. Coproduction and subproduction		2
11. Equity alliances		2
12. Joint ventures		2

**Bibliography:**

1. Margarita Ișoraitè, 2009, Importance of Strategic Alliances in Company's Activity, <https://www3.mruni.eu/~int.economics/5nr/Isoraite.pdf>
2. Dursun Bingöl, Suat Begeç, 2020, Managing International Alliances: Joint Ventures: A Case Study, [https://www.scirp.org/pdf/jss\\_2020042715460138.pdf](https://www.scirp.org/pdf/jss_2020042715460138.pdf)
3. Culpan, Refik, 2008, The role of strategic alliances in gaining sustainable competitive advantage for firms, <https://www.econstor.eu/bitstream/10419/79012/1/756974178.pdf>
4. Margherita Russo, 2017, Strategic Alliances in Global Markets, [https://boa.unimib.it/retrieve/handle/10281/153661/218692/phd\\_unimib\\_759771.pdf](https://boa.unimib.it/retrieve/handle/10281/153661/218692/phd_unimib_759771.pdf)

8.2 Seminar /project	Teaching methods	Mode of achievement / Technical devices	Number of hours
Case Study: RENAULT - NISSAN Alliance	Interactive thematic debate Examples, case studies	Online teaching/ Direct teaching through video-conference / IT platform	2
Case Study: TURBOMECANICA COMBUSTER PRODUCTS joint venture			2
Case study: CAMPINA – SC COVALACT SA			2
AIRBUS I. – KASKOL GROUP			2
Case study AEROSTAR - DAIMLERCHRYSLER - ELBIT			2
Case study SC „FRESH AIR” S.A			2
Case study EUROCOPTER			2
Case study Acquisition of Connex by VODAFONE			2
Case study: HVB TIRIAC merger			2
An example of applying the game theory to the economy			2
Case study on outsourcing services			2
Analysis of the evolution of strategic alliances at global level			2

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2. Dursun Bingöl, Suat Begeç, 2020, Managing International Alliances: Joint Ventures: A Case Study, [https://www.scirp.org/pdf/jss\\_2020042715460138.pdf](https://www.scirp.org/pdf/jss_2020042715460138.pdf)
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### 9. Correlation between the content of the course and the needs/expectations of the epistemic community, professional associations and/or significant employers relevant for the program

- Covering all forms of strategic alliances through which companies can expand

internationally is a solid knowledge base for those who want to expand their operations abroad

**10. Evaluation**

Type of activity	10.1 Evaluation criteria	10.2 Evaluation methods	10.3 Percentage of final grade
10.4 Course	Completeness and correctness of knowledge - Ability to analyze and interpret knowledge; - Ability to work with assimilated knowledge;	Grid test exam, on the Webex	40%
		Applications	20%
10.5 Seminar/ Project	- Active participation in seminars; - Creativity; - Conscientiousness; - Interest for individual study; - Originality.	Systematic observation, projects, studies, topics (held at face-to-face / online meetings or sent by e-mail)	40%
10.6 Minimum standard of achievement for the acquisition of the ECTS credits			
Minimum 1 project			

Date of completion

Course Instructor,  
Lect. Sorici Costin OctavianTeaching Assistant,  
lect. Sorici Costin Octavian

.....11 10 2021.....

Date of approval in the Department

Head of Department

Teaching assist. Cosma Sorinel

....18 10 2021.....

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## COURSE SYLLABUS

### *Investment and the EU Economy*

#### 1. Program identification details

1.1 Higher education institution	„OVIDIUS” UNIVERSITY OF CONSTANTA
1.2 Faculty	Economics
1.3 Department	Economie Generala
1.4 Field of studies	Business Administration
1.5 Cycle of studies (degree)	Bachelor
1.6 Degree program/qualification	Business Administration (in english)
1.7 Academic year	2021-2022

#### 2. Course identification details

2.1 Course title	<b>Investment and the EU Economy</b>						
2.2 Course code	BA3214						
2.3 Instructor	Lecturer Sorici Costin Octavian						
2.4 Teaching assistant	Lecturer Sorici Costin Octavian						
2.5 Year	3	2.6 Semester	2	2.7. Evaluation type	C	2.8 Course type */**	DD

\* DF – fundamental course, DD – field course, DS – specialty course, DC – complementary course, DAP – advanced study course, DSI – synthesis course, DCA – advanced knowledge course.

\*\* DI – mandatory course; DO – optional course.

#### 3. Estimated workload (hours per semester)

3.1 Number of teaching hours/week	4	of which: 3.2 course	2	3.3 applications***	2
3.4 Total of teaching hours within the program/semester	48	of which: 3.5 lecture	24	3.6 seminar	24
<b>3.7 Student workload for individual study</b>					<b>77</b>
<b>Distribution of workload</b>					<b>[hours]</b>
Individual study of textbooks, handbooks/reader, bibliography and notes					17
Additional research (library, electronic resources, fieldwork)					20
Homework (preparing seminar presentations, portfolios, critical essays, research papers, etc.)					20
Individual consultations (optional)					
Evaluations / exams					10
Other activities					
<b>3.8 Total hours per semester</b>	<b>125</b>				
<b>3.9 Number of credits</b>	<b>5</b>				

\*\*\* S - seminar; L - laboratory; P - project

#### 4. Prerequisites (if any)

4.1 Curriculum-related	•
4.2 Skills-related	•

**5. Requirements (if any)**

5.1. For running the course	•
5.2. For running the seminar / laboratory /project	•
<i>*The type is to be chosen according to the discipline</i>	

**6. Acquired specific skills**

Professional skills	<ul style="list-style-type: none"> <li>• Understand the global investment environment</li> <li>• Use of basic knowledge to explain and interpret the behavior of economic agents on investment markets</li> <li>• Applying the principles and theories learned to explain the evolution of global investments</li> <li>• Use of evaluation criteria and methods to assess the advantages and disadvantages of different types of foreign direct investment</li> <li>• Developing professional projects using principles and methods established in the field</li> </ul>
Cross-cutting skills	<ul style="list-style-type: none"> <li>• Assume the responsibility of implementing a particular project</li> <li>• Ability to work in team</li> <li>• Active participation in debates and discussions</li> </ul>

**7. Course goal and objectives**

7.1 The general objective of the course	• understanding the investment aspects in different contexts and moments
7.2 Specific objectives	<ul style="list-style-type: none"> <li>• understanding the investment and business environment at EU level</li> <li>• Knowing and understanding the behavior of economic agents on foreign investment markets</li> </ul>

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