

## COURSE SYLLABUS

### FISCALITY

#### 1. Program identification details

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

#### 2. Course identification details

2.1 Course title	Fiscality						
2.2 Course code	BA2101						
2.3 Instructor	Associate professor PhD Oprisan Oana						
2.4 Teaching assistant	Assistent PhD Ionașcu Alina						
2.5 Year	II	2.6 Semester	1	2.7. Evaluation type	E	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	56	of which: 3.5 lecture	28	3.6 seminar	28
<b>3.7 Student workload for individual study</b>					94
<b>Distribution of workload</b>					[hours]
Individual study of textbooks, handbooks/reader, bibliography and notes					46
Additional research (library, electronic resources, fieldwork)					22
Homework (preparing seminar presentations, portfolios, critical essays, research papers, etc.)					18
Individual consultations (optional)					6
Evaluations / exams					2
Other activities					
<b>3.8 Total hours per semester</b>	150				
<b>3.9 Number of credits</b>	6				

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

#### 4. Prerequisites (if any)

4.1 Curriculum-related	<ul style="list-style-type: none"> <li>Promotion of specialized disciplines from the 1st and 2nd year of study: Basics of Accounting, Accounting Procedures, Public Finances.</li> </ul>
4.2 Skills-related	<ul style="list-style-type: none"> <li>Knowledge of the general notions of economy,</li> </ul>

	accounting and taxation
--	-------------------------

### 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>improving knowledge and methods of the essential taxation in our country, namely the tax system elements taxes, features and functions of the tax system, the principles of imposing tax system, the structure of taxes including the tax system, the classification of taxes and some parts of fiscal policy and knowing the relation between accounting and taxation;</li> <li>acquiring the knowledge regarding the place and the role of corporation tax within the tax system and valuable information regarding the determination of the taxable profit of the economic agents under the conditions in which the Romanian legislation in the field is in constant change;</li> <li>identifying corresponding total revenue expenditure, volume limited deductibility expenses and non-deductible expenses, as the mass of taxable income on which tax is established due to businesses;</li> <li>explaining the methods, techniques and instruments for the correct setting of the corporate income tax at the level of the economic entities carrying out profit-making activities, as well as the correct setting of the tax on the salary incomes and the amounts due at the level of the employee and employer to the public budget; Acquiring knowledge about the place and role of indirect taxes, such as consumption taxes, value added tax, excise duties, customs duties, stamp duties, registration taxes within the tax system, and the methods and techniques for establishing them fairly and effectively managing of the resources available to the state.</li> </ul>
Cross-cutting skills	<ul style="list-style-type: none"> <li>the application of methods, techniques and tools for collecting, analyzing and establishing resource paths, in the form of direct and indirect taxes, at the disposal of the state, the correct establishment and efficient management of them;</li> <li>to acquire the individual capacity to support and to assume their responsibilities in a team of economists, applying the most effective managerial decisions that will lead to the avoidance of negative phenomena such as: tax evasion and tax fraud, the limitation of private investment, the movement of capital to other low taxation countries, the rise in inflation;</li> <li>realization of a practical project to determine the amounts due to the public budget as profit tax, income tax or value added tax, thereby recording the efficient use of resources and learning techniques available through this course at the</li> </ul>

	student's disposition.
--	------------------------

## 7. Course goal and objectives

7.1 The general objective of the course	<ul style="list-style-type: none"> <li>The course aims to analyze tax issues and accounting regulations. The theoretical and practical accounting fundamentals, combined with the requirements of tax legislation, provide students with solutions for determining and reflecting in accounting the company's obligations towards the state budget and social security. It is essential to debate the main aspects of taxation in our country, as a lot of questions arise about the Romanian tax legislation, which is so extensive and constantly changing. The theoretical and methodological aspects regarding the general notions of taxation are approached in order to understand the importance of the taxation field in the long-term process of collecting resources at the state's disposal, the methods and principles of taxation, as well as the accountability of the future economists towards the correct application of a procedures for scrutinizing information on tax activity in Romania. A primary objective of the course is to determine students to define and describe the main economic and financial indicators used in the analysis of budgetary resources, respectively direct taxes and indirect taxes for an efficient analysis and pertinent interpretation of economic phenomena and processes in fiscal terms.</li> </ul>
7.2 Specific objectives	<ul style="list-style-type: none"> <li>Familiarization of future specialists with the notion of representative in the field of taxation, at the level of economic entities and individuals, area in continuous legislative change, highlighting, on the one hand, the fiscal system through which the state performs the budgetary function, and on the other hand all taxpayers' rights and obligations;</li> <li>Provision of knowledge necessary to understand and use by students of the basic concepts of taxation; developing the ability to understand the phenomena, processes and applications in this vast field;</li> <li>Introducing the basics and processes related to the tax system, features and functions; the structure of taxes and duties in the tax system; the correct determination of the fiscal indicators in order to interpret the correct tax behavior of the taxpayers towards the society;</li> <li>Familiarize students with the requisite knowledge regarding the fulfillment of all obligations under the tax laws, focusing on the manner of recording, calculation, declaration and payment of taxes due to the public budget and local budgets</li> </ul>

## 8. Contents

	Teaching methods	Type and mode of achievement / Technical	Number of hours
8.1 Lecture			

		devices	
1. Tax and tax system	Expozitive method and interactive dialogue	Online teaching/ Direct teaching through video-conference / IT platform	2
2. Taxes			2
3. Fiscal policy			2
4. The fiscal process			2
5. Taxes on wealth			2
6. Income taxes			2
7. Consumption taxes			4
8. Taxes and local taxes			4
9. Tax systems. Comparisons			4
10. Tax harmonization			4
<b>Bibliography</b>			
[1] N. Grigore Lacrita - Taxation. Controversies and solutions, Irecson Publishing House, Bucharest, 2007;			
[2] C. Tulai, - Public Finances and Taxation, Publishing House of Science Book, Cluj-Napoca, 2007;			
[3] N. Grigore Lacrita - Legislation / Taxation, Fiscal Law, Law, Ed. Irecson, 2007;			
[4] N. Gregory Lacrita - Solutions to controversial tax issues, Ed. Sitech, 2006;			
[5] I. Văcărel and the team - Public finances, E.D.P., Bucharest, 2005;			
[6] Gabriela Stefura - Public budgets and taxation - Al.I.Cuza University Publishing House, Iași, 2005;			
[7] Carmen Corduneanu, The fiscal system in the science of finance, Ed. Codecs, Bucharest, 2009;			
[8] Cezar Basno, Introduction to the theory of public finances, Bucharest, 2008;			
[9] Ioan Talpoș, Finance of Romania, Sedona Publishing House, Timișoara, 2010;			
[10] .D.Morar, Romanian fiscal system. Tradition and adaptability, Dacia Publishing House, ClujNapoca, 2009;			
[11] Law on public finances			
[12] Fiscal Code			
[13] Fiscal procedure code			
[14] www.mfinante.ro			

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
Taxes and tax system: practical applications	Exercise, case study, problem-solving	Online teaching/ Direct teaching through video-conference / IT platform	4
Income tax for individuals: practical applications			4
Corporate tax: practical applications			4
Indirect taxes. Value Added Tax: Practical Applications			4
Value Added Tax: Practical Applications			4
Excise duties: practical applications			4
Local taxes and fees: practical applications			4
<b>Bibliography:</b>			
[1] Luigi Popescu, Izabela Stanciu - Taxation and fiscal accounting (practical applications), Ed. Sitech, 2004;			
[2] Georgeta Achimescu, Cristina Alina Verișan - taxation. Theoretical syntheses. Applications			

and grid tests, Ed. Ex Ponto, Constanța, 2008;
[3] The fiscal code and the methodological norms of application, Ed. C.H. Beck Bucharest, 2017;
[4] The fiscal code of Romania

**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**

- Fiscality discipline study provides the competence of graduates of the Bachelor's degree program to occupy economic functions, even leadership assimilated to financial management as well as the knowledge needed for further professional development by developing partnership relationships with professional institutions and organizations such as CECCAR, CAFR and others with similar responsibilities in development and professional development.

**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; - Ability to operate with assimilated knowledge; - Frequency to courses.	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>	- Active participation in seminars; creativity; conscientiousness; Interest in 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 out of 10			

Date of completion

Course Instructor,  
Name, Surname, SignatureTeaching Assistant,  
Name, Surname, Signature.....11 10 2021.....  
Alina

Associate prof. PhD Opreșan Oana

Assistent. PhD Ionașcu

Date of approval in the Department

Head of Department

Name, Surname, Signature

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

Associate prof. PhD Cosma Sorinel



## COURSE SYLLABUS ENTERPRISE ECONOMY

### 1. Program identification details

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

### 2. Course identification details

2.1 Course title	Enterprise Economy						
2.2 Course code	<b>BA2102</b>						
2.3 Instructor	Lect. univ. dr. Nancu Dorinela						
2.4 Teaching assistant	Lect. univ. dr. Nancu Dorinela						
2.5 Year	I	2.6 Semester	I	2.7. Evaluation type	Ex.	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	56	of which: 3.5 lecture	28	3.6 seminar	28
<b>3.7 Student workload for individual study</b>					69
<b>Distribution of workload</b>					[hours]
Individual study of texbooks, handbooks/reader, bibliography and notes					24
Additional research (library, electronic resources, fieldwork)					20
Homework (preparing seminar presentations, portfolios, critical essays, research papers, etc.)					23
Individual consultations (optional)					0
Evaluations / exams					2
Other activities					0
<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	• Not necessary
4.2 Skills-related	• Not necessary

**5. Requirements (if any)**

5.1. For running the course	<ul style="list-style-type: none"> <li>Laptop, tablet, computer platforms, internet connection</li> </ul>
5.2. For running the seminar	<ul style="list-style-type: none"> <li>Laptop, tablet, computer platforms, internet connection</li> </ul>

**6. Acquired specific skills**

Professional skills	<ul style="list-style-type: none"> <li><b>Creativity.</b> The ability to generate valuable and innovative ideas on business management.</li> <li><b>Business knowledge.</b> Understanding how to run a business and learning its strategic practices.</li> <li><b>Analytical skills.</b> Ability to analyze the economic and financial situation of a company.</li> <li><b>Interpersonal skills.</b> Having the ability to communicate and interact with people in order to manage business management issues.</li> </ul>
Cross-cutting skills	<ul style="list-style-type: none"> <li>Ability to collaborate/work together.</li> <li>Effective communication. Active participation in debates and discussions.</li> <li>Complex and critical thinking.</li> <li>Capacity to summarize accumulated information.</li> </ul>

**7. Course goal and objectives**

7.1 The general objective of the course	<ul style="list-style-type: none"> <li>Knowledge and understanding of the concepts specific to the activities of the enterprise from its creation to its dissolution.</li> </ul>
7.2 Specific objectives	<ul style="list-style-type: none"> <li>Knowledge and understanding of the economic behavior of entrepreneurs under current economic conditions.</li> </ul>

**8. Contents**

8.1 Lecture	Teaching methods	Type and mode of achievement / Technical devices	Number of hours
Chapter I Introduction to the economy and enterprise management	Lecture, open discussion, case studies	Online teaching/ Direct teaching through video-conference / IT platform	2
Chapter II Classification of enterprises in Romania			2
Chapter III Structural organization of the enterprise			2
Chapter IV Particularities of companies in Romania			4
Chapter V Business plan. Importance and structure.			2
Chapter VI			2

The process of setting up a business.		
Chapter VII Dissolution, liquidation, merger and division of companies.		2
Chapter VIII Aspects regarding human resources management within the enterprise.		4
Chapter IX Commercial function of the enterprise.		4
Chapter X Production function of the enterprise		4
<b>Bibliography:</b>		
<p>[1]. Dorinela Nancu, <i>Economia întreprinderii – Sinteze și teste grilă</i>, Editura Universitaria, Craiova, ISBN 978-606-14-1019-42016, 123 pp..</p> <p>[2]. Dorinela Nancu, <i>Abordări teoretice și practice privind gestiunea performanțelor întreprinderii în economia bazată pe cunoștințe</i>, ISBN 978-606-14-0989-1, Editura Universitaria, Craiova, 2016, 245 pp..</p> <p>[3]. Gheorghe Bășanu, Mihai Pricop, <i>Managementul aprovizionării și desfacerii</i>, Ediția a doua revizuită, Editura Economica, București 2001.</p> <p>[4]. Gheorghe Cârstea, Florea Pârveu, <i>Economia și gestiunea întreprinderii</i>, Editura, Economica, București, pp.11-12</p> <p>[5]. Jeffrey Pfeffer, <i>Resursele umane în ecuația profitului</i>, Ed. ALL, București, 2010.</p> <p>[6]. Jim Collins, <i>Excelența în afaceri</i>, Editura Curtea Veche, București, 2007.</p> <p>[7]. Jim Collins, Jerrz I. Porras, <i>Afaceri clădite să dureze</i>, Editura Curtea Veche, București, 2006.</p> <p>[8]. John Whitmore, <i>Coaching pentru performanță: formare personală, performanță și scop</i>, Ed. Publică, București, 2011.</p> <p>[9]. Ovidiu Nicolescu, Ciprian Nicolescu, <i>Intreprenoriatul și managementul întreprinderilor mici și mijlocii</i>, Editura Economică, București, 2008.</p> <p>[10]. Paraschiv Vagu, Ion Stegăroiu, <i>Motivarea în muncă de la teorie la practică</i>, Editura Biblioteca, Târgoviște, 2007.</p> <p>[11]. Tatiana Pricop coord., Constantin Bărbulescu, Mihai Pricop, Doina Popescu, <i>Managementul general al firmei, Teste de verificare, Aplicații, Studii de caz</i>, Ediția a II –a, Editura Economica, București 2004.</p> <p>[12]. Tatiana Gavrilă, Viorel Lefter, <i>Managementul general al firmei</i>, Ediția a II-a, Editura Economica, București 2004.</p> <p>[13]. CSI – <i>Economia Întreprinderii</i>, As. univ. dr. Nancu Dorinela.</p> <p>[14]. Letiția Zahiu, Mircea Năstase, <i>Economia Întreprinderii</i>, Cursuri in format digital - <a href="http://www.biblioteca.digitala.ase.ro">www.biblioteca.digitala.ase.ro</a>.</p> <p>[15]. Legea nr. 31/1990 – <i>Legea societăților</i>, republicată, cu modificările și completările ulterioare.</p> <p>[16]. Legea nr.133 din 20 iulie 1999 privind stimularea întreprinzătorilor privați pentru înființarea și dezvoltarea întreprinderilor mici și mijlocii.</p> <p>[17]. <a href="http://www.aippimm.ro">www.aippimm.ro</a></p> <p>[18]. <a href="http://www.europa.eu.int">www.europa.eu.int</a>.</p> <p>[19]. <a href="http://www.infiintari-firma.ro">www.infiintari-firma.ro</a></p> <p>[20]. <a href="http://www.onrc.ro">www.onrc.ro</a></p>		

8.2 Applications* (seminar )	Teaching methods	Mode of achievement / Technical devices	Number of hours
Introduction to the economy and enterprise management	Interactive thematic debate Examples, case studies	Online teaching/	2
Classification of enterprises in Romania		Direct teaching	2
Structural organization of the enterprise		through video-	2
Particularities of companies in Romania		conference /	4
Business plan. Importance and structure.		IT platform	4
The process of setting up a business.			2

Dissolution, liquidation, merger and division of companies.		2
Aspects regarding human resources management within the enterprise.		4
Commercial function of the enterprise.		4
Production function of the enterprise		2
<b>Bibliography:</b>		
<p>[1]. Dorinela Nancu, <i>Economia întreprinderii – Sinteze și teste grilă</i>, Editura Universitaria, Craiova, ISBN 978-606-14-1019-42016, 123 pp..</p> <p>[2]. Dorinela Nancu, <i>Abordări teoretice și practice privind gestiunea performanțelor întreprinderii în economia bazată pe cunoștințe</i>, ISBN 978-606-14-0989-1, Editura Universitaria, Craiova, 2016, 245 pp..</p> <p>[3]. Gheorghe Bășanu, Mihai Pricop, <i>Managementul aprovizionării și desfacerii</i>, Ediția a doua revizuită, Editura Economica, București 2001.</p> <p>[4]. Gheorghe Cârstea, Florea Pârvu, <i>Economia și gestiunea întreprinderii</i>, Editura, Economica, București, pp.11-12</p> <p>[5]. Jeffrey Pfeffer, <i>Resursele umane în ecuația profitului</i>, Ed. ALL, București, 2010.</p> <p>[6]. Jim Collins, <i>Excelența în afaceri</i>, Editura Curtea Veche, București, 2007.</p> <p>[7]. Jim Collins, Jerrz I. Porras, <i>Afaceri clădite să dureze</i>, Editura Curtea Veche, București, 2006.</p> <p>[8]. John Whitmore, <i>Coaching pentru performanță: formare personală, performanță și scop</i>, Ed. Publică, București, 2011.</p> <p>[9]. Ovidiu Nicolescu, Ciprian Nicolescu, <i>Intreprenoriatul și managementul întreprinderilor mici și mijlocii</i>, Editura Economică, București, 2008.</p> <p>[10]. Paraschiv Vagu, Ion Stegăroiu, <i>Motivarea în muncă de la teorie la practică</i>, Editura Biblioteca, Târgoviște, 2007.</p> <p>[11]. Tatiana Pricop coord., Constantin Bărbulescu, Mihai Pricop, Doina Popescu, <i>Managementul general al firmei, Teste de verificare, Aplicații, Studii de caz</i>, Ediția a II –a, Editura Economica, București 2004.</p> <p>[12]. Tatiana Gavrilă, Viorel Lefter, <i>Managementul general al firmei</i>, Ediția a II-a, Editura Economica, București 2004.</p> <p>[13]. CSI – <i>Economia întreprinderii</i>, As. univ. dr. Nancu Dorinela.</p> <p>[14]. Letiția Zahiu, Mircea Năstase, <i>Economia întreprinderii</i>, Cursuri in format digital - <a href="http://www.biblioteca.digitala.ase.ro">www.biblioteca.digitala.ase.ro</a>.</p> <p>[15]. Legea nr. 31/1990 – <i>Legea societăților</i>, republicată, cu modificările și completările ulterioare.</p> <p>[16]. Legea nr.133 din 20 iulie 1999 privind stimularea întreprinzătorilor privați pentru înființarea și dezvoltarea întreprinderilor mici și mijlocii.</p> <p>[17]. <a href="http://www.aippimm.ro">www.aippimm.ro</a></p> <p>[18]. <a href="http://www.europa.eu.int">www.europa.eu.int</a>.</p> <p>[19]. <a href="http://www.infiintari-firma.ro">www.infiintari-firma.ro</a></p> <p>[20]. <a href="http://www.onrc.ro">www.onrc.ro</a></p>		

### 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 Faculty of Economic Sciences has concluded cooperation protocols with various representatives from the local business environment. These representatives have been consulted in order to adapt the program from this discipline to the current requirements in the field.

### 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>– The completeness and accuracy of the accumulated knowledge.</li> <li>– Ability to operate with assimilated knowledge.</li> <li>– Frequency in courses.</li> </ul>	Final assessment: Grid test by computer platform weathering: E.g. Microsoft forms	60%

10.5 Applications* (Seminar)	<ul style="list-style-type: none"> <li>– Active participation in seminars;</li> <li>– Creativity;</li> <li>– Consciousness,</li> <li>– Interest in the study;</li> <li>– Originality.</li> </ul>	Assessment over time: <ul style="list-style-type: none"> <li>– control themes performed via computer platforms;</li> <li>– projects supported in PPT format via computer platforms.</li> </ul>	40%
10.6 Minimum standard of achievement for the acquisition of the ECTS credits			
Minimum requirements for the acquisition of the ECTS credits : Accumulation of a minimum of 5 points from the tasks performed at the seminar and final evaluation.			

Date of completion

Course Instructor,  
Name, Surname, SignatureTeaching Assistant,  
Name, Surname, Signature

11 10 2021.....

Lect. univ. dr. Nancu Dorinela

Lect. univ. dr. Nancu Dorinela

Date of approval in the Department

Head of Department  
Name, Surname, Signature

18 10 2021

Conf. univ. dr. Cosma Dorinel



## COURSE SYLLABUS

### MANAGEMENT

#### 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’s Degree
1.6 Degree program/qualification	Business Administration in English
1.7 Academic year	2021-2022

#### 2. Course identification details

2.1 Course title	<b>Management</b>						
2.2 Course code	<b>BA 2103</b>						
2.3 Instructor	Horga Maria-Gabriela						
2.4 Teaching assistant	Horga Maria-Gabriela						
2.5 Year	II	2.6 Semester	I	2.7. Evaluation type	Ex	2.8 Course type */**	DF/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	2	of which: 3.2 course	2	3.3 applications***	-
3.4 Total of teaching hours within the program/semester	42	of which: 3.5 lecture	28	3.6 seminar	14
<b>3.7 Student workload for individual study</b>					
<b>Distribution of workload</b>					108
Individual study of textbooks, handbooks/reader, bibliography and notes					50
Additional research (library, electronic resources, fieldwork)					8
Homework (preparing seminar presentations, portfolios, critical essays, research papers, etc.)					40
Individual consultations (optional)					
Evaluations / exams					10
Other activities					
<b>3.8 Total hours per semester</b>	150				
<b>3.9 Number of credits</b>	6				

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

#### 4. Prerequisites (if any)

4.1 Curriculum-related	<ul style="list-style-type: none"> <li>• It is not the case</li> </ul>
4.2 Skills-related	<ul style="list-style-type: none"> <li>• It is not the case</li> </ul>

**5. Requirements (if any)**

5.1. For running the course	<ul style="list-style-type: none"> <li>• It is not the case</li> </ul>
5.2. For running the seminar / laboratory /project <i>*The type is to be chosen according to the discipline</i>	<ul style="list-style-type: none"> <li>• It is not the case</li> </ul>

**6. Acquired specific skills**

Professional skills	<ul style="list-style-type: none"> <li>• Understanding and operationalizing issues related to management in an international marketplace;</li> <li>• Understanding the international business implications;</li> <li>• Providing a better understanding of the international environment challenges;</li> <li>• Developing the essential skills to do business in the challenging globalizing environment;</li> <li>• Analyzing and understanding the opportunities and challenges that companies face when expanding their activities internationally and when dealing with international competitors;</li> <li>• Getting to know the specialized managerial roles when competing internationally;</li> <li>• Understanding global organizational forms and international strategies;</li> <li>• Getting to know international management operations, planning, organizing, coordinating and controlling in international management; covering an array of organizational issues such as human resource staffing and motivating a multicultural workforce, global marketing, design of global products and services, global R&amp;D, and financing and accountability.</li> </ul>
Cross-cutting skills	<ul style="list-style-type: none"> <li>• Active participation in debates and discussions;</li> <li>• Application of theory in practice through simulations and case studies;</li> <li>• Ability to design and run projects;</li> <li>• Taking responsibility for a particular project;</li> <li>• Teamwork;</li> </ul> <p>Ability to collaborate with specialists / experts from other fields.</p> <ul style="list-style-type: none"> <li>•</li> </ul>

**7. Course goal and objectives**

7.1 The general objective of the course	<ul style="list-style-type: none"> <li>• The International Management course focuses on opportunities and challenges created by globalization. It examines cross-cultural and management issues related to management in an international marketplace. The aim of this course is to enable students to better analyze and understand the opportunities and challenges that companies face when expanding their activities internationally and when dealing with international competitors in their home markets.</li> </ul>
7.2 Specific objectives	<ul style="list-style-type: none"> <li>• Learning different techniques and tools for analyzing the international business environment in order to identify the company's development options at international level;</li> </ul>

	<ul style="list-style-type: none"> <li>• Developing the capacity to identify and understand the global trends that influence the company's development options at international level;</li> <li>• Offering the students a rich collection of case studies in international management, considered from different perspectives, in order to develop their critical approach and independent thought;</li> <li>• Stimulating the students' curiosity for the specific of Romanian business environment and their ability to realize both the similarities and differences between local and international business.</li> </ul>
--	--

## 8. Contents

8.1 Lecture	Teaching methods	Type and mode of achievement / Technical devices	Number of hours
1. Basic concepts	Lecture	Online teaching/ Direct teaching through video-conference / IT platform Zoom	2
2. Management and managers			2
3. Evolution of management thought			2
4. Planning			4
5. Decision-making			2
6. Risk analysis			2
7. Organization design			2
8. Organizational knowledge			2
9. Organizational culture			2
10. Organizational intellectual capital			2
11. Leadership (I)			2
12. Leadership (II)			
<b>Bibliography:</b>			
[1] .....			
[2] .....			

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
Basic concepts	Interactive thematic debate Examples, case studies	Online teaching/ Direct teaching through video-conference /	1
Management and managers			1
Evolution of management thought			1
Planning			2
Decision-making			1
Risk analysis			1

		IT platform Zoom	
Organization design			1
Organizational knowledge			1
Organizational_culture			1
Organizational_intellectual capital			1
Leadership (I)			1
Leadership (II)			1
<b>Bibliography</b> <ul style="list-style-type: none"> <li>• Mead, Richard; Andrews, Tim G, International Management, 4th Edition, John Willey and Sons, 2009, Great Britain</li> <li>• Deresky, Helen, International Management: Managing Across Borders and Cultures, Pearson Education International, 2006, Great Britain</li> <li>• Fatehi, Kamal, Managing Internationally: Succeeding in a Culturally Diverse World, Sage Publication (CA), 2007, Great Britain</li> <li>• Morrison Janet, International Business: Challenges in a Changing World, Palgrave Macmillan, 2009</li> <li>• Conklin, David, The Global Environment of Business: New Paradigms for International Management, Sage Publication, 2011, USA</li> </ul> <p>Harrison, Andrew, Business Environment in a Global Context, Oxford University Press, 2010, Great Britain</p>			

**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**

•
---

**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>• Proper understanding of the correlation between economic success and internationalizing;</li> <li>• Ability to operate properly with the conceptual frame of international management;</li> </ul> <p>Correct and argumented answer for a concrete international management situation.</p>	Written exam.	70%
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>• Proper understanding of lectures and bibliographical support.</li> <li>• Ability to engage a constructive dialogue with the professor and the fellow students</li> </ul>	Systematic observation, projects, studies, topics (held at face-to-face / online meetings or sent by e-mail)	30%

	<ul style="list-style-type: none"> <li>Answers for study case questions. Ability to analyze a international management situation;</li> </ul> <p>Ability to present the final project, work as a team.</p>	<p>Keeping records of:</p> <ul style="list-style-type: none"> <li>Valuable interventions in debates</li> <li>Case studies participation</li> <li>Team projects presentation</li> </ul> <p>Seminar attendance</p>	
<p>10.6 Minimum standard of achievement for the acquisition of the ECTS credits</p>			
<p>Minimum grade 5 at the written exam and minum 5 at the final grade.</p>			

Date of completion

Course Instructor,  
Name, Surname, Signature

Teaching Assistant,  
Name, Surname, Signature

11 10 21

lect. Univ. dr. Maria Gabriela Horga.

Lect. Univ. dr.

Mařia Gabriela Horga

Date of approval in the Department

Head of Department

Name, Surname, Signature  
Conf. Univ. Dr. Cosma Sorinel

18 10 201..

.....

.....



## COURSE SYLLABUS

### *Business Administration*

#### 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’s
1.6 Degree program/qualification	Business Administration (in English)
1.7 Academic year	<b>2021-2022</b>

#### 2. Course identification details

2.1 Course title	<b>Communication and commercial correspondence in English</b>						
2.2 Course code	<b>BA2109</b>						
2.3 Instructor	Eleonora Băcă						
2.4 Teaching assistant	Eleonora Băcă						
2.5 Year	II	2.6 Semester	1	2.7. Evaluation type	C	2.8 Course type */**	DF/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	28	of which: 3.5 lecture		3.6 seminar	28
<b>3.7 Student workload for individual study</b>					47
<b>Distribution of workload</b>					[hours]
Individual study of texbooks, handbooks/reader, bibliography and notes					20
Additional research (library, electronic resources, fieldwork)					15
Homework (preparing seminar presentations, portfolios, critical essays, research papers, etc.)					10
Individual consultations (optional)					-
Evaluations / exams					2
Other activities					-
<b>3.8 Total hours per semester</b>	75				
<b>3.9 Number of credits</b>	3				

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

#### 4. Prerequisites (if any)

4.1 Curriculum-related	-
4.2 Skills-related	English Language- Intermediate Level

**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	-developing the communication skills in oral and written English needed to succeed in the world of business. -acquiring the necessary vocabulary and grammar structures most commonly used in business communication.
Cross-cutting skills	-enlarging the student’s knowledge of the business world Completing in an adequate manner the professional tasks involved, with a restrained autonomy and qualified assistance.☐ Familiarization and basic training with the activities specific to teamwork and task distribution for subordinate levels.☐ Building awareness of continuous learning need, efficient use of resources and learning techniques for personal and professional purposes

**7. Course goal and objectives**

7.1 The general objective of the course	-to help students acquire an upper-intermediate level in written and spoken business English -improve their communication skills. -improve their business vocabulary knowledge.
7.2 Specific objectives	Acquiring and practicing the following notions and skills: <ul style="list-style-type: none"> <li>• Grammar: Present Simple and Continuous, Future, Noun combinations, Present Perfect, Articles, Modals, Indirect speech, Conditionals, Infinitives and Gerund, Relative Clauses, Passives.</li> <li>• Writing: e-mails, reports, action minutes, summaries, letters, short articles, press releases.</li> <li>• Oral communication skills, discussing ideas, debating, making arrangements, introductions and networking, presentations, managing meetings, negotiating, problem-solving, decision-making.</li> </ul>

**8. Contents**

8.1 Lecture	Teaching methods	On-line platform	Number of hours



**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 contents are correlated to meet the needs of an employee in an international company/multinational company.

**10. Evaluation**

Type of activity	10.1 Evaluation criteria	10.2 Evaluation methods	10.3 Percentage of final grade
10.4 Course	Project work on a case analysis.	Written exam	75%
10.5 Applications* (Seminar/Laboratory / Project) <i>*The type is to be chosen according to the discipline</i>	Each student presents a project on a previously agreed topic.	Colloquy	25%
10.6 Minimum standard of achievement for the acquisition of the ECTS credits			
Achieving an upper-intermediate level in business English vocabulary and writing skills.			

Date of completion

Course Instructor,  
Name, Surname, Signature

Teaching Assistant,  
Name, Surname, Signature

11.10.2021

Eleonora Băcă

Eleonora Băcă

Date of approval in the Department

Head of Department  
Name, Surname, Signature

..18 10 21.....

conf. univ. dr. Cosma Sorinel

## COURSE SYLLABUS

### Customer Relationship Management

#### 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	Customers Relationship Management						
2.2 Course code	BA2111						
2.3 Instructor	Lecturer Antohi Ionut PhD						
2.4 Teaching assistant	Lecturer Antohi Ionut PhD						
2.5 Year	II	2.6 Semester	3	2.7. Evaluation type	C	2.8 Course type */**	DD/D A

\* 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	56	of which: 3.5 lecture	28	3.6 seminar	28
<b>3.7 Student workload for individual study</b>					69
<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.)					27
Individual consultations (optional)					
Evaluations / exams					2
Other activities					
<b>3.8 Total hours per semester</b>	3.4. + 3.7				
<b>3.9 Number of credits</b>	5				

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

#### 4. Prerequisites (if any)

4.1 Curriculum-related	Management, Marketing
4.2 Skills-related	Not required

**5. Requirements (if any)**

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

**6. Acquired specific skills**

Professional skills	<ul style="list-style-type: none"> <li>• Acquire the specific knowledge and understanding of several modern concepts used in practice by the management of the modern companies</li> <li>• The use of the acquired knowledge in the process of analysis of the particular situation regarding the customers relationships</li> <li>• The settlement of different concrete situations that occur in the process of customers relationship management</li> <li>• The use of specific instruments in order to manage the company’s relationships with its customers</li> <li>• Acquiring the capacity to develop specific project regarding the improvement of the customers relationship management in case of a company</li> </ul>
Cross-cutting skills	<ul style="list-style-type: none"> <li>• Development of the teamwork abilities</li> <li>• The understanding of the specific role and particular importance of the information technology in the process of customers relationship management</li> <li>• Acknowledgement of the importance of a systemic approach on the main functional activity areas of a company</li> </ul>

**7. Course goal and objectives**

7.1 The general objective of the course	<ul style="list-style-type: none"> <li>• To know and understand the main concepts reflecting the necessity and the importance of customers relationship management in case of a company</li> </ul>
7.2 Specific objectives	<ul style="list-style-type: none"> <li>• The acquirement of the capacity to operate the specific instruments used by the customers relationship management</li> </ul>

**8. Contents**

8.1 Lecture	Teaching methods	Type and mode of achievement / Technical devices	Number of hours
1. Customer Relationship Management. Basic notions	Lecture	Online teaching/	2

2. The evolution of customer relationship	Direct teaching through video-conference / IT platform	2
3. The customer lifecycle		6
4. Customers Relationship Management strategic approach		6
5. Customers Relationship Management operational approach		6
6. Customers Relationship Management analytical approach		6
<b>Bibliography:</b>		
[1]. Francis Buttle, Stan Maklan - Customer Relationship Management: Concepts and Technologies, Routledge, 2015		
[2]. V. Kumar, Werner Reinartz - Customer Relationship Management: Concept, Strategy, and Tools, Springer Science & Business Media, 2012		

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. Defining customer relationship management. Specific models	Discussions/ Examples/Case studies	Online teaching/	3
2.The relationships with customers		Direct teaching	3
3.Customer lifetime value		through video-conference /	4
4.Managing customer acquisition		IT platform	3
5. Managing customer retention and development			4
6. The management of customers portfolio			4
7. Sales force, marketing and service automation			3
8. The management of customer related databases			4
<b>Bibliography:</b>			
[1] Francis Buttle, Stan Maklan - Customer Relationship Management: Concepts and Technologies, Routledge, 2015			
[2]. V. Kumar, Werner Reinartz - Customer Relationship Management: Concept, Strategy, and Tools, Springer Science & Business Media, 2012			

**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**

--

**10. Evaluation**

Type of activity	10.1 Evaluation criteria	10.2 Evaluation methods	10.3 Percentage of final grade
10.4 Course	- The extent and fairness	Written exam	70%

	of the achieved knowledge; - The capacity to use the learnt information; - Course’s attendance.		
10.5 Applications* (Seminar/Laboratory / Project) <i>*The type is to be chosen according to the discipline</i>	- The extent and fairness of the achieved knowledge; - The active involvement in seminars’ activities.	Individual projects, tests	30%
10.6 Minimum standard of achievement for the acquisition of the ECTS credits			
• To know the main concepts reflecting the necessity and the importance of customers relationship management in case of a company			

Date of completion

Course Instructor,  
Lecturer Antohi Ionut, PhD

Teaching Assistant,  
Lecturer Antohi Ionut, PhD

...11 10 21.....

.....

.....

.....

Date of approval in the Department

Head of Department  
Associated professor Cosma Sorinel , PhD

...18 10 21.....

.....

## COURSE SYLLABUS

### *Suppliers Relationship Management*

#### 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		Suppliers Relationship Management					
2.2 Course code		BA 2112					
2.3 Instructor		Lecturer Antohi Ionut PhD					
2.4 Teaching assistant		Lecturer Antohi Ionut PhD					
2.5 Year	II	2.6 Semester	3	2.7. Evaluation type	C	2.8 Course type */**	DD/D A

\* 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	56	of which: 3.5 lecture	28	3.6 seminar	28
<b>3.7 Student workload for individual study</b>					69
<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.)					27
Individual consultations (optional)					
Evaluations / exams					2
Other activities					
<b>3.8 Total hours per semester</b>	3.4. + 3.7				
<b>3.9 Number of credits</b>	5				

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

#### 4. Prerequisites (if any)

4.1 Curriculum-related	Management, Marketing
4.2 Skills-related	Not required

**5. Requirements (if any)**

5.1. For running the course	Not required
5.2. For running the seminar / laboratory /project	Not required

*\*The type is to be chosen according to the discipline*

**6. Acquired specific skills**

Professional skills	<ul style="list-style-type: none"> <li>Acquire the specific knowledge and understanding of several modern concepts used in practice by the management of the modern companies</li> <li>The use of the acquired knowledge in the process of analysis of the particular situation regarding the suppliers relationships</li> <li>The settlement of different concrete situations that occur in the process of suppliers relationship management</li> <li>The use of specific instruments in order to manage the company's relationships with the suppliers</li> <li>Acquiring the capacity to develop specific project regarding the improvement of the suppliers relationship management in case of a company</li> </ul>
Cross-cutting skills	<ul style="list-style-type: none"> <li>Development of the teamwork abilities</li> <li>The understanding of the specific role and particular importance of the information technology in the process of suppliers relationship management</li> <li>Acknowledgement of the importance of a systemic approach on the main functional activity areas of a company</li> </ul>

**7. Course goal and objectives**

7.1 The general objective of the course	<ul style="list-style-type: none"> <li>To know and understand the main concepts reflecting the necessity and the importance of suppliers relationship management in case of a company</li> </ul>
7.2 Specific objectives	<ul style="list-style-type: none"> <li>The acquirement of the capacity to operate the specific instruments used by the suppliers relationship management</li> </ul>

**8. Contents**

8.1 Lecture	Teaching methods	Type and mode of achievement / Technical devices	Number of hours
1. Suppliers relationship management. Definition	Lecture	Online	2
2. Suppliers relationship management' principles		teaching/	2
3. The deployment of suppliers relationship		Direct	6

management	teaching through video-conference / IT platform	
4. Practical issues in suppliers relationship management		6
5. Suppliers relationship management and contract management		6
6. Managing risks in suppliers relationship		6
<b>Bibliography:</b>		
[1]. Stephen Easton, Michael D. Hales, Christian Schuh, Michael F. Strohmer, Alenka Triplat, AT Kearney - Supplier Relationship Management: How to Maximize Vendor Value and Opportunity, Apres, 2014		
[2]. Jonathan O'Brien - Supplier Relationship Management: Unlocking the Hidden Value in Your Supply Base, Kogan Page Publisher, 2014.		

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. Defining suppliers relationship management and its core values	Discussions/ Examples/Case studies	Online teaching/ Direct teaching through video-conference / IT platform	3
2. Identification of the organization’s suppliers. Sourcing options			3
3. Segmentation models			3
4. Benchmarking in case of suppliers relationship management			4
5. Development and implementations of a suppliers relationship management program			3
6. The measurement of suppliers relationship’s success			3
7. The role of supplier’s relationship manager			3
8. Practical issues in managing suppliers’ contracts			3
9. Identifying and managing risks in suppliers relationship management			3
<b>Bibliography:</b>			
[1] Stephen Easton, Michael D. Hales, Christian Schuh, Michael F. Strohmer, Alenka Triplat, AT Kearney - Supplier Relationship Management: How to Maximize Vendor Value and Opportunity, Apres, 2014			
[2]. Jonathan O'Brien - Supplier Relationship Management: Unlocking the Hidden Value in Your Supply Base, Kogan Page Publisher, 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**

--

**10. Evaluation**

Type of activity	10.1 Evaluation criteria	10.2 Evaluation methods	10.3 Percentage of final grade
10.4 Course	- The extent and fairness of the achieved knowledge; - The analytical capacity and the ability to give a correct understanding to the knowledge acquired.	Written exam	70%
10.5 Applications* (Seminar/Laboratory / Project) <i>*The type is to be chosen according to the discipline</i>	- The extent and fairness of the achieved knowledge; - The active involvement in seminars' activities.	Individual projects, tests	30%
10.6 Minimum standard of achievement for the acquisition of the ECTS credits			
<ul style="list-style-type: none"> <li>• To know the main concepts reflecting the necessity and the importance of suppliers relationship management in case of a company</li> </ul>			

Date of completion

Course Instructor,  
Lecturer Antohi Ionut, PhD

Teaching Assistant,  
Lecturer Antohi Ionut, PhD

...11 10 21.....

.....

.....

Date of approval in the Department

Head of Department  
Associated professor Cosma Sorinel , PhD

...18 10 21.....

.....

## COURSE SYLLABUS

### Physical Education

#### 1. Program identification details

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

#### 2. Course identification details

2.1 Course title	Physical Education						
2.2 Course code	BA 2116						
2.3 Instructor	University assistant dr. Trancă Sorin Cătălin						
2.4 Teaching assistant							
2.5 Year	II	2.6 Semester	3	2.7. Evaluation type	C	2.8 Course type */**	DC/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	1	of which:		3.3 applications***	1
3.4 Total of teaching hours within the program/semester	14	of which:		3.6 seminar	14
3.7 Student workload for individual study					11
<b>Distribution of workload</b>					[hours]
Individual study of textbooks, handbooks/reader, bibliography and notes					
Additional research (library, electronic resources, fieldwork)					
Homework (preparing seminar presentations, portfolios, critical essays, research papers, etc.)					9
Individual consultations (optional)					
Evaluations / exams					2
Other activities					
3.8 Total hours per semester	14				
3.9 Number of credits	1				

\*\*\* 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	<ul style="list-style-type: none"> <li>• Online platform</li> <li>• Address: <a href="https://meetingsema9.webex.com/meet/jand_ct">https://meetingsema9.webex.com/meet/jand_ct</a></li> </ul>
-----------------------------	---

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>• Knowledge, understanding of basic concepts, theories and methods of the field and area of specialization; their proper use in professional communication</li> <li>• Ensuring the compensatory effects on intellectual activity, treatment on sedentary lifestyle, stress and fatigue.</li> <li>• Formation of instrumental - applied skills so that students</li> <li>• to recognize / distinguish / identify the specific elements of physical education, the main types of sports, the characteristics of practicing physical exercises, individually and in groups / teams;</li> <li>• to design, plan, propose and evaluate the effective means of physical education, depending on the theme, audience and context.</li> </ul>
Cross-cutting skills	<ul style="list-style-type: none"> <li>• Applying the principles, norms and values of professional ethics within one's own rigorous, efficient and responsible work strategy</li> <li>• Identifying roles and responsibilities in the team and applying effective relationship and work techniques within the team</li> <li>• Identifying opportunities for continuous training and efficient use of learning resources and techniques for their own development</li> </ul>

### 7. Course goal and objectives

7.1 The general objective of the course	<ul style="list-style-type: none"> <li>• Acquiring of theoretical and applied knowledge on the object of study</li> </ul>
7.2 Specific objectives	<ul style="list-style-type: none"> <li>• Carrying out an individual practical and methodical training in order to improve the possibilities of practical demonstration of all tasks and means in the school of running, jumping and throwing;</li> <li>• Formation of beliefs and skills for independent practice of physical exercises and favorite sports, for hygienic, disconnecting and sports education of students (permanent physical education and sports);</li> <li>• Raising the level of physical and sports training of students in order to improve their physical condition and increase their performance in the tests included in the study program.</li> </ul>

### 8. Contents

	Teaching methods	Type and mode of achievement / Technical devices	Number of hours
8.2 Applications* (seminar / laboratory / project) <i>*The type is to be chosen according to the discipline</i>			

<p>Practical lesson 1. Harmonious physical development - preparing the body for effort - general muscle toning - mobility and stretching exercises</p>	<p>Synchronous / mixed / teaching online Explanation, conversation, demonstration,</p>	<p>Online teaching/ Direct teaching through video-conference / IT platform</p>	2
<p>Practical lesson 2. Harmonious physical development - preparing the body for effort - development of the upper train muscles - mobility and stretching exercises</p>		2	
<p>Practical lesson 3. Harmonious physical development - preparing the body for effort - development of the upper train muscles - mobility and stretching exercises</p>		2	
<p>Practical lesson 4. Harmonious physical development - preparing the body for effort - development of the lower train muscles - mobility and stretching exercises</p>		2	
<p>Practical lesson 5. Harmonious physical development - preparing the body for effort - development of the lower train muscles - mobility and stretching exercises</p>		2	
<p>Practical lesson 6. Harmonious physical development - preparing the body for effort - development of muscle strength by isometric means - mobility and stretching exercises</p>		2	
<p>Practical lesson 7. Control tests. Assessment of physical condition 1. Maximum number of knee bends - boys minimum 30; girls at least 20; 2. Maximum number of floats - boys minimum 20; girls at least 10- with knee support; (Girls will perform push-ups on the knees (knees bent and touching the ground), hands on the floor and off the shoulders and back straight. Boys will perform the push-ups, hands on the floor and off the shoulders and back and legs straight ( stretched) without touching the ground. For both sexes, the arms will bend at about 90 degrees and the chest will almost touch the ground.)</p>		2	
<p><b>Bibliography:</b> 1. Benoist, C., Stretching pour le sportif, Ed. Amphora, Paris, 2002 2. Bompa T., Di Pasquale M., Cornacchia L., Serious Strength Training, HumanKinetics, 2nd edition , Champaign, IL – USA, 2003 3. Damian, M., Aerobic gymnastics for students, Ed. Ovidius Univerity Press, Constanța, 2005</p>			

4. Ene-Voiculescu, C., Physical education in higher education, Ed. Ovidius University Press, Constanța, 2007
  5. Gevat, C., Larion, A., Popa, C., Theory and practice of athletics, Ed. Ovidius University Press, Constanța, 2003
  6. Gidu, D.V., Animation games - methods and techniques, Ed. Universitaria, Craiova, 2018.
  7. Melenco, I., Bodybuilding - individual study book, Ed. Ovidius University Press, Constanța, 2011
  8. Menkhin, Yu.V., Gymnastics that improves health: theory and methodology: manual, Rostov-on-Don, 2002, 384 p.
  9. Teodor, D., Fitness, Ed. Ovidius University Press, Constanța, 2017
  10. Vader, S. Pilates from A to Z, Rostov-on-Don, 2007, 320 p.
- Voinea, F., Optimizing muscle training in performance volleyball, Ed. Universitaria, Craiova, 2020.

### 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 the content of the discipline from other university centers in the country and abroad. The content of the discipline was developed in accordance with the requirements of state or private economic units, education and research units that aim to increase the quality of services provided. Through the theoretical information and practical applications it provides, the discipline of Physical Education and Sports, develops the student's ability to improve his physical condition and to develop a healthy lifestyle, focused on generating performance at work.

### 10. Evaluation

Type of activity	10.1 Evaluation criteria	10.2 Evaluation methods	10.3 Percentage of final grade
10.5 Applications* (Seminar/Laboratory / Project) <i>*The type is to be chosen according to the discipline</i>	Promoting outdoor and indoor tests and control rules aimed at motor skills, motor skills . b. participation in at least one sports competition organized within the university	face to face or online, on the Webex platform	90%
	- Active participation in practical works; - Creativity; - Conscientiousness; Originality.	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			
Fulfillment of the regular frequency at classes (80% compulsory attendance). • Presentation during the semester of a tutorial / video on a topic given by the head teacher: or EX. - present a film / tutorial containing exercises for developing abdominal muscles.			

Date of completion

Course Instructor,  
Name, Surname, Signature  
Tranța Sorin Catalin

Teaching Assistant,  
Name, Surname, Signature  
Tranța Sorin Catalin

.11 10 2021.....

Date of approval in the Department

Head of Department  
Name, Surname, Signature

...18 10 2021.....

conf. Univ. Dr. Cosma Sorinel

