

Coord. Professor Nicu PANEA, PhD

# Teaching package

Volume 1. Fields of  
Social Sciences,  
Humanities,  
Law & Sports

University of Craiova, Romania  
2018-2019





# Contents

Faculty	Page
Faculty of Economics and Business Administration	4
Faculty of Law	157
Faculty of Letters	181
Faculty of Physical Education and Sports	454
Faculty of Social Sciences	471
Faculty of Orthodox Theology	495





of

# Faculty Economics and Business Administration

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**Duration: 3 years**  
**No. of credit points: 180**

Field: *Business Administration*

Programme title:

Business Administration (Centre of Drobeta-Turnu Severin)  
Economy of Commerce, Tourism and Services

Field: *Cybernetics, Statistics and Information Systems in Economy*

Programme title:

Information Systems in Economy  
Statistics and Economic Forecasting

Field: *Accounting*

Programme title:

Accounting and Management Information Systems  
(full-time and part-time programmes)  
Accounting and Management Information Systems  
(full-time programme) (Centre of Drobeta-Turnu Severin)

Field: *Economy and Foreign Affairs*

Programme title:

Economy and Foreign Affairs  
Economy and Foreign Affairs (English-taught programme)

Field: *Finance*

Programme title:

Finance and Banking (full-time and part-time programmes)  
Finance and Banking (Centre of Drobeta-Turnu Severin)

Field: *Management*

Programme title:

Management (full-time and part-time programmes)  
Management (Centre of Drobeta-Turnu Severin)

Field: *Marketing*

Programme title: Marketing

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Master's  
Degree

# Faculty of Economics and Business Administration

**Duration: 2 years**  
**No. of credit points: 120**

Field: *Business Administration*

Programme title:

Business Administration in Commerce, Tourism and Services (Centre of Dr.-Tr. Severin)

Field: *Information Systems in Economy*

Programme title: e-Business Management

Field: *Accounting*

Programme title:

Accounting and International Standards-based Financial Reports

Business Auditing and Consulting

Accounting Management, Expertise and Auditing (Centre of Drobeta-Turnu Severin)

Field: *Economy and Foreign Affairs*

Programme title:

Economics and International Business Administration (English-taught programme)

Economy and European Affairs

Field: *Finance*

Programme title:

Analysis and Financial Evaluation of Organisations

Finance and Business Administration

Banking and Financial Management

Field: *Management*

Programme title:

Business Management

Organisation Management (Centre of Drobeta-Turnu Severin)

Public Organisations Management

Human Resources Management

Field: *Marketing*

Programme title: Marketing and Business Communication

**FIELD: BUSINESS ADMINISTRATION**  
**PROGRAMME TITLE: ECONOMY OF COMMERCE,**  
**TOURISM AND SERVICES**  
**BACHELOR'S DEGREE**

**1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: MICROECONOMICS**

**CODE: D18ETL101**

**ECTS CREDITS: 5**

**TYPE OF COURSE:** Fundamental discipline, compulsory

**COURSE OBJECTIVE(S):** Acquire general economic knowledge that will facilitate students' understanding of the competitive microeconomic environment, specific to a viable market economy; Ensure the essentials of economic culture for future specialists in specialized economic fields (management, marketing, finance, accounting, statistics etc.); Learn about and thoroughly grasp the primary economic processes relating to the economic agent (customer choices, fundamentals of demand, supply conditions, competitive market, society essential incomes).

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: MANAGEMENT**

**CODE: D18ETL102**

**ECTS CREDITS: 6**

**TYPE OF COURSE:** Fundamental discipline, compulsory

**COURSE OBJECTIVE(S):** Familiarizing students with the main concepts and practices of Management. Developing organizational and decision-making solving skills; Presentation of the main theories of managerial thinking; Systematic presentation of management processes; Investigation of the roles of management processes; Identification of key competences of a successful manager; Recognizing the main management methods and techniques and their context in use; Developing communication, decision-making, critical thinking and team work skills for students.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: FUNDAMENTALS OF ACCOUNTING**

**CODE: D18ETL103**

**ECTS CREDITS: 5**

**TYPE OF COURSE:** Fundamental discipline, compulsory

**COURSE OBJECTIVE(S):** Students will acquire the essentials of accounting, will get acquainted with, and also understand how both the accounting method and financial-accounting field related terminology work; Define and explain the concepts and principles underpinning accounting theory; Substantiate a reasonable thinking about

transposing the principal economic and financial operations, generated by economic agents' activity, into specific accounting language; Grasp accounting methodology and working technique, including mechanisms for data collection and processing by taking into consideration alternative documentary sources and current activity in order to assess factors which impact benefits realization within economic entities.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: MATHEMATICS APPLIED TO ECONOMICS**

**CODE: D18ETL104**

**ECTS CREDITS: 5**

**TYPE OF COURSE:** Fundamental discipline, compulsory

**COURSE OBJECTIVE(S):** Build the skills to mould particular economic problems, which involve making economic-financial decisions, into mathematical frameworks; Build data identification and processing skills to set the mathematical pattern; Become familiar with mathematical optimization methods linked to economic and financial decision-making process as well as to choosing the most effective solution to practical problems; Gain insights into a reasonable thinking pattern relevant to economics-based decisions.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: FUNDAMENTALS OF INFORMATION TECHNOLOGY**

**CODE: D18ETL105**

**ECTS CREDITS: 5**

**TYPE OF COURSE:** Fundamental discipline, compulsory

**COURSE OBJECTIVE(S):** Students will acquire the essentials of organizing and structuring data, organizing and operating computers, operating systems, computer networks and the Internet; Learn the basics of business information technologies (BIT); Gain the skills and practical abilities needed to operate BIT; Become more knowledgeable about Microsoft Word processor and Microsoft PowerPoint professional presentations design; Prepare students to obtain their ECDL certificate.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: BUSINESS LAW**

**CODE: D18ETL106**

**ECTS CREDITS: 2**

**TYPE OF COURSE:** Fundamental discipline, compulsory

**COURSE OBJECTIVE(S):** Acquire the essentials of:  
1. the concepts of economic activity and business law; 2. sources of business law; 3. commercial enterprise; 4. professional traders; 5. trade fund; 6.



traders' insolvency; 7. devising and executing the contracts for commercial enterprise exploitation; 8. particular commercial contracts for commercial enterprise exploitation.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

1<sup>ST</sup> YEAR, 2<sup>ND</sup> SEMESTER

**COURSE TITLE: MACROECONOMICS**

**CODE:** D18ETL209

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Fundamental discipline

**COURSE OBJECTIVE(S):** Acquire general economic knowledge that will facilitate students' understanding of the competitive microeconomic environment, specific to a viable market economy; Ensure the essentials of economic culture for future specialists in specialized economic fields (management, marketing, finance, accounting, statistics etc.); Learn about and thoroughly grasp the primary economic processes relating to the economic agent (customer choices, fundamentals of demand, supply conditions, competitive market, society essential incomes).

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: BUSINESS ETHICS**

**CODE:** D18ETL210

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Fundamental discipline, compulsory

**COURSE OBJECTIVE(S):** Familiarizing students with the main currents, approaches and domains of Business Ethics: understanding the main theories regarding Business Ethics; knowledge of the ethic values relevant to business; knowledge of concepts and theories regarding corporate social responsibility and corporate governance; knowledge of significant headings concerning the implementation of an ethic behaviour at corporate level; developing the ability of expressing opinions regarding certain themes of Business Ethics.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: LOCAL PUBLIC FINANCE**

**CODE:** D18ETL211

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Fundamental discipline, compulsory

**COURSE OBJECTIVE(S):** Provision of theoretical and practical information about the concepts, processes, methods and decisions in the field of public finances, as well as about the institutions that manage the problems specific to the field of public finances; Identifying and defining concepts, theories, methods and financial instruments in the field of public finance; Explaining and interpreting

concepts, theories, methods and financial instruments in the field of public finance; Applying concepts, theories, methods and financial instruments to public and private entities.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: FINANCIAL ACCOUNTING**

**CODE:** D18ETL212

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Domain discipline, compulsory

**COURSE OBJECTIVE(S):** To enable students to accumulate knowledge specific to Financial Accounting, as well as to develop the necessary skills to translate them into practical work; Acquiring skills related to: organizing and managing financial accounting; the preparation, verification and control of supporting documents specific to the operations under study; performing calculations and analyzes of capital, stocks, fixed assets, treasury values etc; capitalizing the information provided by financial accounting in the process of substantiating economic decisions.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: STATISTICS**

**CODE:** D18ETL213

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Fundamental discipline, compulsory

**COURSE OBJECTIVE(S):** Explain the place and role of statistics in contemporary economy; Provide students with information on the statistics conceptual system linked to national economy, both macro- and microeconomic levels; Build and develop students' skills to collect, process, deliver, and analyse statistical data; Learn about modern statistical methods and tools, intended for the study of socioeconomic phenomena and processes.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: ECONOMIC INFORMATICS**

**CODE:** D18ETL214

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Domain discipline, compulsory

**COURSE OBJECTIVE(S):** Delineate and investigate activities, carried out within software companies, thanks to the advantages of modern information technologies, and thus managing to acquaint students with specific software products; Give some analyses of both information and informatics systems and of the specific activities entailed; Provide students with the features of high performance economic systems, electronic markets and net-economy, commerce and e-business; Present students with some theoretical concepts related to databases and data warehouses; Explain

how information is processed thanks to economic field software products.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**2<sup>ND</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: MARKETING**

**CODE:** D18ETL321

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Fundamental discipline, compulsory

**COURSE OBJECTIVE(S):** Understanding the marketing endeavour from a double perspective : as specialists in enterprises, to be able to implement marketing policies ; as consumers, to be able to tell abusive marketing practices; Understanding marketing concepts, methods, techniques and tools; Applying specific marketing methods, techniques and tools; Understanding the role of market research within organisations.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: ACCOUNTING IN COMMERCE, TOURISM, SERVICES**

**CODE:** D18ETL322

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Addressing the particular problems of accounting nature, specific to their units in the field of commerce, tourism and services, so that, through the succession of the themes under discussion, an optimal preparation of the students from the conceptual, theoretical and methodological point of view should be ensured. Delivering an adequate amount of knowledge to enable students to address in a specific manner the particular elements of organization and accounting management of economic entities in the field of trade, tourism and public catering; acquiring knowledge and skills that to enable students to manage their economic activities later trade and tourism.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: FINANCIAL INVENTORY OF ENTERPRISE**

**CODE:** D18ETL323

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Fundamental discipline, compulsory

**COURSE OBJECTIVE(S):** Explaining concepts, theories, methods and financial instruments related to the financial management of

enterprises. Applying concepts, theories, methods and financial instruments in private entities to solve specific financial management issues; Students acquire theoretical notions regarding: investment and financing decisions; the capital of the enterprise; asset management; managing current assets; Global financial results.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: DATABASES**

**CODE:** D18ETL324

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Fundamental discipline, compulsory

**COURSE OBJECTIVE(S):** Delimiting and investigating managerial activity that takes place at the company level by using modern computer technologies to familiarize students with the use of software products; Provide the features of high performance economic systems, electronic markets and the net-economy, commerce and e-business; Providing theoretical concepts on databases and data warehouses; Presentation of the way of processing the information through software used in the economic field.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: ECONOMETRICS**

**CODE:** D18ETL325

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Specialized discipline, compulsory

**COURSE OBJECTIVE(S):** Cover the theoretical foundations of econometrics and highlighting the relationship between this and mathematical statistics (statistical inference, estimation theory); Introduce econometric methods and the primary types of econometric patterns; Practice the parametric estimation of econometrics patterns, entailed by microeconomic and macroeconomic processes as well as by financial markets.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: BUSINESS COMMUNICATION AND NEGOTIATION**

**CODE:** D18ETL326

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Domain discipline, compulsory

**COURSE OBJECTIVE(S):** Familiarization with the basic concepts of business communication and negotiation; Understanding the communicative process and its levels and contents; Knowing and practicing body language in different contexts (at work place, in relationships with immediate people,

in negotiations with different partners including those belonging to different cultures); Becoming aware of the rules concerning the organization and communication of the message; Knowing the fundamentals of negotiations, the negotiation stages and the typology of negotiation strategies and techniques; Developing/ making the most suitable negotiation strategies and techniques as a result of the analysis of negotiation context.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**2<sup>ND</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: COMMERCIAL CORRESPONDENCE AND COMMUNICATION IN A FOREIGN LANGUAGE**

**CODE:** D18ETL429

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Complementary discipline, compulsory

**COURSE OBJECTIVE(S):** Forming basics which supports students in developing the necessary skills in order to successfully communicate in situations at school or work; Practice of using basic English; Foundation of written and oral communication in different contexts.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: ECONOMY OF TOURISM**

**CODE:** D18ETL430

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Specialized discipline, compulsory

**COURSE OBJECTIVE(S):** Presenting the characteristics of tourism activity; Explaining the phenomena and processes of tourism related to the concepts concerning the demand and offer of tourist products; Describing the ways of making and commercializing the tourist product; Using indicators to interpret the phenomena specific to tourism.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: ENTERPRISE CREDIT**

**CODE:** D18ETL431

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Specialized discipline, compulsory

**COURSE OBJECTIVE(S):** The discipline allows students to get acquainted with the main notions regarding the activity of credit institutions and ensures understanding of the principles and techniques of lending to the enterprise; Ensures knowledge of the range of banking products and services and how they are distributed; Know the

main ways and means of payment; Understanding the concepts of credit and lending, and knowing the principles of credit; Study of the main types of credits that can be granted to economic agents; Know how to approve, grant, and repay credits and other methods financing the enterprise.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: ECONOMY OF SERVICES**

**CODE:** D18ETL432

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Specialized discipline, compulsory

**COURSE OBJECTIVE(S):** Explaining the contribution of services to the increase of economy and the way it can be measured; defining the notion of services, the place and role of services in the modern economy; highlighting the functions and typology of service enterprises; offering relevant information regarding the organisation of service enterprise, the demand and offer of services; highlighting the importance of human and material resources in the field of services.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: SALES MANAGEMENT**

**CODE:** D18ETL433

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Domain discipline, compulsory

**COURSE OBJECTIVE(S):** Introducing students to the complex activity of increasing sales in different conditions of environmental influence which impose a certain way and standard of development and organisation; Presenting issues regarding the general management concepts and the management of specific sales activities; Presenting the sales team, the role a well-managed and homogenous team plays in accomplishing sales success; Highlighting methods of forming sales-teams by motivation, using motivation, its assessment, all in regard to creating profitable business conditions; Presenting ways of handling sales force by highlighting the importance of a good organisation and administration of sales activity; Emphasizing methods to attract and serve customers so that to create optimum conditions, through a proper management, for profitable results of companies.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: ENTREPRENEURSHIP AND BUSINESS ADMINISTRATION T**

**CODE:** D18ETL434

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Domain discipline, optional



**COURSE OBJECTIVE(S):** Developing the ability to identify an entrepreneurial opportunity; Exploring the management of a small business; Understanding and appreciating the entrepreneur's role and lifestyle in contemporary society; Identify and understand how to start a small business; Familiarize yourself with how to develop a successful business plan; Knowing the specific elements of the main financing alternatives for small and medium enterprises; Knowing the stages of evolution of small enterprises and understanding the problems and challenges for management, specific to each stage.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**COURSE TITLE: MANAGEMENT OF TOURIST DESTINATIONS**

**CODE:** D18ETL435

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Specialized discipline, optional

**COURSE OBJECTIVE(S):** Transmitting notions of macroeconomic management at local and regional level; developing skills for understanding and working with the problem arisen from the strategic endeavour of developing tourist destinations; observing, signalling issues and identifying solutions regarding the initiation, finance and coordination of projects of developing tourist destinations; understanding the evolutional process of a tourist destination; knowledge of contemporary practices for the management of chain tourism enterprises; assimilation of a specific managerial instrumental; relevant practice in order to assimilate contents.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**COURSE TITLE: MARKETING OF SMALL-SIZE BUSINESSES**

**CODE:** D18ETL436

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Specialized discipline, optional

**COURSE OBJECTIVE(S):** To familiarize students with the main tools of small businesses' marketing; To offer the necessary information to the development of marketing plans for small and medium-size enterprises; To form skills in the field of marketing for small businesses.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**COURSE TITLE: INTERNSHIP**

**CODE:** D18ETL438

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Practical deployment of the knowledge gained in the specialized disciplines by the students of the second year in the study program Economics of Trade in Tourism and Services in order to integrate as quickly as possible into the labor market.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**3<sup>RD</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: ECONOMIC-FINANCIAL ANALYSIS**

**CODE:** D18ETL541

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Domain discipline, compulsory

**COURSE OBJECTIVE(S):** Explaining the evolution of economic phenomena recorded at the level of the firm in terms of the factors that determine them, in order to identify the directions of action for their influence; Providing a system of indicators used in the activity and expenditure analysis; Providing a methodology in order to analyse the company's profitability; Providing a methodology in order to analyse the efficiency of the use of inputs.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: LOGISTICS**

**CODE:** D18ETL542

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Domain discipline, compulsory

**COURSE OBJECTIVE(S):** To consolidate customer orientation by studying the methods of dimension and correlation of information, goods and people flow which help at delivering the physical goods in the requested quantities and type at the right moment and place; To fulfill these objectives, special logistic systems and subsystems are isolated; Develop knowledge related to the contents and components of logistics and the relationship with the supply-deliver chain; Consolidate customer orientation in the field of logistics, by creating skills related to the identification of relationships between logistics and marketing, as well as by providing a proper serving level in order to increase organisation efficiency; Improve decision-making skills regarding the main logistic activities (buying, transport, stock management, warehousing); Develop knowledge regarding the organisation of logistic activities and the logistic informational system.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: ECONOMY OF COMMERCE**

**CODE:** D18ETL543

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Domain discipline, compulsory

**COURSE OBJECTIVE(S):** Explaining the contribution of services to the growth of the economy and how it can be measured; defining the notion of services, the place and role of services in the modern economy; highlighting the functions and typology of the trade companies; providing relevant information on the organization of business; highlighting the importance of human and material resources in the trade sector.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: TOURISM OPERATION MANAGEMENT**

**CODE:** D18ETL544

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Specialized discipline, compulsory

**COURSE OBJECTIVE(S):** To familiarize students with the main concepts and practices in the field of management in tourism. To develop organisational and decision-making skills; The methodic presentation of management processes specific to tourist units; The investigation of management functions and their specific to tourist units; The theoretical and applicative foundation of managing and administrating tourism agencies, accommodation units and other categories of providers; The development of students' communication, decision-making, critical thinking and team-work skills.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: QUALITY MANAGEMENT**

**CODE:** D18ETL545

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Domain discipline, compulsory

**COURSE OBJECTIVE(S):** To explain the evolution of economic phenomena at the level of the company through determining factors in order to identify proper actions for influencing them; Offering elements for understanding quality management from the perspective of services; Offering methods, techniques and managerial tools to project and implement a service-specific quality management system

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: EUROPEAN ECONOMY**

**CODE:** D18ETL546

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** Explaining the EU's activities; Use of appropriate criteria and methods

for assessing studies/analyzes of EU policies and institutions; Develop action/initiative projects within the EU; Evaluating actions/initiatives undertaken within the EU.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**COURSE TITLE: HOTEL AND RESTAURANT TECHNOLOGY**

**CODE:** D18ETL548

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** Familiarize yourself with the basic concepts of hotel management and how to organize an accommodation unit; Knowing the typology of hotel units and the hotel classification system by category; Defining the concepts of demand and supply of tourism goods and services; Explaining and interpreting the phenomena and economic processes specific to tourist activity based on demand and supply, consumer behavior and characteristics of the hospitality industry; Explaining and interpreting the different peculiarities of demand, supply and prices in the hospitality industry; Estimation of the human resources requirement in relation to the volume and efficiency requirements of the accommodation unit; Develop a proactive attitude towards the role and importance of the hotel industry in economic and social activity; Training of the use of statistical and mathematical tools in assessing the efficiency of tourism activities at micro and macroeconomic level.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**COURSE TITLE: FISCALITY**

**CODE:** D18ETL549

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** The discipline allows students to get acquainted with the main notions of enterprise taxation; Ensures knowledge of the range of tax products and services and how they are distributed; Know the main ways and means of payment.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**3<sup>RD</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: MANAGEMENT OF INVESTMENT**

**CODE:** D18ETL650

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Developing specific skills in assessing the economic and financial performance of business organizations; Forming skills to identify, select and use the information used to analyze and evaluate a firm's investment; Providing a system of indicators used in the analysis of the company's economic and financial investments.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: MANAGEMENT OF HUMAN RESOURCES**

**CODE:** D18ETL651

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Domain discipline, compulsory

**COURSE OBJECTIVE(S):** To familiarize students with the main concepts related to the planning, organisation, coordination and control of human resources' activity; Offer information necessary to the organisation, coordination and control of human resources' activity; Gain skills regarding problem-solving, situations specific to human resources: recruitment, selection, motivation, payment, work schedule, training; Forming skills in the field of management of human resources.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: PURCHASING MANAGEMENT**

**CODE:** D18ETL652

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Domain discipline, compulsory

**COURSE OBJECTIVE(S):** Elaborate strategies specific to the field of purchasing; Gather concepts and methods specific to the field of purchasing; Apply basic principles to underlie the need of material resources.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: STRATEGIC MANAGEMENT**

**CODE:** D18ETL653

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Knowledge and application of methods and techniques used in the process of analyzing the organization's environment as well as strategic alternatives; Identify external factors that affect business activity and evaluate their impact; Develop a profile of the market sector on which the firm operates, identify the key factors of success and identify elements likely to change the dynamics of the sector; To assess the attractiveness of the sector; To analyze the strategic potential of the enterprise; To apply methods and techniques

specific to the strategic analysis: PEST, MEFE, scenario technique, BCG, ADL, SWOT etc; To know the strategic alternatives; To know the implementation strategy.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: ECONOMIC PROJECTS AND ENTERPRISE GAMES**

**CODE:** D18ETL654

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Projects and leading games have as their primary objective the formation and development of a systematic approach to managers and beyond; creates competitive economic and managerial situations and contributes to the ability of participants to diagnose competitive and competitive economic and managerial situations, to base and implement strategic and tactical decisions, risk or uncertainty; Acquiring the methods and instructions needed to develop management strategies and policies; Studying the necessary managerial decisions in business; Simulation of possible situations in practice.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**COURSE TITLE: INTERNATIONAL TOURISM**

**CODE:** D18ETL655

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Specialized discipline, optional

**COURSE OBJECTIVE(S):** To familiarize students with the main concepts and practices in the field of management in tourism. To develop organisational and decision-making skills; The methodic presentation of management processes specific to tourist units; The investigation of management functions and their specific to tourist units; The theoretical and applicative foundation of managing and administrating tourism agencies, accommodation units and other categories of providers; The development of students' communication, decision-making, critical thinking and team-work skills.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: E-COMMERCE**

**CODE:** D18ETL657

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** To provide an integrated vision of e-commerce and the Internet economy, of their strategic business implications; Ensure a



proper understanding of the broad spectrum of issues affecting the commercial use of the Internet, technology developments, policies and business strategies that form the basis for developing new business models; Provide the necessary knowledge to develop e-commerce projects at the level of the economic organizations.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**FIELD:** CYBERNETICS, STATISTICS AND INFORMATION SYSTEMS IN ECONOMY  
**PROGRAMME TITLE:** INFORMATION SYSTEMS IN ECONOMY  
**BACHELOR'S DEGREE**

**1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: MICROECONOMICS**

**CODE:** D19IEIFCL101

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Acquire the general economic knowledge necessary to understand the competitive microeconomic environment which normally exists in an economy based on functional market; Provide the basic economic culture to future specialists from all fields of economy (management, marketing, finance, accounting, statistics etc.); Know and understand the main economic processes which take place at the level of the economic agent (the choices of the consumer, the bases of the demand, the conditions of the supply, the competitive market, the basic income of the company).

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: COMPUTER PROGRAMMING**

**CODE:** D19IEIFCL102

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Acquire the concepts regarding the reasoning of programming, the use of the control structures in the working of the programs, the basics of object-oriented programming; Acquire the basic concepts regarding object-oriented programming, the use of classes of objects and structures of data; Form skills and practical abilities necessary to object-oriented programming in Visual Basic 2010; Create the premises for programming in the NET environment.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: FUNDAMENTALS OF ACCOUNTING**

**CODE:** D19IEIFCL103

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Acquire the fundamental knowledge related to accounting; know and understand the procedures specific to accounting, understand the terminology of finance and accounting; Define and explain the concepts and principles specific to accounting theory; Form a way of logical reasoning when it comes to using the accounting language in order to transfer the main economico-financial operations generated by economic operators; include the mechanisms required to gather and process data from alternative

documentation and the current activity in order to assess the factors which influence the achievement of economic operators.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: MATHEMATICS APPLIED IN ECONOMICS**

**CODE:** D19IEIFCL104

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Form the skills to model certain economic problems from the mathematic point of view which involve making economico-financial decisions; Form the skills to identify and process the information in order to form a mathematical model; Know the methods of optimising mathematics in making economico-financial decisions and determine the best solution for a practical problem; Form logical reasoning in making decisions which are necessary for an economist.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: FUNDAMENTALS OF IT**

**CODE:** D19IEIFCL105

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Acquire the basic concepts regarding: the organisation and structuring of data, the organisation and functioning of computers, operating systems, computer networks and Internet; Acquire the basic concepts regarding IT technologies for business (TIA); Form skills and practical abilities necessary to exploit TIA; Deepen the knowledge regarding the text processor Microsoft Word and achieve professional presentations using Microsoft PowerPoint; Create the premises for obtaining the ECDL certificate.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: BUSINESS LAW**

**CODE:** D19IEIFCL106

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Acquire basic theoretical knowledge regarding: the concepts of economic activity and business law; the origin of business law; commercial companies; professional traders; trade background; insolvency of traders; form and execute the contracts related to the exploitation of commercial companies; commercial contracts related to the exploitation of commercial companies.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**COURSE TITLE: MACROECONOMICS**

**CODE:** D19IEIFCL210

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** The main objective of Macroeconomics is to help students, the future economists form a correct perception on the functioning of economy as a whole, despite the complex process of modernising the economic structures and the integration in the European Union; The subject is focused on topics related to macroeconomics; all along the teaching process macroeconomics indicators are used and explained in order to assess the agreed economic activities to achieve correlations in dynamics between the economic phenomena appeared. At the same time, the present subject also contains topics related to the market system, to ensure a balance between the agreed supply and demand, the economic growth, fluctuations of the economic activity, the macroeconomic balance and unbalance, inflation and unemployment.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: MANAGEMENT**

**CODE:** D19IEIFCL211

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Familiarise students with the main concepts and practices from the management field. Develop organisational skills and the ability to make a decision when necessary; Present the main theories from the evolution of managerial thinking; Present systematically the management processes; Investigate the functions of management processes; Identify the key competences of the successful manager; Recognize the main methods and management techniques and the context of using them; Develop the students' abilities to communicate, make decisions, work in a team and think critically.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: PUBLIC FINANCE**

**CODE:** D19IEIFCL212

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Provision of theoretical and practical information about the concepts, processes, methods and decisions in the field of public finances, as well as about the institutions that manage the problems specific to the field of public finances; Identifying and defining concepts, theories, methods and financial instruments in the field of public finance; Explaining and interpreting concepts, theories, methods and financial instruments in the

field of public finance; Applying concepts, theories, methods and financial instruments to public and private entities.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: FINANCIAL ACCOUNTING**

**CODE:** D19IEIFCL213

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Underline the main ways of reflecting and presenting the resources, sources, processes and results obtained by the organisation; Study the principles of financial accounting, of the methods and the working techniques; Help students build logical and creative reasoning as well as the necessary skills to achieve different tasks and use the financial information in order to manage the activity of the entity; Familiarise students with the basic knowledge of accounting and teach them how to efficiently manage the resources in order to administer the business at a high level to know and control the results of each level of the organisational structure of the company where accounting is kept; Taking these aspects into consideration, we need to teach the following issues: how to draw up, process, check, register, classify and archive the accounting documents; how to correctly assess the patrimony structure; how register the economico-financial operations regarding the patrimony structures in accounting; manage accounting in accordance with the reality of the economic processes; Underline the significant ways in which accounting can provide the necessary information to efficiently administer the business.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: STATISTICS**

**CODE:** D19IEIFCL214

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Explain the place and the role of statistics in contemporary economy; Present the conceptual system which statistics uses in the national economy at both levels: macroeconomic and microeconomic; Form and develop students' skills to gather, process, present and analyse data from the statistical point of view; Acquire modern methods and instruments from the statistics field to study the socio-economic processes.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: ECONOMIC INFORMATICS**

**CODE:** D19IEIFCL215

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Acquire the knowledge and form the necessary skills in order to use software

products in the management of the economic activities in an efficient way; Know the main software products which are used in the economic field; Create the necessary skills and abilities to use the software programs in the economic field in an efficient way; Acquire knowledge and create the necessary skills for using a table processor at an advanced level.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**2<sup>ND</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: MARKETING**

**CODE:** D19IEIFCL319

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Students should understand the marketing approach from a double perspective: as specialists in companies to be able to implement marketing policies; as consumers, to be able to identify the abusive practices of marketing; Understand the concepts, methods, techniques and instruments of marketing which are used in finance; Apply the methods, techniques and instruments specific to the activity of marketing; Understand the role of marketing research within the organisations from the financial field.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: BUSINESS ACCOUNTING**

**CODE:** D19IEIFCL320

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Acquire specific knowledge related to "Business Accounting" as well as form the necessary skills to put it into practice; Acquire skills regarding: accounting organisation and management; draw up, check and control the supporting documents specific to the already studied operations; Ways of transferring into accounting the operations with the third parties, the expenses and the income of the entity etc.; Present the information in accounting documents of synthesis and make full sense of them in the process of proving the economic decisions.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: ENTREPRISE FINANCIAL MANAGEMENT**

**CODE:** D19IEIFCL321

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Explain concepts, theories, methods and instruments of financial nature referring to the financial management of companies.; Apply concepts, theories, methods and instruments of financial nature in private entities to

solve problems specific to financial management; Students should acquire theoretical notions regarding: decisions of investments and financing; the capital of a company; the management of intangible assets; the management of current assets; the international financial results.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: ECONOMETRICS**

**CODE:** D19IEIFCL322

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Present the theoretical base of econometrics and highlight its connections to mathematical statistics (statistic inference, estimation theory); Present the econometric methods and the main types of econometric models; Design applications regarding the parametric estimation of econometric models associated to microeconomic and macroeconomic processes and the financial markets.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: ECONOMIC INFORMATION SYSTEMS**

**CODE:** D19IEIFCL323

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Mark the limits and investigate the activities within software companies by using modern IT technologies, in order to familiarize students with the use of specific software products; Present some analyses of informational and IT systems as well as the specific activities to create them; Provide the features of performing economic systems, of electronic markets and net-economy, of commerce and e-business; Supply theoretical concepts regarding data bases and data deposits; Present ways of processing information by means of using software products that are also used in the economic field.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: DATA STRUCTURES**

**CODE:** D19IEIFCL324

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Ensure the theoretical and practical support to identify, represent and use the various types of data, algorithms and the related operations; Explore the various ways of structuring the data; Identify the classes of operations which may be used on the data; Study the method of representing the objects belonging to various data structures in the computer; Project an adequate representation of the data and project and analyse the operating algorithms.



**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Preliminary examination

**2<sup>ND</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: BANK AND MONETARY ECONOMICS**

**CODE:** D19IEIFCL429

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** To familiarise students with the current principles and approaches from the national monetary-financial field; Ensure a base of understanding as well as familiarise with the activities related to the monetary and banking field; The present subject is intended to make students understand the way the monetary and payment systems are organised and the credit process; It is focused on providing key notions regarding banks and the banking activity as well as the instruments of the monetary policy; By following this lecture, the students will develop the ability to analyse the monetary phenomena of the banking activity.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: OBJECT ORIENTED PROGRAMMING**

**CODE:** D19IEIFCL430

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Know the development directions of software programming; Train the students to use the programming language Visual C++, in order to understand the difficulties of object IT programming and thus create personal IT applications; Delimit and research the specific activities which take place in the system of economic operator, using the concepts of object orientation; Object orientation appears as a recent solution to building systems or complex applications, mainly the stable elements of the system for the uniform modelling of the objects. They highlight the base of the evolution of applications and anticipate easy solutions to reuse in the evolution of logics; Teach the development directions of programming oriented towards object; Value the information obtained using object-oriented applications which helps in discovering the real situation, the causes (in case deficiencies appear), and take effective measures to improve the activity. The agreed or generalised circulating information, which helps to scientifically prove decisions, requires the use of different types of data; Modelling the complex reality, the object oriented techniques emphasize the importance of the behaviour of data, the concept of object including not only the data but also the possible operations which can be done on them.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: OPERATING SYSTEMS**

**CODE:** D19IEIFCL431

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Understand the theoretical aspects of operating systems; Present the main concepts and mechanisms which lie at the basis of a modern operating system; Know the role and functions of the components of the operating systems; Understand the interaction between the operating system and user as well as between the operating system and hardware; Acquire the basic elements regarding: the basic structure of operating systems; competitive processes, operations on processes, communication between processes, synchronisation; plan UC, assess planning algorithms; real and virtual memory; system files; entry-exit system; All these examples have as support the UNIX system.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: DATABASES**

**CODE:** D19IEIFCL432

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Ensure the theoretical and practical support to design, administer and use databases; Present the creation principles and the implementation methods of the relational databases; Present the technique of database normalization which ensures the representation of the real systems under the form of optimised models of data; Present the basic elements of the SQL language; Offer the theoretical and practical support for the use of the management system of databases MySQL.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: COMPUTER NETWORKS**

**CODE:** D19IEIFCL433

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Know the terminology, the principles of functioning and the concepts specific to the computer networks; Understand and explain the way of functioning of the existing networks, on levels of abstracting, using the basic knowledge in a proper way; Form the necessary skills to administer the computer networks; Acquire the basic elements regarding: hardware, architecture and interconnection of computer networks; operating with the protocol concepts, the stack of protocols, services and setting logical connections between them within the reference models OSI and TCP/IP; the constitutive elements and the typologies of computer networks; acquire the principles of interconnection and interoperability; form the necessary skills to administer the network and

configure the routers and the servers; connect the different network equipment using a variety of physical environment; static configuration of a local network in a given number of sub-networks using the sub-network mask, starting from a given IP address.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: MANAGEMENT ACCOUNTING**

**CODE:** D19IEIFCL434

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** Know the role and importance of the information provided by the management accounting for the management of entities; Present and acquire the methodology of organising and running the accounting management; Register the possible expenses and the obtained production in the financial accounts; Identify and build costs, use the instruments and management techniques in order to monitor the profit, to assist planning, to implement and control global performance; Know the calculation methods of costs and the concrete conditions of application; Present the new trends of methods and processing procedures of the information related to costs.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**COURSE TITLE: CREDIT INSTITUTION ACCOUNTING**

**CODE:** D19IEIFCL435

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** Know the informational system of a credit institution, the particularities of the basic accounting model applied to credit institutions; Know the theoretical and practical notions specific to the banking activity; Know the calculation method of the interest, techniques and instruments specific to the banking activity; Know the model and technique of accounting record of the operations specific to the banking activity.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):**

**COURSE TITLE: ETHICS AND ACADEMIC INTEGRITY**

**CODE:** D19IEIFCL437

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** Present and explain the concepts and elements defining academic ethics and integrity through a quantitative and qualitative analysis of the phenomena specific to this discipline; initiating students in the field of ethics and academic integrity; Quantitative and qualitative analysis of phenomena specific to ethics and academic integrity; Integrating acquired knowledge into other subjects

in the training system of this master in the development of individual reports and case studies.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**3<sup>RD</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: ECONOMIC ANALYSIS**

**CODE:** D19IEIFCL542

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Explain the evolution of the economic phenomena registered at the level of the company by analysing the factors which determine them and set the right directions to influence them; Provide a system of indicators used in the analysis of the activity volume, of expenses and the company profit; Provide a methodology of analysing the efficiency of using the production factors; Present the way of working with the balance sheet in order to correctly reflect the situation of the corporate assets and capital.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: VISUAL PROGRAMMING**

**CODE:** D19IEIFCL543

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Through its content and structure, the course aims at treating the absolutely necessary theoretical concepts and concepts. Conventional programming languages are difficult to learn and use, requiring skills that many do not have. For this reason, user interfaces from a wide range of programs have begun to come up with facilities to complement and ease programming capabilities; Explaining and interpreting fundamental concepts in software; Visual programming is programming in which more than one dimension is used to transmit information; Acquiring knowledge to understand how to build a professional interface; Knowledge of the properties, methods and events to which they react: the form, the controls in general and the most used visual controls; Knowing controls that are not visible in execution, but act behind the scenes; Acquiring the skills needed to build contextual and routing menus; Working with the balance sheet in order to correctly reflect the situation of the corporate assets and capital.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: SOFTWARE ENGINEERING**

**CODE:** D19IEIFCL544

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** The content and the structure of the lecture "Engineering Programming"

aim at presenting the theoretical notions and concepts which are absolutely necessary in order to create software systems, to develop IT applications, to analyse, project, implement, test and research soft systems; Use and assess the instruments for developing applications regarding the processing of resources within an organisation; Explain and interpret the fundamental knowledge in software; Offer students advanced knowledge of the current IT systems and of the major problems which lie at the base of designing systems; Acquire and understand the concepts and techniques of specifying and checking systems; Build a professional image on the process of development of the programs; Acquire an organised style of programming which may lead to clear programs, easy to understand and repair; Acquire the techniques of structured programming and develop the programs in steps, refining them in consecutive steps; Master basic techniques to design reliable programs and functional safety; Determine students to have knowledge of software engineering: user requirements, soft requirements, architectural projection, program processing, quality insurance, validation and checking, patterns of designing interfaces; Forming specialists capable of projecting, implementing and exploiting the IT systems; The specific objectives of the present subject refer to: student's abilities to produce a high quality soft by using engineering methods, to understand and use the software engineering concepts during the development of the program, the ability to work in a team, to use concepts and methods to identify processes, actors, entities and the business rules of the IT system.

**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: INFORMATION SYSTEMS ANALYSIS AND DESIGN**

**CODE:** D19IEIFCL545

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Know the development directions of financial-monetary IT systems from our country; Form a systematic view on the financial-monetary IT systems; Develop the skills to design and assess the financial-monetary IT systems; Know the methodology of designing financial-monetary systems and apply them in order to determine the requirements for financial banking IT systems; Promote attitude qualities and specific skills in order to use and design financial-banking IT systems; Explain the fundamental aspects of developing software systems, as well as modelling applications in accordance with the requirements of beneficiaries; Teach the developing directions of IT systems; Teach the methodologies of designing IT systems and apply them in order to determine the requirements; Model the complex reality, make full use of the obtained information in order to discover the real situation, to

find out the causes where deficiencies happen and take the necessary measures to improve the activity.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: WEB PROGRAMMING**

**CODE:** D19IEIFCL546

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Present the internet network not only from the point of view of the user but also from the point of view of the programmer on Internet; Develop the skills for writing programs which contribute to the success of a company, starting from simple Web presentation pages and continuing with virtual shops, supplier chains, long-distance contracts and distributed applications.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: SME MANAGEMENT**

**CODE:** D19IEIFCL547

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Develop the ability to identify a business opportunity; Explore the management process of a small business; Understand and appreciate the role and lifestyle of the entrepreneur in the contemporary society; Identify and understand the initiation ways of a small company; Familiarise with drawing up a successful business plan; Know the specific elements of the main options of financing of small and medium-sized companies; Know the evolution steps of small companies and understand the problems and management challenges specific to each stage.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

#### **COURSE TITLE: DATABASE MANAGEMENT**

**CODE:** D19IEIFCL548

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Ensure theoretical and practical support in order to design and administer the database and the development of applications with BD; Present the concept and design involved in the use of the relational database system MySQL; Approach elements of advanced programming MySQL: stored procedures, cursors, trigger-i; Present the basic elements of the PHP language; Offer the support to connect BD MySQL by PHP and the presentation of advanced topics MySQL related to security and optimisation; Create practical PHP and MySQL projects which, by means of the studied examples, will prove the power and multilateral character of the PHP language and of the MySQL database.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: MICROECONOMIC FORECASTING**

CODE: D19IEIFCL549

ECTS CREDITS: 4

TYPE OF COURSE: Optional

**COURSE OBJECTIVE(S):** Developing anticipation, analysis and synthesis capabilities, and disclosing the predictive management spheres and the need to imprint economic management on a predictive character; Acquiring specific methods and techniques, operational, decision making, forecasting and predictive management; Identification of the essential aspects of analyzing and substantiating demand and supply on different types of market; Stimulate, form and develop forward thinking in a world dominated by risks, uncertainties and undeterminations; Training and development of student analysis and synthesis capacity - both quantitatively and qualitatively; To acquire modern statistical methods and tools for anticipating the phenomena and economic processes in the Romanian enterprises.

LANGUAGE OF INSTRUCTION: Romanian

ASSESSMENT METHOD(S): Preliminary examination

**COURSE TITLE: QUANTITATIVE METHODS USED IN MARKET RESEARCH**

CODE: D19IEIFCL550

ECTS CREDITS: 4

TYPE OF COURSE: Optional

**COURSE OBJECTIVE(S):** Developing anticipation, analysis and synthesis capabilities, and disclosing the predictive management spheres and the need to imprint economic management on a predictive character; Acquiring specific methods and techniques, operational, decision making, forecasting and predictive management; Identification of the essential aspects of analyzing and substantiating demand and supply on different types of market; Stimulate, form and develop forward thinking in a world dominated by risks, uncertainties and undeterminations; Training and development of student analysis and synthesis capacity - both quantitatively and qualitatively; To acquire modern statistical methods and tools for anticipating the phenomena and economic processes in the Romanian enterprises.

LANGUAGE OF INSTRUCTION: Romanian

ASSESSMENT METHOD(S): Preliminary examination

**COURSE TITLE: PROBABILITIES AND MATHEMATIC STATISTICS**

CODE: D19IEIFCL551

ECTS CREDITS: 4

TYPE OF COURSE: Optional

**COURSE OBJECTIVE(S):** Assimilation of probability theory elements and their application in insurance statistics and theory; Knowledge of fundamental notions of probability theory; Knowledge and use of techniques for collecting and processing statistical data; Using the theory of probabilities and the results

of statistical studies in conducting and managing economic processes; Acquiring actuarial math elements.

LANGUAGE OF INSTRUCTION: Romanian

ASSESSMENT METHOD(S): Preliminary examination

**COURSE TITLE: TIME SERIES ANALYSIS**

CODE: D19IEIFCL552

ECTS CREDITS: 4

TYPE OF COURSE: Optional

**COURSE OBJECTIVE(S):** To provide a modern presentation of the methods and models used in analyzing time series and their applications; To explain the main theoretical concepts to characterize univariate and multivariate linear time series models, especially autoregressive and integrated mix models of ARIMA mobile media, VAR vector autoregressive models, and generalized autoregression models with GARCH-conditioned heteroscedasticity; Introduce applications for international markets and international business processes.

LANGUAGE OF INSTRUCTION: Romanian

ASSESSMENT METHOD(S): Preliminary examination

3<sup>RD</sup> YEAR, 2<sup>ND</sup> SEMESTER**COURSE TITLE: MOBILE DEVICES AND APPLICATIONS**

CODE: D19IEIFCL655

ECTS CREDITS: 5

TYPE OF COURSE: Compulsory

**COURSE OBJECTIVE(S):** Know the basic concepts of programming mobile devices; Induce students the feeling that everybody is able to design, implement and test software applications for mobile devices; Provide theoretical and practical support for using computing platforms such as: Eclipse, JetBrainsAppCode; Provide theoretical and practical support for using computing platforms such as: Xamarin and Embarcadero Delphi.

LANGUAGE OF INSTRUCTION: Romanian

ASSESSMENT METHOD(S): Examination

**COURSE TITLE: INFORMATION SECURITY AND PROTECTION IN INFORMATION SYSTEMS**

CODE: D19IEIFCL656

ECTS CREDITS: 5

TYPE OF COURSE: Compulsory

**COURSE OBJECTIVE(S):** Know the essential aspects regarding the security of information in IT systems; Acquire the necessary knowledge regarding the principles and means used in developing a security policy of information within an organisation; Acquire the basic elements regarding: formal methods of analysing IT risks; assessment criteria of security; methods of controlling access; cryptographic techniques; practices of IT management; the security aspects of operating systems, databases, computer networks, software applications.

LANGUAGE OF INSTRUCTION: Romanian



**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: MULTIMEDIA**

**CODE:** D19IEIFCL657

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Present the various multimedia facilities of the current computer systems and of the multimedia creation software; Acquire the basic elements regarding: The defining features, methods, techniques and standards of representing and processing the multimedia information used by the software devoted to multimedia systems: text, static images, dynamic images, animation, audio, video; Develop the necessary skills to create multimedia applications.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: SOFTWARE SUITES**

**CODE:** D19IEIFCL658

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** Presentation of the most popular and commercially licensed software packages for statistics and data analysis; Developing programs with applications in descriptive statistics, inferential statistics, time series analysis and multidimensional data analysis; It creates the theoretical and practical foundation for acquiring the knowledge gained in the other disciplines with computer and financial-accounting profile.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**COURSE TITLE: COMPUTER AIDED ACCOUNTING**

**CODE:** D19IEIFCL659,

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** Students' understanding of concepts regarding the practical use of generic computer products in order to train them as future specialists in the economy; Training students in the use of information technology in the processing and communication of economic information; Elaborating statistical studies using the appropriate software; Comparative evaluation of software used in statistical analysis.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**COURSE TITLE: ECONOMIC PROCESS MODELING AND SIMULATION**

**CODE:** D19IEIFCL660

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** The ability to perform simulations based on a process model and interpret the results of these simulations to substantiate

management decisions; Acquiring theoretical and practical skills for real-world modeling; Analyzing the economic reality of an enterprise and building models of business processes that shape the company's dynamics; Simulation of business processes using specific models.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**COURSE TITLE: UNCONVENTIONAL PROGRAMMING**

**CODE:** D19IEIFCL661

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** Students' understanding of how to work with evolutionary algorithms to solve optimization problems with economic applications; Understanding the fundamental concepts for evolutionary computation; Understanding, acquiring and using genetic algorithms, evolutionary algorithms, and genetic programming; Using evolutionary algorithms to solve performance optimization problem classes for performance criteria (eg, optimizing stock portfolios).

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**COURSE TITLE: ELECTRONIC DOCUMENT MANAGEMENT**

**CODE:** D19IEIFCL662

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** Acquire the knowledge and form the necessary skills to efficiently implement and exploit the management systems of the documents; Present the principles, standards and management methods of documents in an organisation; Form a general view on the use of management systems of the documents; Acquire the necessary knowledge regarding design and implementation of the management systems of documents in an organisation; Form the necessary practical skills to exploit the management program of documents in organisations.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**COURSE TITLE: PROGRAMMING ENVIRONMENTS**

**CODE:** D19IEIFCL663

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** Acquisition of knowledge and skills training required for the effective implementation and operation of document management systems; Presentation of the principles, standards and methods for achieving program products in economic entities; Building an overview of the program products used in the automation of office activities; Acquiring knowledge and skills necessary for the realization and implementation of

program products used in the automation of office activities.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

<b>COURSE TITLE: BUSINESS ETHICS</b>
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**CODE:** D19IEIFCL665

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Students familiarize with the main trends, approaches and fields of business ethics; understand the basic theories regarding business ethics; know the relevant ethical aspects in the business field; know the concepts and theories regarding the social responsibility of companies and corporate management; know the significant directions of implementing an ethical behaviour within a company; develop the ability to offer well-founded personal opinions regarding certain topics from business ethics.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**FIELD: CYBERNETICS, STATISTICS AND INFORMATION SYSTEMS IN ECONOMY**  
**PROGRAMME TITLE: STATISTICS AND ECONOMIC FORECASTING**  
**BACHELOR'S DEGREE**

**1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: MICROECONOMICS**

**CODE: D19SPIFCL101**

**ECTS CREDITS: 5**

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Acquiring general economic knowledge necessary to understand the competitive microeconomic environment that exists in a functioning market economy; Ensuring the basic economic culture of future specialists in the specialized economic fields (management, marketing, finance, accounting, statistics, etc.).

**COURSE CONTENTS:** Getting to know and understand the main economic processes that take place at the level of the economic agent (consumer choices, fundamentals of demand, supply conditions, competitive market, and fundamental incomes of society).

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: MANAGEMENT**

**CODE: D19SPIFCL102**

**ECTS CREDITS: 4**

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** To familiarize students with the main concepts and practices in the field of management; To develop organizational and solving skills for some decisional situations.

**COURSE CONTENTS:** Presentation of the main theories that have been released in the evolution of managerial thinking; Systematic presentation of management processes; Investigating the functions of management processes; Identify the key competencies of the successful manager; Recognize the main management methods and techniques and the context of their use; Developing students' communication skills, decision making, critical thinking, teamwork.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: FUNDAMENTALS OF ACCOUNTING**

**CODE: D19SPIFCL103**

**ECTS CREDITS: 5**

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Students acquire basic accounting notions, knowledge and understanding of the procedures specific to the accounting method, understanding the specific terminology for the financial-accounting field of activity.

**COURSE CONTENTS:** Defining and explaining

concepts and principles specific to accounting theory; Forming a logical way of thinking about the transposition into accounting of the main economic and financial operations generated by the activity carried out by the economic agents; Understanding the methodology and working techniques specific to accounting, including mechanisms for the collection and processing of data from alternative documentary sources and from the current activity, for the assessment of the factors influencing the accomplishment of the benefits within the economic entities.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: MATHEMATICS APPLIED IN ECONOMICS**

**CODE: D19SPIFCL104**

**ECTS CREDITS: 6**

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Forming skills to mathematically shape certain economics problems involving economic and financial decisions.

**COURSE CONTENTS:** Forming skills to identify and process information in order to form the mathematical model; Knowing the methods of mathematical optimization in making economic and financial decisions and determining the optimal solution for practical problems; The form of a logical thinking in making the necessary decisions by an economist

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: FUNDAMENTALS OF IT**

**CODE: D19SPIFCL105**

**ECTS CREDITS: 5**

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Students acquire basic concepts on: data organization and structuring, organization and operation of computers, operating systems, computer networks and the Internet.

**COURSE CONTENTS:** Assimilation of basic concepts on business information technologies (TIA); Training the skills and abilities necessary for exploring TIA; To enlarge the knowledge related to the Microsoft Word program and creating professional presentation with Microsoft PowerPoint; To create the prerequisites for obtaining the ECDL certificate.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: BUSINESS LAW**

**CODE: D19SPIFCL106**

**ECTS CREDITS: 3**

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Acquire basic theoretical knowledge regarding: the concepts of economic

activity and business law; sources of business law; business enterprise; professional traders; the trade fund; insolvency of traders; the formation and execution of contracts for the exploitation of the commercial enterprise; special commercial contracts for the exploitation of the commercial enterprise.

**COURSE CONTENTS:** At the end of the course the participants will acquire the following specific competencies: a. professional: 1. Appropriate use of concepts, theories, paradigms and methodologies in the legal field as well as the techniques and instruments specific to the legal field; 2. Application of Romanian legislation, European legislation and other international legal instruments; 3. Use the necessary knowledge to collect data and information about a concrete law problem; 4. Use of the legislation in force in the analysis of legal situations, in their legal classification and in solving them; b. transversal: 1. To achieve professional tasks efficiently and responsibly; 2. To apply efficient teamwork techniques; Effective use of communication resources and assisted professional training sources.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

1<sup>ST</sup> YEAR, 2<sup>ND</sup> SEMESTER

#### **COURSE TITLE: MACROECONOMICS**

**CODE:** D19SPIFCL210

**ECTS CREDITS:** 5

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** The main objective of Macroeconomics is to help students, future economists, to develop a correct reasoning about how the economy operates as a whole, taking into consideration the complex process of modernizing economic structures and European integration.

**COURSE CONTENTS:** Including macroeconomic themes, along the course there are substantiated and used macroeconomic indicators that are relevant the macroeconomic indicators relevant for the assessment of unified economic activities, in order to achieve connections in dynamics between the emerging economic phenomena. At the same time, the course includes topics related to the market system, to insure a balance between the unified demand and supply, the economic growth, the fluctuations of economic activity, macroeconomic equilibrium and imbalances, inflation and unemployment.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: BUSINESS ETHICS**

**CODE:** D19SPIFCL211

**ECTS CREDITS:** 3

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** To address the issue of business ethics as follows, presenting concepts, tools and applications used in this field in order to understand ethics in an ever-evolving environment.

**COURSE CONTENTS:** To know the ethical aspects of an organization; To solve case studies on the ethical issues of an organization; To base a plan of compliance for the principles of business ethics.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: PUBLIC FINANCES**

**CODE:** D19SPIFCL212

**ECTS CREDITS:** 5

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Provides theoretical and practical information about the concepts, processes, methods and decisions in the field of public finances, as well as about the institutions that manage the problems specific to the field of public finances.

**COURSE CONTENTS:** Identifying and defining concepts, theories, methods and financial instruments regarding the field of public finance; Explaining and interpreting concepts, theories, methods and financial instruments in the field of public finance; Applying concepts, theories, methods and financial instruments in public and private entities.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: FINANCIAL ACCOUNTING**

**CODE:** D19SPIFCL213

**ECTS CREDITS:** 5

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** To enable students to accumulate knowledge specific to the Financial Accounting domain, as well as to develop the necessary skills to transfer them into practical work.

**COURSE CONTENTS:** Acquisition of specific knowledge and skills training on: organization and managing the financial accounting at economic entities; the preparation, verification and control of supporting documents specific to the operations that are under study; performing calculations and analyses on capital, stocks, fixed assets, treasury values, etc.; capitalizing the information provided by the financial accounting in the process of substantiating economic decisions.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: STATISTICS**

**CODE:** D19SPIFCL214

**ECTS CREDITS:** 5

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** To explain the place and role of statistics in the contemporary economy; To present the conceptual system with which statistics



operates in the national economy, both at the macroeconomic level as well as at the microeconomic level.

**COURSE CONTENTS:** To form and develop students' ability to collect, process, present and perform a statistical analysis of data; To acquire some modern statistical methods and tools for the study of socio-economic phenomena and processes.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: ECONOMIC INFORMATICS**

**CODE:** D19SPIFCL215

**ECTS CREDITS:** 5

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Acquisition of knowledge and building the necessary skills for an efficient use of software products in the management of economic activities.

**COURSE CONTENTS:** Getting to know the main software products applied in the economic field; Creating the skills and abilities necessary for the efficient use of software products applied in the economic field; Acquiring knowledge and creating the skills needed to use advanced spread sheet processors.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**2<sup>ND</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: MARKETING**

**CODE:** D19SPIFCL319

**ECTS CREDITS:** 5

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Students should understand the marketing approach from a dual perspective: as business specialists, in order to be able to implement marketing policies; as well as consumers, to discern abusive marketing practices.

**COURSE CONTENTS:** Understanding the concepts, methods, techniques and marketing tools with applicability in the sphere of finance; Applying the methods, techniques and tools specific to the marketing activity; Understanding the role of marketing research in financial organizations.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: BUSINESS ACCOUNTING**

**CODE:** D19SPIFCL320

**ECTS CREDITS:** 4

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** To enable students to accumulate the set of knowledge specific to Business Accounting, as well as to form the necessary skills to apply them in practical work.

**COURSE CONTENTS:** Obtaining skills related to:

organizing and conducting accounting; the preparation, verification and control of supporting documents specific to the studied operations; reflecting in accounting the operations related to the relationships with the of third-parties, the expenses and revenues of the entity, etc.; the presentation of information within the summarized accounting documents, as well as to capitalize them in the process of substantiating the economic decisions.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: ENTREPRISE FINANCIAL MANAGEMENT**

**CODE:** D19SPIFCL321

**ECTS CREDITS:** 4

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Explaining concepts, theories, methods and financial instruments related to financial management of companies; Applying concepts, theories, methods and financial instruments in private entities to solve specific financial management issues.

**COURSE CONTENTS:** Students acquire theoretical notions regarding: investment and financing decisions; the capital of the enterprise; asset management; managing current assets; global financial results.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: ECONOMETRICS**

**CODE:** D19SPIFCL322

**ECTS CREDITS:** 6

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Presenting the theoretical bases of econometrics and highlighting its links with mathematical statistics (statistical inference, estimation theory).

**COURSE CONTENTS:** Presentation of econometric methods and the main types of econometric models; To make applications on parametric estimation of econometric models associated with the processes of microeconomic, macroeconomic and with the financial markets.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: ECONOMIC INFORMATION SYSTEMS**

**CODE:** D19SPIFCL323

**ECTS CREDITS:** 5

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** To separate and to investigate activities within the software companies by using modern computer technologies in order to familiarize students with the use of specific software products.

**COURSE CONTENTS:** To present some analyses of informational and informatics systems, as well as the specific activities in order to achieve them; To provide the features of efficient economic systems, electronic markets and the net-economy, commerce and e-business; To provide some theoretical concepts related to databases and data storage; To present ways of processing the information through some software products used in the economic domain.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: EUROPEAN ECONOMICS**

**CODE:** D19SPIFCL324

**ECTS CREDITS:** 4

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Explaining the EU's activities.

**COURSE CONTENTS:** Using the appropriate criteria and methods for assessing studies/ analysis of EU policies and institutions; Developing action/ initiative projects within the EU; Assessing actions/ initiatives undertaken within the EU.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**2<sup>ND</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: DEMOGRAPHY**

**CODE:** D19SPIFCL429

**ECTS CREDITS:** 5

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Students will acquire fundamental theoretical concepts and the specific methodology for the collection, processing, statistical analysis and interpretation of data from the population's field of activity and data regarding life quality.

**COURSE CONTENTS:** The thematic of the courses and seminars will facilitate to future economists the following: acquisition of the methodology for collecting, presenting, processing and analysing the statistical-demographic data (total and selective research); assimilation of some statistical models of analysis and forecast of demographic phenomena; the formation of practical skills for carrying out selective statistical studies on population and life quality.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: BANK AND MONETARY ECONOMICS**

**CODE:** D19SPIFCL430

**ECTS CREDITS:** 4

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** To familiarize students with the main trends and approaches from the national monetary-financial field.

**COURSE CONTENTS:** Provides a basis of understanding as well as getting acquainted to the main activities related to the monetary and banking sphere; The discipline allows understanding the way monetary systems are organized, the payment system as well as the credit process; It is meant to acquire key notions regarding banks and banking activity and the instruments of monetary policy; By participating at this course, students will develop their ability to analyse the monetary phenomena and the banking activity.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: TIME SERIES ANALYSIS**

**CODE:** D19SPIFCL431

**ECTS CREDITS:** 5

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** To provide a modern presentation of the methods and models used in analysing time series and their applications.

**COURSE CONTENTS:** To explain the main theoretical concepts to characterize invariable and multivariable linear time series models, in particular the mixed autoregressive models and those integrated by mobile array (ARIMA), autoregressive vector models (VAR) and generalized autoregressive models with conditional heteroscedasticity (GARCH); To present applications for international markets and international business processes.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: STATISTICAL SURVEYS**

**CODE:** D19SPIFCL432

**ECTS CREDITS:** 5

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** To explain the evolution of economic phenomena recorded at the micro and macroeconomic level in terms of determining factors, in order to identify the directions of action to influence them.

**COURSE CONTENTS:** 1. Students acquire the fundamental theoretical notions used in "Statistical Surveys"; 2. To acquire specific methodology in order to collect, process, perform a statistical analysis and interpretation of data within statistical surveys and investigations; 3. To implement programs with applications within statistical surveys and investigations; 4. To form some practical skills.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: PROBABILITIES AND MATHEMATICAL STATISTICS**

**CODE:** D19SPIFCL433

**ECTS CREDITS:** 5

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Acquiring some elements of the probability theory and applying them in the statistics and insurances' theory.

**COURSE CONTENTS:** To know the basic notions of the probabilities' theory; To know and to use the techniques for collecting and processing statistical data; To use the theory of probabilities and the results of statistical studies in conducting and managing economic processes; To acquire actuarial math elements.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: FINANCIAL AUDIT**

**CODE:** D19SPIFCL435

**ECTS CREDITS:** 3

**TYPE OF COURSE:** optional

**COURSE OBJECTIVE(S):** Initiation in the examination and diagnosing entities' systems, transactions and processes, its position and an objective financial performance.

**COURSE CONTENTS:** Explaining the need for reasonable transparency of outcomes and accumulations within and in connection with organizations; Understanding and familiarizing yourself with the various issues of insurance against information risk; Presenting possible alternatives to improve the quality of information and the incidence of perceptions; Description of the systematic process of obtaining and evaluating evidence required in financial audit; The display, from a theoretical and practical perspective, of the concepts, objectives, means and techniques called for by those who guarantee correct information; Particular attention is paid to both the concepts used by the auditors: materiality threshold and audit risk, audit error and fraud, as well as in some areas of major importance for audit engagements: planning in audit, approaching the audit, testing and evaluation, analysis and reporting.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**COURSE TITLE: INTERNAL AUDIT**

**CODE:** D19SPIFCL436

**ECTS CREDITS:** 3

**TYPE OF COURSE:** optional

**COURSE OBJECTIVE(S):** Understanding and assimilating the bases of internal audit; Initiation in interpreting and appreciating the various nuances and (in) the coherence of processes and systems.

**COURSE CONTENTS:** Examining the conceptual principles of the internal audit; Clarification of distinctions between internal and external audit, internal audit and inspection, management control and other similar concepts; Familiarize yourself with techniques for detecting inaccuracies and deviations as well as assessing their consequences; Initiation of the future specialist of diagnosis, of methods assessment , procedures, post analysis, organizing

the activity; Presentation of legislative and procedural internal audit trails; Encouraging the student to express opinions not only about the good application of the rules but also about their quality; Developing communication and reporting skills specific to internal audit engagements.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**COURSE TITLE: ACCOUNTING CONTROL**

**CODE:** D19SPIFCL437

**ECTS CREDITS:** 3

**TYPE OF COURSE:** optional

**COURSE OBJECTIVE(S):** Knowledge and application of the basic concepts, procedures and methods used by management control to formulate decisional judgments and assess the performance of the entity/ organization.

**COURSE CONTENTS:** 1. Organization and exercise of management control; 2. Develop, track and control budgets by type of activity; 3. Choice of management control procedures according to the specificity of the entity's activity; 4. Analyse entity management by using appropriate tools; 5. Formulate decisional judgments based on calculated costs; 6. Analysis of cost behaviour based on volume of activity; 7. Determining the impact of changes in the entity's operations on costs, results and inventories.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**COURSE TITLE: COMPUTER AIDED ACCOUNTING**

**CODE:** D19SPIFCL438

**ECTS CREDITS:** 3

**TYPE OF COURSE:** optional

**COURSE OBJECTIVE(S):** Understanding, identifying and solving basic accounting problems recorded at the firm's level through the factors that determine them, in order to identify the informative ways of approaching them.

**COURSE CONTENTS:** Presentation of the legal minimum characteristics that a computerized accounting system must meet, the main defining elements of such a system, the general approach to their exploitation and use. Through the theoretical and especially practical knowledge, students are provided with an accumulation of knowledge that allows them unconditioned access to a job in the field of accounting given the conditions in which computerized systems are highly used. It also aims at the possibility for future graduates to carry out some work tasks involving: the implementation of a computerized accounting system, the exploitation and the improvement of the exploitation of a previously implemented computerized accounting system.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

### 3<sup>RD</sup> YEAR, 1<sup>ST</sup> SEMESTER

#### **COURSE TITLE: MICROECONOMIC STATISTICS**

**CODE:** D19SPIFCL543

**ECTS CREDITS:** 4

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Students acquire the fundamental theoretical notions used in Microeconomic Statistics.

**COURSE CONTENTS:** To acquire the specific methodology used at the microeconomic level; To form practical skills regarding the use of statistical methodology at the microeconomic level.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: ECONOMIC ANALYSIS**

**CODE:** D19SPIFCL544

**ECTS CREDITS:** 5

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Explaining the evolution of the economic phenomena recorded from the company's level in terms of the factors that determine it, in order to identify the directions for action that will influence them.

**COURSE CONTENTS:** Providing a system of indicators used to analyse the volume of activity, costs and profitability of the firm; Providing a methodology for analysing the efficiency of use of production factors; Presenting the method of processing the balance sheet for an accurate reflection of the assets and capital situation;

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: MACROECONOMIC AND INTERNATIONAL STATISTICS**

**CODE:** D19SPIFCL545

**ECTS CREDITS:** 5

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Students acquire the fundamental theoretical notions used in the macroeconomic and international statistics.

**COURSE CONTENTS:** To acquire the specific methodology regarding the collection, processing, statistical analysis and data interpretation at a macroeconomic and international level; To develop practical skills related to: collecting statistical data, processing statistical data, interpreting data; To conduct statistical studies at a macroeconomic and international level.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: MICROECONOMIC FORECASTING**

**CODE:** D19SPIFCL546

**ECTS CREDITS:** 5

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** To develop the capacity to anticipate, analysis and synthesis, to reveal the predictive management characteristics and the need to imprint on the economic management a predictive character.

**COURSE CONTENTS:** To acquire the specific methods and techniques, with an operational character, in order to substantiate decisions, to elaborate the forecasts and the predictive management of a company; To identify the essential aspects which are involved in the analysis and to substantiate the demand and the offer on different types of market; To simulate, to form and to develop an anticipative reasoning in a world dominated by risks, uncertainties and non-determinations; To form and develop the students' analysis and synthesis capacity - both quantitatively and qualitatively; To acquire modern statistical-mathematical methods and tools of a predictive approach regarding the phenomena and the economic processes within the Romanian enterprises.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: DATA ANALYSIS**

**CODE:** D19SPIFCL547

**ECTS CREDITS:** 5

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** To explain the defining principles and concepts for the Data Analysis subject.

**COURSE CONTENTS:** Presentation of the methods and models based on which multidimensional data analysis works; To form and develop students' ability to use data analysis models and cognitive models extracted from the data; To acquire some practical skills by conducting case studies.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: FINANCIAL PROCESS SIMULATION**

**CODE:** D19SPIFCL548

**ECTS CREDITS:** 3

**TYPE OF COURSE:** optional

**COURSE OBJECTIVE(S):** To know the substantiation ways of prices in various fields of activity.

**COURSE CONTENTS:** The acquisition of the theoretical concepts regarding the nature of the price; To understand the way prices are set in all production and provision of services activities; To recognize the main types of competition on which the economy is currently based; to know the methods used in order to determine the prices of the new products; To know the system of prices that operates in the national economy and in the international trade.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination



**COURSE TITLE: PRICES AND COMPETITION**

CODE: D19SPIFCL549

ECTS CREDITS: 3

TYPE OF COURSE: optional

**COURSE OBJECTIVE(S):** To know the ways of prices' substantiation in various fields of activity.**COURSE CONTENTS:** To acquire theoretical concepts regarding the nature of the price; To understand the way prices are established in all production activities for the provision of services; To recognize the main types of competition on which the economy is currently based; getting to know the methods used to determine the prices of the new products; Getting to know the system of prices that operates in the national economy and in the international trade.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Preliminary examination**COURSE TITLE: STATISTICS IN INSURANCES**

CODE: D19SPIFCL550

ECTS CREDITS: 3

TYPE OF COURSE: optional

**COURSE OBJECTIVE(S):** Students acquire theoretical fundamental concepts and the specific methodology for the collection, processing, statistical analysis and interpretation of data from the insurance field of activity.**COURSE CONTENTS:** The themes of the courses and seminars will help future economists: selecting and applying appropriate methods of statistical research in the field of insurance; creating practical skills for carrying out statistical studies in the field of insurance.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Preliminary examination**COURSE TITLE: SME MANAGEMENT**

CODE: D19SPIFCL551

ECTS CREDITS: 3

TYPE OF COURSE: optional

**COURSE OBJECTIVE(S):** To develop the ability to identify an entrepreneurial opportunity.**COURSE CONTENTS:** To explore the management of a small business; Understanding and appreciating the entrepreneur's role and lifestyle in contemporary society; Identify and understand the ways to start a small business; Familiarize yourself with how to develop a successful business plan; To know the specific elements of the main financing alternatives for small and medium enterprises; To know the stages of evolution of small enterprises and understanding the problems and challenges for management, specific to each stage.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Preliminary examination**COURSE TITLE: FINANCIAL AND BANK STATISTICS**

CODE: D19SPIFCL552

ECTS CREDITS: 3

TYPE OF COURSE: optional

**COURSE OBJECTIVE(S):** Students acquire fundamental theoretical concepts and the specific methodology for the collection, processing, statistical analysis and interpretation of data from the financial-banking domain.**COURSE CONTENTS:** The themes of the courses and seminars will help future economists: to select and to apply the appropriate statistical research methods in the financial-banking domain; to form practical skills for carrying out statistical studies in the financial-banking domain.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Preliminary examination**COURSE TITLE: QUALITATIVE VARIABLE STATISTICS**

CODE: D19SPIFCL553

ECTS CREDITS: 3

TYPE OF COURSE: optional

**COURSE OBJECTIVE(S):** Students will acquire the fundamental theoretical notions used in Qualitative Variable Statistics.**COURSE CONTENTS:** To acquire the specific methodology of statistics used in the case of qualitative variables; To form practical skills regarding the use of the statistical methodology for the processing of the qualitative variables.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Preliminary examination**3<sup>RD</sup> YEAR, 2<sup>ND</sup> SEMESTER****COURSE TITLE: FINANCIAL ANALYSIS**

CODE: D19SPIFCL656

ECTS CREDITS: 4

TYPE OF COURSE: compulsory

**COURSE OBJECTIVE(S):** Explaining the evolution of economic phenomena recorded at the firm's level in terms of the factors that determine them, in order to identify the directions of action to influence them.**COURSE CONTENTS:** Providing a system of indicators used in the analysis of the business volume, expenses and in the firm's profitability; Providing a methodology for analysing the efficiency of the use of production factors; Presenting the method of processing the balance sheet for an accurate reflection of the assets and capitals' situation.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Examination**COURSE TITLE: SOFTWARE SUITES FOR STATISTICS**

CODE: D19SPIFCL657

ECTS CREDITS: 5

TYPE OF COURSE: compulsory

**COURSE OBJECTIVE(S):** Presentation of the most popular and commercially licensed software packages for statistics and data analysis.

**COURSE CONTENTS:** Developing programs with applications in descriptive statistics, inferential statistics, time series analysis and multidimensional data analysis; Elaboration of statistical studies using the appropriate software; Comparative evaluation of software used in statistical analysis.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: MANAGEMENT ACCOUNTING**

**CODE:** D19SPIFCL658

**ECTS CREDITS:** 3

**TYPE OF COURSE:** optional

**COURSE OBJECTIVE(S):** Explaining the evolution of the economic phenomena recorded at the level of the company in terms of factors that determine it, in order to identify the directions of action to influence them.

**COURSE CONTENTS:** Acquiring a specific language and getting to know the procedures, techniques, tools used by the management accounting; Identifying and building costs at the level of public, financial and credit institutions, starting from the aspects of economic entities; Preparing reliable, understandable and relevant information for the users; Easily adapting to the entities' specific of the management through costs.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**COURSE TITLE: ETHICS AND ACADEMIC INTEGRITY**

**CODE:** D19SPIFCL660

**ECTS CREDITS:** 3

**TYPE OF COURSE:** optional

**COURSE OBJECTIVE(S):** Addressing business ethics, presenting concepts, tools and applications used in this field to understand ethics in an ever-evolving environment.

**COURSE CONTENTS:** Be aware of the ethical aspects of an organization; Solve case studies on the ethical issues of an organization; Base a plan of compliance with the principles of business ethics.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**COURSE TITLE: MACROECONOMIC FORECASTING**

**CODE:** D19SPIFCL661

**ECTS CREDITS:** 5

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** To develop the ability to anticipate, analysis and synthesis, to reveal the predictive management characteristics and the need to imprint on the economic management a predictive character.

**COURSE CONTENTS:** To acquire the specific methods and techniques, with an operational character, to substantiate decisions, to elaborate the forecasts and the predictive management of a company; Identifying the key aspects involved in the regional development profile; Stimulating, shaping and developing an anticipative reasoning in a world dominated by risks, uncertainties and non-determinations; Forming and developing the students' analysis and synthesis capacity – both quantitatively as well as qualitatively; To acquire modern statistical- mathematical methods and tools for a predictive approach regarding the phenomena and the economic processes from the Romanian enterprises.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: QUANTITATIVE METHODS IN MARKET RESEARCH**

**CODE:** D19SPIFCL669

**ECTS CREDITS:** 5

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Developing the ability to anticipate, analyse and synthesize and disclose the predicate management spheres and the need to imprint a predictive character on the economic management.

**COURSE CONTENTS:** Assimilation of specific methods and techniques, with an operational character, fundament decisions, and predictive management of the firm; Identification of the essential aspects requested by the analysis and fundament of demand and supply on different types of market; Stimulating, creating and developing the forward thinking in a world dominated by risks, uncertainties and non- determinations; Training and development the students' analysis and synthesis capacity - both quantitatively and qualitatively; To acquire modern statistical- mathematical methods and tools for anticipating the phenomena and economic processes from Romanian enterprises.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: DATABASES**

**CODE:** D19SPIFCL662

**ECTS CREDITS:** 3

**TYPE OF COURSE:** optional

**COURSE OBJECTIVE(S):** Provides the theoretical and practical support for the design, administration and use of databases.

**COURSE CONTENTS:** Presents the principles of achievement and methods of implementation of the relational databases; Presents the technique of databases normalization which ensures the representation of real systems in the form of optimized data models; Shows the basic elements of SQL language; Offers the technical and practical

support for using the management system of MySQL database.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**COURSE TITLE: MOBILE DEVICES AND APPLICATIONS**

**CODE:** D19SPIFCL663

**ECTS CREDITS:** 3

**TYPE OF COURSE:** optional

**COURSE OBJECTIVE(S):** To get to know basic concepts of mobile device programming.

**COURSE CONTENTS:** It starts from the premise that anyone must be able to project, implement and test mobile software applications; Provides theoretical and practical support for the use of Eclipse, JetBrainsAppCode programming platforms; Provides theoretical and practical support for the use of Xamarin and Embarcadero Delphi programming platforms.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**COURSE TITLE: MULTIMEDIA**

**CODE:** D19SPIFCL664

**ECTS CREDITS:** 3

**TYPE OF COURSE:** optional

**COURSE OBJECTIVE(S):** Presenting the multimedia facilities of current computing systems and multimedia creation software.

**COURSE CONTENTS:** Students acquire the basic elements regarding: the defining characteristics, methods, techniques and standards of representation and processing of media information used by software dedicated to multimedia systems: text, static images, dynamic images, animation, audio, video; To develop the skills for the creation of multimedia applications.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**COURSE TITLE: DESIGN AND IMPLEMENTATION OF WEBSITES**

**CODE:** D19SPIFCL665

**ECTS CREDITS:** 3

**TYPE OF COURSE:** optional

**COURSE OBJECTIVE(S):** Provides the theoretical and practical support for the design, administration and use of Websites.

**COURSE CONTENTS:** It starts from the premise that anyone who has, at least, operating computer skills but no experience in Web Design, as a result of acquiring the taught notions, will be able to master up to a professional level all the working procedures for the design and creation of a site web; Provides theoretical and practical support for using the MySQL database management system.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**FIELD: ACCOUNTING**  
**PROGRAMME TITLE: ACCOUNTING AND MANAGEMENT INFORMATION SYSTEMS (CRAIOVA AND CENTRE OF DROBETA-TURNU SEVERIN)**  
**BACHELOR'S DEGREE**

**COURSE TITLE: MICROECONOMY**

**CODE: D20CGL101**

**ECTS CREDITS: 6**

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Acquiring general economic knowledge necessary to understand the competitive microeconomic environment existing in a functioning market economy; Ensuring the basic economic culture of future specialists in the specialized economic fields (management, marketing, finance, accounting, statistics, etc.); Knowledge and understanding of the key economic processes that take place at the level of the economic agent (consumer choices, the fundamentals of demand, supply conditions, the competitive market, the fundamental incomes of society).

**COURSE CONTENTS:** Course: Chapter 1. Economy - the form of human action; Chapter 2. Economics - Science of Economic Action, Social Science; Chapter 3. Market economy; Chapter 4. Economic goods. Their utility and value; Chapter 5. Organization of business activity for business; Chapter 6. Production factors and their use; Chapter 7. Demand; Chapter 8. Offer; Chapter 9. Market and competition; Chapter 10. The price and training mechanisms in different markets; Chapter 11. Producer inputs. Seminar: 1. Organizational Seminar; 2. Economy - the form of human action; 3. Economics - the science of economic action; 4. Market economy; 5. Economic goods, utility and value; 6. Organization of economic activity; 7. The system of factors of production; 8. Production theory - applications 9. Application - applications; 10. Offer - applications; 11. Market and competition; 12. The price and training mechanism in different markets; 13. Income from inputs.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam: multiple choice tests/questions + applications to solve 70%, Assessment during the semester 30%.

**COURSE TITLE: MANAGEMENT**

**CODE: D20CGL102**

**ECTS CREDITS: 3**

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** The development of analytical and synthetic thinking, the transition from the fragmentary approach, specific to the economists of execution, to the systemic, complex thinking characteristic of economists of wide interdisciplinary conception.

**COURSE CONTENTS:** Course: Chapter 1. Evolution of managerial thinking and practices; Chapter 2.

Theoretical foundations of enterprise management; Chapter 3. The structural organization of the enterprise; Chapter 4. Information system and managerial communication; Chapter 5. Decision-making process in the enterprise; Chapter 6. Methods and management techniques; Chapter 7. Enterprise managers; Chapter 8. Enterprise culture management. Seminars: 1. Organizational Seminar; 2. Evolution of managerial thinking and practices; 3. Theoretical foundations of enterprise management; 4. The structural organization of the enterprise; 5. Information system and managerial communication; 6. Decision-making process in the enterprise; 7. Methods and management techniques; 8. Company managers; 9. Enterprise culture management.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam: theoretical questions, grid tests and 50% solving applications. Control themes, 50% tests.

**COURSE TITLE: ACCOUNTING BASIS**

**CODE: D20CGL103**

**ECTS CREDITS: 6**

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Students acquire basic accounting notions, knowledge and understanding of the methods specific to the accounting method, understanding the terminology specific to the financial-accounting field. - Defining and explaining concepts and principles specific to accounting theory; - Forming a logical way of thinking about the transposition into accounting of the main economic and financial operations generated by the activity carried out by the economic agents; - Understanding the methodology and working techniques specific to the accounting, including mechanisms for the collection and processing of data from alternative documentary sources and current activity, for the assessment of the factors influencing the realization of the benefits within the economic entities.

**COURSE CONTENTS:** Chapter 1. Object and method of accounting; Chapter 2. Accounting representation of the patrimony and financial results; Chapter 3. Documentary evidence and accounting records; Chapter 4. Account and double entry in accounting; Chapter 5. Accounts recording of the main economic transactions; Chapter 6. Verification scale. Seminar: 1. Subject and method of accounting; 2. Balance sheet assets balance sheet; 3. Equity Balance Sheet; 4. Balancing changes; 5. Documentary evidence and accounting records; 6. Characteristics of account structure; 7. Rules of operation of the accounts; 8. Double entry and correspondence of accounts; 9. Capital accounts; 10. Fixed Asset Accounts; 11. Stock accounts; 12. Third-party accounts; 13. Treasury accounts; 14. Expenditure accounts; 15. Income accounts.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam: grid tests + 60% solving applications. Portfolio of works carried out during the semester; written test 40%.

**COURSE TITLE: APPLIED MATHEMATICS IN ECONOMY**

**CODE:** D20CGL104

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** The transmission of the mathematical knowledge necessary for the future economist and the formation of the skills to model mathematically certain cases from the economy; Developing skills to identify and process information to write mathematical models; Knowing the optimization methods and determining the optimal solution for practical, analytical and numerical problems; Developing a logical, precise thinking needed in decision-making in socio-economic practice; Exposing concrete models to maximize benefits, minimize material consumption or transport costs, optimize inventory management, optimize investment, etc. which prepare the future economist with scientific decision-making methods, eliminating empiricism in economic activity.

**COURSE CONTENTS:** Chapter 1. The Problem of Linear Programming. Examples; Chapter 2. Systems of linear equations; Chapter 3. Simplex algorithm. Multiple optimal solutions to linear programming problems; Chapter 4. Duality. The simplex dual algorithm. applications; Chapter 5. The canonical form of a system of linear equations. reoptimization; Chapter 6. Transportation Issues; Chapter 7. Topology Elements in  $R^n$ . Square shapes. Determining the canonical form of a square shape. Gauss's method. Jacobi's method. Classification of square shapes; Chapter 8. Real Functions of Multiple Real Variables. Limits. Continuity; Chapter 9. Taylor's Formula. The extremes of real functions of several variables; Chapter 10. Extreme Applications. Deterministic patterns of stock management; Chapter 11. Extreme with tie equality. Lagrange's multiplier method; Chapter 12. Events field. Probability field; Chapter 13. Classical probability schemes; Chapter 14. Applications. Subject template for the exam. Seminar: 1. Linear models. Bring linear programming problems to standard form; 2. Systems of linear equations. Gauss-Jordan total elimination method. Particular types of solutions of linear equation systems: basic solutions, programs, basic programs. Simplex algorithm-table variant. Multiple optimal solutions. Applications to optimal production planning issues; 3. Duality. The simplex dual algorithm. reoptimization; 4. Transport-type problems; Square shapes. Determining the canonical form of a square shape. Classification of square shapes; Real functions of several real variables; Partial derivatives of 1. gradient order. Second-order partial derivatives. Hessian. extreme; 6. Extreme applications. Deterministic patterns of

stock management. Extreme with tie equality. Lagrange's multiplier method; 7. Field of events. Probability field. Classic likelihood schemes.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam: 9 problems to solve, according to the model presented 80%. Homework, individual discussions 20%.

**COURSE TITLE: INFORMATION TECHNOLOGY BASICS**

**CODE:** D20CGL105

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Acquiring basic theoretical notions defining the content and place of the discipline in a computer context; Developing practical skills for efficient use of electronic computers in current work; Effective economic approach to information and communication technologies. Students acquire basic concepts on: organization and operation of computers; data organization and structuring; operating systems; computer networks and the Internet.

Use of information and communication technologies to receive, evaluate, store, produce, present and exchange information. Use of communication and information services provided by the Internet through business processes. Deepen knowledge of the Microsoft Word word processor and professional presentations with Microsoft Power Point.

**COURSE CONTENTS:** Chapter 1. Basic concepts of information and communication technology; Chapter 2. Data Organization and Structure Issues; Chapter 3. Organization and operation of electronic computing systems; Chapter 4. Operating systems; Chapter 5. Computer and Internet Networks. Seminar: 1. Assessment of the student's initial knowledge. Discussions on requirements and modalities of examination, promotion to the Basics of Information Technology discipline; 2. The architecture and mode of operation of an electronic computing system; 3. Windows operating system. Presentation and customization of interface elements; 4. Utility programs; 5. Working with Windows files - Organize, create, share, print, search. Use of electronic mail and the Internet. Internet Explorer features; 6. Introduction to Word. Launching in execution, interface elements, creating, opening, saving, reading, printing documents in word. Using templates 7. Format documents, personalize and add visual effects to text. Presentation of Ribbon Home; 8. Define and use styles and references. Presentation and use of ribbon (Ribbon) References; 9. Presentation and use of Ribbon Insert. Creating and using lists and tables. Editing equations .; 10. Creating Slides in Power Point; 11. Using templates in Power Point.

**LANGUAGE OF INSTRUCTION:** Romanian



**ASSESSMENT METHOD(S):** Multiple choice test 50%. Laboratory test to assess the achievement rate of the applied exercises was 50%.

**COURSE TITLE: BUSINESS LAW**

**CODE:** D20CGL106

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Acquiring basic theoretical knowledge on: the concepts of economic activity and business law; sources of business law; business enterprise; professional traders; the trade fund; insolvency of traders; the formation and execution of contracts for the exploitation of the commercial enterprise; special commercial contracts for the operation of the economical enterprise.

**COURSE CONTENTS:** Chapter 1. Enterprise - legal form of professional activity; Chapter 2. Individual traders; Chapter 3. Company Forms and Their Classification; Chapter 4. Formalities required to constitute the commercial company; Chapter 5. Operating companies; Chapter 6. Dissolution and liquidation of commercial companies; Chapter 7. Mandate contract; Chapter 8. Agency contract; Chapter 9. The franchise contract.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Combined exam, multiple choice questions and a 70% case study. The ongoing evaluation will follow the seminar work as well as 30% scheduled testing.

**COURSE TITLE: ENGLISH 1**

**CODE:** D20CGL107

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** To know and apply English-specific terminology in order to succeed in the international business environment, to become familiar with the specific language of emails, reports and telephone conversations held in English; - acquiring and developing business vocabulary specific to the following topics: Commerce, The Sole Trader, Partnership, Kinds of Ownership III, The Two Sides of Corporation, Transport and Communication, The Nature of Accounting in order to be used correctly in business situations; - The Review of Grammar Structures - The Article, The Plural of Nouns, The Gender of Nouns, The Pronouns, The Pronoun I, The Pronoun II and the Numeral - in order to be used correctly in business situations; - the ability to express and fluency in English. The dialogue will focus in particular on a number of situations and activities specific to the future profession, namely: encouraging free expression of students on the basis of established themes, study of business texts; - Acquiring the English language reading skills underlying the development of the specialized vocabulary; - acquiring the fundamental elements of linguistics as well as the stylistic ones, which are extremely

necessary in the written communication for the writing of future specialized papers, oral and interactive practice to encourage the expression of ideas and opinions, in order to acquire the new business vocabulary specific to the themes approached.

**COURSE CONTENTS:** Chapter 1. Commerce; Chapter 2. The nature of accounting; Chapter 3. Partnership; Chapter 4. Kinds of Ownership III; Chapter 5. Transport and Communication; Chapter 6. The two sides of corporation; Chapter 7. The sole trader.

**ASSESSMENT METHOD(S):** Homework, individual discussions 30%. Written exam 70%.

**COURSE TITLE: PHYSICAL EDUCATION 1**

**CODE:** D20CGL108

**ECTS CREDITS:** 1

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** The discipline aims to develop the theoretical, practical and methodical skills for individual or group practice for a healthy lifestyle; Awareness of the students about the role and importance of practicing physical exercise; Strengthening the theoretical, scientific and practical notions of physical exercises in leisure time by the student; Developing volitional moral traits, aesthetic sense, discipline, fair play and communication and teamwork skills; Maintaining and maintaining health through exercise, in order to increase the potential for physical and intellectual work; Promoting growth processes and harmonious physical development of the body; Physical and mental recovery after various activities; Harmonious blending of intellectual activities with physical activity.

**COURSE CONTENTS:** Fitness and bodybuilding - exercises specific to the development of certain muscle groups; Application trails combined with treadmills, jumps, equilibrium exercises, escalation, climbing, etc .; Sports games: basketball, football; Table tennis-the basic technique of the main technical procedures; Verification and evaluation - control samples.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Evaluation of individual and team activities 100%

**COURSE TITLE: MACROECONOMY**

**CODE:** D20CGL211

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** The main objective of Macroeconomics is to help students, future economists, develop a correct thinking about the way the economy operates as a whole under the complex process of modernizing economic structures and European integration. Including macroeconomic themes, the macroeconomic indicators relevant to the assessment of aggregate economic activities are based and used throughout the discipline to make

correlations in dynamics between the emerging economic phenomena. At the same time, the discipline includes topics related to the market system, ensuring the balance between aggregate supply and demand, economic growth, economic activity fluctuations, macroeconomic imbalances and imbalances, inflation and unemployment.

**COURSE CONTENTS:** Chapter 1. Theoretical foundations of macroeconomics; Chapter 2. The monetary market; Chapter 3. The capital market; Chapter 4. The labor market; Chapter 5. Forex market; Chapter 6. Economic growth and sustainable development; Chapter 7. Income, consumption and investment. Chapter 8. Equilibrium and economic imbalance; Chapter 9. Fluctuations in economic activity. Business cycle; Chapter 10. Occupation and unemployment; Chapter 11. Inflation. Seminar: 1. Organizational Seminar; 2. Theoretical foundations of macroeconomics; 3. The monetary market; 4. The capital market; 5. Monetary market applications and capital market; 6. The labor market; 7. The foreign exchange market; 8. Economic growth and sustainable development; 9. Income, consumption and investment; 10. Income, consumption and investment applications; 11. Economic equilibrium and imbalance; 12. Fluctuations in economic activity. Business cycle; 13. Occupation and unemployment; 14. Inflation.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam: multiple choice tests/questions + 70% solving applications. Essays, case studies, individual discussions 30%.

#### **COURSE TITLE: BUSINESS ETHICS**

**CODE:** D20CGL212

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Addressing business ethics, presenting concepts, tools and applications used in this area to understand ethics in an ever-evolving environment; to know the ethical aspects of an organization; to solve case studies on the ethical issues of an organization; to base a plan to respect the principles of business ethics.

**COURSE CONTENTS:** Chapter 1. Conceptual separations of business ethics; Chapter 2. Ethics in the decision-making process; Chapter 3. Ethical issues regarding employees; Chapter 4. Ethics in the relationship with shareholders; Chapter 5. Ethics in Consumer relationships; Chapter 6. Fair competitive practices; Chapter 7. Sustainability of organizations; Chapter 8. Involvement of the organization in the community. Seminar: Chapter 1 Conceptual separations of business ethics; Chapter 2 Ethics in the Decision Process; Chapter 3 Employee Ethics Issues; Chapter 4 Ethics in the relationship with shareholders; Chapter 5 Ethics in Consumer relationships; Chapter 6 Fair Competition Practices; Chapter 7 Sustainability of organizations; Chapter 8 Involvement of the organization in the community.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Multiple choice exam with two mini-70% case studies. Homework, case studies, knowledge acquisition test, 30% essay.

#### **COURSE TITLE: PUBLIC FINANCES**

**CODE:** D20CGL213

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Introducing students in the study of public finances, knowledge of the concepts regarding the relations, institutions and financial mechanisms of the market economy countries, the correct understanding of the phenomena, processes and tendencies that are manifested in the field of public finances. Knowledge of the architecture of the financial and budgetary system; Definition of public expenditures and their typological analysis; Knowledge of the public financial system.

**COURSE CONTENTS:** Chapter 1. Finance - introductory notions; 2. Budget system; 3. Public expenditures - general notions; 4. Categories of public expenditure financed through budgetary and extra-budgetary resources; 5. Establishment of public financial funds; 6. General tax notions 7. Tax system 8. Tax evasion and repercussions of taxes. Seminar: 1. Determination of budgetary balances based on budget execution; 2. Indicators on the level, structure and dynamics of public revenues; 3. Indicators on the level, structure and dynamics of public spending; 4. Quotation rates. Progressive taxation; 5. Taxation systems. Separate taxation - global imposition; 6. Technical procedures to avoid double taxation; 7. Tax evasion and repercussions of taxes.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** The final exam consists of a written test with multiple choice content with one or two correct answers and a practical application to solve 70%. The ongoing evaluation is based on the following components: - making and sustaining a paper on topics set at the beginning of the semester - 30% of the final grade of the evaluation during the semester; -Supporting an announced test (usually in week 7) - 50% of the final grade of the ongoing assessment; - Active presence during the debates - 20% of the final mark of the 30% ongoing evaluation.

#### **COURSE TITLE: FINANCIAL ACCOUNTING**

**CODE:** D20CGL214

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** To enable students to attain the knowledge set specific to Financial Accounting, as well as to develop the necessary skills to translate them into practical work. Acquiring skills related to: organizing and managing financial accounting; the preparation, verification and control of supporting documents specific to the operations under study;

performing calculations and analyzes on capital, stocks, fixed assets, treasury values etc .; capitalizing the information provided by financial accounting in the process of substantiating economic decisions.

**COURSE CONTENTS:** Chapter 1. Theoretical fundamentals on the organization of financial accounting; Chapter 2. Capital Accounting; Chapter 3. Fixed Assets Accounting; Chapter 4. Stocks and ongoing production accounting; Chapter 5. Treasury Accounting. Seminar: 1. General evaluation rules; 2. Capital Accounting; 3. Intangible assets accounting; 4. Accounting for tangible and financial assets; 5. Accounting of raw materials and materials; 6. Accounting of production in progress and products; 7. Treasury Accounting.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Classical written exam 60%. Portfolio of works carried out during the semester; written test 40%.

### **COURSE TITLE: STATISTICS**

**CODE:** D20CGL215

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Explaining the evolution of the economic phenomena recorded at micro and macroeconomic level in the light of the factors that determine them, in order to identify the directions of action for their influence; 1. Students acquire the theoretical notions used in descriptive and inferential statistics; 2. Attainment of the specific methodology for the collection, processing, statistical analysis and interpretation of data; 3. Forming practical skills.

**COURSE CONTENTS:** Chapter 1. Observing, systematizing and presenting statistical data; Chapter 2. Numeric indicators of distribution bands; Chapter 3. Analysis of time series; Chapter 4. Introduction to statistical inference; Chapter 5. Statistical survey; Chapter 6. Stochastic dependence: regression and correlation. Seminar: 1. Debating the main notions and concepts of statistics. Methods of observation and systematization of statistical data; 2. Methods of presentation of statistical data. Construction of statistical series. Construction of statistical graphics; 3. The choice, calculation and interpretation of central trend indicators; 4. Calculation and understanding of variance and asymmetry indicators.

5. Statistical methods used in time series analysis. Indicators of dynamics and basic methods of trend adjustment; 6. Build a random sample. Use of survey distributions in statistical inference; 7. Estimation of parameters. Testing of statistical hypotheses; 8. Applications of the statistical survey (simple, typical or layered) in the socio-economic field; 9. Applications of correlation and regression in the socio-economic field.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Homework, individual discussions 10%. Exam: multiple choice tests + 70%

solved applications. Seminar activity: Individual discussions, participation in 20% application solving.

### **COURSE TITLE: ECONOMIC INFORMATICS**

**CODE:** D20CGL216

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Through its content and structure, the Economic Informatics course aims to treat practical concepts and theoretical concepts that are absolutely necessary for the understanding of the Excel environment and to provide users with advanced capabilities for understanding, understanding, explaining, interpreting and using the digital environment. Solving any economic problems with utility by means of existing environments. Developing modern user habits so that they can analyze and process a data table specific to any organization using the Excel environment, as well as identifying specific operations and tools to identify the directions of action that must address any organization-specific economic problem. Using financial resources in the financial-accounting field, defining, describing and explaining the basic concepts of the digital environment, the use of Excel. To offer the economist student: tools for using and deepening new information and communication technologies for organizing, processing and presenting data, graphical representation of information. Acquisition of specific knowledge needed to manage an organization, namely: creating digital reports for current managerial activities, periodic reports or exceptional necessity very needed in the processing of data used in business operations.

**COURSE CONTENTS:** Chapter 1. Basic notions in Microsoft Excel 2010; Chapter 2. Editing and formatting spreadsheets; Chapter 3. Formulas and Functions in Microsoft Excel; Chapter 4. Using Functions in Microsoft Excel; Chapter 5. Work with data in Microsoft Excel 2010; Chapter 6. Diagrams in Microsoft Excel 2010 (I); Chapter 7. Diagrams in Microsoft Excel 2010 (II). Seminar: 1. Getting Started in Microsoft Excel; 2. Editing and formatting spreadsheets; 3. Using formulas in spreadsheets; 4. Using functions in Microsoft Excel; 5. Work with data in spreadsheets; 6. Diagrams in Microsoft Excel I; 7. Charts in Microsoft Excel II.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Multiple choice exam 50%. Laboratory test 50%.

### **COURSE TITLE: ENGLISH 2**

**CODE:** D20CGL217

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Cours: To know and apply English-specific terminology in order to succeed in the international business environment, to become familiar with the specific language of emails, reports

and telephone conversations held in English; - acquiring and developing business vocabulary specific to the following topics: Types of Accountants, Balances, Assets, Liabilities, Insurance Providers, Banking, The Banking System in order to be used correctly in business situations; - Review of grammatical structures - Present Tense Simple & Continuous, Past Simple & Continuous, Present Perfect Simple & Continuous, Past Perfect Simple & Continuous, Ways of Expression Future, Sequence of Tenses and Modals - to be used correctly in business situations; - the ability to express and fluency in English. The dialogue will focus in particular on a number of situations and activities specific to the future profession, namely: encouraging free expression of students on the basis of established themes, study of business texts; - Acquiring the English language reading skills underlying the development of the specialized vocabulary; - acquiring the fundamental elements of linguistics as well as of the stylistic ones, which are extremely necessary in the written communication for the writing of future oral and interactive practical documents in order to encourage the expression of ideas and opinions in order to acquire the new business vocabulary specific to the themes approached. Seminar: Chapter 1. Types of accountants; Chapter 2. The banking system; Chapter 3. Assets; Chapter 4. Insurance providers; Chapter 5. Liabilities; Chapter 6. Banking; Chapter 7. Balance sheets.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Homework, individual discussions 30%. Written exam 70%.

#### **COURSE TITLE: PHYSICS EDUCATION 2**

**CODE:** D20CGL218

**ECTS CREDITS:** 1

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** The discipline aims at forming the theoretical, practical and methodical skills for individual or group practice for a healthy lifestyle; Awareness of the students about the role and importance of practicing physical exercise; Strengthening the theoretical, scientific and practical notions of physical exercises in leisure time by the student; Developing volitional moral traits, aesthetic sense, discipline, fair play and communication and teamwork skills; Maintaining and maintaining health through exercise, in order to increase the potential for physical and intellectual work; Promoting growth processes and harmonious physical development of the body; Physical and mental recovery after various activities; Harmonious blending of intellectual activities with physical activity.

**COURSE CONTENTS:** 1. Fitness and bodybuilding - exercises specific to the development of certain muscle groups; 2. Application trails combined with treadmills, jumps, equilibrium exercises, escalation, climbing, etc.; 3. Sports games: basketball, football;

4. Table tennis - the basic technique of the main technical procedures; 5. Verification and evaluation - control samples.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Evaluation of individual and team activities 100%.

#### **COURSE TITLE: EUROPEAN ECONOMY**

**CODE:** D20CGL320

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Explanation of EU activities; Use of appropriate criteria and methods for assessing studies/analyzes of EU policies and institutions; Elaboration of action/initiative projects within the EU; Evaluation of actions/initiatives undertaken within the EU. - Understanding students' marketing approach from a dual perspective: as business specialists, in order to be able to implement marketing policies;

**COURSE CONTENTS:** Chapter 1: Integration Processes in Europe; Chapter 2: The Single Market, an essential component of the Economic Union; Chapter 3: Agriculture and rural development in the European Union; Chapter 4: Monetary and monetary policy in the European Union; Chapter 5: Competition and competition policy in the European Union; Chapter 6: Harmonization of the governmental policies of the Member States of the European Union in the industrial, energy, transport and trade fields; Chapter 7: Scientific research, education and training in the European Union vision; Chapter 8: The budgetary policy of the European Union; Chapter 9: The Economy of the Regional Policy of the European Union; Chapter 10: The economy of the Community's environmental policy in the European Union; Chapter 11: The economy of employment, unemployment and social policies in the EU; Chapter 12: The Common Foreign and Security Policy of the European Union (ESDP).

Seminar: Seminar 1: European Economy - Study of Economic Indicators; Seminar 2: Integration Processes in Europe. the single market; Seminar 3: Agriculture and Rural Development in the European Union. Monetary and monetary policy in the European Union; Seminar 4: Competition and Competition Policy in the European Union. Harmonize the governmental policies of the Member States of the European Union in the industrial, energy, transport and trade fields; Seminar 5: Scientific research, education and training in the EU vision. EU budgetary policy; Seminar 6: The Economy of EU Regional Policy. EU environment policy economy in the EU; Seminar 7: The economy of employment, unemployment and social policies in the EU. Common foreign and security policy of the EU.

**LANGUAGE OF INSTRUCTION:** Romanian



**ASSESSMENT METHOD(S):** Written exam: theoretical questions, multiple choice test and 50% solving applications. Control themes, 50% tests.

**COURSE TITLE: MARKETING**

**CODE:** D20CGL321

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Understanding students' marketing approach from a dual perspective: as business specialists, in order to be able to implement marketing policies; as well as consumers, to discern abusive marketing practices; Understanding the concepts, methods, techniques and marketing tools with applicability in the sphere of finance; Applying the methods, techniques and tools specific to the marketing activity; Understanding the role of marketing research in financial organizations;

**COURSE CONTENTS:** Chapter 1: Concept and scope of marketing; Chapter 2: The concept and scope of marketing; Chapter 3: Market and consumers; Chapter 4: Product policy; Chapter 5: Product policy; Chapter 6: Market segmentation; Chapter 7: Price policy; Chapter 8: Price policy; Chapter 9: Distribution policy; Chapter 10: Distribution policy; Chapter 11: Re-communication policy; Chapter 12: Communication policy; Chapter 13: Market study; Chapter 14: Force for sale policy. Seminar: Seminar 1: Organizational Seminar; Seminar 2: Determining the sample size. Organizing a market investigation; Seminar 3: Scaling up consumer appraisals. Market share. Relative market share; Seminar 4: Cost and Profitability; Seminar 5: Choosing the optimal distribution; Seminar 6: Communication strategy. Brand; Seminar 7: Results of the on-going evaluation of the students.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written final exam-multiple choice 70%; Semestrial evaluation 30%: tests and homeworks.

**COURSE TITLE: FINANCIAL ACCOUNTING 2**

**CODE:** D20CGL322

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** To enable students to acquire the knowledge set specific to Financial Accounting 2, as well as to train the necessary skills to translate them into practical work; Obtaining skills related to: organizing and conducting accounting; the preparation, verification and control of supporting documents specific to the operations under study; the accounting in the accounts of third-party transactions, the expenses and revenues of the entity etc.; the presentation of the information in the summary accounting documents, as well as their harnessing in the process of substantiating the economic decisions.

**COURSE CONTENTS:** Chapter 1. Debt and debt accounting; Chapter 2. Expenditure Accounting;

Chapter 3. Income accounting; Chapter 4. Accounting work for the closure of the financial year. Seminar: Seminar 1: General structure and assessment of receivables and debts and settlement of accounts with suppliers; Seminar 2: Accounting for customer settlements; Seminar 3: Accounting for Personnel Settlement and Settlement Accounting for Insurance and Social Protection; Seminar 4: Accounting for settlements with the state budget and with other public bodies; Seminar 5: Accounting for settlements with the state budget and other public bodies; Seminar 6: Accounting for settlements with the state budget and with other public bodies; Seminar 7: Settlement of accounts within the group and with associates, accounting of settlements with debtors and various creditors, accounting for investment grants, regularization and assimilation operations, and accounting for commitments and other off-balance sheet items; Seminar 8: Accounting for Expense Expenses; Seminar 9: Accounting for Financial Expenses and Other Expenses; Seminar 10: Operating Income Accounting; Seminar 11: Financial Income Accounting and Other Income; Seminar 12: Breakdowns and Preliminary Checks on Annual Financial Statements; Seminar 13: Structure of Annual Financial Statements; Seminar 14: Administrators' report; Auditing or auditing of annual financial statements; Approve, sign and publish annual financial statements.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Classical written exam - 70%; Portfolio of works carried out during the semester; written test - 30%.

**COURSE TITLE: FINANCIAL MANAGEMENT OF THE COMPANY**

**CODE:** D20CGL323

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Explaining concepts, theories, methods and financial instruments related to financial management of enterprises; Applying concepts, theories, methods and financial instruments in private entities to solve specific financial management issues; Students acquire theoretical notions regarding: investment and financing decisions; the capital of the enterprise; asset management; managing current assets; Global financial results.

**COURSE CONTENTS:** Chapter 1. The domain of financial management of the firm; Chapter 2. Company capital; Investments in fixed assets; Chapter 4. Depreciation of Fixed Assets; Chapter 5. Sizing and financing of current assets; Chapter 6. Managing company results.

Seminar: Seminar 1. Rules and structure of the company's financial management; Seminar 2. Structure of the company's capital; Seminar 3. Increase of company capital; Seminar 4. Charging



the firm; Seminar 5. Investment decisions; Seminar 6. Depreciation; Seminar 7. Management of the stocks of circulating assets; Seminar 8. Efficiency of the use of circulating assets; Seminar 9. Determining Profit.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** The actual exam will take the form of a classical exam, and the examination tickets will be three subjects, of which two theoretical and one applied - 50%; The evaluation will follow the seminar work as well as the preparation of an essay and a test - 50%.

#### **COURSE TITLE: ECONOMETRICS**

**CODE:** D20CGL324

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Presentation of the theoretical bases of econometrics and highlighting its links with mathematical statistics (statistical inference, estimation theory); Presentation of econometric methods and main types of econometric models; Making applications for the parametric estimation of econometric models associated with microeconomic, macroeconomic and financial market

**COURSE CONTENTS:** Chapter 1. Introduction to Econometrics; Chapter 2. Simple linear regression model; Chapter 3. Multiple linear regression model; Chapter 4. Generalized linear model; Chapter 5. Modeling and predicting time series; Chapter 6. Models with simultaneous equations.

Seminar: 1. Applications on methods of statistical inference and hypothesis testing; 2. Applications for the parametric estimation of the simple linear regression model; 3. Applications for the parametric estimation of the multiple linear regression model; 4. Time series modeling and forecasting applications; 5. Applications to identify models with simultaneous equations.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam: multiple choice tests + solving applications - 70%; Seminar activity: individual discussions, participation in application solving, homework - 30%.

#### **COURSE TITLE: ECONOMIC INFORMATION SYSTEMS**

**CODE:** D20CGL325

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** The delimitation and investigation of the economic activities taking place at the company level, using modern computer technologies, in order to facilitate the student's use of software products; Study of the architecture of advanced economic systems, electronic markets and net-economy, commerce and e-business; Providing theoretical and practical concepts regarding the use of databases and database management systems in

the economy; Presentation of the way information is processed through software/integrated management systems used in the economic field.

**COURSE CONTENTS:** Course: Chapter 1. Concepts concerning the use of information technology at the business environment; Chapter 2. The place and the role of the information system in the information system; Chapter 3. Information system at the organization level; Chapter 4. Integrated information systems; Chapter 5. Planning systems for resources entered in ery; Chapter 6. ERP system – SWAN; Chapter 7. Concepts of relative databases; Chapter 8. MICROSOFT ACCESS 2010; Chapter 9. Trends of the information systems in the context of the new economy. Seminar: 1. Designing a database and component objects; 2. Integrate Microsoft Access with other applications. Import-export operations data; 3. Multidimensional data analysis. Pivot the data; 4. Drafting reports; 5. Querying databases; 6. Graphic representation of data using diagrams; 7. Project presentation.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written Exam – 50%; Laboratory test – 50%.

#### **COURSE TITLE: ENGLISH 3**

**CODE:** D20CGL326

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** To know and apply English-specific terminology in order to successfully succeed in the international business environment, to become familiar with the specific language of emails, reports and telephone conversations in English; Acquiring and developing the business vocabulary specific to the following topics: The Stock Exchange, Mergers and Acquisitions, Advertising Media, Information Systems Management, Some Computer Applications, Computer Hardware and Software in order to be used correctly in business situations; Revision of Grammatical Structures - Conditional Sentences, Reported Speech, The Passive Voice, The Adverb, The Preposition, The Infinitive, The Gerund - in order to be used correctly in business situations; Formation of English language expression and fluency. The dialogue will focus in particular on a number of situations and activities specific to the future profession, namely: encouraging free expression of students on the basis of established themes, study of business texts; Acquiring the reading ability in English that underlies the development of the specialized vocabulary; the acquisition of the fundamental linguistic elements and of the stylistic ones that are extremely necessary in the written communication for the writing of future oral and interactive practical papers in order to encourage the expression of ideas and opinions in order to acquire the new business vocabulary specific to the themes approached.

**COURSE CONTENTS:** Unit 1. The stock exchange (specialized Vocabulary) - Conditional Sentences (language-in-use); Unit 2. Mergers and acquisitions (specialized Vocabulary) - Reported Speech (language-in-use); Unit 3. Advertising media (specialized

Vocabulary) - The Passive Voice (language-in-use); Unit 4. Management information system (specialized vocabulary) - The Adverb (language-in-use); Unit 5. Some computer applications (specialized vocabulary) - The Preposition (language-in-use); Unit 6. Computer hardware and software (specialized vocabulary) - The Infinitive (language-in-use); Unit 7. Marketing (specialized vocabulary) - The Gerund (language-in-use).

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Examen scris – 70%;  
Teme de casă, discuții individuale – 30%.

### **COURSE TITLE: PHYSICAL EDUCATION AND SPORTS 3**

**CODE:** D20CGL327

**ECTS CREDITS:** 1

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Discipline has as its objective the formation of theoretical, practical and methodical skills for individual or group practice for a healthy lifestyle; Awareness of the students about the role and importance of practicing physical exercise; Strengthen the theoretical, scientific and practical notions of physical exercise in free time by students; Developing volitional moral traits, aesthetic sense, discipline, fair play and communication and teamwork skills; Maintaining and maintaining health through exercise, in order to increase the potential for physical and intellectual work; Promoting growth processes and harmonious physical development of the body; Physical and mental recovery after various activities; Harmonious blending of intellectual activities with physical activity.

**COURSE CONTENTS:** Practical lessons: 1. Athletics: school elements of running, jumping and running; 2. The long jump technique in place; 3. Application paths combined with treadmills, jumps, equilibrium exercises, escalation, climbing etc; 4. Sports games: volleyball, bandminton; 5. Bilateral games under similar contest conditions.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Evaluation of individual and team activities – 100%

### **COURSE TITLE: MONETARY ECONOMY**

**CODE:** D20CGL430

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** To familiarize students with the main trends and approaches in the national monetary financial sector; Provides a basis of understanding and familiarity with the main activities related to the monetary and banking sphere; The

discipline allows understanding of the organization of the monetary systems, the payment system as well as the credit process; It is meant to acquire key bank and banking notions and monetary policy instruments; Students will develop their ability to analyse monetary phenomena and banking activity.

**COURSE CONTENTS:** Chapter 1. Currency and money supply; Chapter 2. Monetary Theories; Chapter 3. Monetary systems; Chapter 4. Credit and Interest; Chapter 5. Banks and Banking activities; Chapter 6. Banking performance and risks; Chapter 7. Inflation; Chapter 8. Monetary policy instruments. Seminar: 1. Types of coins. Account currency versus metal currency; 2. The European Monetary System - a Perfect Monetary System? The international monetary system - the challenges of the future; 3. The Keynesian Concept versus the Monetarist Conception; 4. Forms of credit. Practical application of interest rates; 5. Banking performance and risk management applications; 6. Monetary policy instruments. Refinancing tools. Mandatory reserve system. Open market operations.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Final written exam - 50%; Homework, individual discussions, papers, tests - 50%.

### **COURSE TITLE: PUBLIC ACCOUNTING**

**CODE:** D20CGL431

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Developing the capacity to understand the way in which organizations in the public sector are organized, operating and financing. Understanding the application of the accrual accounting system to public sector entities. Familiarize yourself with the notions of budget system, budget classification, credit ordinator and other public sector specifics. Students have to demonstrate skills in: knowledge, delimitation and accounting in the accounting of assets, equity and debts to public institutions; improving and applying the accounting principles and policies in public institutions in Romania; Developing skills regarding the evaluation of asset, equity and debt ratings for public sector entities; knowing and completing the complete set of financial statements for public institutions in Romania.

**COURSE CONTENTS:** Chapter 1. Particular aspects regarding the organization and functioning of the accounting of public institutions in Romania; Chapter 2. Capital Accounting; Chapter 3. Fixed asset accounting; Chapter 4. Inventory accounting; Chapter 5. Accounting for current receivables and debts; Chapter 6. Treasury Accounting for Public Public Institutions; Chapter 7. Expenditure and Income Accounting; Chapter 8. Financial statements in public institutions. Seminar: 1. Capital accounting; 2. Fixed asset accounting; 3. stock accounting; 4. Accounting of current receivables and debts; 5.

Accounting of treasury of public public institutions; 6. Accounting for expenditures and revenues; 7. Financial statements in public institutions.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written final exam - 60%; Homework, individual discussions, papers, tests - 40%.

**COURSE TITLE: FINANCIAL SYSTEMS AND REPORTING**

**CODE:** D20CGL432

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Allow students to acquire the knowledge-specific set of financial-accounting reports, as well as to train the necessary skills to translate them into practical activity; Obtaining skills related to: organizing and conducting accounting; the preparation, verification and control of supporting documents specific to the operations under study; making calculations and analyzes of third party relationships, entity expenses and revenues, etc .; the presentation of the information in the summary accounting documents, as well as their valorisation in the process of substantiating the economic decisions.

**COURSE CONTENTS:** Chapter 1. Breakdowns and Preliminary Checks on Annual Financial Statements; 2. Inventory of the patrimony; Determining the result of the exercise; Chapter 4. Profit sharing operations accounting; Chapter 5. Structure of Annual Financial Statements; Preparation of annual financial statements; 7. Treatment consistent with the international financial reporting standards applied in the closure of the financial year. Seminar: Case Studies: 1. Dimensions and Preliminary Checks on Annual Financial Statements; 2. Inventory of the patrimony; 3. Determining the result of the exercise; 4. Accountancy of profit sharing operations; 5. Structure of annual financial statements; 6. Preparation of annual financial statements; 7. Treatments complying with the international financial reporting standards applied in the closure of the financial year.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Final written exam - 70%; Homework, individual discussions, papers, tests - 30%.

**COURSE TITLE: MANAGERIAL ACCOUNTING**

**CODE:** D20CGL433

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Knowledge and application of the concepts, theories and basic methods used by the managerial accounting for the elaboration of the cost calculation, the determination of the deviations and the correction modalities, the formulation of the decisional decisions; Determining the cost of production and the full cost on the cost carriers;

Registering the expenses incurred in carrying out the activity, in the 9th grade of the chart of accounts; The choice and use of the costing method according to the specific nature of the enterprise's business; Preliminary determination of production costs and analysis of existing differences between actual and pre-established costs; Identify and use cost in making decisions at all hierarchical levels; Understanding the evolution of concepts used by management accounting; Referring to the boundaries of the management accounting information system, as well as current cost management trends.

**COURSE CONTENTS:** Chapter 1. Fundamentals of accounting management; Chapter 2. Determining the cost of production or stock processing in the design of classical calculation methods; Chapter 3. Computation methods based on the full cost principle; Methods of calculation based on the principle of constant reports; Chapter 5. Standard or Standard Cost Method; Chapter 6. Enterprise Management by Costs. Seminar: 1. The concept of costs and their role in decision-making; 2. Methods of organizing and managing management accounts; 3. Registering of expenses during the period and their collection in the management accounts. Determining the unit cost and processing of the production of auxiliary sections; 4. The allocation of indirect production costs over the cost of products manufactured in the core business. Determining production in progress and reflecting it in accounting; 5. Determining the actual production cost for the entire production and per unit of product; 6. Elaboration of cost calculations based on the use of calculation methods based on the full cost principle: global, by calculation phases, by orders; 7. Elaboration of the cost calculation under the use of the method of the equivalence coefficients; 8. Elaboration of cost calculations under the use of calculation methods G.P .; 9. Budgeting production costs. Determining and analyzing deviations from standard costs; 10. Organization of standard cost accounting; 11. Business management through costs.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam based on a theoretical and practical test - 70%; Debate within seminars; Practical work seminar solving; tests; Control themes. - 30%.

**COURSE TITLE: FINANCIAL DECISIONS OF THE COMPANY**

**CODE:** D20CGL434

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** The discipline aims at completing and deepening students' knowledge of private finances and preparing them to become good decision-makers. Also, the discipline aims to train students to think economically about how to

make financial decisions: to be familiar with the concept of decision-making, financial policy and general aspects of the firm's financial decisions; to know the issues of capital budgeting; to know how to estimate cash flows; to base the selection criteria on the basis of the update used in the decision to invest in the environment; to determine the influence of inflation and profit tax on the investment decision as well as the basis of the sensitivity analysis; to know how to finance by equity and base the cost of equity; to know how to finance by leverage and substantiate the cost of borrowed capital; to determine the cost of the company's capital and its financial structure; to be familiar with the main aspects of the dividend and the dividend decision.

**COURSE CONTENTS:** Chapter 1. Decision-making process - logic and conceptualization. General aspects of the company's financial decisions; Chapter 2. Capital budgeting; Chapter 3. Estimation of cash flows; Chapter 4. Optional criteria based on the update used to make the investment decision in a certain environment; Influence of inflation and profit tax on the investment decision; Chapter 6. General aspects of the company's financing decision and its capital; Chapter 7. Own equity financing and cost of equity; Chapter 8. Leverage financing and the cost of borrowed capital; Chapter 9. The cost of the firm's capital and its financial structure; Chapter 10. The main aspects of the dividend and the dividend decision. Seminar: 1. General considerations on decision-making. Financial policy at microeconomic level. General aspects of the company's financial decisions; 2. Investment projects. Capital budgeting - the investment decision-making process; 3. General considerations about cash flow and the assumptions of the investment decision making in the certain environment. Estimation of cash flows; 4. General considerations about updating and capitalization techniques. Net updated value. Criteria derived from van. Internal rate of return; 5. Influence of inflation and profit tax on the investment decision. Sensitivity analysis; 6. Financing decision - an essential component of the firm's financial decisions. Company capital issues; 7. General Considerations on Equity and Cost of Equity. Cost of equity; 8. General Considerations on Loan Financing and the Cost of Borrowed Capital. Means of medium and long term indebtedness. The cost of medium and long term debt; 9. The cost of the firm's capital. Financial structure of the firm; 10. Dividend General Aspects. Forms of distribution of dividends by companies. The Practices of the Dividend Decision.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam - 70%; Debate within seminars; Practical work seminar solving; tests; Control themes. - 30%.

**COURSE TITLE: DECISION SUPPORT SYSTEMS**

**CODE: D20CGL437**

**ECTS CREDITS: 3**

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** The course aims at: Developing specific thinking, familiarizing the future specialist with the basic notions of assisting the decision; Any student should review and clarify the core concepts and theories associated with Decision Support Systems (SSD), expert systems, group support systems and decision-making systems; Examine examples and study cases for documenting computer support in decision-making in organizations, as well as carrying out planning, analysis and leadership tasks; To discuss and develop competencies in the analysis of decision support systems; Familiarize the students with the fundamental concepts of the field of decision support systems (SSD) and illustrate the applicability of the methodologies and computer products in the field in advanced applications and in everyday life. The subject is presented progressively. After introducing the most important concepts of decision theory, we describe a number of more recent and classic methods (including original results) for systematically assisting decisions. The following are the concepts of IT systems for SSD: SSD usage, technology and development.

**COURSE CONTENTS:** Chapter 1. Information. Decision. Makers. Environment and decision making. Introduction to the theory and practice of SSADs; Chapter 2. Decision support and decision support systems - general overview; Chapter 3. Architecture of SSADs; Chapter 4. Decision Support Systems for Economic Units - Communication technologies for ssad; Chapter 5. Data Management. Data storage; Chapter 6. Knowledge Management; Chapter 7. Knowledge management support systems. Seminar: Theme 1: Case study on the analysis and the elements of a decisional situation; Application for data analysis using modern software tools and technologies; Modeling investment decisions with financial functions; Financial or prediction functions for assisting investment decisions; Microsoft Excel. Functions for calculating depreciation; Pivot table - tool in decision making. Topic 2: Case study on modeling decision-making in an organization using the Excel environment. Simulation of business issues with EXCEL; Optimizing decisions through "WHAT IF" analysis • Achieving a goal - Goal Seek procedure • Forecasting values using the response tables • Solving decisional problems using SCENARIO MANAGER Applications • Theme 3: Solving decisional problems using SOLVER Applications • Theme 4 : Types of decision-making problems at the firm's level Decision-making techniques Practical examples of modeling the company's activity Theme 5: Evaluation of projects and discussions on topics presented by students.

**LANGUAGE OF INSTRUCTION:** Romanian



**ASSESSMENT METHOD(S):** Written Exam – 50%;  
Laboratory test – 50%.

**COURSE TITLE: MANAGEMENT CONTROL**

**CODE:** D20CGL542

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Knowledge and application of the basic concepts, procedures and methods used by management control to formulate decisional judgments and assess the performance of the entity/organization; organizing and exercising management control; development, tracking and controlling of budgets by types of activities; the choice of management control procedures according to the specific nature of the enterprise's activity; analyzing entity management by using appropriate tools; formulating judgmental judgments based on calculated costs; analysis of cost behavior based on volume of activity; determining the incidence of changes in the entity's operations over costs, results and inventories.

**COURSE CONTENTS:** Chapter 1. Fundamentals of management control; Chapter 2. Cost variability; Methods based on the principle of partial costs; The impact of activity variation on costs, results and stocks; Chapter 5. General aspects of budgetary management; 6. Develop, track and control the core business budgets; Chapter 7. Elaboration, tracking and control of enterprise complementary budgets. Seminar: 1. Fundamentals of management control; 2. Behavior of fixed and variable expenses determining the behavior of expenditures; 3. Cost-volume-profit model; 4. Elaboration of the cost calculation using the direct-costing method. Determining the influence of optimization factors on the entity's result; 5. Elaborate the cost calculation under the use of other methods based on the partial cost principle: direct cost method, specific cost method; 6. Elaboration of the cost calculation under the marginal cost method; 7. The impact of activity variation on costs, results and stocks; 8. Significance of the cost of the sub-activity and its analysis; 9. Budget - the company's management tool. General principles of budgetary management. Hierarchy and interdependence between budgets; 10. General Principles and Basis of Sales Forecast. Budgeting and sales control; 11. Establishment of the production program, budget preparation and control; 12. General Principles and Basis of Supply Forecast. Budgeting and Supply Control; 13. The approval of investments, the preparation and development of the investment budget and its control; 14. The General Principles and the Basis of the Treasury Forecast. Budgeting and Treasury Control.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam - 70%;  
Debate within seminars; Practical work seminar solving; tests; Control themes. - 30%.

**COURSE TITLE: ACCOUNTING TECHNIQUES AND PROCEDURES**

**CODE:** D20CGL543

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Acquiring knowledge on accounting concepts and principles, policies, techniques, methods and accounting procedures for valuing patrimonial items and reflecting economic operations; Acquiring the necessary skills for valuation, measurement and recognition of the patrimonial items in the accounting; Acquiring the necessary skills to prepare the annual financial statements; Acquiring the necessary skills to use creative accounting techniques and procedures.

**COURSE CONTENTS:** Chapter 1. Theoretical background on accounting techniques and procedures; Chapter 2. Current accounting techniques and procedures relating to fixed assets; Chapter 3. Accounting methods for the revaluation of fixed assets; Chapter 4. Methods, techniques and accounting procedures specific to fixed asset operations; Chapter 5. Accounting methodology specific to financial assets; Chapter 6. Methods of accounting and stock valuation; Chapter 7. Stock-specific accounting techniques. Seminar: 1. Theoretical fundamentals on accounting techniques and procedures; 2. Current accounting techniques and procedures relating to non-current assets; 3. Accounting methods for the revaluation of fixed assets; 4. Methods, techniques and accounting procedures specific to fixed asset operations; 5. Accounting methodology specific to financial assets; 6. Accounting and inventory valuation methods; 7. Stock-specific accounting techniques.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam - 60%;  
Debate within seminars; Practical work seminar solving; tests; Control themes. - 40%.

**COURSE TITLE: INTERNAL AUDIT**

**CODE:** D20CGL545

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Understand and assimilate the bases of internal audit. Initiating in interpreting and appreciating the various nuances and coherence of processes and systems; Examining the conceptual principles of internal audit; Clarification of distinctions between internal and external audit, internal audit and inspection, management control and similar concepts; Familiarize yourself with techniques for detecting inaccuracies and deviations and assessing their consequences; Initiation of the future specialist in diagnosis, assessment of methods, procedures, post analyzes, organization of work; Presentation of legislative and procedural internal audit trails; Incitement to the issue of opinions not only about the good application of the rules but also about their quality; Developing



communication and reporting skills specific to internal audit engagements.

**COURSE CONTENTS:** Chapter 1. The emergence, evolution and perception of internal audit; Chapter 2. Scope of internal audit; Chapter 3. Internal control system as the subject of internal audit; 4. Definitions of internal audit; Chapter 5. Positioning the Internal Audit Function; Instruments used in internal audit; Chapter 7. Methodological milestones for conducting an audit. Seminar: 1. The historical and cultural dimension of internal audit; 2. Integration assessment - verification - counseling; 3. Parallel between internal and external auditing; possibilities for outsourcing internal audit; 4. Reporting internal audits to inspection and counseling; 5. Complementarity of management control with internal audit; 6. Elements and basic techniques of internal control; 7. Applying control techniques to certain commercial operations; 8. Insurance provided by preventive financial control, debate for and against the implementation of the internal control sequence; 9. Survey and interviews applied in internal audit; 10. Various checks and comparisons; 11. Documentary examinations; 12. Observation and narrative in internal audit; 13. Organigram and task analysis grid; 14. Circuit diagram and audit trail.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam - 70%; Debate within seminars; Practical work seminar solving; tests; Control themes; Essays - 30%.

#### **COURSE TITLE: FINANCIAL AND ECONOMIC ANALYSIS**

**CODE:** D20CGL546

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Explaining the evolution of the economic phenomena recorded at the level of the company in terms of factors to determine, in order to identify the directions of action for their influence; Providing a system of indicators used in the activity and expenditure analysis; Providing a methodology for analyzing the company's profitability; Provide a methodology for analyzing the efficiency of the use of inputs.

**COURSE CONTENTS:** Chapter 1. Theoretical and Methodological Basis of Economic and Financial Analysis; Chapter 2. Analyzing the results of production and marketing activity; Chapter 3. Analysis of enterprise expenses; Chapter 4. Profitability Analysis; Chapter 5. Analysis of resource efficiency. Seminar: 1. The role of economic and financial analysis in substantiating decisions at company level; 2. Methods and techniques of economic and financial analysis; 3. Informational sources of the economic and financial analysis - Situation of the Intermediate Management Balances; 4. Analysis of the output of the exercise; 5. Analysis of turnover; 6. Analysis of value added; 7. Analysis

of total expenditures; 8. Analysis of expenditures per 1000 lei turnover; 9. Analysis of the main categories of expenditure; 10. Profit analysis; 11. Analysis of profitability rates; 12. The analysis of the profitability threshold and the operating risk; 13. Insurance factor assurance analysis; 14. Labor productivity analysis.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam - 70%; Debate within seminars; Practical work seminar solving; Tests - 30%.

#### **COURSE TITLE: EVALUATION OF THE COMPANY**

**CODE:** D20CGL548

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** The discipline aims to complement students' knowledge of private finances and to prepare them to become a business valuation expert; provide a methodology for diagnosing the firm; provide a methodology for applying the company's evaluation methods and techniques

**COURSE CONTENTS:** Chapter 1. Business evaluation considerations; Chapter 2. Diagnosis of an enterprise; Chapter 3. Active-based approach; Chapter 4. Income-based approach; Chapter 5. Comparison Approach. Seminar: 1. Business evaluation considerations; 2. Diagnosis of an enterprise; 3. The asset-based approach; 4. Income-based approach; 5. Comparison approach.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam - 70%; Debate within seminars; Practical work seminar solving; Tests - 30%.

#### **COURSE TITLE: ACCOUNTING OF CREDIT INSTITUTIONS**

**CODE:** D20CGL552

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Knowledge of the information system of a credit institution, particularities of the basic accounting model applied to credit institutions; Knowing the theoretical and practical notions of banking activity; Knowing the methodology of calculating interest rates, techniques and instruments specific to banking activity; Knowledge of the accounting model and technique of banking operations specific operations.

**COURSE CONTENTS:** Chapter 1. General aspects of organizing accounting for credit institutions; Chapter 2. Banking operations. Work tools for accounting for credit institutions; Chapter 3. Interbank and Treasury Accounting; Chapter 4. Banking Settlement Mechanism; Chapter 5. Banking Settlement Accounting; Chapter 6. Non-bank customer deposits and deposits accounting; Chapter 7. Credit accounting for non-bank customers. Seminar: 1. Banking operations. The particularities of bank accounting. Credit plan for credit

institutions; 2. Work tools for bank accountancy; 3. Accounting for interbank loans and deposits; 4. The accounting of the operations carried out through the circulation house; 5. Forms of settlement and payment instruments. Settlement via electronic payment system; 6. Methodology of bank settlements; 7. Settlement of intra-banking settlement; 8. Accounting and methodology of interbank settlement; 9. Accounting of operations through current accounts. Accountant accounting through customer deposits accounts; 10. Bank credit accounting.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam - 70%; Debate within seminars; Practical work seminar solving; Tests - 30%.

**COURSE TITLE: CONSOLIDATED ACCOUNTING**

**CODE:** D20CGL553

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** The main objective of the discipline is to acquaint students with a superior economic vision of the activity, the patrimony and the results of an entity of the entity owned by a consolidating enterprise; Assimilation of knowledge on the consolidation of accounts consolidation in European and international strategies, international standards (IAS/IFRS) and national regulations; Acquiring basic elements on consolidation of accounts and financial statements within groups of companies.

**COURSE CONTENTS:** Chapter 1. Forms of economical agents. How do we find out if a company is included in a group or not; Chapter 2. General aspects of company groups and consolidation of accounts; Chapter 3. Determining the consolidation perimeter and choosing consolidation methods; Chapter 4. General aspects of consolidation of accounts; Chapter 5. The phases of the consolidation process; Chapter 6. Practical methodology for consolidating accounts. Seminar: 1. General aspects of company groups and consolidation of accounts; 2. Determining the consolidation perimeter and choosing consolidation methods; 3. General aspects of consolidation of accounts; 4. The phases of the consolidation process (deferred tax method, homogenization restatements, adjustments of mutual accounts between companies, elimination of group internal operations, elimination of participation titles and distribution of equity); 5. Practical methodology for consolidating accounts.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam - 70%; Debate within seminars; Practical work seminar solving; Tests - 30%.

**COURSE TITLE: FINANCIAL AUDIT**

**CODE:** D20CGL657

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Initiate in examining and diagnosing entities' systems, transactions and processes, its objective position and financial performance; Explaining the need for reasonable transparency of outcomes and accumulations within and in connection with organizations; Understanding and familiarizing yourself with the various issues of insurance against information risk; Presenting possible alternatives to improve the quality of information and the perception of perceptions; Description of the systematic process of obtaining and evaluating evidence required in financial audit; The display, from a theoretical and practical perspective, of the concepts, objectives, means and techniques called for by correct information; Particular attention is paid to both the concepts used by the auditors: materiality threshold and audit risk, audit error and fraud, and areas of major importance for audit engagements: audit planning, audit approach, testing and evaluation, analysis and reporting.

**COURSE CONTENTS:** Chapter 1. Auditing and financial communication; Chapter 2. Professional (non) insurers; Chapter 3. The information financial risk and the role of the audit in its moderation; Chapter 4. The strategy, planning and orchestration of the financial audit mission; Methods and techniques for obtaining evidence of professional decisions; Chapter 6. Significance threshold and audit risks; Chapter 7. Examining and diagnosing systems and results of a company; Chapter 8. Analytical procedures and audit reporting. Seminar: 1. Production and circulation of financial information regarding the business entity; 2. Customer Acceptance and Audit Engagement; 3. Conditions and principles regarding statements made by the financial auditor; 4. Content of audit planning and strategy; 5. Designing, organizing and maintaining documentation of the external verification mission; 6. Concepts and classifications of audit evidence; 7. Procedures for obtaining probative information; 8. Creative Accounting; 9. Error and fraud in audit; 10. The materiality threshold and the risk; 11. Communicating with the representatives of the reference entity and reporting the audit opinion.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam - 70%; Debate within seminars; tests; Essays - 30%.

**COURSE TITLE: ACCOUNTING OF INTERNATIONAL TRANSACTIONS**

**CODE:** D20CGL658

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Students acquire the ability to interpret and analyse accounting information in the field of international transactions; To acquire the accounting concepts specific to foreign trade, students will be able to easily understand the

economic context of these operations and will be able to use accounting information to substantiate economic decisions.

**COURSE CONTENTS:** Chapter 1. Organizing the accounting information system in the foreign trade activity; Chapter 2. Accounts relating to the export of goods; Chapter 3. Accounting for the import operations. Seminar: 1. The specifics of international transactions; 2. Terms of Delivery; 3. Settlement methods; 4. Payment techniques; 5. Financing Techniques; 6. Accounting for claims and debts in foreign currency; 7. customs clearance procedures; 8. Accounting features of the export of goods; 9. Accounting for export of goods on own account with sight settlement; 10. Export of own-account commodities on short-term commercial credit; 11. Export of own-account commodities on long-term commercial credit; 12. Accounting features of the import of goods; 13. Goods export accounting in spot settlement fees; 14. Goods exports in short-term commercial credit; 15. Export of goods in commission on long-term commercial credit.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam - 60%; Debate within seminars; tests; Domestic themes - 40%.

**COURSE TITLE: ACCOUNTING SIMULATION THROUGH ERP**

**CODE:** D20CGL659

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** To familiarize students in acquiring the necessary knowledge regarding the use of the SAP system, its configuration in order to define the business structure needed to inform a company, regardless of its specificity; Using the specific tools needed to manage business processes within an ERP system; Develop an implementation plan to shape the SAP system that is appropriate to business requirements/specifics for an enterprise; Develop the skills needed to integrate other existing SAP modules within the integrated ERP system offered to the business environment.

**COURSE CONTENTS:** Laboratory work: 1. Introduction of ERP systems - SAP R/3; 2. Managing SAP R/3 systems - SAP Logon; 3. SAP R/3 Navigation; 4. SAP R/3 core concepts; 5. SAP User Management; 6. SAP Role Management; 7. SAP R/3 System Configuration - Financial Accounting Module I; 8. SAP R/3 System Configuration - Financial Accounting Module I; 9. SAP R/3 System Configuration - Financial Accounting Module I; 10. SAP R/3 System Configuration - Financial Accounting Module II; 11. SAP R/3 System Configuration - Financial Accounting Module III; 12. SAP R/3 System Configuration - Financial Accounting Module III; 13. System setup SAP R/3 - Financial Accounting Module IV; 14. SAP System Configuration R/3 - Financial Accounting Module V.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Active participation/involvement in the preparation and solving of case studies - laboratory work - 30%; To complete all the steps necessary for the management of a project (creation of the relevant company management structure, setting up all stages useful for managing a company code) on services for a business environment respecting the main categories of knowledge taught at the course and seminar/laboratory - 30%; Exam - 40%.

**COURSE TITLE: ACCOUNTING TAXATION AND MANAGEMENT**

**CODE:** D20CGL662

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Student knowledge of tax laws that regulate taxes, taxes, contributions and other amounts owed by taxpayers to the state/local budget. At the end of the course, students must demonstrate skills in: applying the concepts, procedures and methods used in the entity's accounting for the recording of economic transactions; the accounting in the accounts of the operations relating to taxes, duties and contributions owed to the consolidated budget, in the books of accounts and the correct interpretation of the implications; to know the typology of tax declarations, depending on the taxable matter and to prepare, respectively, the presentation of financial and accounting reports; developing skills for developing a procedure for analyzing, evaluating, declaring and accounting in the tax, tax and contribution operations owed to the state/local budget.

**COURSE CONTENTS:** Chapter 1. General notions of entity accounting and taxation; Components of the tax system; Chapter 2. Accounting Structures of Financial Statements - Elements of Taxation; Chapter 3. Taxation and tax implications of value added tax; Chapter 4. Determination, settlement and accounting in the income tax and social contributions related to them; 5. Determination, settlement and accounting in the profit tax. Particularities in the taxation of micro-enterprises; Chapter 6. Accounting for Local Taxes and Fees. Seminar: 1. General notions of entity accounting and taxation; Components of the tax system; 2. Accounting records of financial statements - elements of taxation; 3. Accounting and tax implications of value added tax; 4. Determination, settlement and accounting in the tax on income and social contributions related to salaries; 5. Determination, settlement and accounting in the profit tax. Particularities in the taxation of micro-enterprises; 6. Accounting for local taxes and fees.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam - 70%; Debate within seminars; Tests - 30%.

**COURSE TITLE: MARKETING****CODE:** D20CGL663**ECTS CREDITS:** 4**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Knowledge and application of methods and techniques used in the process of analysing the organization's environment as well as strategic alternatives; Identify external factors that affect the business and evaluate their impact; Develop a profile of the market sector on which the firm operates, identify key success factors and reveal elements likely to change the dynamics of the business sector; Assess the attractiveness of the sector; Analyse the strategic potential of the enterprise; Apply methods and techniques specific to the strategic analysis: PEST, MEFE, scenario technique, BCG, ADL, SWOT etc; Knowledge of the strategic alternatives.

**COURSE CONTENTS:** Chapter 1. 1. Strategic approach - evolutions - content, importance; Chapter 2. Evaluation of the overall external environment; Chapter 3. Evaluation of the competitive external environment; Chapter 4. Competitive advantage; Instruments used in strategic analysis; Chapter 6. Corporate Strategies.

Seminar: 1.Seminar organizational; 2. Company history.Personalities in the business world and impact on strategy formulation; 3. Debate on the components of the strategy. Formulation of missions and visions. Formulation of strategic objectives; 4. Test program; 5. Quantitative assessment of the influence of the external environment: PESTEL Use of the MEFE model; 6. Investigating the structure of an area of activity: determining the competitive forces. Application of Porter Model; 7. Competitive analysis. Competitive profile matrix; 8. Portfolio strategies: BCG Matrix, A.D. Matrix, General Electric-McKinsey Matrix The Great Strategy Matrix; 9. Value chain. Analysis and management of elements that define the internal and external environment: The SWOT model; 10. Debate on the types of strategies: Corporate and Business.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam: multiple choice tests .- 70%; Test; Strategic analysis project; Active participation in debates and resolving cases - 30%.

**FIELD: MARKETING**  
**PROGRAMME TITLE: MARKETING**  
**BACHELOR'S DEGREE**

**1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: MICROECONOMICS**

**CODE: D18MKL101**

**ECTS CREDITS: 5**

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Students' knowledge-transfer concerning the specificities of the field, taking into account the particularities of the activities at the microeconomic level.

**COURSE CONTENTS:** 1. Provide the basic knowledge of economic theory and modern methods specific to the field in order to identify, define, explain, interpret and apply economic concepts at a microeconomic level; 2. Provide the necessary knowledge to formulate hypotheses and propose solutions to economic problems.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: MANAGEMENT**

**CODE: D18MKL102**

**ECTS CREDITS: 6**

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** To familiarize students with the main concepts and practices in the field of management; To develop organizational and decision-making skills.

**COURSE CONTENTS:** 1. Present the main theories seen in the evolution of managerial thinking; 2. Systematic presentation of management processes; 3. Investigate the functions of management processes; 4. Identify the key competencies of the successful manager; 5. Recognize the main management methods and techniques and the context of their use; 6. Develop students' communication skills, decision making, critical thinking, teamwork.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: FUNDAMENTALS OF ACCOUNTING**

**CODE: D18MKL103**

**ECTS CREDITS: 5**

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Enable students to acquire the essentials of accounting as well as to gain the skills required to put them into practice.

**COURSE CONTENTS:** 1. Define and explain the concepts and principles underpinning accounting theory; 2. Substantiate a reasonable thinking about transposing the principal economic and financial operations, generated by economic agents' activity, into specific accounting language; 3. Grasp accounting methodology and working technique,

including mechanisms for data collection and processing by taking into consideration alternative documentary sources and current activity in order to assess factors which impact benefits realization within economic entities.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: APPLIED MATHEMATICS IN ECONOMICS**

**CODE: D18MKL104**

**ECTS CREDITS: 5**

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Students' knowledge-transfer necessary for the future economist and the formation of skills to mathematically model certain case studies from the field of economy.

**COURSE CONTENTS:** 1. Form skills so as to identify and process information needed to write mathematical models; 2. Know the optimization methods and determine the optimal solution for practical, analytical and numerical problems; 3. Develop logical, precise thinking necessary for decision-making in social-economic practice; 4. Expose concrete models so as to maximize benefits, minimize material consumption or transport costs, optimize inventory management, optimize investment, etc. which train the future economist with scientific decision-making methods, eliminating empiricism in the economic activity.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: FUNDAMENTALS OF INFORMATION TECHNOLOGY**

**CODE: D18MKL105**

**ECTS CREDITS: 5**

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Students' acquisition of basic concepts on: the organization and structuring of data, organization and operation of computers, operating systems, computer networks and the Internet.

**COURSE CONTENTS:** 1. Assimilation of basic concepts on business information technologies; 2. Acquire the skills and abilities necessary for the operation of business information technologies; 3. Enhance students' knowledge of the Microsoft Word processor and professional presentation with Microsoft PowerPoint; 4. Create the prerequisites in order to obtain the ECDL certificate.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: BUSINESS LAW**

**CODE: D18MKL106**

**ECTS CREDITS: 2**

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Acquire the essentials of: 1. the concepts of economic activity and business



law; 2. sources of business law; 3. commercial enterprise; 4. professional traders; 5. trade fund; 6. traders' insolvency; 7. devising and executing the contracts for commercial enterprise exploitation; 8. particular commercial contracts for commercial enterprise exploitation.

**COURSE CONTENTS:** By the end of this course, participants will have gained the following specific competencies: a) professional: 1. appropriate use of concepts, theories, paradigms and methodologies in the legal field as well as the techniques and tools specific to the legal field; 2. comply with Romanian legislation, the European one and other international legal instruments; 3. apply appropriate knowledge to collect data and information related to specific legal issues; 4. enforce the current legislation when addressing legal cases, properly classifying and solving them; b) transversal: 1. fulfil professional tasks both efficiently and judiciously; 2. exhibit successful teamwork techniques; 3. adequate use of communication resources and professionally assisted training sources.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

1<sup>ST</sup> YEAR, 2<sup>ND</sup> SEMESTER

**COURSE TITLE: MACROECONOMICS**

**CODE:** D18MKL209

**ECTS CREDITS:** 5

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Students' knowledge-transfer concerning the specificities of the field, taking into account the particularities of the activities at the macroeconomic level.

**COURSE CONTENTS:** 1. Provide the basic knowledge of economic theory and modern methods specific to the field in order to identify, define, explain, interpret and apply economic concepts at a macroeconomic level; 2. Provide the necessary knowledge to formulate hypotheses and propose solutions to economic problems.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: BUSINESS ETHICS**

**CODE:** D18MKL210

**ECTS CREDITS:** 5

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Enable students to become familiar with the primary business ethics trends, approaches and fields.

**COURSE CONTENTS:** 1. Understand the major business ethics theories; 2. Be aware of ethical values pertinent to the realm of business; 3. Learn about key concepts and theories characteristic of firms' social responsibility and corporate governance; 4. Be familiar with the framework required to implement an ethical behaviour within

the firm; 5. Build the skill to make value judgments about particular topics related to business ethics.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: PUBLIC FINANCE**

**CODE:** D18MKL211

**ECTS CREDITS:** 5

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Students' introduction to the study of public finances, their knowledge of the concepts regarding the relations, institutions and financial mechanisms of the market economy countries, the correct understanding of the phenomena, processes and tendencies that exist in the field of public finances.

**COURSE CONTENTS:** 1. Know the architecture of the financial and budgetary system; 2. Define public expenditures and their typological analysis; 3. Know the public financial system.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: FINANCIAL ACCOUNTING**

**CODE:** D18MKL212

**ECTS CREDITS:** 4

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Spotlight the key means to reflect and display resources and sources, processes and results achieved by an organization.

**COURSE CONTENTS:** 1. Study the principles, methods and working techniques underpinning financial accounting; 2. Enable students to develop a reasonable and creative thinking as well as the necessary skills to perform distinct works and make use of financial information in managing and running entities; 3. Familiarize students with the essentials of accounting and instil in them a sense of efficient resource management and competitive business administration, of results awareness and control of any organizational structure keeping accounting records; 4. With this in mind, we focus on issues linked to drawing up, processing, checking, recording, classifying and archiving accounting files. Along the same lines, the course also brings to the fore how an accurate property structure assessment should be carried out; the way financial economic transactions, generated by property structures, translate in the accounting records as well as the methods of aligning accounting with economic processes reality; 5. Underline the relevant ways accounting can provide students with necessary information to competently manage a business entity.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: STATISTICS**

**CODE:** D18MKL213

**ECTS CREDITS:** 5

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Explain the evolution of the economic phenomena recorded at micro and macroeconomic level in the light of the factors that determine them, in order to identify the directions of action for their influence.

**COURSE CONTENTS:** 1. Students' knowledge of the theoretical notions used in descriptive and inferential statistics; 2. Acquisition of the specific methodology for the collection, processing, statistical analysis and interpretation of data; 3. Form practical skills.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: ECONOMIC INFORMATICS**

**CODE:** D18MKL214

**ECTS CREDITS:** 4

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Students' knowledge of the most important concepts on the practical use of Microsoft Excel spread sheet processors in order to train them as future specialists in the economy.

**COURSE CONTENTS:** 1. Students' training in the use of information technology in the processing and communication of economic information; 2. This discipline creates the theoretical and practical foundation needed to acquire further knowledge in other computer science disciplines in the coming years.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**2<sup>ND</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: MARKETING**

**CODE:** D18MKL321

**ECTS CREDITS:** 6

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Students' understanding of the marketing approach, from a dual perspective: as business specialists, to be able to implement marketing policies; as well as consumers, to discern abusive marketing practices.

**COURSE CONTENTS:** 1. Understand concepts, methods, techniques and marketing tools; 2. Apply the methods, techniques and tools specific to the marketing activity; 3. Understand the role of the marketing research within organizations.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: ACCOUNTING IN TRADE, TOURISM, SERVICES**

**CODE:** D18MKL322

**ECTS CREDITS:** 4

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Address definite accounting related issues, typical of commerce, tourism and services-based centres so that,

following the debate upon the topics put forward, students' efficient training, from a conceptual, theoretical and methodological point of view might be ensured.

**COURSE CONTENTS:** 1. Deliver an adequate amount of theoretical knowledge, thus enabling students to address, in a specific manner, the distinct elements of organizing and handling the accounting of economic entities in the field of commerce, tourism and public food industry; 2. Acquire the knowledge and skills necessary to manage economic activities linked to commerce and tourism.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: FINANCIAL MANAGEMENT OF ENTERPRISES**

**CODE:** D18MKL323

**ECTS CREDITS:** 5

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** 1. Explain concepts, theories, methods and financial instruments related to the financial management of enterprises; 2. Apply concepts, theories, methods and financial instruments within private entities in order to resolve particular financial management matters.

**COURSE CONTENTS:** Learn about theoretical concepts connected with: 1. investment and funding decisions; 2. enterprise capital; 3. asset management; 4. current asset management; 5. global financial results.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: DATABASES**

**CODE:** D18MKL324

**ECTS CREDITS:** 4

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Delimiting and investigating managerial activity that takes place at the company level by using modern computer technologies to familiarize students with the use of software products.

**COURSE CONTENTS:** 1. Provide the features of high-performance economic systems, electronic markets and the net-economy, commerce and e-business; 2. Providing theoretical concepts on databases and data warehouses; 3. Presentation of the way of processing the information through software used in the economic field.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: ECONOMETRICS**

**CODE:** D18MKL325

**ECTS CREDITS:** 5

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Lecture on the essentials of econometrics and spotlight its relationships with

mathematical statistics (statistical inference, estimation theory).

**COURSE CONTENTS:** 1. Introduce econometric methods and the primary types of econometric models; 2. Practice the parametric estimation of econometric models, generated by microeconomic and macroeconomic processes as well as by financial markets.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: EUROPEAN ECONOMY**

**CODE:** D18MKL326

**ECTS CREDITS:** 4

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Lecture on the frameworks characteristic of the European Union's pursuits.

**COURSE CONTENTS:** 1. Use appropriate criteria and methods to evaluate studies/analyses of the European Union's policies and institutions; 2. Devise action/ initiative projects within the European Union; 3. Assess.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**2<sup>ND</sup> YEAR, 2<sup>ND</sup> SEMESTER**

#### **COURSE TITLE: MARKETING RESEARCH**

**CODE:** D18MKL429

**ECTS CREDITS:** 4

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Learn about the methods to conduct a marketing research.

**COURSE CONTENTS:** 1. Becoming familiar with the stages and contents of marketing research process; 2. Learn about marketing research patterns, contents identification and their realm; 3. Be aware of the investigation instruments specific to collecting data in order to substantiate the organization's market strategies; 4. Become acquainted with data processing and analysing techniques.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: SALES MANAGEMENT**

**CODE:** D18MKL4230

**ECTS CREDITS:** 5

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Students' introduction to the complex activity of developing sales under various environmental influences that impose a certain way and standard of development and organization.

**COURSE CONTENTS:** 1. Present problems regarding the concepts of management in general, and lead the sales activities in particular; 2. Present the sales team, the role played by a well-run and homogeneous team in the success of the sale; 3. Underline the methods of setting up the sales team

by motivating, using motivation, evaluating it, all from the perspective of creating conditions for a profitable business activity; 4. Present how to manage the sales force by emphasizing the special importance of good organization and management of the sales activity; 5. Accentuate the methods of attracting and serving customers in such a way as to create optimum conditions, through appropriate management, in order to obtain profitable results for a company.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: QUALITY MANAGEMENT**

**CODE:** D18MKL431

**ECTS CREDITS:** 5

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Improve the company's products by raising their quality and implement quality standards at both product and firm level.

**COURSE CONTENTS:** 1. Familiarize students with the specific notions of quality systems and quality standards in close connection with the external environment represented by consumers' requirements that must be satisfied in terms of quality; 2. Develop the main themes and components of quality systems (creation and implementation, certification and auditing, etc.) and understand how to apply them in practice.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: FISCALITY**

**CODE:** D18MKL432

**ECTS CREDITS:** 3

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** The discipline allows students to get acquainted with the main notions of enterprise taxation.

**COURSE CONTENTS:** 1. Ensures knowledge of the range of tax products and services and how they are distributed 2. Know the main ways and means of payment.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

#### **COURSE TITLE: SERVICES MARKETING**

**CODE:** D18MKL433

**ECTS CREDITS:** 5

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Develop analytical and synthetical thinking, the transition from the fragmentary approach, specific to the economists of execution, to the systemic, complex thinking characteristic of economists of wide interdisciplinary conception.

**COURSE CONTENTS:** 1. Understand the stages in the evolution of marketing in general, and services marketing in particular; 2. Identify specific and defining elements in service marketing; 3.

Systematically present the main areas of service marketing; 4. Decrypt the service consumer's behaviour; 5. Present the services market segmentation; 6. Analyse product policy in the sphere of services; 7. Identify specific elements in the pricing policy in the field of services; 8. Describe the distribution system in services; 9. Address commercial communication in the sphere of services; 10. Analyse new developments in service promotion.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: TRANSPORTATION MANAGEMENT**

**CODE:** D18MKL434

**ECTS CREDITS:** 5

**TYPE OF COURSE:** optional

**COURSE OBJECTIVE(S):** The study of methods of organizing transport techniques in order to familiarize students with the transport activities and their training, using specific methods, for starting a transport business.

**COURSE CONTENTS:** Identification of the main elements and characteristics of international maritime, river, rail, road and air transport; Understanding the importance and role of transport in the global economy; Analysis of the link between world economic development and transport development; Knowing the characteristics of the production process in transport; Classification of transports in terms of organizational and ownership structure; changes in their content; INCOTERMS guidelines and analysis of their history; Knowledge and discussion of the delivery conditions of the E, F, C and D groups and understanding of the particularities of each; Selection of the rules and obligations that both the seller and the buyer have to meet in each of the pretentious delivery conditions; Analysis of the capacity and characteristics of ships; Designing the organizational structure of a commercial port; Understanding the organization of maritime transport; Delivery of the charter and its execution; Analysis of the form and content of the railway transport contract; Understanding the liability of the railways in the execution of the transport; Implementation of tariff restrictions; Designing tariff principles in rail transport; Understanding the economic importance of river transport; Designing the general conditions for freight transport on the Danube in both domestic and international traffic.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: NON-PROFIT ORGANIZATION MARKETING**

**CODE:** D18MKL435

**ECTS CREDITS:** 5

**TYPE OF COURSE:** optional

**COURSE OBJECTIVE(S):** Familiarize students with the main marketing tools of non-profit organizations.

**COURSE CONTENTS:** Providing the necessary information to develop marketing plans for non-profit organizations; Developing skills in the marketing of non-profit organizations.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: INTERNSHIP**

**CODE:** D18MKL437

**ECTS CREDITS:** 3

**TYPE OF COURSE:** compulsory

**COURSE CONTENTS:** Practical deployment of the knowledge gained in specialized disciplines by students in the second year of the Marketing Study program, in order to integrate as quickly as possible into the labour market.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**3<sup>RD</sup> YEAR, 1<sup>ST</sup> SEMESTER**

#### **COURSE TITLE: FINANCIAL ECONOMIC ANALYSIS**

**CODE:** D18MKL540

**ECTS CREDITS:** 5

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Explain the evolution of the economic phenomena recorded within a firm in terms of the factors that generate them, in order to identify possible courses of action to influence them.

**COURSE CONTENTS:** 1. Furnish students with a system of indicators used to analyse the volume of activity; 2. Provide students with a system of indicators necessary to examine firm expenditure; 3. Equip students with a system of indicators required to study firm profitability and risk.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: B2B MARKETING (BUSINESS-TO-BUSINESS MARKETING)**

**CODE:** D18MKL541

**ECTS CREDITS:** 5

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Familiarize students with the strategic and operational components of industrial marketing.

**COURSE CONTENTS:** 1. Analyse and understand industrial systems' competitive environment; 2. Identify successful ways of developing business-to-business goods and services for businesses and other organizations; 3. Know competitive bidding processes; 4. Engage partners to analyse and make decisions through robust tools.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: CONSUMER BEHAVIOUR**

CODE: D18MKL542

ECTS CREDITS: 5

TYPE OF COURSE: compulsory

**COURSE OBJECTIVE(S):** Provide students with the theoretical and practical knowledge characteristic of consumer behaviour such as: its utility and need to learn about it; the factors influencing it; decision-making analysis; consumer rights and protection related issues as well as the approach of consumer behaviour within the context of social responsibility.

**COURSE CONTENTS:** 1. Initiate students into the realm of consumer behaviour; 2. Lecture on the quantitative and qualitative analysis of consumer behaviour phenomena; 3. Integrate the knowledge acquired in other academic disciplines of *marketing curriculum* with students' endeavour to draw up individual reports and case studies.

LANGUAGE OF INSTRUCTION: Romanian

ASSESSMENT METHOD(S): Examination

**COURSE TITLE: MERCHANDISE LOGISTICS**

CODE: D18MKL543

ECTS CREDITS: 4

TYPE OF COURSE: compulsory

**COURSE OBJECTIVE(S):** Reinforce customer orientation by studying the methods of sizing and correlating information, material goods and people flows, serving to deliver physical objects in the quantities and type required at the right moment and location. Moreover, to attain such objectives, special logistic systems or subsystems are isolated.

**COURSE CONTENTS:** 1. Develop the theoretical framework linked to logistics contents and components as well as to the relationship with the supply-delivery chain; 2. Enhance customer orientation in logistics by creating skills to identify the interconnections between logistics and marketing, as well as by ensuring the appropriate level of service in order to increase the effectiveness and efficiency of organization activity; 3. Improve the decision-making skills connected with the key logistics activities (purchasing, transportation, stock management, storage); 4. Learn about how to organize logistic activities as well as the logistic information system.

LANGUAGE OF INSTRUCTION: Romanian

ASSESSMENT METHOD(S): Examination

**COURSE TITLE: CORRESPONDENCE AND COMMUNICATION IN FOREIGN LANGUAGES**

CODE: D18MKL544

ECTS CREDITS: 4

TYPE OF COURSE: compulsory

**COURSE OBJECTIVE(S):** Build cardinal skills necessary to enable students to competently communicate in school or job-related contexts.

**COURSE CONTENTS:** 1. Practise basic English skills; 2. Enhance written and oral communication in distinct situations.

LANGUAGE OF INSTRUCTION: Romanian

ASSESSMENT METHOD(S): Examination

**COURSE TITLE: MARKETING SIMULATIONS**

CODE: D18MKL545

ECTS CREDITS: 4

TYPE OF COURSE: compulsory

**COURSE OBJECTIVE(S):** Explain the evolution of economic phenomena recorded at the company level through computer simulations.

**COURSE CONTENTS:** 1. Provide the information needed to do a project based on computerized simulation; 2. Acquire marketing skills; 3. Form skills to compute calculations for different alternative situations (decisional variants) in marketing.

LANGUAGE OF INSTRUCTION: Romanian

ASSESSMENT METHOD(S): Preliminary examination

**COURSE TITLE: SMALL BUSINESS MARKETING**

CODE: D18MKL546

ECTS CREDITS: 3

TYPE OF COURSE: optional

**COURSE OBJECTIVE(S):** Familiarize students with the main tools of small business marketing.

**COURSE CONTENTS:** 1. Provide the necessary information in order to develop marketing plans for SMEs; 2. Skills training in small business marketing.

LANGUAGE OF INSTRUCTION: Romanian

ASSESSMENT METHOD(S): Preliminary examination

**COURSE TITLE: SOCIAL AND POLITICAL MARKETING**

CODE: D18MKL547

ECTS CREDITS: 3

TYPE OF COURSE: optional

**COURSE OBJECTIVE(S):** Familiarize students with the main tools needed to develop a social and political marketing program.

**COURSE CONTENTS:** Providing the necessary information to develop social and political marketing programs; Acquiring skills in social and political marketing programs; Training skills in social and political marketing.

LANGUAGE OF INSTRUCTION: Romanian

ASSESSMENT METHOD(S): Preliminary examination

**COURSE TITLE: DIRECT MARKETING**

CODE: D18MKL548

ECTS CREDITS: 3

TYPE OF COURSE: optional

**COURSE OBJECTIVE(S):** Understanding the concept of direct marketing and knowledge of specific techniques; Choosing the most appropriate promotional mix appropriate to the existing context.

**COURSE CONTENTS:** Knowing the content of direct marketing; Acquiring skills to design an effective marketing program efficiently.

LANGUAGE OF INSTRUCTION: Romanian



**ASSESSMENT METHOD(S):** Preliminary examination

**3<sup>RD</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: HUMAN RESOURCES MANAGEMENT**

**CODE:** D18MKL649

**ECTS CREDITS:** 4

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Present and explain the concepts and define elements of human resources management through a quantitative and qualitative analysis of the phenomena specific to this discipline.

**COURSE CONTENTS:** 1. Discuss and develop the theoretical notions of human resources management; 2. Describe and develop the theoretical models and human resource management processes used in organizations; 3. Know and implement organizations' human resources activities, through case studies; 4. Present and prefigure the trends in human resources management.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: INTERNATIONAL MARKETING**

**CODE:** D18MKL6450

**ECTS CREDITS:** 3

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Understand the particularities of international marketing by addressing cultural differences between markets; know how to adapt the marketing mix to the particularities of target markets.

**COURSE CONTENTS:** 1. Understand concepts, methods, techniques and international marketing tools; 2. Understand how to study international markets; 3. Apply the methods, techniques and instruments specific to the international marketing activity; 4. Understand the motives and mechanisms of entering international markets; 5. Develop a marketing mix for the international market.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: STRATEGIC ANALYSIS OF COMPETITIVE ENVIRONMENT**

**CODE:** D18MKL6551

**ECTS CREDITS:** 3

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Students develop their knowledge and learn how to apply the methods and techniques used in the process of analysing the organization's environment as well as strategic alternatives.

**COURSE CONTENTS:** 1. Identify external factors that affect business activity and evaluate their impact; 2. Develop a profile of the market sector on which the firm operates, identify the key factors of

success and identify elements likely to change the dynamics of the sector; 3. to assess the attractiveness of the sector; 4. to analyse the strategic potential of the enterprise; 5. to apply methods and techniques specific to the strategic analysis: PEST, MEFE, scenario technique, BCG, ADL, SWOT etc.; 6. to know the strategic alternatives; 7. to know the implementation strategy.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: INTEGRATED MARKETING COMMUNICATION (IMC)**

**CODE:** D18MKL652

**ECTS CREDITS:** 3

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** 1. Enable students to grasp the concept of *integrated marketing communication* and become acquainted with its specific techniques; 2. Choose the most appropriate promotional mix matching the present context.

**COURSE CONTENTS:** 1. Learn about the contents of *integrated marketing communication*; 2. Get insights into the strategic coordinates that direct the organizations' communication approaches; 3. Gain the skills required to devise an efficient communication programme.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: BUSINESS NEGOTIATION TECHNIQUES**

**CODE:** D18MKL653

**ECTS CREDITS:** 4

**TYPE OF COURSE:** optional

**COURSE OBJECTIVE(S):** Familiarize students with the main tools needed in the business negotiation process.

**COURSE CONTENTS:** 1. Provide the necessary information for business negotiation; 2. Acquire skills in business negotiation; 3. Develop skills in business negotiation.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: BUSINESS PROJECT MANAGEMENT**

**CODE:** D18MKL654

**ECTS CREDITS:** 4

**TYPE OF COURSE:** optional

**COURSE OBJECTIVE(S):** To know and apply the methods and techniques specific to project management.

**COURSE CONTENTS:** 1. Identify the main aspects of the project manager's cooperation and training; 2. Establishing and defining the object of the management project; 3. Acquiring knowledge about project supervision and compliance with quality standards; 4. Developing the capacity to

apply a set of project planning methods.  
**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: MERCHANDISING**

**CODE:** D18MKL655

**ECTS CREDITS:** 3

**TYPE OF COURSE:** optional

**COURSE CONTENTS:** Developing strategies specific to merchandising; Accumulating concepts and methods specific to merchandising; Apply basic principles to substantiate resource needs.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**COURSE TITLE: ELECTRONIC COMMERCE (E-COMMERCE)**

**CODE:** D18MKL656

**ECTS CREDITS:** 3

**TYPE OF COURSE:** optional

**COURSE OBJECTIVE(S):** Help students develop an integrated view of e-commerce and Internet-based economy as well as their strategic implications for business.

**COURSE CONTENTS:** 1. Ensure an appropriate understanding of the vast array of matters affecting the commercial use of the Internet, technology developments alongside business policies and strategies underpinning the design of new business models; 2. Equip students with the necessary knowledge to develop e-commerce projects within economic organizations.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**FIELD: ECONOMY AND FOREIGN AFFAIRS**  
**PROGRAMME TITLE: ECONOMY AND FOREIGN AFFAIRS (ROMANIAN AND ENGLISH-TAUGHT PROGRAMME)**  
**BACHELOR'S DEGREE**

**1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: MICROECONOMICS**

**CODE: D20EAL101**

**ECTS CREDITS: 5**

**TYPE OF COURSE: Compulsory**

**COURSE OBJECTIVE(S):** Presentation of the general economic issues and characteristics of market economy; - Presentation of analysis tools used in microeconomic research; - Application of microeconomic concepts in analysis of the behavior of individual consumers and business activities (producers); - Study the main market structures; - Skills for using tools of microeconomic analysis.

**COURSE CONTENTS:** Course: Chapter 1. Economy - form of human action; Chapter 2. Economy - economic action science, social science; Chapter 3. Market economy; Chapter 4. Economic goods, their utility and value; Chapter 5. The organization of economic activity for businesses; Chapter 6. Production factors and their use; Chapter 7. The demand; Chapter 8. The offer; Chapter 9. The market and competition; Chapter 10. Price and formation mechanisms in different markets; Chapter 11. Inputs income; Seminar: 1. The economy - a form of human action; 2. Economics - the science of economic action, social science; 3. Market economy; 4. Applications of economic goods, their utility and value; 5. The organization of economic activity for businesses; 6. Applications for inputs; 7. Applications on demand; 8. Applications on offer; 9. Market and competition; 10. Applications for price and formation mechanisms in different markets; 11. Applications for input incomes

**LANGUAGE OF INSTRUCTION:**

**ASSESSMENT METHOD(S):** Written exam 50 % and tests, debate in the case studies presented at seminars 50%.

**COURSE TITLE: MANAGEMENT**

**CODE: D20EAL102**

**ECTS CREDITS: 5**

**TYPE OF COURSE: Compulsory**

**COURSE OBJECTIVE(S):** Develop organizational skills and make students understand the way decisions are made. - Recognizing the functions of management. - Identifying the key competences for a successful manager. Developing abilities for communication, critical thinking, and team work.

**COURSE CONTENTS:** Course: Chapter 1. Introduction to Management; Chapter 2. Management History; Chapter 3. Organizational Culture and Environment; Chapter 4. Organizational Structure and Design; Chapter 5.

Managers as Decision Makers; Chapter 6. Managers as Leaders; Chapter 7. Foundations of Planning; Chapter 8. Introduction to Controlling. Seminar: 1. Functions of management; 2. Organizational structure; 3. Informational system and managerial communication; 4. Decisional process; 5. Management methods and techniques.  
**LANGUAGE OF INSTRUCTION:** Romanian/English  
**ASSESSMENT METHOD(S):** Written exam (multiple choice, open question and a practical application) 50%.

Test during the semester, homework, debates at the seminar 50%.

**COURSE TITLE: BASIC ACCOUNTING**

**CODE: D20EAL103**

**ECTS CREDITS: 5**

**TYPE OF COURSE: Compulsory**

**COURSE OBJECTIVE(S):** Allowing to students overall the accumulation of basic knowledge of accounting and training skills necessary to use them into practice. Acquiring the skills regarding: knowing and understanding the specific procedures of accounting method; understanding financial accounting terminology; forming a logical way of thinking in terms of transposition into accounting language of the main economic and financial operations that are generated by the economic activity carried out; understanding the methodology and specific accounting technique work.

**COURSE CONTENTS:** Course: Chapter 1. The object and the method of accounting; Chapter 2. The accounting representation of the patrimony and the financial results; Chapter 3. Supporting documents, accounting registries and annual financial situations; Chapter 4. The account and the double booking; Chapter 5. The booking of the main economical operations; Chapter 6. Trial balance sheet. Seminar: 1. The object and the method of accounting; 2. The accounting representation of the patrimony and the financial results; 3. Supporting documents, accounting registries and annual financial situations; 4. The account and the double booking; 5. The booking of the main economical operations; 6. Trial balance sheet.

**LANGUAGE OF INSTRUCTION:** Romanian/English  
**ASSESSMENT METHOD(S):** Written exam 70%. Tests, debate in the case studies presented at seminars 30%.

**COURSE TITLE: APPLIED MATHEMATICS IN ECONOMICS**

**CODE: D20EAL104**

**ECTS CREDITS: 5**

**TYPE OF COURSE: Compulsory**

**COURSE OBJECTIVE(S):** Will acquire skills in calculating interest and indicators meet the credit problems, interpretation of information obtained from mathematical calculations (financial tables) in order to take optimal financial investment decisions,

developing skills on teamwork. Identification skills training and information processing in order to form the mathematical model. Knowledge of optimization mathematical methods in economic and financial decision making and determination of the optimal solution to practical problems. Development of rational thinking in decision making necessary an economist.

**COURSE CONTENTS:** Course: Chapter 1. Financial operations. Examples; Chapter 2. Simple interest; Chapter 3. Compound interest; Chapter 4. Regular payments (annuities); Chapter 5. Regular payments (monthly); Chapter 6. Loans; Chapter 7. Random financial operations; Chapter 8. Personal insurance; Chapter 9. Life insurance. Seminar: 1. Financial operations. Examples; 2. Simple interest; 3. Compound interest; 4. Regular payments (annuities); 5. Regular payments (monthly); 6. Loans; 7. Random financial operations; 8. Personal insurance; 9. Life insurance.

**LANGUAGE OF INSTRUCTION:** Romanian/English  
**ASSESSMENT METHOD(S):** Written exam with multiple choice tests and applications 50%. Homework, individual talks 50%.

#### **COURSE TITLE: BASIC IT**

**CODE:** D20EAL105

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Students will learn basic concepts: data organization and structure, organization and operation of computers, operating systems, computer networks and the Internet. Assimilation basic concepts information technologies for business. Skills training and practical skills necessary to operate Information Technology resources. Deepening knowledge of Microsoft Word processor and making professional presentations using Microsoft PowerPoint. Creating prerequisites for obtaining the ECDL certificate.

**COURSE CONTENTS:** Course: Chapter 1. Introduction to Information Technology; Chapter 2. Computer Hardware: The System Unit; Chapter 3. Computer Hardware: Input, Output and Storage; Chapter 4. Computer Software; Chapter 5. Computer Networks; Chapter 6. The Internet. Seminar: 1. Getting Started with Windows Operating System; 2. Understanding File Management; 3. Essential Computer Concepts; 4. Internet Web Browsers; 5. Creating Documents with Microsoft Word; 6. Editing Documents; 7. Formatting Text and Paragraphs; 8. Formatting Documents; 9. Creating PowerPoint Presentations; 10. Modifying a Presentation; 11. Insert Objects into a Presentation; 12. Finishing a Presentation.

**LANGUAGE OF INSTRUCTION:** Romanian/English  
**ASSESSMENT METHOD(S):** Written exam: multiple choice tests 50%. Practical evaluation 50%.

#### **COURSE TITLE: BUSINESS LAW**

**CODE:** D20EAL106

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Acquirement of basic theoretical knowledge regarding: economical activity and business law concepts; business law sources; enterprise; professional traders; trade fund; traders insolvency; elaborating and enforcement of contracts pertaining to enterprises; special business contracts pertaining to enterprises. After graduating the course students will have acquired the following skills: appropriate use of concepts, theories, paradigms and methods of the legal system, as well as of its specific techniques and instruments; enforcement of the Romanian, European and other international legal instruments; using necessary knowledge in researching data and information regarding a practical legal matter; using the law in force when analysing legal situations, their correct legal qualification and solving; performing professional tasks efficiently and responsibly; applying efficient teamwork techniques; efficient use of communicational resources and tutored professional training.

**COURSE CONTENTS:** Course: Chapter 1. The professional traders; Chapter 2. The forms of economical activities developed by the natural persons; Chapter 3. Types of commercial companies; Chapter 4. Formalities required for setting up commercial companies; Chapter 5. The operation of commercial companies; Chapter 6. The amendment of the commercial companies; Chapter 7. The commercial companies' dissolution; Chapter 8. The liquidation of commercial companies; Chapter 9. Economic interest groups.

**LANGUAGE OF INSTRUCTION:** Romanian/English  
**ASSESSMENT METHOD(S):** Written exam (multiple-choice, classic task and short case study) 50%. Control themes 50%.

#### **COURSE TITLE: SPANISH 1**

**CODE:** D20EAL107

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** To know and apply Spanish specific terminology in order to succeed in communicating in Spanish. -To acquire and develop the vocabulary specific to the topics addressed in order to be used correctly in both written and oral interaction; - To set and review the grammatical structures addressed in order to be used correctly both in writing and in oral terms; - Oral and interactive practice to encourage the expression of ideas and opinions in order to acquire the new vocabulary specific to the themes addressed; - To develop reading and listening skills in order to understand written texts or oral presentations related to the nature of the themes studied; - Role plays including presentations, negotiations, business

meetings, telephone conversations on topics studied;  
- To acquire and develop writing skills.

**COURSE CONTENTS:** Seminar: 1. El alfabeto español. Reglas de pronunciación. Saludos.Las presentaciones.Vocabulario básico; 2. El género de los sustantivos – explicaciones y ejercicios. Los números – explicaciones y ejercicios; 3. El presente de indicativo – Verbos regulares - – explicaciones y ejercicios; 4. El presente de indicativo; 5. El tiempo – vocabulario básico; 6. En la casa – vocabulario básico; 7. Presente progresivo – explicaciones y ejercicios; 8. Ropa – vocabulario básico, Imperfecto de indicativo – explicaciones y ejercicios; 9. Pretérito perfecto simple- explicaciones y ejercicios; 10. Pretérito vs imperfecto – explicaciones y ejercicios; 11. La Navidad; 12. Ejercicios de conversación libre utilizando todo el vocabulario estudiado; 13. Ejercicios de traducción y repaso final.

**LANGUAGE OF INSTRUCTION:** Romanian/English  
**ASSESSMENT METHOD(S):** Written exam 70%. Tests, debates during the case studies presented during the seminar 30%.

#### **COURSE TITLE: PHYSICAL EDUCATION 1**

**CODE:** D20EAL108

**ECTS CREDITS:** 1

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** The maintenance of the general health mood and the growth of the organism's resistance to the action of the environmental factors. - The insurance of some superior issues right and harmonious physical development of the organism and the correction of the poor abilities; the prevention of the appearance of poor abilities which can be influenced by the specialization of the professional activity; - The improvement of the level of the general traction (skills, abilities and basic qualities) and the growth of applicative character; - The improvement of the skills, abilities, qualities and also of the specific knowledge of the sport parts.

**COURSE CONTENTS:** Seminar: 1. Course with organizational character; 2. The development of the running speed; 3. Testing: running (speed 50 m) starting from the legs; 4. Testing: long jump enthusiastically; 5. Testing the traction of the absentees; 6. Launched step (the running technique, the running along the way, the trunk position, the arms motion); 7. Testing with the entire group throwing the weight with two hands above the head.

**LANGUAGE OF INSTRUCTION:** Romanian/English  
**ASSESSMENT METHOD(S):** Periodic tests 30%. Final control test 70%.

**1<sup>ST</sup> YEAR, 2<sup>ND</sup> SEMESTER**

#### **COURSE TITLE: MACROECONOMICS**

**CODE:** D20EAL211

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** - Understanding the role of studying the mechanism of the national economy; - Define and explain key concepts and mechanisms of national markets; - Studying the main macroeconomic imbalances: unemployment, inflation, economic crisis; - Consider how the tools can be improved based on observations of economic practice; - Forecasting and optimization the level of macroeconomic variables; - Analysis of national economic participation in international economic relations.

**COURSE CONTENTS:** Course: Chapter 1. Introduction in Macroeconomics; Chapter 2. Macroeconomic agents. Economic cycle. Measuring national economic activity; Chapter 3. Money Market; Chapter 4. Capital Market; Chapter 5. Labor Market; Chapter 6. Currency Market; Chapter 7. Income, consumption and saving; Chapter 8. Balance and economic imbalances; Chapter 9. Economic growth and development; Chapter 10. Fluctuations in economic activity; Chapter 11. Employment and unemployment resources; Chapter 12. Inflation; Chapter 13. Macroeconomics and public power; Chapter 14: International Macroeconomics. Seminar: 1. Introduction in Macroeconomics; 2. Macroeconomic agents. Economic cycle. Measuring national economic activity; 3. Applications on the money market; 4. Applications on the capital market; 5. Debates on: Labor market; 6. Applications on currency market; 7. Applications on income, consumption and saving; 8. Balance and economic imbalances; 9. Economic growth and development; 10. Fluctuations in economic activity; 11. Applications regarding employment and unemployment resources; 12. Applications regarding inflation; 13. Macroeconomics and public power; 14. International Macroeconomics.

**LANGUAGE OF INSTRUCTION:** Romanian/English  
**ASSESSMENT METHOD(S):** Written exam 50%. Tests during the semester, individual talks 50%.

#### **COURSE TITLE: BUSINESS ETHICS**

**CODE:** D20EAL212

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Presentation of the main evolutions in business ethics as well as the analysis of the theories regarding business ethics; Knowledge of connections between the global economies from an ethical perspective; - Analysis of ethical practices in global corporations; - Analysing the international trade and ethical considerations

**COURSE CONTENTS:** Course: Chapter 1. The global economy from an ethical perspective; Chapter 2. Ethical principles; Chapter 3. Determinants of ethical behavior; Chapter 4. Ethical theories and cultural contexts; Chapter 5. International business ethics: strategies and responsibilities; Chapter 6. Ethical decision making;



Chapter 7. Ethics and corruption; Chapter 8. International trade and ethical considerations; Chapter 9. Globalization and ethical concern; Chapter 10. Ethics and organizations. Seminar: 1. The global economy from an ethical perspective; 2. Ethical principles; 3. Determinants of ethical behavior; 4. Ethical theories and cultural contexts; 5. International business ethics: strategies and responsibilities; 6. Ethical decision making; 7. Ethics and corruption; 8. International trade and ethical considerations; 9. Globalization and ethical concern; 10. Ethics and organizations;

**LANGUAGE OF INSTRUCTION:** Romanian/English  
**ASSESSMENT METHOD(S):** Final exam 50%. Seminar 50%.

#### **COURSE TITLE: PUBLIC FINANCE**

**CODE:** D20EAL213

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Understanding and identifying the basic concepts about the mechanisms of

formation and allocation of public funds. Ability to use concepts concerning the public finance (public funds, public spending, public loans, budgetary system, deficit funding). Modern methods of budgeting. Levying taxes. Structuring public spending.

**COURSE CONTENTS:** Course: Chapter 1. Finances-Introduction; Chapter 2. Budget system; Chapter 3. Public expenditure; Chapter 4. Financial public funds; Chapter 5. General terms of taxes; Chapter 6. Tax system. Seminar: 1. Finances-Introduction; 2. Budget system; 3. Public expenditure; 4. Financial public funds; 5. General terms of taxes; 6. Tax system.

**LANGUAGE OF INSTRUCTION:** Romanian/English  
**ASSESSMENT METHOD(S):** Written exam: multiple choice tests and applications to solve 60%. Homework, individual talks 40%.

#### **COURSE TITLE: FINANCIAL ACCOUNTING**

**CODE:** D20EAL214

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Understanding, identifying and solving basic accounting for the economic entities registered at the main operations of inputs and outputs to and from heritage. Knowing the theoretical foundations on the concepts and principles of accounting, property valuation, definition, structure and Recognition of economic operations that occur between the main economic elements. Acquiring skills operating the accounting, analysis and accounting of the various economic and financial operations.

**COURSE CONTENTS:** Course: Chapter 1. Financial accounting - object, principles and rules; Chapter 2. Accounting of capital; Chapter 3. Accounting of fixed

assets; Chapter 4. Accounting for stocks and production in progress; Chapter 5. Accounting of treasury. Seminar: 1. Financial accounting - object, principles and rules; 2. Accounting of capital; 3. Accounting of fixed assets; 4. Accounting for stocks and production in progress; 5. Accounting of treasury.

**LANGUAGE OF INSTRUCTION:** Romanian/English  
**ASSESSMENT METHOD(S):** Assessment during the semester (homework, individual talks) 30%. Evaluation at the end of semester (written exam: multiple choice tests and applications to solve) 70%.

#### **COURSE TITLE: STATISTICS**

**CODE:** D20EAL215

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Presenting theoretical foundations of Statistics highlighting its links with mathematics (statistical inference, estimation theory). Learning of basic theoretical concepts used in Statistics. Learning specific methodology for collecting, processing, statistical analysis and interpretation of data. Forming of practical skills regarding: collecting of statistical data, statistical processing of data, data interpretation, realizing of statistical studies.

**COURSE CONTENTS:** Course: Chapter 1. Observation, systematization and presentation of statistical data; Chapter 2. Numerical indicators of the distribution series; Chapter 3. Time series analysis; Chapter 4. Introduction to statistical inference; Chapter 5. Statistical sampling; Chapter 6. Stochastic dependence: regression and correlation. Seminar: 1. Applications regarding collection, grouping and presenting of statistical data; 2. Applications regarding numerical indicators of distribution series; 3. Applications regarding the analysis of time series; 4. Applications regarding the statistical inference; 5. Applications concerning the use of statistical sampling for solving problems; 6. Applications regarding the correlation and regression.

**LANGUAGE OF INSTRUCTION:** Romanian/English  
**ASSESSMENT METHOD(S):** Written exam: multiple choice tests 70%. Individual discussions, participation in solving the applications 30%.

#### **COURSE TITLE: BUSINESS INFORMATICS**

**CODE:** D20EAL216

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** To provide students with knowledge and understanding of computer aided information processing as a fundamental resource in decision-making; to form student skills for use of Excel and VBA capabilities to assist their current financial and banking activities; to use Excel capabilities to obtain data analysis and interpretation, to rapidly compute financial

parameters and indicators; to use Excel in creating scenarios and decision making; to properly use financial and accounting Excel functions for computing economic figures; to use VBA capabilities for rapidly, clearly and easily solving of current financial situations.

**COURSE CONTENTS:** Course: Chapter 1. Basics of Microsoft Excel; Chapter 2. Editing and formatting of spreadsheets; Chapter 3. Formulas and functions in Excel; Chapter 4. Charts in Excel; Chapter 5. Financial functions in Excel; Chapter 6. Logical and Lookup functions; Chapter 7. Choose comparison for optimal decision making; Chapter 8. Databases in Excel; Chapter 9. Data analysis; Chapter 10. VBA Programming; Seminar: 1. Excel workspace formatting; 2. Excel charts; 3. Financial functions in Excel; 4. Logical, arithmetic, lookup, date and time functions; 5. Databases in Excel. Validation, filtering, sorting; 6. Data analysis. Pivot tables and charts; 7. Scenarios. What-if analysis. Reports; 8. VBA in Excel.

**LANGUAGE OF INSTRUCTION:** Romanian/English  
**ASSESSMENT METHOD(S):** Written exam: multiple choice tests 50%. Practical evaluation 50%.

#### **COURSE TITLE: SPANISH 2**

**CODE:** D20EAL217

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** To know and apply Spanish specific terminology in order to succeed in communicating in Spanish. -To acquire and develop the vocabulary specific to the topics addressed in order to be used correctly in both written and oral interaction; - To set and review the grammatical structures addressed in order to be used correctly both in writing and in oral terms; - Oral and interactive practice to encourage the expression of ideas and opinions in order to acquire the new vocabulary specific to the themes addressed; - To develop reading and listening skills in order to understand written texts or oral presentations related to the nature of the themes studied; - Role plays including presentations, negotiations, business meetings, telephone conversations on topics studied; - To acquire and develop writing skills.

**COURSE CONTENTS:** Seminar: 1. Vocabulario específico de los aeropuertos. El futuro de indicativo verbos regulares e irregulares – explicaciones y ejercicios; 2. El futuro perfecto – explicaciones y ejercicios; 3. El condicional simple– explicaciones y ejercicios; 4. El condicional perfecto– explicaciones y ejercicios. El condicional progresivo – explicaciones y ejercicios; 5. La correspondencia de los tiempos en el indicativo – explicaciones y ejercicios; 6. El subjuntivo presente verbos regulares e irregulares – explicaciones y ejercicios. Diferencias entre el subjuntivo y el indicative; 7. El imperfecto del subjuntivo – explicaciones y ejercicios. El pluscuamperfecto del subjuntivo – explicaciones y

ejercicios; 8. La correspondencia de los tiempos en subjuntivo – explicaciones y ejercicios; 9. Las reglas de si condicional; 10. El imperativo – explicaciones y ejercicios; 11. Los adjetivos y los adverbios – explicaciones y ejercicios; 12. Ejercicios de conversación libre utilizando todo el vocabulario estudiado; 13. Ejercicios de traducción y repaso final.

**LANGUAGE OF INSTRUCTION:** Romanian/English  
**ASSESSMENT METHOD(S):** Written exam 70%. Tests, debates during the case studies presented during the seminar 30%.

#### **COURSE TITLE: PHYSICAL EDUCATION 2**

**CODE:** D20EAL218

**ECTS CREDITS:** 1

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** The maintenance of the general health mood and the growth of the organism's resistance to the action of the environmental factors. - The insurance of some superior issues right and harmonious physical development of the organism and the correction of the poor abilities; the prevention of the appearance of poor abilities which can be influenced by the specialization of the professional activity; - The improvement of the level of the general traction (skills, abilities and basic qualities) and the growth of applicative character; - The improvement of the skills, abilities, qualities and also of the specific knowledge of the sport parts.

**COURSE CONTENTS:** Seminar: 1. Running by changing the tempo after 50 m and then after 100-150 m (3/4; 2/4; 4/4; 2/4); 2. Following an applicative route with climbing, jumps and weight transportation; 3. The initial test by using the room tests; 4. Dribbling, moves- the repetition of the elements by using different methods (basketball); 5. Attack hit- learning the long jump, the balls, the jumps, the landing off; 6. Throwing the ball in the basket from drilling – learning; 7. The final situation of this specialization.

**LANGUAGE OF INSTRUCTION:** Romanian/English  
**ASSESSMENT METHOD(S):** Periodic tests 30%. Final control test 70%.

#### **2<sup>ND</sup> YEAR 1<sup>ST</sup> SEMESTER**

#### **COURSE TITLE: EUROPEAN ECONOMICS**

**CODE:** D20EAL320

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Explanation of EU activities, policies, institutions etc; Use of appropriate criteria and methods for assessing studies/analyzes of EU policies and institutions; Elaboration of action/initiative projects within the EU; Evaluating actions/initiatives undertaken within the EU.

**COURSE CONTENTS:** Course: Chapter 1. The European economy - the study of economic

indicators; Chapter 2. Integration processes in Europe. The single market; Chapter 3. Agriculture and Rural Development in the European Union; Chapter 4. The single currency and the monetary policy in the European Union; Chapter 5. Competition policy in European Union; Chapter 6. Harmonization of government policies of the Member States of the European Union in industry, energy, transport and trade; Chapter 7. Scientific research, education and training in the EU's vision; Chapter 8. EU budget policy; Chapter 9. The economy of EU regional policy; Chapter 10. The economics of the EU environment policy; Chapter 11. Economic development, unemployment and social policies in the EU; Chapter 12. Common foreign security policy and defense policy. Seminar: 1. The European economy - the study of economic indicators Integration processes in Europe. The single market; 2. Agriculture and Rural Development in the European Union; 3. The single currency and the monetary policy in the European Union Competition policy in European Union; 4. Harmonization of government policies of the Member States of the European Union in industry, energy, transport and trade Scientific research, education and training in the EU's vision; 5. EU budget policy The economy of EU regional policy; 6. The economics of the EU environment policy ; 7. Economic development, unemployment and social policies in the EU. Common foreign security policy and defense policy.

**LANGUAGE OF INSTRUCTION:** Romanian/English  
**ASSESSMENT METHOD(S):** Written exam: multiple choice tests + questions 50%. Homeworks, individual discussions 50%.

#### **COURSE TITLE: MARKETING**

**CODE:** D20EAL321

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Development of analytic and synthetic thinking, moving from fragmented approach to systemic and complex thinking. Understanding the marketing concept; Analysing the marketing environment; Understanding the stages of a marketing research; Describing the notions of market segmentation, targeting and positioning; Identifying the main elements of the product; Analysing the price strategies; Describing the distribution policy; Understanding the promotional strategies;

**COURSE CONTENTS:** Course: Chapter 1. Defining marketing and the marketing process; Chapter 2. The marketing environment; Chapter 3. The marketing research; Chapter 4. Segmentation, targeting and positioning; Chapter 5. Product policy; Chapter 6. Price policy; Chapter 7. Distribution policy; Chapter 8. Communication policy. Seminar: 1. Study case- McDonalds, Starbucks; 2. Market share, Relative market share; 3. Questionnaire

design; 4. Statistics sampling method, Method of quotas; 5. Fishbein –Rosenberg method, Likert scale; 6. Boston Consulting Group method; 7. Psychological price.

**LANGUAGE OF INSTRUCTION:** Romanian/English  
**ASSESSMENT METHOD(S):** Written exam: multiple choice tests to be solved and open questions to be answered 50%. Case studies to be solved, test to be solved, questionnaire to be elaborated 50%.

#### **COURSE TITLE: BUSINESS ACCOUNTING**

**CODE:** D20EAL322

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** To allow the students to accumulate the knowledge specific to Business Accounting, as well as forming the necessary skills to transpose this knowledge in practical activities. Achieving skills regarding: organising and conducting accounting; elaboration, verification and control of supporting documents specific to the studies operations; executing calculations and analysis regarding third party relationships, entity incomes and expenses; presenting the information from the synthesis accounting documents, as well as their valorification in the process of economic decision making.

**COURSE CONTENTS:** Course: Chapter 1. Receivables and liabilities accounting; Chapter 2. Expenses accounting; Chapter 3. Incomes accounting; Chapter 4. Accounting operations of closing the financial year. Seminar: 1. General structure and evaluation of bonds and debts. Accounting of the settlements with the suppliers; 2. Accounting of the settlements with the clients; 3. Accounting of the settlements with the personnel; 4. Accounting of the settlements with the state budget and other public bodies; 5. Accounting of the settlements within the group and with the associates; 6. Defining and structure of expenses; General organisation of expenses accounting; 7. Case studies: Financial expenses accounting; Extraordinary expenses accounting; 8. Defining and scope of incomes; General organisation of incomes accounting; 9. Financial incomes accounting; 10. Preliminary delimitations and verifications regarding the annual financial reports; 11. Annual financial reports structure; 12. Administrators' report; Auditing or verification of annual financial reports.

**LANGUAGE OF INSTRUCTION:** Romanian/English  
**ASSESSMENT METHOD(S):** Written exam 70%. Tests, debates during the case studies presented during the seminar 30%.

#### **COURSE TITLE: ENTERPRISE FINANCIAL INVENTORY**

**CODE:** D20EAL323

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** The students have to assimilate theoretical knowledge on investment and financing decisions, on the enterprise capital; the management of fixed assets and of current assets, final financial results. - Knowing basic concepts of corporate finance; - Providing an overview regarding the financial decisions; - Solving the case studies in order to understand the financial mechanism.

**COURSE CONTENTS:** Course: Chapter 1. The area of enterprise finance; Chapter 2. Enterprise capital; Chapter 3. The investment on fixed assets; Chapter 4. The depreciation of fixed assets; Chapter 5. Management stocks of current assets; Chapter 6. Management of enterprise results. Seminar: 1. Rules and structure of financial management; 2. The structure of enterprise capital; 3. Increase of enterprise capital; 4. The debt of the enterprise; 5. Investment decision; 6. Investment financing; 7. Depreciation systems; 8. Management stocks of current assets; 9. Efficiency of using current assets; 10. Determination of profit; 11. Resume.

**LANGUAGE OF INSTRUCTION:** Romanian/English

**ASSESSMENT METHOD(S):** Written exam 50%. Case studies, essays, debates 50%.

#### **COURSE TITLE: ECONOMETRICS**

**CODE:** D20EAL324

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Presenting theoretical foundations of econometrics and statistics highlighting its links with mathematics (statistical inference, estimation theory). - Presentation of econometric methods and the main types of econometric models; - Developing applications concerning the parametric estimation of the econometric models associated microeconomic, macroeconomic and financial markets processes.

**COURSE CONTENTS:** Course: Chapter 1. Introduction to Econometrics; Chapter 2. Simple linear regression model; Chapter 3. Multiple linear regression model; Chapter 4. Time series modeling and prediction; Chapter 5. The simultaneous equations models; Seminar: 1. Applications regarding the statistical inference methods and hypothesis testing; 2. Applications regarding the parametric estimation of simple linear regression the model; 3. Applications regarding the parametric estimation of multiple linear regression the model; 4. Applications regarding the modeling and predicting of time series; 5. Applications concerning the identification of the simultaneous equations models; 6. Applications regarding the parametric estimation of the models with simultaneous equations.

**LANGUAGE OF INSTRUCTION:** Romanian/English

**ASSESSMENT METHOD(S):** Written exam: multiple choice tests 70%. Individual discussions, participation in solving the applications 30%.

#### **COURSE TITLE: BUSINESS INFORMATION SYSTEMS**

**CODE:** D20EAL325

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Students will learn about economic information systems, business IT infrastructure and business applications software. Assimilation basic concepts information technologies for business. Skills training and practical skills necessary to operate Information Technology resources. Deepening knowledge of Microsoft Access, designing, creating and implementing databases data structures.

**COURSE CONTENTS:** Course: Chapter 1. Business Processes and Business Process Management; Chapter 2. Information Systems: Concepts and Definitions; Chapter 3. Type of Information Systems; Chapter 4. The Components of Information Systems; Chapter 5. Business Computer Hardware; Chapter 6. Business Computer Software; Chapter 7. Network, Telecommunications, Internet and Wireless technology; Chapter 8. Databases and Data Warehouses; Chapter 9. Securing Information Systems; Chapter 10. e-Business and e-Commerce Systems; Chapter 11. Enterprise Business Systems; Chapter 12. Developing Business/IT Solutions. Seminar: 1. Getting Started with Access 2010; 2. Building and Using Queries; 3. Using Forms; 4. Using Reports.

**LANGUAGE OF INSTRUCTION:** Romanian/English

**ASSESSMENT METHOD(S):** Written exam: multiple choice tests 50%. Practical evaluation 50%.

#### **COURSE TITLE: SPANISH 3**

**CODE:** D20EAL326

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Motivate in students an intrinsic interest in linguistic thinking. Instill the belief that Spanish is important for scientific research. Provide a foundation and motivation for exposure to linguistic ideas, subsequent to the course. Students will be equipped with the means to solve Spanish grammar conundrums. They will acquire Spanish lexis skills through scaffolding techniques. Students will remember and recall factual information. They will demonstrate understanding of ideas and concepts. Students will apply comprehension to unfamiliar situations. They will break down concepts into parts. Students will transform and combine ideas to create something new. They will think critically about and defend a position.

**COURSE CONTENTS:** Seminar: 1. Es el español más fácil por ser una lengua fonética? Las reglas de pronunciación del español. Introducción a las clases de español; 2. Clases de palabras. El sustantivo. Clases de sustantivos. El género en el sustantivo. El número del sustantivo. Gente. Vida cotidiana; 3. El adjetivo. Grado positivo y grado comparativo. El grado superlativo. Adjetivos con ser y estar. Lugares.

Aventura en Roma; 4. Los determinativos. El determinativo artículo. Los determinativos posesivos. El tiempo pasa. La educación antes y ahora; 5. Los determinativos indefinidos. Los determinativos numerales. Determinativos demostrativos

Nuestro mundo. Ecológicamente correcto; 6. Ejercicios gramaticales y lexicales. Primer repaso; 7. Los pronombres. Los pronombres personales. Posición de los pronombres personales. Valores gramaticales de se. Los pronombres relativos. Trabajo y profesiones. Un buen trabajo; 8. El verbo. Formas no personales. El aspecto y el tiempo verbales. El presente y el pretérito imperfecto. Tiempo de ocio. Música, arte y literatura; 9. Otros pretéritos de indicativo. Irregularidades verbales (I). Tiempo de vacaciones. De viaje; 10. Irregularidades verbales (II). Los futuros y los condicionales. Fiestas y tradiciones; 11. Lista de verbos irregulares. El modo imperativo. Leer más. Pegado a la pantalla; 12. Tablas de conjugación. El adverbio. Locuciones adverbiales. Habla correctamente cuatro idiomas; 13. Ejercicios gramaticales y lexicales; 14. Segundo repaso.

**LANGUAGE OF INSTRUCTION:** Romanian/English  
**ASSESSMENT METHOD(S):** Written exam 50%. Class attendance and active participation, homework assignments 50%.

### COURSE TITLE: PHYSICAL EDUCATION 3

**CODE:** D20EAL327

**ECTS CREDITS:** 1\*

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** The maintenance of the general health mood and the growth of the organism's resistance to the action of the environmental factors. - The insurance of some superior issues right and harmonious physical development of the organism and the correction of the poor abilities; the prevention of the appearance of poor abilities which can be influenced by the specialization of the professional activity; - The improvement of the level of the general traction (skills, abilities and basic qualities) and the growth of applicative character; - The improvement of the skills, abilities, qualities and also of the specific knowledge of the sport parts.

**COURSE CONTENTS:** Seminar: 1. Athletics: school elements of running, jumping and running; 2. Long Jump Technique; 3. Application paths combined with treadmills, jump, balance, escalation, etc.; 4. Sports games: volleyball, badminton; 5. Bilateral games under similar contest conditions.

**LANGUAGE OF INSTRUCTION:** Romanian/English  
**ASSESSMENT METHOD(S):** Final exam: 100%

## 2<sup>ND</sup> YEAR 2<sup>ND</sup> SEMESTER

### COURSE TITLE: REGIONAL DEVELOPMENT AND EUROPEAN FUNDING

**CODE:** D20EAL430

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Understanding the mechanism of EU funding. - Instruments for accessing European funds in Romania; - The use and application documents drafting, implementation, reporting on projects financed from European funds; - Knowledge of European funding programs available to Romania.

**COURSE CONTENTS:** Course: Chapter 1. European Regional Development Policy; Chapter 2. EU regions and regional development; Chapter 3. Regional development in Romania; Chapter 4. EU funding - principles, legal basis; Chapter 5. Financing tools for Romania; Chapter 6. Development of EU regional funding for Romania; Chapter 7. EU funding for human resource development in Romania; Chapter 8. EU funding in Romania to increase competitiveness; Chapter 9. EU support to Romania for rural development

and agriculture; Chapter 10. EU funding for public administration in Romania; Chapter 11. Other European funds available for Romania. Seminar: 1. European Regional Development Policy; 2. EU regions and regional development; 3. Regional development in Romania; 4. EU funding - principles, legal basis; 5. Financing tools for Romania; 6. Development of EU regional funding for Romania; 7. EU funding for human resource development in Romania; 8. EU funding in Romania to increase competitiveness; 9. EU support to Romania for rural development and agriculture; 10. EU funding for public administration in Romania; 11. Other European funds available for Romania.

**LANGUAGE OF INSTRUCTION:** Romanian/English  
**ASSESSMENT METHOD(S):** Written exam 50%. Control themes, homework, discussions, projects 50%.

### COURSE TITLE: INTERNATIONAL ECONOMICS

**CODE:** D20EAL431

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** The main objectives of the course is to develop to our students an economic thinking at high level, knowledge structure and mechanisms of international economics, learning some basic concepts and tools of trade policy, financial and monetary policies and other aspects of international economic relations.

**COURSE CONTENTS:** Course: Chapter 1. Introduction in International Economics; Chapter 2. Classical theories of international trade; Chapter 3. Modern theories of international trade; Chapter 4. Trade policy; Chapter 5. Preferential trading



arrangements; Chapter 6. International capital market; Chapter 7. Foreign investments and transnational companies; Chapter 8. Balance of payments; Chapter 9. Developed countries and industrial policy; Chapter 10. Transition countries and economic reform; Chapter 11. Sustainable development. Seminar: 1. Organizational seminar; 2. Why is international economics different?; 3. Trade theories. Who gains and who losses from free trade. (Debate and Study case); 4. Effects on a tariff. Commercial war between America and Europe. (Study case); 5. Trade blocs- the way to globalization; 6. Offshore financial centres - definition and effects on international trade; 7. Learning from developed countries experience; 8. A chance for humanity – sustainable development.

**LANGUAGE OF INSTRUCTION:** Romanian/English  
**ASSESSMENT METHOD(S):** Final exam 70%. Seminar 30%.

<b>COURSE TITLE: INTERNATIONAL ECONOMIC ORGANIZATIONS</b>
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**CODE:** D20EAL432

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** The course International Economic Organizations is intended to deepen knowledge in economic categories reflecting the historical reality of the evolution of global problems of human society internationally and interrelations commercial, financial, technological cooperation that steadiness and develops between Member world between the economies of the world and international organizations (global and regional) in the mechanisms and institutional structures of the international operation.

**COURSE CONTENTS:** Course: Chapter 1. Introduction: International Economic Organizations; Chapter 2. Global cooperation - United Nations System; Chapter 3. The multilateral trading system and foreign direct investments - World Trade Organization and UNCTAD; Chapter 4. Monetary cooperation and financial assistance - International Monetary Fund; Chapter 5. Financial assistance for Development - World Bank; Chapter 6. Global governance and international organizations. Seminar: 1. Typology of international economic organizations; 2. Organizations with universal vocation; 3. International regional and sub regional economic organizations; 4. Organizations and international financial groups, regional and sub regional.

**LANGUAGE OF INSTRUCTION:** Romanian/English  
**ASSESSMENT METHOD(S):** Final exam 50%. Seminar 50%.

<b>COURSE TITLE: COMMERCIAL POLICY</b>
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**CODE:** D20EAL433

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Despite the power of the free-trade argument, however, free-trade policies meet major resistance among those companies and workers who face losses in income and jobs because of import competition. Policy makers are torn between the appeal of greater global efficiency made possible by free trade and the needs of the voting public whose main desire is to preserve short-run interests such as employment and income. This course considers barriers to free trade. In particular, it focuses on the role that tariffs play in the global trading system.

**COURSE CONTENTS:** Course: Chapter 1. Introduction to international trade theories; Chapter 2. Tariffs; Chapter 3. Nontariff trade barriers; Chapter 4. Trade regulations and industrial policies; Chapter 5. Trade policies for the developing nations; Chapter 6. Regional trade arrangements. Seminar: 1. Organizational seminar; 2. Advantages and disadvantages of each type of tariff; 3. Distinguish between consumer surplus and producer surplus. How do these concepts relate to a country's economic welfare?; 4. Trade and welfare effects; 5. Domestic subsidy and export subsidy; 6. Multilateral trade negotiations; 7. Export promotion and financing; 8. Limited market access; 9. Import substitution versus export-led growth; 10. Trade creation versus trade diversion; 11. Transition economies.

**LANGUAGE OF INSTRUCTION:** Romanian/English  
**ASSESSMENT METHOD(S):** Final exam 70%. Seminar 30%.

<b>COURSE TITLE: COMMERCIAL CORRESPONDENCE IN ENGLISH</b>
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**CODE:** D20EAL436

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** The purpose of this course is to introduce students to a practical application of basic language usage skills with emphasis on fundamentals of business writing and oral communication in business context. The objective of this course is to help students develop the skills needed to communicate successfully on the job with emphasis on reading strategies, analytical thinking, discussion and oral presentation; Adequate knowledge and use of specific terminology, as well as grammatical structures used within specific economic business language; Gaining language skills involved in the interpretation and translation of economic text; Acquiring skills in documentation/correspondence in English areas, in the study/work domain.

**COURSE CONTENTS:** Course: Chapter 1. Orientation and course discussion; Chapter 2. Activities; Chapter 3. Data; Chapter 4. Etiquette; Chapter 5. Language check; Vocabulary check; Career skills; Chapter 6. Image; Chapter 7. Success; Chapter 8. Future; Chapter 9. Language check;

Vocabulary check; Career skills; Chapter 10. Location; Chapter 11. Job-seeking; Chapter 12. Language check; Vocabulary check; Career skills; Chapter 13. Selling. Seminar: 1. Communicating at work: Electronic Messages and Memos; 2. Communicating at work: Positive and Negative message; 3. Professionalism at work: Business Etiquette, Ethics, Teamwork and Meetings; 4. Language check; Vocabulary check; Career skills; 5. Communicating at work: Persuasive messages; 6. Reporting workplace: Informal Reports; 7. Reporting workplace: Proposals and Formal Reports; 8. Language check; Vocabulary check; Career skills; 9. Professionalism at work: Meetings and Business Presentations; 10. Employment communication: Job Search, Resumes and Cover Letters; 11. Language check; Vocabulary check; Career skills; 12. Employment communication: Interviewing and Following Up.

**LANGUAGE OF INSTRUCTION:** Romanian/English  
**ASSESSMENT METHOD(S):** Written exam 50%. Tests, debates during the case studies presented during the seminar 50%.

**COURSE TITLE: PRACTICE**

**CODE:** D20EAL439

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Deepening practical knowledge gained from specialized disciplines by students in second year at EIB study program in order to fast integrate into the labor market.

**COURSE CONTENTS:** Knowledge of general economic; Specialized economic knowledge.

**LANGUAGE OF INSTRUCTION:** Romanian/English

**ASSESSMENT METHOD(S):** Ongoing assessment 50%. The final evaluation 50%.

**3<sup>RD</sup> YEAR 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: INTERNATIONAL MARKETS CONJUNCTURE**

**CODE:** D20EAL542

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** Understanding the correlations between the economic and political evolution of the world countries; the economic and political events produced in a country or in a certain area of a country. To achieve the knowledge of the way the Romanian economy is influenced by the situation in the world economy. To familiarize with the method of market research using secondary sources of information, easily accessible.

**COURSE CONTENTS:** Course: Chapter 1. The importance of the foreign markets research. Characteristics and types of foreign markets; Chapter 2. The concept of economic conjuncture; Chapter 3. The segmentation of international

markets; Chapter 4. Environmental assessment to international markets; Chapter 5. Recent evolutions of the international economic conjuncture; Chapter 6. Economic conjuncture of the European Union; Chapter 7. US economic conjuncture; Chapter 8. Japan economic conjuncture; Chapter 9. China economic conjuncture; Chapter 10. Germany economic conjuncture. Seminar: 1. Characteristics and types of external markets; 2. International conjuncture study – features; 3. General characteristics of the international environment of the company; 4. Presentation of case studies prepared by students for EU countries: France, UK, Italy, Spain, Sweden; 5. Presentation of case studies prepared by students for new members in 2004: Slovakia, Poland, Estonia; 6. Presentation of case studies prepared by students for EU countries: Romania and/or Bulgaria; 7. Presentation of case studies prepared by students for developed countries: Canada, Australia; 8. Presentation of case studies prepared by students for countries in South America; 9. Presentation of case studies prepared by students for countries in the Middle East; 10. Presentation of case studies prepared by students for Asian countries.

**LANGUAGE OF INSTRUCTION:** Romanian/English  
**ASSESSMENT METHOD(S):** 50% Final exam. 50% Homework, individual talks.

**COURSE TITLE: ECONOMIC GLOBALIZATION**

**CODE:** D20EAL543

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** Understanding the correlations between the economic and political evolution of the world countries; the economic and political events produced in a country or in a certain area of a country. To achieve the knowledge of the way the Romanian economy is influenced by the situation in the world economy. To familiarize with the method of market research using secondary sources of information, easily accessible.

**COURSE CONTENTS:** Course: Chapter 1. Economic Globalization: An Irreversible and Non-border Phenomenon; Chapter 2. Theories of the Globalization; Chapter 3. Globalization of the Production; Chapter 4. Globalization of Trade; Chapter 5. Financial Globalization; Chapter 6. Globalization of Services; Chapter 7. Globalization of the Labor Market; Chapter 8. Transnational Corporations - Vectors of Financial Globalization; Chapter 9. The World Economies in the Context of Globalization; Chapter 10. The Effects of Globalization and Global Financial Vulnerability; Chapter 11. The Global Financial Crisis in 2008; Chapter 12: The Management of Globalization - The Role of the International Organizations. State Nation and Globalization; Chapter 13: The Reform of the International Financial System and The New Global Economic Order; Chapter 14: Romania Under The

Impact Of Global Financial Crisis In 2008. Seminar: 1. Explaining globalization as a defining process of the contemporary world economy system; 2. Analysis of the globalization factors; 3. Commercial globalization and capital markets; 4. International migration - a major dimension of globalization; 5. Triggers of global financial crises. Case of the current crisis; 6. Impact of globalization on inequalities, unemployment and poverty; 7. Globalization Management - The role of international organizations. State nation and globalization.

**LANGUAGE OF INSTRUCTION:** Romanian/English  
**ASSESSMENT METHOD(S):** 50% Final exam. 50% Homework, individual talks.

**COURSE TITLE: RISK MANAGEMENT IN INTERNATIONAL BUSINESS**

**CODE:** D20EAL544

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** The course examines alternative strategies and techniques that can be employed to assess and manage the risks associated with international business transactions. The objective of the course is to develop students' ability to identify and manage the risks that are inherent in international business transactions. The course helps to reinforce students' capacities of strategic analysis and application in an international context.

**COURSE CONTENTS:** Course: Chapter 1. The characteristics of international business risk; Chapter 2. Assessing political, economic and financial risk; Chapter 3. Managing political, economic and financial risk; Chapter 4. Exchange rates and currency risk; Chapter 5. Managing exposure to currency and interest rates risks. Seminar: 1. The characteristics of international business risk; 2. Assessing political, economic and financial risk; 3. Managing political, economic and financial risk; 4. Exchange rates and currency risk; 5. Managing exposure to currency and interest rates risks.

**LANGUAGE OF INSTRUCTION:** Romanian/English  
**ASSESSMENT METHOD(S):** 50% Final exam. 50% Homework, individual talks.

**COURSE TITLE: INTERNATIONAL STOCK MARKETS**

**CODE:** D20EAL545

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** The course on "International Stock Exchanges" is for students studying economics, providing them new insights on the capital market and the world of the stock exchange. The goals of this course are, on one hand, students' familiarization with the way commodity exchanges and stock exchanges work, starting from the role of these institutions in the contemporary market economy, and on the other hand, the presentation of the mechanisms of stock

transactions, futures contracts, option contracts et cetera, within the context of international trends in this field.

**COURSE CONTENTS:** Course: Chapter 1. The Stock Exchange and the Stock Market; Chapter 2. Organization and functioning of stock exchanges; Chapter 3. The stock exchange system; Chapter 4. The stock exchange transactions; Chapter 5. The futures contracts transactions; Chapter 6. The options transactions; Chapter 7. The main stock exchanges, associations and international markets; Chapter 8. The Bucharest Stock Exchange. Seminar: 1. The stock exchange and the stock market; 2. Organization and functioning of stock exchanges; 3. The organization of the stock exchange system; 4. The technique of the stock exchange transactions; 5. The mechanism of the options transactions; 6. Case studies of the main stock markets in the world; 7. The Bucharest Stock Exchange.

**LANGUAGE OF INSTRUCTION:** Romanian/English  
**ASSESSMENT METHOD(S):** 70% Final exam. 30% Homework, individual talks.

**COURSE TITLE: INTERNATIONAL COMMERCIAL NEGOTIATIONS**

**CODE:** D20EAL546

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** - Analysing of negotiation process generally from the theoretical and practical point of view, but especially from the international trade activity perspective; - Analysing, on typologies, the international commercial negotiations according to all classification criteria; - Knowledge of the instruments used in business negotiations; - Importance of communication process in business negotiations; Creating some negotiation and communication practical abilities generally for business men and especially for external trade specialists; Knowledge of features of negotiators and of educating and improving possibilities of their skills; Evaluation of the impact of national identity specific over features of approaching commercial negotiations in intercultural context.

**COURSE CONTENTS:** Course: Chapter 1. Basic aspects regarding negotiation; Chapter 2. Complexity of international commercial negotiation; Chapter 3. Communication in international commercial negotiations; Chapter 4. Object of the international commercial negotiations; Chapter 5. Negotiation strategies, tactics and techniques; Chapter 6. Process of international commercial negotiation; Chapter 7. Negotiator psychology; Chapter 8. Negotiations specific in different countries. Seminar: 1. Introductory and conceptual aspects regarding commercial negotiations; 2. Fundamental types of negotiations; 3. Specific complexity of international trade negotiations; 4. Conceptual and typological aspects regarding communication; 5. Role of communication in

negotiation process; 6. Use of negotiation strategies, tactics and techniques; 7. Preparation, running and completion of negotiation process; 8. Specific of internet negotiation; 9. Psychological aspects regarding generally the negotiator formation and especially negotiator preparation in international affairs; 10. Role of intercultural dimensions of international commercial negotiations.

**LANGUAGE OF INSTRUCTION:** Romanian/English  
**ASSESSMENT METHOD(S):** 70% Final exam. 30% Seminar.

**COURSE TITLE: FINANCIAL AND ECONOMICS ANALYSIS**

**CODE:** D20EAL547

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Learning to perform a diagnostic analysis of a company. - Analyse of business financial position; - Providing a system of indicators used to analyse the output; - Providing a system of indicators used to analyse the expenditures; - Providing a system of indicators used to analyse the and return.

**COURSE CONTENTS:** Course: Chapter 1. Basics of Analysis; Chapter 2. Financial Position Analysis; Chapter 3. Output Analysis; Chapter 4. Expenses Analysis; Chapter 5. Profitability Analysis. Seminar: 1. Basics of Analysis; 2. Financial Position Analysis; 3. Output Analysis; 4. Expenses Analysis; 5. Profitability Analysis.

**LANGUAGE OF INSTRUCTION:** Romanian/English  
**ASSESSMENT METHOD(S):** 70% Final exam. 30% Seminar.

**COURSE TITLE: COMMUNICATION IN ENGLISH**

**CODE:** D20EAL548

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** The purpose of this course is to introduce students to a practical application of basic language usage skills with emphasis on writing and oral communication in various contexts. The objective of this course is to help students develop the skills needed to communicate successfully on different circumstances which will be met in real life.

**COURSE CONTENTS:** Course: Chapter 1. Alliances; Chapter 2. Projects; Chapter 3. Teamworking; Chapter 4. Technology; Chapter 5. Advertising; Chapter 6. Law; Chapter 7. Brands; Chapter 8. Investment; Chapter 9. Energy; Chapter 10. Going public; Chapter 11. Competition. Seminar: 1. Make a strong start; 2. Build the team; 3. Emails; 4. Ask questions; 5. Present facts and figures; 6. Entertain guests; 7. Factual reports; 8. Bid and bargain; 9. Chair a meeting; 10. Emphasise your point.

**LANGUAGE OF INSTRUCTION:** Romanian/English  
**ASSESSMENT METHOD(S):** 50% Final exam. 50% Seminar.

**3<sup>RD</sup> YEAR 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: INTERNATIONAL TRADE**

**CODE:** D20EAL654

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Presentation of the main evolutions in international trade as well as the analysis of international trade on flows and categories; Knowledge of connections between liberalisation of international trade flows and economic growth; Analysis of commercial policy instruments; Analysing the role and activities of bodies with international vocation regarding the settlement and liberalisation of international trade flows; - Analysing the external trade of Romania and analysis of common commercial policy of the EU; - Approach of some aspects related to international trade, as for example the environment.

**COURSE CONTENTS:** Course: Chapter 1. Introduction to international trade; Chapter 2. Theories regarding international trade; Chapter 3. Recent evolutions in international trade; Chapter 4. Economy of commercial policy; Chapter 5. Free trade – protectionism dilemma; Chapter 6. Institutionalisation of international trade system; Chapter 7. International trade and economic growth; Chapter 8. Foreign trade of Romania; Chapter 9. Romania in the context of Common Commercial Policy of European Union. Seminar: 1. International economy as relations system. International economic relations types; 2. International trade theories. Who wins and who loses in international trade? – applications; 3. Commercial policy instruments and their impact. Pro free trade arguments and pro protectionism arguments – applications; 4. Role of international economic organisations in international trade settlement; 5. External trade role in economic growth; 6. Electronic trade; 7. Foreign trade of Romania – main aspects; 8. Common commercial policy; 9. International trade and environment problems.

**LANGUAGE OF INSTRUCTION:** Romanian/English  
**ASSESSMENT METHOD(S):** Exam 70% Seminar 30%.

**COURSE TITLE: INTERNATIONAL TOURISM**

**CODE:** D20EAL655

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** The course on "International Tourism" is for students studying economics, providing them with new insights into the tourism industry. The subject coverage is wide-ranging: the following issues are being examined: the impact of environmental issues on tourism management, tourism demand and forecasting, the key methods of operation of companies within the industry, the functional areas of marketing, finance,

organization and staffing, research and innovation, corporate strategy.

**COURSE CONTENTS:** Course: Chapter 1. Globalization, tourism and culture; Chapter 2. Cultural practices and tourism impacts on culture; Chapter 3. Culture and cultural differences; Chapter 4. Tourist behavior; Chapter 5. Cultural influences on tourist buying behavior; Chapter 6. The meaning of marketing in travel and tourism; Chapter 7. Understanding the consumer and the marketing mix in travel and tourism; Chapter 8. Tourism accommodation and hospitality. Seminar: 1. Globalization and the tourism industry; 2. Cultural practices and tourism impacts on culture; 3. Types of culture in tourism – case studies; 4. The meaning of tourist behavior – case studies; 5. The special characteristics of travel and tourism marketing – case studies; 6. Case studies – Hotel Chains.

**LANGUAGE OF INSTRUCTION:** Romanian/English  
**ASSESSMENT METHOD(S):** Final Exam 70%. Seminar 30%.

#### **COURSE TITLE: EXTERNAL TRADE OPERATIONS TECHNIQUE**

**CODE:** D20EAL656

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** The course aims at conducting an analysis of techniques in foreign trade activity, it is useful and interesting for both students and practitioners from companies and firms engaged in international transactions. The analysis and knowledge of

international transactions diversity is of paramount practical importance, as it allows businessmen to identify the most adequate instruments and policies for the comprehension of the business environment. The objective is to enable the students for independent performing import or export transactions within the activity of a company, monitoring their collections and necessary documentation. It is, further, its purpose to inform the students about the specificities of particular kinds of jobs in foreign trade

**COURSE CONTENTS:** Course: Chapter 1. Worldwide business environment; Chapter 2. Commercial transactions within the global and European business environment; Chapter 3. Negotiating and contracting in the activity of foreign trade; Chapter 4. Export-Import Theory, Practices and Procedures; Chapter 5. Specific foreign trade business transactions; Chapter 6. Techniques for financing international trade; Chapter 7. Instruments and techniques of payment and settlement in foreign trade operations. Seminar: 1. Worldwide business environment; 2. Commercial transactions within the global and European business environment; 3. Negotiating and contracting in the activity of foreign trade; 4. Export-Import Theory, Practices and Procedures; 5. Specific foreign trade business

transactions; 6. Techniques for financing international trade; 7. Instruments and techniques of payment and settlement in foreign trade operations.  
**LANGUAGE OF INSTRUCTION:** Romanian/English  
**ASSESSMENT METHOD(S):** Final Exam 50%. Assessment during the semester 50%.

#### **COURSE TITLE: DIPLOMATIC AND PROTOCOL CUSTOMS**

**CODE:** D20EAL658

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** - Providing a view on the importance of diplomatic relations in a globalized world; Knowing the elements of diplomatic theory and practice, the rules and requirements in international relations, and the aspects regarding economical diplomacy; Knowledge of the etiquette rules in diplomatic relations; Providing skills for analysing the reference areas from the diplomatic point of view.

**COURSE CONTENTS:** Course: Chapter 1. Introduction: What Is Diplomacy and What Is Its Role?; Chapter 2. Diplomatic Relations and Missions. Types of Foreign Representation. Developing and Ending the Diplomatic Relations; Chapter 3. Economical Diplomacy. Chapter 4. Permanent Diplomatic Missions and Traditional Diplomatic Structures; Chapter 5. Etiquette and International Courtesy; Chapter 6. Diplomatic Correspondence; Chapter 7. Ceremonial Rules and Diplomatic Protocol in Romania; Chapter 8. Case Studies- Practical Aspects EU's Diplomacy and Rules. Seminar: 1. Introductory seminar. The importance and role of diplomacy; 2. New and old diplomacy; 3. Analysis of the types of foreign representation; 4. Members of the diplomatic missions. Diplomatic privileges and immunities; 5. Ceremonial rules and diplomatic protocol in Romania; 6. Practical aspects of EU's diplomacy and rules; 7. Practical aspects of diplomacy in the Middle East, in the euro-atlantic relations, in Latin America, in Asia and the Pacific.

**LANGUAGE OF INSTRUCTION:** Romanian/English  
**ASSESSMENT METHOD(S):** Final exam 70%. Seminar 30%.

#### **COURSE TITLE: INTERNATIONAL MARKETING**

**CODE:** D20EAL662

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** Understanding the specific of international marketing by reference to cultural differences between markets; knowing of the way in which the marketing mix adjusts itself at the specific of the targeted markets. - Understanding the concepts, methods, techniques and instruments of international marketing; - Understanding the way of studying international markets; - Applying methods, techniques and instruments specific to international marketing; - Understanding the reasons and



mechanisms of entering international markets; -  
Building a marketing mix for international market.

**COURSE CONTENTS:** Course: Chapter 1. The Scope and Challenge of International Marketing; Chapter 2. Cultural Dynamics in Assessing Global Markets; Chapter 3. International Economical Environment; Chapter 4. International Political and Legislative Environment; Chapter 5. International Marketing Research; Chapter 6. Product Policy in International Marketing; Chapter 7. International Positioning of Brands and Countries; Chapter 8. Price Policy in International Marketing; Chapter 9. International Marketing Channels; Chapter 10. International Marketing Communication. Seminar: 1. Understanding cultural differences; 2. Differences of states' development; 3. Test. Formulation and implementation of international strategy; 4. Product policy in international marketing (brand positioning, the effect of origin country); 5. Price policy; 6. International advertising; 7. International negotiation.

**LANGUAGE OF INSTRUCTION:** Romanian/English

**ASSESSMENT METHOD(S):** Final exam 70%.  
Seminar 30%.

**FIELD: FINANCE**  
**PROGRAMME TITLE: FINANCE AND BANKING (CRAIOVA AND CENTRE OF DROBETA-TURNU SEVERIN)**  
**BACHELOR'S DEGREE**

**1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: MICROECONOMICS**

**CODE: D21FBIFCL101**

**ECTS CREDITS: 5**

**TYPE OF COURSE:** Fundamental discipline, compulsory

**COURSE OBJECTIVE(S):** Acquire general economic knowledge that will facilitate students' understanding of the competitive microeconomic environment, specific to a viable market economy. Ensure the essentials of economic culture for future specialists in specialized economic fields (management, marketing, finance, accounting, statistics etc.). Learn about and thoroughly grasp the primary economic processes relating to the economic agent (customer choices, fundamentals of demand, supply conditions, competitive market, society essential incomes).

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: MARKETING**

**CODE: D21FBIFCL102**

**ECTS CREDITS: 4**

**TYPE OF COURSE:** Fundamental discipline, compulsory

**COURSE OBJECTIVE(S):** Students' understanding of the marketing approach from a dual perspective: as business specialists, in order to be able to implement marketing policies; as well as consumers, to discern abusive marketing practices; Understanding the concepts, methods, techniques and marketing tools with applicability in the sphere of finance; Applying the methods, techniques and tools specific to the marketing activity; Understanding the role of marketing research in financial organizations.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: FUNDAMENTALS OF ACCOUNTING**

**CODE: D21FBIFCL103**

**ECTS CREDITS: 5**

**TYPE OF COURSE:** Fundamental discipline, compulsory

**COURSE OBJECTIVE(S):** Students will acquire the essentials of accounting, will get acquainted with, and also understand how both the accounting method and financial-accounting field related terminology work; Define and explain the concepts and principles underpinning accounting theory; Substantiate a reasonable thinking about

transposing the principal economic and financial operations, generated by economic agents' activity, into specific accounting language; Grasp accounting methodology and working technique, including mechanisms for data collection and processing by taking into consideration alternative documentary sources and current activity in order to assess factors which impact benefits realization within economic entities.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: APPLIED MATHEMATICS IN ECONOMICS**

**CODE: D21FBIFCL104**

**ECTS CREDITS: 5**

**TYPE OF COURSE:** Fundamental discipline, compulsory

**COURSE OBJECTIVE(S):** Build the skills to mould particular economic problems, which involve making economic-financial decisions, into mathematical frameworks; Build data identification and processing skills to set the mathematical pattern; Become familiar with mathematical optimization methods linked to economic and financial decision-making process as well as to choosing the most effective solution to practical problems; Gain insights into a reasonable thinking pattern relevant to economics-based decisions.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: FUNDAMENTALS OF INFORMATION TECHNOLOGY**

**CODE: D21FBIFCL105**

**ECTS CREDITS: 5**

**TYPE OF COURSE:** Fundamental discipline, compulsory

**COURSE OBJECTIVE(S):** Students will acquire the essentials of organizing and structuring data, organizing and operating computers, operating systems, computer networks and the Internet; Learn the basics of business information technologies (BIT); Gain the skills and practical abilities needed to operate BIT; Become more knowledgeable about Microsoft Word processor and Microsoft PowerPoint professional presentations design; Prepare students to obtain their ECDL certificate.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: BUSINESS LAW**

**CODE: D21FBIFCL106**

**ECTS CREDITS: 4**

**TYPE OF COURSE:** Fundamental discipline, compulsory

**COURSE OBJECTIVE(S):** Acquire the essentials of: 1. the concepts of economic activity and business law; 2. sources of business law; 3. commercial enterprise; 4. professional traders; 5. trade fund; 6.

traders' insolvency; 7. devising and executing the contracts for commercial enterprise exploitation; 8. particular commercial contracts for commercial enterprise exploitation.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**1<sup>ST</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: MACROECONOMICS**

**CODE:** D21FBIFCL209

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Fundamental discipline, compulsory

**COURSE OBJECTIVE(S):** Macroeconomics' major objective is to help students, future economists, develop a reasonable thinking pattern about how economy operates as a whole given the complex process of modernizing the economic structures and European integration. Due to its macroeconomic content, this academic discipline informs about, and substantiates relevant macroeconomic indicators, necessary to assess aggregate economic activities as well as to coordinate the dynamics of emerging economic phenomena. Furthermore, this course also encompasses topics connected with market system, ensuring the balance between demand and aggregate supply, economic growth, economic activity fluctuations, macroeconomic balance and imbalance, inflation and unemployment.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: MANAGEMENT**

**CODE:** D21FBIFCL211

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Complementary discipline, compulsory

**COURSE OBJECTIVE(S):** Acquaint students with management related primary concepts and practices; Develop organizational and decision-making skills; Introduce the major theories linked to managerial thinking evolution; Become progressively familiar with management processes; Investigate the functions of management processes; Underline the key competencies of a successful manager; Acknowledge the leading management methods and techniques as well as their use; Enhance students' communication, decision-making, critical thinking, and teamwork skills.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: PUBLIC FINANCE**

**CODE:** D21FBIFCL212

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Domain discipline, compulsory

**COURSE OBJECTIVE(S):** Provision of theoretical and practical information about the concepts,

processes, methods and decisions in the field of public finances, as well as about the institutions that manage the problems specific to the field of public finances; Identifying and defining concepts, theories, methods and financial instruments in the field of public finance; Explaining and interpreting concepts, theories, methods and financial instruments in the field of public finance; Applying concepts, theories, methods and financial instruments to public and private entities.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: FINANCIAL ACCOUNTING**

**CODE:** D21FBIFCL213

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Domain discipline, compulsory

**COURSE OBJECTIVE(S):** To enable students to accumulate knowledge specific to Financial Accounting, as well as to develop the necessary skills to translate them into practical work; Acquiring skills related to: organizing and managing financial accounting; the preparation, verification and control of supporting documents specific to the operations under study; performing calculations and analyzes of capital, stocks, fixed assets, treasury values etc; capitalizing the information provided by financial accounting in the process of substantiating economic decisions.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: STATISTICS**

**CODE:** D21FBIFCL214

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Fundamental discipline, compulsory

**COURSE OBJECTIVE(S):** Explain the place and role of statistics in contemporary economy; Provide students with information on the statistics conceptual system linked to national economy, both macro- and microeconomic levels; Build and develop students' skills to collect, process, deliver, and analyse statistical data; Learn about modern statistical methods and tools, intended for the study of socioeconomic phenomena and processes.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: ECONOMIC INFORMATION SYSTEMS**

**CODE:** D21FBIFCL215

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Fundamental discipline, compulsory

**COURSE OBJECTIVE(S):** Delineate and investigate activities, carried out within software companies, thanks to the advantages of modern information technologies, and thus managing to acquaint students with specific software products; Give some

analyses of both information and informatics systems and of the specific activities entailed; Provide students with the features of high performance economic systems, electronic markets and net-economy, commerce and e-business; Present students with some theoretical concepts related to databases and data warehouses; Explain how information is processed thanks to economic field software products.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**2<sup>ND</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: EUROPEAN ECONOMICS**

**CODE:** D21FBIFCL321

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Fundamental discipline, compulsory

**COURSE OBJECTIVE(S):** Explanation of EU activities, policies, institutions etc; Use of appropriate criteria and methods for assessing studies / analyses of EU policies and institutions; Elaboration of action / initiative projects within the EU; Evaluating actions / initiatives undertaken within the EU.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: BUSINESS ETHICS**

**CODE:** D21FBIFCL322

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Fundamental discipline, compulsory

**COURSE OBJECTIVE(S):** Addressing business ethics, presenting concepts, tools and applications used in this field to understand ethics in an ever-evolving environment; To know the ethical aspects of an organization; To solve case studies on the ethical issues of an organization; To base a plan of compliance with the principles of business ethics.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: FINANCIAL ACCOUNTING II**

**CODE:** D21FBIFCL323

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Domain discipline, compulsory

**COURSE OBJECTIVE(S):** To enable students to acquire the knowledge set specific to Financial Accounting 2, as well as to train the necessary skills to translate them into practical work; Obtaining skills related to: organizing and conducting accounting; the preparation, verification and control of supporting documents specific to the operations under study; the accounting in the accounts of third-party transactions, the expenses and revenues of the entity, etc .; the presentation of the information in the summary accounting

documents, as well as their harnessing in the process of substantiating the economic decisions.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: CORPORATE FINANCE**

**CODE:** D21FBIFCL324

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Domain discipline, compulsory

**COURSE OBJECTIVE(S):** Explaining concepts, theories, methods and financial instruments related to the financial management of companies; Applying concepts, theories, methods and financial instruments in private entities to solve specific financial management problems. Students' knowledge of: investment and financing decisions; the capital of the enterprise; asset management; managing current assets; global financial results.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: ECONOMETRICS**

**CODE:** D21FBIFCL325

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Fundamental discipline, compulsory

**COURSE OBJECTIVE(S):** Cover the theoretical foundations of econometrics and highlighting the relationship between this and mathematical statistics (statistical inference, estimation theory); Introduce econometric methods and the primary types of econometric patterns; Practice the parametric estimation of econometrics patterns, entailed by microeconomic and macroeconomic processes as well as by financial markets.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: ECONOMICS INFORMATION SYSTEMS**

**CODE:** D21FBIFCL326

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Domain discipline, compulsory

**COURSE OBJECTIVE(S):** Delimiting and investigating the economic activities that take place at the company level by using modern computer technologies to familiarize students with the use of software products; Study of the architecture of advanced economic systems, electronic markets and net-economy, commerce and e-business; Providing theoretical and practical concepts on the use of databases and database management systems in the economy; Presentation of the way information is processed through software/integrated management systems used in the economic field.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: CURRENCY AND CREDIT**

**CODE:** D21FBIFCL431

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Domain discipline, compulsory  
**COURSE OBJECTIVE(S):** Acquire and explain financial-monetary and credit concepts, theories, methods and tools in order to apply this theoretical background when performing monetary and credit transactions; Ensure that students understand the basics of financial and monetary field; Bring into focus the configuration of both monetary and payment systems; Assess the major theories, schools and trends of thought in monetary area; Capitalize on financial instruments in order to substantiate the decisions intended to rationalize monetary and credit activities; Identify and describe the operations performed by financial-banking institutions; Analyse and interpret the financial-banking field phenomena and processes- related.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: FINANCIAL MANAGEMENT**

**CODE:** D21FBIFCL432

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Domain discipline, optional  
**COURSE OBJECTIVE(S):** The subject aims at students' acquiring modern methods and techniques of organizing and conducting economic and financial activities in order to maximize the value of the enterprise in the conditions of the competitive economy; The analysis and interpretation of risk measurement and management performance indicators as well as the setting of the financial strategy come to complete the objectives of the subject.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: FISCALITY**

**CODE:** D21FBIFCL434

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Fundamental discipline, compulsory

**COURSE OBJECTIVE(S):** Students' understanding of the evolution of the phenomena in the sphere of taxation recorded at the micro and macroeconomic level in the light of the factors that determine them, in order to identify the directions of action for their influence; Providing students with knowledge and information on taxes and fees; Preparing students to become good practitioners in the field of fiscality; Improving learners' applicative and formative capacity in the interpretation and understanding of the phenomena in the sphere of taxation. - by the end of the courses, each student will have known how to calculate the profit tax, the salary tax, the VAT, the local taxes and fees.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: FINANCIAL SYSTEMS AND REPORTING**

**CODE:** D21FBIFCL435

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Domain discipline, compulsory  
**COURSE OBJECTIVE(S):** It aims at the students' knowledge of drawing up, analysing and valuing the informative and practical dimensions regarding the role and the importance of the financial reports in the process of making informed economic decisions in their current activity and especially in their overall practice; Students' training on how to capitalize on the financial information provided by existing financial reporting systems - preparing annual documents and financial statements on real examples, financial analysis of information generated from these situations, using computerized programs to prepare these reports, and the determination of fair, rapid and legal practices aimed at the active use of assimilated accounting and financial knowledge.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: FINANCIAL MANAGEMENT OF PUBLIC INSTITUTIONS**

**CODE:** D21FBIFCL436

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Domain discipline, compulsory  
**COURSE OBJECTIVE(S):** Identify the specifics of public institutions and learn about the major financial flows of a public institution; Learn about the chief conceptual and practical elements regarding public institutions organization and functioning as well as the financial flows associated with them; Become acquainted with the fundamental language which facilitates students' comprehension of the mechanisms encompassing public institutions financial flows; Understand and apply public acquisition procedures; Grasp the specificity of the notion of performance relative to institutions; Be capable of drawing up the foremost regular synthesis assignments on the revenue and expenditure budget execution.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: ECONOMIC FORECASTING**

**CODE:** D21FBIFCL437

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Domain discipline, optional  
**COURSE OBJECTIVE(S):** Developing the ability to anticipate, analyse and synthesize and disclose the predictive management spheres and the need to imprint economic management on a predictive character; Assimilation of specific methods and techniques, operational, decision making,



forecasting and predictive management; Identification of the key aspects of regional development; Stimulating, shaping and developing forward thinking in a world dominated by risks, uncertainties and non-determinations; Training and development of student analysis and synthesis capacity - both quantitatively and qualitatively; Acquiring modern statistical methods and tools for anticipating the phenomena and economic processes in Romanian enterprises.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**COURSE TITLE: FINANCIAL AND ACTUARIAL MATHEMATICS**

**CODE:** D21FBIFCL438

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Domain discipline, optional

**COURSE OBJECTIVE(S):** Acquire skills in calculating interest rates and indicators linked to credit problems; Process information generated by mathematical calculations (financial tables) in order to determine the most profitable financial investment choices; Build teamwork abilities; Substantiate information identification and processing in order to set the mathematical pattern; Learn about the methods of mathematical optimization connected with economic and financial decisions. Furthermore, determine what solution works best for practical problems; Develop a rational thinking pattern for economic decision-making process.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**COURSE TITLE: QUANTITATIVE METHODS IN BUSINESS MANAGEMENT**

**CODE:** D21FBIFCL439

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Domain discipline, optional

**COURSE OBJECTIVE(S):** Developing the ability to anticipate, analyse and synthesize and disclose the predictive management spheres and the need to imprint economic management on a predictive character; Assimilation of specific methods and techniques, of an operational specific, regarding decision-making, and predictive management of the firm; Identification of the essential aspects of analysing and substantiating demand and supply on different types of market; Stimulating, shaping and developing forward thinking in a world dominated by risks, uncertainties and non-determinations; Training and development of student analysis and synthesis capacity - both quantitatively and qualitatively; Acquiring modern statistical methods and tools for anticipating the phenomena and economic processes in the Romanian enterprises.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**COURSE TITLE: STATISTICAL DATA PROCESSING SOFTWARE PACKAGES**

**CODE:** D21FBIFCL440

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Domain discipline, optional

**COURSE OBJECTIVE(S):** Use of specialized software for statistical data processing; Learn about the types of software used for data and data facilities statistical processing; Build specific skills for data statistical processing with specialized programmes.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**3<sup>RD</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: INSURANCE AND REINSURANCE**

**CODE:** D21FBIFCL545

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Domain discipline, compulsory

**COURSE OBJECTIVE(S):** Knowing and applying the insurance business mechanism in order to understand the operation of the insurance and proper implementation of it Know the basic information about the insurance activity in order to form an education in the field of insurance; Know the insurance and reinsurance techniques used by insurance companies; Apply insurance techniques on the three areas of insurance: property insurance, civil liability and personal insurance; Simulation of insurance business operations in order to understand the insurance mechanism.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: PRICES AND COMPETITION**

**CODE:** D21FBIFCL546

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Domain discipline, compulsory

**COURSE OBJECTIVE(S):** Knowing the ways of calculating prices in various fields of activity; to know the theoretical concepts regarding the type of price; to understand the ways of setting the prices in all the production and services activities; to recognize the main types of competition on which the economy is currently based; to know the methods used to calculate the prices for new products; to know the pricing systems used for the national economy as well as for the international commerce.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: ECONOMIC-FINANCIAL ANALYSIS**

**CODE:** D21FBIFCL547

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Domain discipline, compulsory

**COURSE OBJECTIVE(S):** Explaining the evolution of economic phenomena recorded at the level of the firm in terms of the factors that determine them, in

order to identify the directions of action for their influence; Providing a system of indicators used in the activity and expenditure analysis; Providing a methodology in order to analyse the company's profitability; Providing a methodology in order to analyse the efficiency of the use of inputs.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: INTERNATIONAL MONETARY ECONOMICS**

**CODE:** D21FBIFCL659

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Fundamental discipline, compulsory

**COURSE OBJECTIVE(S):** Familiarize students with the primary trends and approaches in the international monetary field; Students' knowledge-transfer concerning foreign exchange market, exchange-rate regimes, international and regional monetary systems; Familiarize students with notions and terms specific to international financial markets and assessing the impact of globalization on financial area.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: BUDGET AND PUBLIC TREASURY**

**CODE:** D21FBIFCL549

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Fundamental discipline, optional

**COURSE OBJECTIVE(S):** Implementing budgets at the level of public entities/organizations. Knowledge of the specific problems of the budgetary system in Romania, in terms of the budgetary organization and the Treasury of public finances. Students acquire theoretical notions regarding: the content and importance of the public budgets of the consolidated general budget; substantiation, financing and execution of budget expenditures and revenues; issues of state loans and public debt; the organization, operation and attributions of the State Treasury.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: LOCAL PUBLIC FINANCE**

**CODE:** D21FBIFCL550

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Domain discipline, optional

**COURSE OBJECTIVE(S):** Local public finance issues are central to economic and political discourse as one of the primary functions of government is to generate resources from its people to spend money improving the lives of its people. However, while the concept of "money from the people, for the people" is quite simple conceptually, there is little agreement on how best to raise and spend

public funds in practice. Thus, the primary course objective is to provide students with the tools, and the skills to use these tools, to understand the underlying concepts and practical tradeoffs entailed in public finance policy alternatives. To prepare the students to be informed consumers of local finance data, and thus, equip students to engage constructively in the formulation, implementation, and evaluation of local public finance policies..

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: INSURANCE AND SOCIAL PROTECTION**

**CODE:** D21FBIFCL551

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Domain discipline, compulsory

**COURSE OBJECTIVE(S):** The study of social protection and insurance and providing knowledge on institutions in the field of social protection and insurance, the methods to cover the needs of citizens by means of social protection and insurance, the source for setting up the funds devoted to social protection and insurance; knowledge of the Romanian social protection system, under its theoretical and practical aspects, in the context of the diversity of ideal types or models of social policies, providing a comparative framework in the analysis of the particular components of social protection; analysis of information regarding the types, structure and level of performance in social protection and insurance, also considering European social policies in relation to contemporary ideological currents; an approach of social protection and insurance issues, focusing on our country's realities, following the rights and obligations of those who benefit from certain forms of social insurance and protection; knowledge of the institutions the citizens may appeal to in case of need; knowledge of the main regulations regarding the public pensions system and the public system of privately managed pensions, unemployment aid, insurance for labour accidents, labour diseases and temporary loss of work capacity, knowledge of the requirements for the award of social protection benefits.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: BANKING PRODUCTS AND SERVICES**

**CODE:** D21FBIFCL552

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Domain discipline, optional

**COURSE OBJECTIVE(S):** Preparing students on issues related to the products and services offered by the banking and credit market; Providing a superior theoretical preparation of the student in terms of

credit and monetary phenomena and specific elements of products and banking services. Mastering the development techniques of mechanisms specific to banking products and services on international and Romanian market. Acquiring the knowledge of the relationships established between banks and their clients in connection with the use of banking products and services.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**COURSE TITLE: CAPITAL MARKETS**

**CODE:** D21FBIFCL553

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Domain discipline, optional

**COURSE OBJECTIVE(S):** Knowledge of the theories, concepts and terms used in the field of portfolio management on national and international capital markets; Knowledge of the theories, concepts and terms used in the field of portfolio management on national and international capital markets; Analysis of financial theories used in portfolio management; Empirical implementation of the financial theories in the field of portfolio management on national and international capital markets.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**3<sup>RD</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: FIRM FINANCIAL POLICY**

**CODE:** D21FBIFCL656

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Domain discipline, compulsory

**COURSE OBJECTIVE(S):** The course aims to complete and enhance students' background in private finance and prepare them to become reliable decision-makers. It also provides students with the necessary skills to approach the process of making financial decisions from an economic perspective; Be familiar with the concept of financial policy and general aspects of the firm's financial decisions; Become acquainted with the process of capital budgeting; Know how to estimate cash flows; Design the selection criteria based on updated safe investments decisions; Determine the influence of inflation and revenue tax on both the investment decision as well as on elaborating the vulnerability analysis; Know the essentials of equity financing and enlarge on equity cost; Become familiar with financial leverage and substantiate borrowed capital cost; Determine the company's capital cost and its financial structure; Learn about the major aspects related to dividend and dividend decision.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: BANKING ADMINISTRATION AND ACCOUNTING**

**CODE:** D21FBIFCL657

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Domain discipline, compulsory

**COURSE OBJECTIVE(S):** Providing information related to the banking technique and records to familiarize students with the notions and terms specific to bank accounting, accounting skills and accounting monograph training, understanding of bank information flows; Providing basic knowledge on the banking techniques and accountancy; Providing the accounting techniques and flows specific to credit institutions functions; Solving case studies in order to understand the banking techniques.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: BANKING MANAGEMENT**

**CODE:** D21FBIFCL658

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Domain discipline, compulsory

**COURSE OBJECTIVE(S):** Learn about the terms, concepts, methods and tools of banking management; Become acquainted with the terms and concepts used in banking institutions; Learn about the structure and organization of banking industry; Grasp banking regulations and capital adequacy; Understand risk management in banks.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: INVESTMENTS**

**CODE:** D21FBIFCL548

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Domain discipline, compulsory

**COURSE OBJECTIVE(S):** Acquiring specific competences regarding the documentation on founding and financing some investment decisions in real and financial market; Transmission of theoretical and methodological knowledge regarding the different types of investments and investment processes and founding the investment processes in the market economy; Training of practical skills for the investment market, through case studies, calculations and analysis of the decision and investment activities; Connection to the terminology, concepts and European and international practices.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: MANAGEMENT OF FINANCIAL ASSETS PORTFOLIO**

**CODE:** D21FBIFCL660

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Domain discipline, compulsory

**COURSE OBJECTIVE(S):** Become familiar with the terms, concepts and theories related to portfolio management, in both domestic and international capital markets; Learn about the terms and concepts related to portfolio management; Analysing the financial theories used in portfolio management; Applying the financial theories related to portfolio management, in both domestic and international capital markets.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: MANAGEMENT ACCOUNTING**

**CODE:** D21FBIFCL661

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Domain discipline, optional

**COURSE OBJECTIVE(S):** Acquire the essentials of management accounting concepts, theories and primary methods in order to elaborate the cost calculation, determine flaws and their mending modalities, and also formulate decision-making rationales; Determine production cost and total cost of cost bearers; Record the expenses incurred by carrying out the activity within the 9<sup>th</sup> class of the chart of accounts; Choose and use cost calculation method based on the specificity of the firm's activity; Anticipate production costs and analyse the existing differences between actual costs and pre-established ones; Identify and use costs throughout the decision-making process, all hierarchical levels included; Analyse the evolution of management accounting concepts; Identify the limits of management accounting information system and cost management current trends.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: FINANCIAL AUDIT**

**CODE:** D21FBIFCL662

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Domain discipline, optional

**COURSE OBJECTIVE(S):** Initialising in examining and diagnosing entities' systems, transactions and processes, its objective position and financial performance; Explaining the need for reasonable transparency of outcomes and accumulations within and in connection with organizations; Understanding and familiarizing yourself with the various issues of insurance against information risk; Presenting possible alternatives to improve the quality of information and the incidence of perceptions; Description of the systematic process of obtaining and evaluating evidence required in financial audit; The display, from a theoretical and practical perspective, of the concepts, objectives, means and techniques called for by correct information.

Particular attention is paid to both the concepts used by the auditors: materiality threshold and audit risk, audit error and fraud, and areas of

major importance for audit engagements: audit planning, audit approach, testing and evaluation, analysis and reporting.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: FOREIGN TRADE OPERATIONS**

**CODE:** D21FBIFCL663

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Domain discipline, optional

**COURSE OBJECTIVE(S):** The course aims at conducting an analysis of techniques in foreign trade activity, it is useful and interesting for both students and practitioners from companies and firms engaged in international transactions. The analysis and knowledge of international transactions diversity is of paramount practical importance, as it allows businessmen to identify the most adequate instruments and policies for the comprehension of the business environment. The objective is to enable the students for independent performing import or export transactions within the activity of a company, monitoring their collections and necessary documentation. It is, further, its purpose to inform the students about the specificities of particular kinds of jobs in foreign trade.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

#### **COURSE TITLE: CONTEMPORARY ECONOMIC THEORIES**

**CODE:** D21FBIFCL664

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Domain discipline, optional

**COURSE OBJECTIVE(S):** The study of the course aims to develop the students' theoretical knowledge, by offering extra understanding of the decisional structures and mechanisms at macroeconomic level. From a systemic perspective, the study of the macroeconomic structures and strategies aims to perform as well a comparative analysis of the most significant social-economic systems in the contemporary world, in light of the major doctrinaire archetypes embedded in history.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination



**FIELD: MANAGEMENT**  
**PROGRAMME TITLE: MANAGEMENT (CRAIOVA AND CENTRE OF DROBETA-TURNU SEVERIN)**  
**BACHELOR'S DEGREE**

**1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: MICROECONOMY**

**CODE: D18MGL101**

**ECTS CREDITS: 5**

**TYPE OF COURSE: Compulsory**

**COURSE OBJECTIVE(S):** To teach students the knowledge specific to the domain, taking into consideration the particularities of business activities at microeconomic level; Supplying fundamental knowledge of economic theory and modern methods specific to the domain, in order to identify, define, explain, interpret and apply economic concepts at microeconomic level; Supplying the necessary knowledge to draw up hypotheses and suggest solutions to economic problems.

**LANGUAGE OF INSTRUCTION: Romanian**

**ASSESSMENT METHOD(S): Examination**

**COURSE TITLE: MANAGEMENT**

**CODE: D18MGL102**

**ECTS CREDITS: 6**

**TYPE OF COURSE:**

**COURSE OBJECTIVE(S):** To familiarise students with the main concepts and practices in management. To develop organisational skills and problem solving skills; presenting the main theories of managerial thinking; systematically presenting management processes; investigating the functions of management processes; identifying the key skills of a successful manager; recognising the main managerial methods and techniques, and the context in which they are used; developing students' skills to communicate, take decisions, think critically, work in a team.

**LANGUAGE OF INSTRUCTION: Romanian**

**ASSESSMENT METHOD(S): Examination**

**COURSE TITLE: BASICS OF ACCOUNTING**

**CODE: D18MGL103**

**ECTS CREDITS: 5**

**TYPE OF COURSE: Compulsory**

**COURSE OBJECTIVE(S):** Enabling students to acquire fundamental knowledge in the field of accounting and to develop the necessary skills to put the theoretical knowledge into practice; Defining and explaining accounting concepts and principles; Developing a logical way of thinking regarding the transposition in accounting language of the main economic and financial operations generated by the activity of economic entities; Understanding the methodology and working procedure specific to accounting, including the mechanisms used to collect and process data from alternative documentary sources and from the

current activity, in order to assess the factors which influence performance within economic entities.

**LANGUAGE OF INSTRUCTION: Romanian**

**ASSESSMENT METHOD(S): Examination**

**COURSE TITLE: MATHEMATICS APPLIED TO ECONOMICS**

**CODE: D18MGL104**

**ECTS CREDITS: 5**

**TYPE OF COURSE: Compulsory**

**COURSE OBJECTIVE(S):** To teach mathematical knowledge necessary to the future economist and to develop skills to approach mathematically certain economic cases; To develop skills to identify and process information in order to write mathematical models; To know methods of optimising and finding the right solution to practical problems, analytically and numerically; To develop logical, precise thinking, necessary for taking decisions in socio-economic practice; To present concrete models of maximising benefits, of minimising material consumption or transport expenses, of optimum stock administration, of optimum investments, etc., which provide the future economist with scientific decision making methods, thus eliminating empiricism in economic activity.

**LANGUAGE OF INSTRUCTION: Romanian**

**ASSESSMENT METHOD(S): Examination**

**COURSE TITLE: BASICS OF INFORMATION TECHNOLOGY**

**CODE: D18MGL105**

**ECTS CREDITS: 5**

**TYPE OF COURSE: Compulsory**

**COURSE OBJECTIVE(S):** Students' acquisition of basic concepts regarding: the organisation and structuring of data, the organisation and functioning of computers, operating systems, computer networks and Internet; To acquire basic concepts regarding business information technology (BIT); To develop practical skills for approaching BIT; To deepen the knowledge regarding Microsoft Word processor and Microsoft PowerPoint professional presentations.

**LANGUAGE OF INSTRUCTION: Romanian**

**ASSESSMENT METHOD(S): Examination**

**COURSE TITLE: BUSINESS LAW**

**CODE: D18MGL106**

**ECTS CREDITS: 2**

**TYPE OF COURSE: Compulsory**

**COURSE OBJECTIVE(S):** The acquisition of fundamental theoretical knowledge regarding: concepts of economic activity and business law; the origins of business law; commercial enterprise; business professionals; trade fund; business insolvency; making and executing contracts for commercial enterprise; special business contracts for the operation of commercial enterprise.

**LANGUAGE OF INSTRUCTION: Romanian**



**ASSESSMENT METHOD(S):** Preliminary examination

**1<sup>ST</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: MACROECONOMY**

**CODE:** D18MGL209

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** To teach students the knowledge specific to the domain, taking into consideration the particularities of business activities at macroeconomic level; supplying fundamental knowledge of economic theory and modern methods specific to the domain, in order to identify, define, explain, interpret and apply economic concepts at macroeconomic level; supplying the necessary knowledge to draw up hypotheses and suggest solutions to economic problems.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: BUSINESS ETHICS**

**CODE:** D18MGL210

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** To get the students familiar with the main trends, approaches and fields of business ethics; To understand the main theories regarding business ethics; To know the ethical values which are relevant in business; To know the concepts and theories regarding the social responsibility of firms and corporate governance; To know the significant directions regarding the implementation of ethical behaviour at company level; Developing the skills to make justifiable personal judgements regarding certain business ethics themes.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: PUBLIC FINANCE**

**CODE:** D18MGL211

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Introducing students to the study of public finances, knowing the concepts about financial relations, institutions and mechanisms of countries with market economy, understanding correctly the phenomena, processes and tendencies which are evident in the field of public finances; Knowing the mechanisms of financial and budgetary system; Defining public expenses and their typological analysis; Knowing the system of public financial resources.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: FINANCIAL ACCOUNTING**

**CODE:** D18MGL212

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Focusing on the main ways of reflecting and presenting the resources and sources, of the processes and results obtained by the organisation. The study of financial accounting principles, of methods and working procedures. To help students develop a logical, creative thinking, as well as the necessary skills to complete various tasks and to use the financial information in the activity of administrating and running entities. Getting the students accustomed with basic knowledge in the field of accounting and developing their abilities to efficiently administrate resources and businesses, to know and control results, from the level of any organisational structure at which the accounting is organised. In this context we take into consideration various aspects related to: writing, processing, checking, registering, classifying and archiving accounting documents; the reflection in accounting of the economic and financial operations regarding patrimonial structures; running the accounting in line with the current economic processes. Pointing out the significant ways in which accounting can offer necessary information for successfully administrating a business entity.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: STATISTICS**

**CODE:** D18MGL213

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Explaining the evolution of economic phenomena registered at micro and macroeconomic level from the perspective of the factors which determine them, with the aim of identifying the right actions to influence them; Students' acquisition of fundamental theoretical concepts used in descriptive and inferential statistics; Students' acquisition of specific methodology regarding data collection, statistical analysis and interpretation; Developing practical skills.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: ECONOMIC INFORMATICS**

**CODE:** D18MGL214

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Students' acquisition of the most important concepts regarding the practical use of the processes of Microsoft Excel spreadsheet calculation with the aim of training them as future specialists in economy; Instructing students to use informatics in processing and communicating economic information; To create the theoretical and practical base which will facilitate knowledge

acquisition in other domains with an informatics profile, in the coming years.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**2<sup>ND</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: MARKETING**

**CODE:** D18MGL320

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Students' understanding of marketing from a double perspective: of business specialists, so that they can implement marketing policies ; of consumers, so that they distinguish abusive marketing practices; Understanding marketing concepts, methods, techniques, and instruments; Applying methods, techniques and instruments specific to marketing activities; Understanding the role of marketing researchers within organisations.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: ACCOUNTING AND FINANCIAL REPORTING**

**CODE:** D18MGL321

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Students' acquisition of the main issues regarding discount relations with suppliers and clients, amounts owed to employees, social insurance according to salary income, manufacturing expenses, business entity incomes, and preparing periodic financial reporting (per semester and per year); Reflecting the operations related to the above issues in supporting documents, in accounting registers, and interpreting collected information using the accounting system; Acquiring skills related to: organising and conducting financial accounting at the level of the economic entity; making, checking and controlling the supporting documents specific to the studied operations; conducting analyses regarding third party settlements; the entity's income and expenses; Carrying out works regarding the preparation, audit and analysis of the organisation's periodic financial reporting, according to the accounting regulations applicable in our country.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: FINANCIAL INVENTORY OF ENTERPRISE**

**CODE:** D18MGL322

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Explaining concepts, theories, methods and financial instruments related to the financial management of enterprises.

Applying concepts, theories, methods and financial instruments in private entities to solve specific financial management issues; Students acquire theoretical notions regarding: investment and financing decisions; the capital of the enterprise; asset management; managing current assets; Global financial results.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: DATABASES**

**CODE:** D18MGL323

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Delimiting and investigating managerial activity that takes place at the company level by using modern computer technologies to familiarize students with the use of software products; Provide the features of high performance economic systems, electronic markets and the net-economy, commerce and e-business; Providing theoretical concepts on databases and data warehouses; Presentation of the way of processing the information through software used in the economic field.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: ECONOMETRICS**

**CODE:** D18MGL324

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Presentating the theoretical basis of econometrics and emphasising its relation with mathematical statistics (statistical inference, estimation theory); Presenting econometric methods and the main types of econometric models; To carry out applications regarding the parametrical estimation of econometric models related to microeconomic and macroeconomic processes, and to financial markets.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: EUROPEAN ECONOMY**

**CODE:** D18MGL325

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** To explain EU activities; Using adequate criteria and methods to assess the studies/analyses referring to EU policies and institutions; Developing action plans within EU; Assessing the actions/initiatives undertaken by EU.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**COURSE TITLE: SME MANAGEMENT**

CODE: D18MGL428

ECTS CREDITS: 5

TYPE OF COURSE: Compulsory

**COURSE OBJECTIVE(S):** To develop the skill to identify an entrepreneurial opportunity; The research of process management in small business; Understanding the role and lifestyle of an entrepreneur in contemporary society; Identifying and understanding the ways of setting up a small business; To familiarise with the way of making a successful business plan; To know the specific elements of the main financing alternatives of small and medium businesses; To know the development stages of small business and to understand the problems and challenges for management, specific to each stage.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: BUSINESS COMMUNICATION AND NEGOTIATION**

CODE: D18MGL429

ECTS CREDITS: 5

TYPE OF COURSE: Compulsory

**COURSE OBJECTIVE(S):** Familiarization with the basic concepts of business communication and negotiation; Understanding the communicative process and its levels and contents; Knowing and practicing body language in different contexts (at work place, in relationships with immediate people, in negotiations with different partners including those belonging to different cultures); Becoming aware of the rules concerning the organization and communication of the message; Knowing the fundamentals of negotiations, the negotiation stages and the typology of negotiation strategies and techniques; Developing/ making the most suitable negotiation strategies and techniques as a result of the analysis of negotiation context.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: LOGISTICS**

CODE: D18MGL430

ECTS CREDITS: 4

TYPE OF COURSE: Compulsory

**COURSE OBJECTIVE(S):** To know the components of logistics within an organisation; The acquisition of concepts and methods specific to the logistics system; Applying the main principles in order to make the logistics system more efficient, taking into consideration the fact that every activity has different costs and performances.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: QUALITY MANAGEMENT**

CODE: D18MGL431

ECTS CREDITS: 4

TYPE OF COURSE: Compulsory

**COURSE OBJECTIVE(S):** Explain the evolution of the phenomena registered at the level of the company by analysing the factors which determine them; the aim is to identify the directions of action in order to influence them; Supply the elements that help to understand the management of quality from the point of view of services; Supply the methods, techniques and management instruments which may be used to project and implement a system of management of the qualities specific to services.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: ENTERPRISE CREDITING**

CODE: D18MGL432

ECTS CREDITS: 5

TYPE OF COURSE: Compulsory

**COURSE OBJECTIVE(S):** The subject enables students to familiarize with the main notions regarding the activity of credit institutions, and helps them understand an enterprise's credit principles and techniques; To know the range of banking products and services and the way in which they are distributed; Knowing the main ways and instruments of payment; Understanding the notions regarding credit and credit operations, and knowing the credit principles.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: INVENTORY ACCOUNTING**

CODE: D18MGL433

ECTS CREDITS: 3

TYPE OF COURSE: Optional

**COURSE OBJECTIVE(S):** Students acquiring the main issues regarding settlement relationships with suppliers and customers, staff settlements and social security related to salary incomes, costs incurred in obtaining production, revenues generated by the entity and finalizing the preparation of periodical financial statements (semestrial and annual); Reflection of operations relating thereto in the supporting documents, in the accounting records and interpretation of information obtained through the system of accounts; Obtaining skills and competences regarding: organization and management of financial accounting at the level of the economic entity; the preparation, verification and control of supporting documents specific to the operations under study; Performing analyzes on third party settlement, expenses and income of the entity; Performing work on the preparation, audit and analysis of the organization's periodic financial statements in accordance with the accounting regulations applicable in our country.

**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Preliminary examination

**COURSE TITLE: MANAGERIAL ACCOUNTING**

**CODE:** D18MGL434

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** To know and apply the concepts, theories and basic methods used in managerial accounting in order to calculate costs, to determine errors and correction methods, to take decisions; Determining the production cost and the entire cost on items; Registering the expenses made by the activity, in class 9 of the chart of accounts; Choosing and using a cost calculation method according to the particularities of firm activity; Determining in advance production costs and analysing the differences between the effective costs and the forecasted ones; Identifying and taking costs into consideration when making decisions at all hierarchical levels; Tracking the evolution regarding the concepts used in management accounting; To notice the limitations of the accounting information system, as well as the current tendencies regarding cost management.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**COURSE TITLE: INTERNSHIP**

**CODE:** D18MGL437

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Practical deepening of the knowledge acquired by the students in the second year of the study program Management in order to integrate the labor market as quickly as possible.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**3<sup>RD</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: SERVICE MANAGEMENT**

**CODE:** D18MGL540

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Explain the contribution of services to the increase of the economy and the way it can be measured; define the notion of services, the place and the role of services in the modern economy; emphasize the functions and the typology of the companies which provide services; supply relevant information regarding the organisation of the companies which provide services, the demand and supply of services; highlight the importance of human resources and of the materials in the sector of services.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: SUPPLY MANAGEMENT**

**CODE:** D18MGL541

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Strategy development in the field of purchasing material resources; Acquiring concepts and methods specific to purchasing; Applying the main principles for the needs of material resources.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: COMMERCIAL CORRESPONDENCE IN A FOREIGN LANGUAGE**

**CODE:** D18MGL542

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Forming basics which supports students in developing the necessary skills in order to successfully communicate in situations at school or work; Practice of using basic English; Foundation of written and oral communication in different contexts.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: PRODUCTION MANAGEMENT**

**CODE:** D18MGL543

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Know and apply the methods and techniques which are specific to production management; know aspects related to organisation and production management; know the types of production and the peculiarities of their influence on production management; to set the parameters necessary for the allocation of time and space to the production tasks; to establish the length of the production cycle on each component of production; to set the size of the volume of production and know the ways of achieving optimal production; draw up the programs of production for subunits; implement programs at the level of support activities of production: maintenance, quality, energetic, test equipment and tools insurance

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: ECONOMIC-FINANCIAL ANALYSIS**

**CODE:** D18MGL544

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Explaining the evolution of economic phenomena recorded at the level of the firm in terms of the factors that determine them, in order to identify the directions of action for their influence; Providing a system of indicators used in the activity and expenditure analysis; Providing a



methodology in order to analyse the company's profitability; Providing a methodology in order to analyse the efficiency of the use of inputs.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: PUBLIC MANAGEMENT**

**CODE:** D18MGL545

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** Discuss, explain and deepen the concepts, methods and techniques specific to public management in order to form the basic skills necessary for a professional activity in the public sector; Familiarise students with the basic notions of public management; Present and discuss case studies specific to public organisations.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**COURSE TITLE: CONSUMER BEHAVIOUR**

**CODE:** D18MGL546

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** Transmitting students the theoretical and practical knowledge of consumer behavior, such as: the utility and the need to study it, the factors that influence consumer behavior, decision-making analysis, consumer rights issues, consumer behavior in the context of social responsibility; Initiating students in the field of consumer behavior; Quantitative and qualitative analysis of specific behavioral phenomena; Integrate the acquired knowledge into other disciplines in the training system from this specialization in the preparation of individual reports and case studies.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**COURSE TITLE: INTEGRATED MARKETING COMMUNICATION**

**CODE:** D18MGL547

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** Understanding students of the concept of integrated marketing communication and knowledge of specific techniques. Choosing the most appropriate promotional mix appropriate to the existing context; Know the content of integrated marketing communication; Understanding the strategic coordinates that guide the communication approaches of organizations; Acquiring skills to design an effective communication program.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**COURSE TITLE: TRANSPORTATION MANAGEMENT**

**CODE:** D18MGL548

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** The study of the methods of organising transport techniques with the aim of familiarising students with transport activities and their instruction, using specific methods, in order to start a business in transport; Identifying the main elements and characteristics of sea, river, rail, road and air international transport; Understanding the importance and the role played by transport in world economy; Analysing the link between world economy development and transport development; To get acquainted with the characteristics of the production process in transport; Classifying transport from the perspective of the organisational and ownership structure; the modifications of its content; INCOTERMS rules and the analysis of their history; To know the terms of delivery in Groups E, F, C and D, and to understand the particularities of each group; Selecting the norms and obligations that must be fulfilled by both buyer and seller according to each of the delivery terms presented; Analysing ship capacity and characteristics; Discussing the organisational structure of a commercial port; Understanding the organisation of maritime transport; Discussing the particularities related to charter contract and its execution; Analysing the form and content of the rail transport contract; Understanding railway responsibility in doing transport; Underlying tariff restrictions; Discussing tariff principles of rail transport; Understanding the economic importance of river transport; Discussing general conditions regarding goods transportation on the Danube, both as domestic and international traffic.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**3<sup>RD</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: PROJECT MANAGEMENT**

**CODE:** D18MGL649

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Know and apply the methods and techniques specific to the management of projects; Identify the main aspects related to the cooperation and training of the project manager; Set and define the object of the management project; Acquire knowledge related to supervising a project and obeying the quality standards; Develop the abilities to apply a set of methods which are specific to project planning.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: ENTERPRISE STRATEGY**

**CODE:** D18MGL650

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory



**COURSE OBJECTIVE(S):** Know and apply the methods and techniques used in the process of analysing the environment of the organisation and the strategic alternatives; identify the external factors which affect the activity of the enterprise and assess their impact; create a profile of the market segment on which the company activates, identify the key factors of success and point out the suspicious elements which may change the dynamics of the activity sector; assess the attractiveness of the sector; analyse the potential of the enterprise in the strategic plan; apply methods and techniques specific to strategic analysis: PEST, MEFE, the technique of the scenarios, BCG,ADL,SWOT etc; know the strategic alternatives.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: SALES MANAGEMENT**

**CODE:** D18MGL651

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Introduce students to the complex activity regarding the development of sales under various conditions of environmental influence which lead to a certain way and standard of development and organisation; Present the problems regarding the management concepts in general and especially those related to sales activities; Present the sales team, the important role that a well-run and homogenous team can play in the success of the sale; Emphasize the methods of team formation by motivating, using motivation, assessment, all from the perspective of creating profitable conditions of activity in business; Present the way of running the sales force by highlighting the importance of a good organisation and administration of the sales activity; Emphasize the methods of attracting and serving the customers in such a way that proper conditions are created as a result of a good management to obtain good results in a company.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: HUMAN RESOURCES MANAGEMENT**

**CODE:** D18MGL652

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Gather knowledge and necessary skills which are essential in forming the professional responsibility in the field of management and the management of human resources; they also improve the participation of the humane factor to achieving the objectives of the organisation; Know the specific activities of human resources by gathering theoretical and practical knowledge in order to properly understand and

manage the relation between an organisation and the human factor; Develop the analysis and reasoning ability to allow efficient interventions in managing the human resources; Facilitate the access to a fundamental formation and method, techniques and instruments which are essential for a continuous self-development.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: MANAGERIAL SIMULATIONS**

**CODE:** D18MGL653

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Simulations and managerial games are used to form and develop a systematic approach to managers and not only; they create competitive situations from the economic and managerial point of view and contribute to the development of the ability of participants to diagnose competitive economic and managerial situations in order to scientifically prove and implement strategic and tactic decisions, whether risky or uncertain; acquire the methods and necessary instructions to elaborate strategies and management policies; study the managerial decision necessary in business; simulate possible situations which actually exist.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

#### **COURSE TITLE: COMPARATIVE MANAGEMENT**

**CODE:** D18MGL654

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** Competence training on the comparative approach of management strategies and processes through the specific influence of the contextual factors of internal and especially external environment; Identifying the similarities and differences between management processes and relationships; Analysis and awareness of the role of cultural factors in substantiating, adopting and implementing managerial decisions; Comparative approach and referral of the specifics of the methodological toolkit for the exercise of managerial functions in different national cultural contexts.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: ENTREPRENEURSHIP AND BUSINESS ADMINISTRATION**

**CODE:** D18MGL655

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** Developing the ability to identify an entrepreneurial opportunity; Exploring the management of a small business; Understanding and appreciating the entrepreneur's

role and lifestyle in contemporary society; Identify and understand how to start a small business; Familiarize yourself with how to develop a successful business plan; Knowing the specific elements of the main financing alternatives for small and medium enterprises; Knowing the stages of evolution of small enterprises and understanding the problems and challenges for management, specific to each stage.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**FIELD: MANAGEMENT**  
**PROGRAMME TITLE: BUSINESS MANAGEMENT**  
**MASTER'S DEGREE**

**1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: ORGANISATION THEORY**

**CODE: D18MAM101**

**ECTS CREDITS: 6**

**TYPE OF COURSE: compulsory**

**COURSE OBJECTIVE(S):** The course aims at explaining the evolution of phenomena at the level of the organisation.

**COURSE CONTENTS:** 1. To offer the necessary knowledge in the field of organisation theory; 2. To gain skills in the field of organisation theory; 3. To assess the organisation from the point of view of behaviour, culture, communication and change.

**LANGUAGE OF INSTRUCTION: Romanian**

**ASSESSMENT METHOD(S): Examination**

**COURSE TITLE: ORGANISATIONAL BEHAVIOUR**

**CODE: D18MAM102**

**ECTS CREDITS: 6**

**TYPE OF COURSE: compulsory**

**COURSE OBJECTIVE(S):** Acquiring knowledge necessary to the understanding of the role the individual and group behaviour has upon the individual and group performance and creating assumptions to use the knowledge to improve the organisational performance within public sector organisations.

**COURSE CONTENTS:** Embracing a multi-disciplinary perspective and acknowledging several analysis levels, that is the individual, the group and the public organisation on the whole; Acknowledging of behaviourism concepts and theories to accomplish an efficient partnership between management and human resources; Using a range of models, methods and tools which may associate under best conditions the challenges in the field of human resources and business; Acknowledging the influence of organisations' structures, systems and processes upon performance in public sector.

**LANGUAGE OF INSTRUCTION: Romanian**

**ASSESSMENT METHOD(S): Examination**

**COURSE TITLE: MANAGEMENT OF ETHICS IN ORGANISATIONS**

**CODE: D18MAM103**

**ECTS CREDITS: 6**

**TYPE OF COURSE: compulsory**

**COURSE OBJECTIVE(S):** The course aims at familiarizing students with the main currents, approaches and fields of management of ethics in organisations.

**COURSE CONTENTS:** At the end of the course, the students will be able to recognize the ethical problems that may appear at the level of an

organisation, to understand the ways for an ethical analysis and to diagnose their own system of moral values.

**LANGUAGE OF INSTRUCTION: Romanian**

**ASSESSMENT METHOD(S): Examination**

**COURSE TITLE: STATISTIC DATA ANALYSIS THROUGH SOFTWARE TOOLS**

**CODE: D18MAM104**

**ECTS CREDITS: 6**

**TYPE OF COURSE: compulsory**

**COURSE OBJECTIVE(S):** The course focuses on the use of specialized software for statistical data processing.

**COURSE CONTENTS:** Knowledge of types of software used for statistical processing of data and the facilities offered by these specific skills; Creation of competences for statistical processing of data with the help of specialized programs.

**LANGUAGE OF INSTRUCTION: Romanian**

**ASSESSMENT METHOD(S): Examination**

**COURSE TITLE: TOTAL QUALITY MANAGEMENT**

**CODE: D18MAM105**

**ECTS CREDITS: 6**

**TYPE OF COURSE: compulsory**

**COURSE OBJECTIVE(S):** The course focuses on familiarizing students with the specific notions of quality systems and standards of quality closely linked to the external environment represented by the demands of consumers, demands which need to be satisfied from the quality point of view.

**COURSE CONTENTS:** The thoroughness of the main themes and components of quality systems (implementation, certification and auditing etc.) and the understanding of their use in practice.

**LANGUAGE OF INSTRUCTION: Romanian**

**ASSESSMENT METHOD(S): Examination**

**1<sup>ST</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: MANAGEMENT OF INNOVATION AND NEW PRODUCTS' DEVELOPMENT**

**CODE: D18MAM206**

**ECTS CREDITS: 6**

**TYPE OF COURSE: compulsory**

**COURSE OBJECTIVE(S):** The course focuses on developing skills specific to the management of innovation and technology in organisations.

**COURSE CONTENTS:** At the end of this course, the participants will be able to: 1. Know types of innovation; 2. Understand what innovation of business model means; 3. Identify opportunities for new products; 4. Have deep knowledge of the process of launching a new product; 5. Audit the product policy of a company; 6. Know possibly-applied product strategies.

**LANGUAGE OF INSTRUCTION: Romanian**

**ASSESSMENT METHOD(S): Examination**

**COURSE TITLE: MANAGEMENT OF ORGANISATIONAL CHANGE**

**CODE:** D18MAM207

**ECTS CREDITS:** 6

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** The course aims at explaining the evolution of economic phenomena within an organisation and the importance of management of change.

**COURSE CONTENTS:** 1. Presenting new concepts; principles, methods and basic techniques regarding business management and administration; 2. Supplying relevant information regarding the elaboration of organisational strategy, the diagnosis analysis and negotiation in the organisational change; 3. Improving organisational structure, informational system, decision and motivational system; Applying methods and techniques of organisational management.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: BUSINESS ASSESMENT**

**CODE:** D18MAM208

**ECTS CREDITS:** 6

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** The course focuses on developing students' knowledge regarding private finances and their training towards the profession of expert in enterprise assessment.

**COURSE CONTENTS:** 1. To offer methodologies for enterprise diagnosis; 2. To offer a methodology for applying the methods and techniques of business assessment.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: INCOME MANAGEMENT**

**CODE:** D18MAM209

**ECTS CREDITS:** 6

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** 1. Knowing and understanding the role and importance of income management in business efficiency; 2. Offering skills in the projection and implementation of proper price systems; 3. Offering skills in the making of forecast papers needed in business planning (knowledge and abilities related to expenses and income forecast in order to make and use the budget internal network).

**COURSE CONTENTS:** Cost and budget control through knowledge, explanation and interpretation of deviations.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: SUPPLY CHAIN MANAGEMENT**

**CODE:** D18MAM210

**ECTS CREDITS:** 6

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** The course targets the cognition of theoretical concepts and practical solutions in the field of supply chain management.

**COURSE CONTENTS:** Awareness of specific terminology; Understanding the role of the supply chain within companies and in their relationships, respectively of the relationship between supply-chain management and competition; Presenting methods and practices which target the analysis of supply-chains and the increase of operational efficiency.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**2<sup>ND</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: LEADERSHIP AND DECISION MAKING PROCESSES**

**CODE:** D18MAM312

**ECTS CREDITS:** 6

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Knowledge of the main methods and techniques used in optimizing the decision-making processes within the organisation.

**COURSE CONTENTS:** At the end of this course students will be able: to know the mechanisms of decision-making processes within an organization; to know and to operationalize the main methods and techniques for optimizing decisions within an organization; to describe own style of leadership and decision-making.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: ANALYSIS OF ECONOMIC-FINANCIAL PERFORMANCES**

**CODE:** D18MAM313

**ECTS CREDITS:** 6

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** The course focuses on developing student's skills that are specific to the achievement of a firm diagnosis.

**COURSE CONTENTS:** 1. Making available to interested persons of a system of indicators for use in diagnosing the financial situation of the company; 2. Providing a methodology for processing the balance sheet in order to reflect the true situation of heritage and of capital; 3. Providing a methodology for processing of the profit and loss account in order to reflect true performance.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: CORPORATE MANAGEMENT****CODE:** D18MAM314**ECTS CREDITS:** 6**TYPE OF COURSE:** compulsory**COURSE OBJECTIVE(S):** The course focuses on developing students' competencies regarding the competitive approach to strategies and processes of business development through the influence of contextual factors specific to the internal and external (international) environment.**COURSE CONTENTS:** 1. Development of specific concepts of corporate governance in the context of competitive economy and value-based management; 2. Knowledge and approach on the principles of corporate governance of specific mechanisms driving in two-tier system of corporations.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Examination**COURSE TITLE: COMPARED INTERNATIONAL MANAGEMENT****CODE:** D18MAM315**ECTS CREDITS:** 6**TYPE OF COURSE:** compulsory**COURSE OBJECTIVE(S):** The course focuses on developing students' competencies regarding the competitive approach to strategies and processes of business development through the influence of contextual factors specific to the internal and external (international) environment.**COURSE CONTENTS:** 1. The differences between similarities and differences between the management processes and relationships in the different national cultural contexts; 2. Analysis and awareness of the role of cultural factors in the justification, adoption and implementation of management decisions; 3. The comparative approach and reference to the methodological instruments for exercise managerial functions in different national cultural contexts.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Examination**COURSE TITLE: BRAND MANAGEMENT****CODE:** D18MAM316**ECTS CREDITS:** 6**TYPE OF COURSE:** compulsory**COURSE OBJECTIVE(S):** The main goal of the course is to offer Masters' Degree students the necessary knowledge in order to optimize a brand's value by offering clear examples which were meant to emphasize the decisions made to create this value. Acknowledging the way a brand's quality management should be led.**COURSE CONTENTS:** Acknowledging brand associations; Acknowledging elements concerning a brand's positioning; Acknowledging brand elements; Brand management in time and space.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Examination**COURSE TITLE: RISK MANAGEMENT IN BUSINESS****CODE:** D18MAM317**ECTS CREDITS:** 6**TYPE OF COURSE:** compulsory**COURSE OBJECTIVE(S):** The course focuses on providing information and familiarizing master students with a methodological corpus regarding risk management.**COURSE CONTENTS:** 1. Developing skills for the identification of risks the organisations confront with and developing their analysis and quantification abilities; 2. Understanding failure sources in the governance of economic agents; 3. Presenting and explaining the process of risk management and the tools for the identification and classification of risks; 4. Acquiring concepts regarding resilience, risk appetite, etc.; 5. Acknowledging methods and techniques of risk management; 6. Creating a vision and sharing it by developing strategies for risk management and prevention.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Examination**2<sup>ND</sup> YEAR, 2<sup>ND</sup> SEMESTER****COURSE TITLE: BUSINESS DEVELOPMENT****CODE:** D18MAM418**ECTS CREDITS:** 6**TYPE OF COURSE:** compulsory**COURSE OBJECTIVE(S):** Developing skills concerning the competition-based approach of strategies and processes of business development based on the specific influence of contextual internal and external (international) factors.**COURSE CONTENTS:** Developing specific corporate governance concepts in the context of competitive economy and value-based management; Developing business development strategies using venture capital investment concepts, techniques and procedures; Establishing, development and using strategic business alliances in the context of corporate mergers and acquisitions; Knowledge and approach on corporate governance principles of private equity and exit strategies of strategic investors.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Preliminary examination**COURSE TITLE: METHODOLOGY OF SCIENTIFIC RESEARCH IN MANAGEMENT****CODE:** D18MAM419**ECTS CREDITS:** 6**TYPE OF COURSE:** compulsory**COURSE OBJECTIVE(S):** The course aims at presenting and explaining the concepts and defining elements of the scientific research approach through a quantitative and qualitative



analysis of the specific phenomena of this discipline.

**COURSE CONTENTS:** Initiating students in the methodology of scientific research in management by presenting the theoretical and practical aspects; Integrating the knowledge gained in the preparation of dissertation papers, articles and scientific research reports; Quantitative and qualitative analysis of management-specific phenomena in an organization.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

<b>COURSE TITLE: ACADEMIC ETHICS AND INTEGRITY</b>
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**CODE:** D18MAM420

**ECTS CREDITS:** 6

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** The course aims at presenting and explaining the concepts and elements specific to the academic ethics and integrity through a quantitative and qualitative analysis of the phenomena of this subject.

**COURSE CONTENTS:** Initiating students in the field of academic ethics and integrity; Quantitative and qualitative analysis of the phenomena specific to the academic ethics and integrity; Integrating knowledge acquired from other Master subjects in the elaboration of individual reports and case studies.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

<b>COURSE TITLE: INTERNSHIP</b>
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**CODE:** D18MAM421

**ECTS CREDITS:** 6

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Practical deployment of the knowledge gained in specialized disciplines by Master's Degree students in the second year of the *Business Management* specialization, in order to integrate as quickly as possible into the labour market.

**COURSE CONTENTS:** The specific objectives (descriptors) that students have to make during their practice are detailed in the program, depending on the type of organization, as well as the internal provisions of the practice centre (internal rules, regulations, etc.).

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**FIELD: MANAGEMENT**  
**PROGRAMME TITLE: HUMAN RESOURCES**  
**MANAGEMENT**  
**MASTER'S DEGREE**

**1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: LABOUR ECONOMICS**

**CODE: D18MRM101**

**ECTS CREDITS: 6**

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** The course focuses on explaining the evolution of economic phenomena registered in a firm in the field of labour market relations, as well as understanding how labour economics work.

**COURSE CONTENTS:** 1. Providing the necessary knowledge in the field of labour economics; 2. Knowing all aspects related to labour economics; 3. Understanding how labour market institutions operate, their operating structures and their impact on labour market.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: ORGANISATIONAL CHANGE MANAGEMENT**

**CODE: D18MRM102**

**ECTS CREDITS: 6**

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** The course focuses on explaining the evolution of economic phenomena within an organisation and the importance of change management.

**COURSE CONTENTS:** 1. Introducing new concepts, principles, methods and basic techniques referring to business management and administration; 2. Providing relevant information on developing organisation strategy, diagnostic analysis and negotiation in organisational change; 3. Improving the organisational structure, the computer system; the motivational and decisional system; 4. Applying some organisational management methods and techniques.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: STRATEGIC HUMAN RESOURCE MANAGEMENT**

**CODE: D18MRM103**

**ECTS CREDITS: 6**

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Students acquire the necessary knowledge to understand the role of human factors in an organisational context, the links which have to be established between management, human resources strategy and organisational strategy.

**COURSE CONTENTS:** Developing strategic behaviour and thinking in managing the human

factors in the organisation; Knowing the strategic steps for establishing an efficient and effective partnership between management and human resources; Using a set of models, methods and instruments in order to associate in the best conditions the challenges in the fields of human resources and business; The analysis, identification, critique and improvement of the organisation's social policy; Associating human resources policy with the latest requirements regarding work ergonomics and safety.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: CROSS-CULTURAL MANAGEMENT**

**CODE: D18MRM104**

**ECTS CREDITS: 6**

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Competence training on the comparative approach of the transcultural management strategies and processes of the human resources through the influence of the specific factors of the internal environment and especially of the external (international).

**COURSE CONTENTS:** 1. Identifying the similarities and differences between processes and human resource management relationships in different national cultural contexts; 2. Analysing and gaining awareness of the role of cultural factors in substantiating, adopting and implementing managerial decisions in the field of human resources; 3. Providing a comparative approach and referral to the specifics of the methodological toolkit for the exercise of managerial functions in the field of human resources, in different national cultural contexts.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: LABOUR LAW**

**CODE: D18MRM105**

**ECTS CREDITS: 6**

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** The course focuses on students acquiring basic theoretical knowledge on: introduction to law studies, evolution of business law, topics and sources of business law, relationship between different subjects of business law, trade fund elements, and commercial contracts.

**COURSE CONTENTS:** At the end of the course the participants will acquire the following specific competencies: appropriate use of concepts, theories, paradigms and methodologies in the legal field as well as the techniques and instruments specific to the legal field; applying Romanian legislation, European legislation and other international legal instruments; interpreting, correlating and comparing the legal institutions under national law, European law and the law of

other states; using the necessary knowledge to collect data and information about a concrete law problem; using the legislation in force in the analysis of legal situations, in their correct legal classification and in solving them; gaining teamwork skills and implementation of efficient teamwork techniques (with interdisciplinary elements), respecting hierarchical levels; developing writing skills in oral and written communication in the mother tongue and in at least one foreign language and efficient use of communication resources and sources of information and assisted professional training both in Romanian and in a foreign language of international circulation.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

### 1<sup>ST</sup> YEAR, 2<sup>ND</sup> SEMESTER

<b>COURSE TITLE: CAREER AND TALENT MANAGEMENT</b>
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**CODE:** D18MRM206

**ECTS CREDITS:** 6

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** The course aims at presenting and explaining the concepts and defining elements of career and talent management by means of a quantitative and qualitative analysis of the phenomena specific to this discipline.

**COURSE CONTENTS:** Initiating students in the field of career management and that of talent management; The quantitative and qualitative analysis of the phenomena specific to human skills and personal development; Using the knowledge acquired in studying other subjects in the training system of this Master programme to make individual reports and case studies.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

<b>COURSE TITLE: SOCIAL SECURITY</b>
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**CODE:** D18MRM207

**ECTS CREDITS:** 6

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Study of social protection and social security and provision of knowledge about institutions in the field of social protection and social security, forms of protection of citizens through protection and social security, sources of funds for protection and insurance.

**COURSE CONTENTS:** The knowledge of the Romanian social protection system under its theoretical and practical aspects, in the context of the diversity of ideal models or types of social policy, providing a comparative framework in the analysis of the particular components of social protection; Analysing information on the types, structure and level of benefits in the context of social protection and social security, also taking into

account the European social policies related to contemporary ideological trends; Addressing the problems of social protection and social insurance with emphasis on the realities of our country, following the rights and obligations of those who benefit from certain forms of protection and social insurance; Knowledge of the institutions to which citizens can address in case of need; Knowledge of the main regulations relating to the public pension system and the privately managed public pension system, unemployment benefit, accident insurance, occupational diseases and temporary loss of working capacity, knowledge of the conditions for granting benefits in the framework of protection social.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

<b>COURSE TITLE: COMMUNICATION AND NEGOTIATION STRATEGIES IN BUSINESS</b>
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**CODE:** D18MRM208

**ECTS CREDITS:** 6

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** The course allows students to learn about the phenomena specific to communication and negotiation strategies in the organisation.

**COURSE CONTENTS:** 1. Providing relevant information on the development of the communication strategy of the organisation, presenting its component elements; 2. Acquiring communication and negotiation skills; 3. Applying methods and techniques specific to the communication and negotiation strategies in the organisation.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

<b>COURSE TITLE: TOTAL QUALITY MANAGEMENT</b>
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**CODE:** D18MRM209

**ECTS CREDITS:** 6

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** The course focuses on familiarising students with specific notions of quality systems and quality standards in close relationship with the external environment represented by consumer demands which must be satisfied from the point of view of quality.

**COURSE CONTENTS:** To thoroughly study the main themes and components of quality systems (design and implementation, certification and audit, etc.) and to understand how to put these into practice.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

<b>COURSE TITLE: ANALYSIS AND EVALUATION OF HUMAN CAPITAL</b>
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**CODE:** D18MRM210

**ECTS CREDITS:** 6

**TYPE OF COURSE:** compulsory  
**COURSE OBJECTIVE(S):** The course focuses on developing skills specific to the analysis and assessment of human capital in an organization.  
**COURSE CONTENTS:** 1. Providing stakeholders with a system of indicators used to analyse the level and dynamics of human capital; 2. Provide a methodology for analysing the structure of human capital and its performance at the organization level; 3. Comparative presentation of different models of human capital assessment.  
**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Examination

2<sup>ND</sup> YEAR, 1<sup>ST</sup> SEMESTER

**COURSE TITLE: ORGANISATIONAL SOCIAL RESPONSIBILITY**

**CODE:** D18MRM312  
**ECTS CREDITS:** 6  
**TYPE OF COURSE:** compulsory  
**COURSE OBJECTIVE(S):** The course focuses on presenting and explaining the concepts and elements that are characteristic to organizational social responsibility through a quantitative and qualitative analysis of the phenomena specific to this discipline.  
**COURSE CONTENTS:** Initiating students in the field of social responsibility and governance; The quantitative and qualitative analysis of the phenomena specific to social responsibility; Using the knowledge acquired in studying other subjects in the training system of this Master programme to make individual reports and case studies.  
**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: STAFF PERFORMANCE MANAGEMENT**

**CODE:** D18MRM313  
**ECTS CREDITS:** 6  
**TYPE OF COURSE:** compulsory  
**COURSE OBJECTIVE(S):** The course focuses on developing a system of performance planning, evaluation and rewarding that takes into account all the factors that impress your staff.  
**COURSE CONTENTS:** After completing the courses the Master's Degree students will be able to: understand the link between organization performance and staff performance; know the main theories and motivational mechanisms applicable in an organization; establish a link between motivation and performance; develop a payroll strategy; evaluate the posts and rank them; draw up a salary scale; develop a Performance Payroll Policy; evaluate employee performance; develop ways of non-financial motivation.  
**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: PROJECT MANAGEMENT**

**CODE:** D18MRM314  
**ECTS CREDITS:** 6  
**TYPE OF COURSE:** compulsory  
**COURSE OBJECTIVE(S):** Students develop their knowledge and learn how to apply the methods and techniques specific to project management.  
**COURSE CONTENTS:** 1. Identifying the main aspects of the project manager's cooperation and training; 2. Establishing and defining the object of the management project; 3. Acquiring knowledge about project supervision and compliance with quality standards; 4. Developing the capacity to apply a set of project planning methods.  
**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: HUMAN RESOURCE DEVELOPMENT AND INSURANCE**

**CODE:** D18MRM315  
**ECTS CREDITS:** 6  
**TYPE OF COURSE:** compulsory  
**COURSE OBJECTIVE(S):** The course focuses on explaining the evolution of the economic phenomena registered in a firm in the field of human resource development and insurance.  
**COURSE CONTENTS:** 1. Providing the necessary knowledge in the field of human resource development and insurance; 2. Acquiring skills in the field of human resource development and insurance; 3. Skills training in the field of human resource development and insurance.  
**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: LEADERSHIP AND DIVERSITY**

**CODE:** D18MRM316  
**ECTS CREDITS:** 6  
**TYPE OF COURSE:** compulsory  
**COURSE OBJECTIVE(S):** The course aims at conveying knowledge and developing students' skills to develop and manage a motivational system, to identify and assimilate the best leadership practices.  
**COURSE CONTENTS:** Presenting the features and perspectives in leadership; Assimilating managerial methods of influence and leadership; Understanding the systems in the organisations which promote diversity; Recognising solutions of optimising the organisation, coordination and training; Developing communicational, decision-making, critical thinking, team work skills in leadership and diversity.  
**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: WORKPLACE AND TEAM MANAGEMENT****CODE:** D18MRM317**ECTS CREDITS:** 6**TYPE OF COURSE:** compulsory**COURSE OBJECTIVE(S):** The course focuses on developing among Master's Degree students concerns about job development, on passing on their knowledge and developing skills, managing working teams, identifying and assimilating the best practices of team building.**COURSE CONTENTS:** Presentation of the features and perspectives of the work teams; Assimilation of managerial methodologies for job optimization; Analysing opportunities to improve performance in the workplace; Workplace security and ergonomics awareness; Developing decision-making, communication, critical thinking, teamwork in the field of group managers.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Examination**2<sup>ND</sup> YEAR, 2<sup>ND</sup> SEMESTER****COURSE TITLE: METHODOLOGY OF SCIENTIFIC RESEARCH IN MANAGEMENT****CODE:** D18MAM418**ECTS CREDITS:** 6**TYPE OF COURSE:** compulsory**COURSE OBJECTIVE(S):** The course focuses on presenting and explaining the concepts and defining elements of the scientific research approach through a quantitative and qualitative analysis of the specific phenomena of this discipline.**COURSE CONTENTS:** Initiating students in the methodology of scientific research in management by presenting the theoretical and practical aspects; Quantitative and qualitative analysis of management-specific phenomena in an organization; Integrating the knowledge gained in the preparation of dissertation papers, articles and scientific research reports.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Examination**COURSE TITLE: ETHICS AND ACADEMIC INTEGRITY****CODE:** D18MRM419**ECTS CREDITS:** 6**TYPE OF COURSE:** compulsory**COURSE OBJECTIVE(S):** The course focuses on presenting and explaining the concepts and elements characteristic to academic integrity and ethics through a quantitative and qualitative analysis of the phenomena specific to this discipline.**COURSE CONTENTS:** Initiating students in the field of academic integrity and ethics; The quantitative and qualitative analysis of the phenomena specific

to academic integrity and ethics; Using the knowledge acquired in studying other subjects in the training system of this Master's Degree programme to make individual reports and case studies.

**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Preliminary examination**COURSE TITLE: SIMULATION FOR DECISION MAKING****CODE:** D18MRM420**ECTS CREDITS:** 6**TYPE OF COURSE:** compulsory**COURSE OBJECTIVE(S):** The course aims at explaining the evolution of the economic phenomena recorded at the company level through computer simulations.**COURSE CONTENTS:** 1. Providing the information needed to prepare the project on the basis of computerized simulation; 2. Acquiring skills in human resource activity; 3. Forming calculation skills for different alternative situations (decisional variants) in the field of management.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):****COURSE TITLE: INTERNSHIP****CODE:** D18MRM421**ECTS CREDITS:** 6**TYPE OF COURSE:** compulsory**COURSE OBJECTIVE(S):** Practical deployment of the knowledge gained in specialized disciplines by Master's Degree students in the second year of the *Human Resources Management* specialization, in order to integrate as quickly as possible into the labour market.**COURSE CONTENTS:** The specific objectives (descriptors) that students have to make during their practice are detailed in the program, depending on the type of organization, as well as the internal provisions of the practice centre (internal rules, regulations, etc.).**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Preliminary examination



FIELD: MANAGEMENT  
PROGRAMME TITLE: PUBLIC ORGANISATIONS  
MANAGEMENT  
MASTER'S DEGREE

1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER

**COURSE TITLE: ORGANISATION THEORY**

CODE: D18MPM101

ECTS CREDITS: 6

TYPE OF COURSE: compulsory

**COURSE OBJECTIVE(S):** The course aims at explaining the evolution of phenomena at the level of the organisation.

**COURSE CONTENTS:** 1. To offer the necessary knowledge in the field of organisation theory; 2. To gain skills in the field of organisation theory; 3. To assess the organisation from the point of view of behaviour, culture, communication and change.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: ACCOUNTING FOR MANAGERS**

CODE: D18MPM102

ECTS CREDITS: 6

TYPE OF COURSE: compulsory

**COURSE OBJECTIVE(S):** The course aims at explaining the functioning of public institutions in Romania and organizing accounting in the conditions of applying the specific accounting rules in order to preserve the integrity of the public patrimony and the efficient use of public funds.

**COURSE CONTENTS:** Training skills for knowing and understanding the budgeting process in public institutions in Romania; Knowledge and application in practice of accounting principles and policies; Developing skills in accounting practices in the field; Formation of judgments necessary for the application of the provisions of the International Public Sector Accounting Standards in the activity of public institutions.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: STRATEGIC MANAGEMENT OF HUMAN RESOURCES**

CODE: D18MPM103

ECTS CREDITS: 6

TYPE OF COURSE: compulsory

**COURSE OBJECTIVE(S):** The course aims at students acquiring knowledge necessary to the understanding of the role and importance of human factor within an organisation, of the necessary activities and logistics needed for an efficient management, capable of increasing motivation and involvement, and, through these, the organisational performance.

**COURSE CONTENTS:** Developing a strategic thinking and behaviour in managing the human factor within public organisations; Understanding

the strategic step for an efficient partnership between management and the organisation's human resources; Using a range of models, methods and tools which may associate under best conditions the challenges in the field of human resources and business; The analysis, identification, criticism and improvement of the social policy of an organisation.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: FINANCIAL MANAGEMENT OF PUBLIC ORGANISATIONS**

CODE: D18MPM104

ECTS CREDITS: 6

TYPE OF COURSE: compulsory

**COURSE OBJECTIVE(S):** During this course, students acquire skills related to knowing and understanding, explaining and interpreting, instrumental-applicative and behavioural for students who have chosen the courses of the Master's Degree programme *Management of Public Organisations*.

**COURSE CONTENTS:** The course offers an integrated conceptual image on the financial/economic dimensions of management of public institutions, widely-spread and used basic quantitative tools and techniques. The financial diagnosis does not represent an aim in itself but rather an effort to understand and interpret the economic features and performances of a system made up of closely-bond financial relationships. The students will get to know the main tools used in order to obtain a financial diagnosis, they will use them and they will interpret the obtained results. They will learn to choose the appropriate analytical tool for the preparation of the decision-making process for the stating and making of the decision. The financial tools should be an extension of the managerial practice, not a data-processing stage.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: CORPORATE SOCIAL RESPONSIBILITY**

CODE: D18MPM105

ECTS CREDITS: 6

TYPE OF COURSE: compulsory

**COURSE OBJECTIVE(S):** The course focuses on presenting and explaining the definite concepts and elements of corporate social responsibility through a quantitative and qualitative analysis of the phenomena specific to this subject.

**COURSE CONTENTS:** Initiating students in the field of social responsibility and governance; Quantitative and qualitative analysis of the phenomena specific to social responsibility; Integrating the acquired knowledge from other subjects of the Master programme in elaborating individual reports and case studies.

**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Examination

1<sup>ST</sup> YEAR, 2<sup>ND</sup> SEMESTER

**COURSE TITLE: PUBLIC MARKETING**

**CODE:** D18MPM206

**ECTS CREDITS:** 6

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** The course aims at familiarizing students with the main tools necessary to the elaboration of a public marketing programme.

**COURSE CONTENTS:** Providing information necessary to the development of public marketing programmes; Gaining skills concerning public marketing programs; Acquiring abilities in the field of public marketing.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: COMMERCIAL LAW**

**CODE:** D18MPM207

**ECTS CREDITS:** 6

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** The course focuses on learning outcomes of the course unit Introduction to the fundamental notions of "Commercial Law", the understanding of the structure of the Romanian trading system, the relations between the entities defining the public administration in the structural sense and the legal norms regulating their organization and functioning.

**COURSE CONTENTS:** Knowledge and acquisition of basic theoretical and practical aspects related to the exercise of public office in Romania.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: METHODS AND TECHNIQUES OF DECISION-MAKING WITHIN PUBLIC ORGANISATIONS**

**CODE:** D18MPM208

**ECTS CREDITS:** 6

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** The course focuses on acknowledging the main methods and techniques used in the optimization of decision-making processes within public organisations.

**COURSE CONTENTS:** At the end of the course, students will be able to: know the features of decision-making processes within public organisations; know and use the main methods and techniques for the optimization of decisions in the public administration.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: BUDGET ELABORATION AND EXECUTION WITHIN PUBLIC ORGANISATIONS**

**CODE:** D18MPM209

**ECTS CREDITS:** 6

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** The course aims at deepening the process of substantiating budget revenues and expenditures at the level of public organizations and executing the budget through the public Treasury.

**COURSE CONTENTS:** Defining the concept of budget and budget system and identifying the place where the budgets of different public organizations occupy in the whole budgetary system; Acquisition of methodology for substantiation of budgetary indicators in public organizations according to the specific field of activity; Acquisition of revenue collection procedures and financing of institutions' public through the Treasury.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: MANAGEMENT OF ORGANISATIONAL CHANGE**

**CODE:** D18MPM210

**ECTS CREDITS:** 6

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Students learn about the evolution of economic phenomena within an organisation and the importance of management of change.

**COURSE CONTENTS:** Presenting new concepts; principles, methods and basic techniques regarding business management and administration; Supplying relevant information regarding the elaboration of organisational strategy, the diagnosis analysis and negotiation in the organisational change; Improving organisational structure, informational system, decision and motivational system; Applying methods and techniques of organisational management.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

2<sup>ND</sup> YEAR, 1<sup>ST</sup> SEMESTER

**COURSE TITLE: PUBLIC POLICIES**

**CODE:** D18MPM312

**ECTS CREDITS:** 6

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** The course focuses on developing specific competencies in the field of community, international and transnational policies.

**COURSE CONTENTS:** 1. Providing stakeholders with a system of indicators used in public policy development; 2. Providing a methodology for going through the stages related to the development and development of a public policy, its implementation and evaluation; 3. Correlation of the theoretical notions with the concrete actions of public policy development by analysing specific case studies.

**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: MANAGERIAL COMMUNICATION, PUBLIC RELATIONS AND PROTOCOL**

**CODE:** D18MPM313

**ECTS CREDITS:** 6

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** The course aims at introducing students to work on commercial behaviour, how to communicate, and how important it is to know the types of public relations.

**COURSE CONTENTS:** Presentation of problems regarding communication concepts in general, business communication in particular; Presenting the team, the role played by a well-led and homogeneous team in achieving success in negotiations; Underline the communication methods within a negotiation team; Enhance communication methods in order to create optimal conditions, through appropriate management, for profitable results; The Protocol as an important part of the business.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: TOTAL QUALITY MANAGEMENT**

**CODE:** D18MPM314

**ECTS CREDITS:** 6

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** The course explains the evolution of the economic phenomena within a company through the factors which determine them, in order to identify action courses to influence them.

**COURSE CONTENTS:** Providing elements for understanding quality management from the strategic and systemic-integrated point of view; Providing managerial methods, techniques and tools needed to project and implement a quality management system.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: STRATEGIC MANAGEMENT**

**CODE:** D18MPM316

**ECTS CREDITS:** 6

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** The course explains the evolution of the economic phenomena within an organisation and the importance of management of change.

**COURSE CONTENTS:** 1. Presenting new concepts; principles, methods and basic techniques regarding the strategic management of enterprises; 2. Supplying relevant information regarding the assessment of the competitive internal and external environment; 3. Using tools in the strategic analysis; 4. Making and implementing strategies at corporate level.

**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: FINANCIAL DIAGNOSIS OF PUBLIC ORGANISATIONS**

**CODE:** D18MPM317

**ECTS CREDITS:** 6

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Students acquire the skills related to knowing and understanding, explaining and interpreting, instrumental-applicative and behavioural for students who have chosen the courses of the Master's degree programme *Management of Public Organisations*.

**COURSE CONTENTS:** The course offers an integrated conceptual image on the financial/economic dimensions of management of public institutions, widely-spread and used basic quantitative tools and techniques. The financial diagnosis does not represent an aim in itself but rather an effort to understand and interpret the economic features and performances of a system made up of closely-bond financial relationships. The students will get to know the main tools used in order to obtain a financial diagnosis, they will use them and they will interpret the obtained results. They will learn to choose the appropriate analytical tool for the preparation of the decision-making process, for the stating and making of the decision. The financial tools should be an extension of the managerial practice, not a data-processing stage.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**2<sup>ND</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: METHODOLOGY OF SCIENTIFIC RESEARCH IN MANAGEMENT**

**CODE:** D18MPM418

**ECTS CREDITS:** 6

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** The course focuses on presenting and explaining the concepts and defining elements of the scientific research approach through a quantitative and qualitative analysis of the specific phenomena of this discipline.

**COURSE CONTENTS:** Initiating students in the methodology of scientific research in management by presenting the theoretical and practical aspects; Quantitative and qualitative analysis of management-specific phenomena in an organization; Integrating the knowledge gained in the preparation of dissertation papers, articles and scientific research reports.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: ACADEMIC ETHICS AND INTEGRITY****CODE:** D18MPM419**ECTS CREDITS:** 6**TYPE OF COURSE:** compulsory**COURSE OBJECTIVE(S):** The course focuses on presenting and explaining the concepts and elements specific to the academic ethics and integrity through a quantitative and qualitative analysis of the phenomena of this subject.**COURSE CONTENTS:** Initiating students in the field of academic ethics and integrity; Quantitative and qualitative analysis of the phenomena specific to the academic ethics and integrity; Integrating knowledge acquired from other Master subjects in the elaboration of individual reports and case studies.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Preliminary examination**COURSE TITLE: PROJECT MANAGEMENT****CODE:** D18MPM419**ECTS CREDITS:** 6**TYPE OF COURSE:** compulsory**COURSE OBJECTIVE(S):** Students develop their knowledge and learn how to apply the methods and techniques specific to project management.**COURSE CONTENTS:** Identifying the main aspects related to the project manager cooperation and training; Establishing and defining the goal of management project; Gaining knowledge regarding a project's supervision and appliance with quality standards; Developing the ability of applying a set of methods for projects planning.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Preliminary examination**COURSE TITLE: INTERNSHIP****CODE:** D18MPM420**ECTS CREDITS:** 6**TYPE OF COURSE:** compulsory**COURSE OBJECTIVE(S):** Practical deployment of the knowledge gained in specialized disciplines by Master's Degree students in the second year of the *Public Organisations Management* specialization, in order to integrate as quickly as possible into the labour market.**COURSE CONTENTS:** The specific objectives (descriptors) that students have to make during their practice are detailed in the program, depending on the type of organization, as well as the internal provisions of the practice centre (internal rules, regulations, etc.).**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Preliminary examination

**FIELD: FINANCE**  
**PROGRAMME TITLE: FINANCE AND BUSINESS ADMINISTRATION**  
**MASTER'S DEGREE**

**1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: ACCOUNTING AND FINANCIAL REPORTING**

**CODE: D21FAIFCM101**

**ECTS CREDITS: 6**

**TYPE OF COURSE: Compulsory**

**COURSE OBJECTIVE(S):** Developing the skills necessary to use the elements presented in the annual financial statements in the practical activity; Obtaining skills related to: evaluation of the entity's own assets, debts and capitals; carrying out specific operations to close the financial exercise; elaboration and presentation of components of annual financial statements; Capitalizing the information provided by the accounting in the substantiation process of economic decisions.

**LANGUAGE OF INSTRUCTION: Romanian**

**ASSESSMENT METHOD(S): Examination**

**COURSE TITLE: FIRM VALUATION**

**CODE: D21FAIFCM102**

**ECTS CREDITS: 6**

**TYPE OF COURSE: Compulsory**

**COURSE OBJECTIVE(S):** This subject aims at complementing students' knowledge of private finance and to prepare them to join the profession of expert evaluator of companies; Providing a methodology in view of diagnosing the company; Providing a methodology to apply the company's valuation methods and techniques.

**LANGUAGE OF INSTRUCTION: Romanian**

**ASSESSMENT METHOD(S): Examination**

**COURSE TITLE: BANKING AND FINANCIAL INTERMEDIATION**

**CODE: D21FAIFCM103**

**ECTS CREDITS: 6**

**TYPE OF COURSE: Compulsory**

**COURSE OBJECTIVE(S):** Developing specific competences in the activity of financial-banking mediation; Theoretical and practical knowledge regarding the role of financial mediation; Analysis of the main components of the financial market as well as understanding the way in which they work; Knowledge of the main types of financial instruments; Knowledge of the main types of institutions and financial-banking activities and a good understanding of financing operations; Understand the requirements that companies have so that they can benefit from qualitative financial and banking products and services; Surveillance of the main trends and perspectives in the evolution of financial mediation at international and national level..

**LANGUAGE OF INSTRUCTION: Romanian**  
**ASSESSMENT METHOD(S): Examination**

**COURSE TITLE: FINANCIAL ANALYSIS AND DIAGNOSIS**

**CODE: D21FAIFCM104**

**ECTS CREDITS: 6**

**TYPE OF COURSE: Compulsory**

**COURSE OBJECTIVE(S):** Developing skills specific to the assessment diagnosis of business organizations; Making a system of indicators used in diagnosing the company's financial condition available to interested people; Providing a methodology in order to process the balance sheet in view of correct reflection of the patrimony and capital situation; Providing a methodology in order to analyse the profit and loss account in view of sound economic and financial performance.

**LANGUAGE OF INSTRUCTION: Romanian**

**ASSESSMENT METHOD(S): Examination**

**COURSE TITLE: ENTREPRENEURSHIP AND BUSINESS ADMINISTRATION**

**CODE: D21FAIFCM105**

**ECTS CREDITS: 6**

**TYPE OF COURSE: Compulsory**

**COURSE OBJECTIVE(S):** Competences of knowledge, use, application of management methods and techniques within business valuation teams, business opportunities and entrepreneurial initiative; Knowing the mechanisms used to manage the business properly; Correct delimitation of the notions of entrepreneurship and management; Creating decision-making skills specific to hiring and conducting business; Assimilation of the knowledge necessary for the analysis, diagnosis, control and valuation of the business; Developing business strategy capabilities; Developing the skills for the correct risk management in business; Developing business planning skills

**LANGUAGE OF INSTRUCTION: Romanian**

**ASSESSMENT METHOD(S): Examination**

**1<sup>ST</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: FINANCIAL DIAGNOSIS OF THE FIRM**

**CODE: D21FAIFCM207**

**ECTS CREDITS: 6**

**TYPE OF COURSE: Compulsory**

**COURSE OBJECTIVE(S):** Presentation and acquisition of modern methods and techniques related to managing economic and financial activities in order to maximize the value of the firm; Developing practical skills regarding the analysis, forecasting and control of the firm's financial activity; allocation of capital; the working capital management and ensuring financial balance; adoption of financial policies at microeconomic



level; establishing the financial strategy; highlighting the mechanisms in order to create value for the firm.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: EUROPEAN PROJECT FUNDING**

**CODE:** D21FAIFCM208

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Enhancing students' knowledge of the general institutional and procedural framework for the management of the European Funds; Knowledge of methods and theory regarding the financing and implementation of operational programmes and projects funded by European funds.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: INVESTMENT VALUATION AND FINANCING**

**CODE:** D21FAIFCM209

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** The subject aims at completing students' knowledge regarding private finances and preparing them to become investment project developers; Providing a methodology in order to estimate cash flows and discount rates used in investment project valuation; Analysis of certain, probabilistic and uncertain investment projects; Better understanding of some aspects of the company's financial structure and its dividend decision.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: FISCALITY AND TAX HARMONIZATION**

**CODE:** D21FAIFCM210

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Deepening the concepts of taxation and tax policy, fiscal pressure, tax harmonization and coordination; Analysis and interpretation of the level of fiscal pressure in the EU and Romania, analysis of the progress and prospects of the harmonization process of indirect taxes and the coordination of direct taxes in Romania with those of other EU Member States.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: INTERNATIONAL FINANCIAL MANAGEMENT**

**CODE:** D21FAIFCM211

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Develop skills typical of conducting analyses of the international financial environment, based on financial management instruments; Acquire theoretical concepts linked to multinational corporations, financial management decisions, information asymmetry, international business funding, and corporate governance Gain practical skills connected with investment decisions appraisal and substantiation, international transactions risk assessment as well as with the analysis of international funding methods and instruments.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**2<sup>ND</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: FISCAL PROCEDURES**

**CODE:** D21FAIFCM313

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Build distinct skills specific to the adequate use of fiscal procedures that accommodate business demands; Become acquainted with fiscal rights and obligations; Learn about the major fiscal algorithms; Appropriately understand and apply tax procedures.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: FINANCIAL SERVICE MARKETING**

**CODE:** D21FAIFCM314

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Acquire specific skills in the field of services marketing, in general, and in the field of financial services marketing, in particular, by learning the essentials of marketing, thus also achieving to approach it as a key factor to, and as a fundamental instrument for the success of a banking financial organization; Be aware of the marketing mix components in the financial services field and approach their peculiarities, including customized financial services; Properly use specific language to enhance communication within various professional environments; Provide students with the chance to thoroughly grasp the dynamics of market strategies as an intricate process of marketing activity; Understand the role of financial institutions in their attempt to work as a catalyst for sustainable development and the degree to which marketing makes its contribution to attaining such aim.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: STRATEGIES FOR SECURITIES PORTFOLIO OPTIMIZATION**

**CODE:** D21FAIFCM315

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory  
**COURSE OBJECTIVE(S):** Gain determined competencies for financial market investments; Students' knowledge-transfer regarding investment process, performance and risks assessment, assets pricing patterns as well as securities portfolio theories; Familiarize students with financial investments opportunities, the way financial markets work alongside their evolution as well as the extent to which investors value such information; Broaden students' practical skills to create and manage a virtual portfolio as well as to carry out an essential analysis of a listed company.  
**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: LIFE INSURANCE AND PRIVATE PENSION FUNDS**

**CODE:** D21FAIFCM316  
**ECTS CREDITS:** 6  
**TYPE OF COURSE:** Compulsory  
**COURSE OBJECTIVE(S):** Acquire field related skills as a result of explaining the mechanism that lies at the heart of life insurance and private pension activity; Provide students with the basics of insurance and pension system-based activities in order to train them in the field of life insurance and private pension funds as primary forms of safety and long-term saving; Develop skills typical of understanding insurance framework and orientation towards private pension funds, as an additional component of public pension.  
**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: STRATEGIC ANALYSIS OF THE COMPETITIVE ENVIRONMENT**

**CODE:** D21FAIFCM317  
**ECTS CREDITS:** 6  
**TYPE OF COURSE:** Optional  
**COURSE OBJECTIVE(S):** Gain the specific competences for the development of strategic diagnosis of business organizations; identify external factors which affect the activity of the enterprise and assess their impact; to outline the profile of the market sector where the company is active, to identify key success factors and reveal elements likely to change the dynamics of the sector; to assess the attractiveness of the sector; to analyse the potential of the enterprise at strategic level; to apply specific methods and techniques of strategic analysis: PEST, MEFE, scenario technique, BCG, ADL, SWOT analysis, value chain etc.  
**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Examination

**2<sup>ND</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: SCIENTIFIC RESEARCH METHODS IN FINANCE**

**CODE:** D21FAIFCM419  
**ECTS CREDITS:** 6  
**TYPE OF COURSE:** Preliminary examination  
**COURSE OBJECTIVE(S):** Get insights into scientific research methods, spotlighting econometric patterns and their application in finance; Critically assess and synthesize field related scientific studies; Articulate ideas succinctly and coherently; Collect and process statistical data based on econometric software packages; Phrase and test scientific hypotheses; Set forth the final reports and conclusion in a concise and comprehensible manner.  
**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: ACADEMIC ETHICS AND INTEGRITY**

**CODE:** D21FAIFCM420  
**ECTS CREDITS:** 6  
**TYPE OF COURSE:** Compulsory  
**COURSE OBJECTIVE(S):** Presentation and explanation of the concepts and elements that define academic integrity and ethics through a quantitative and qualitative analysis of this discipline-specific phenomena; initiate students in the field of ethics and academic integrity; qualitative and quantitative analysis of specific phenomena of academic integrity and ethics; the integration of the knowledge acquired in other subjects in the preparation of individual reports and case studies.  
**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Preliminary examination

**COURSE TITLE: BEHAVIOURAL FINANCE: PRIVATE WEALTH MANAGEMENT**

**CODE:** D21FAIFCM421  
**ECTS CREDITS:** 6  
**TYPE OF COURSE:** Compulsory  
**COURSE OBJECTIVE(S):** Build particular skills to avoid the risk of irrational financial behaviour by lecturing on the most prominent contributions made by the new science of behavioural finance; Additionally, the course will bring to the fore the relevance of studying psychological factors impact on financial and monetary decisions; According to scientific research studies, there are psychological, emotional and social factors that can adversely influence the profit generated by the management of individual portfolios investments; Provide students with the ability to collect, verify, analyze, synthesize and process information and data from individual investors' internal and external environment; Enhance students' ability to study field related literature and frame their own views; Approach the investor's characteristic behaviour and the way he manages his investment portfolio from a descriptive angle; Lecture on the degree to which behavioural finance theory innovates as well

as on the parallel drawn between classical finance investor's behaviour and modern finance investor's one; Get insights into investor's attitude-based behavioural patterns like: learning from experience, financial optimism, loss and financial regret anxiety as well as group behaviour; Learn about investment discipline and assess how managing the risk posed by the irrational investment behaviour can improve the profitability-risk ratio within a portfolio administered according to financial and economic rationality only.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

<b>COURSE TITLE: INTERNSHIP</b>
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**CODE:** D21FAIFCM422

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Expand their practical skills, built on previously acquired theoretical background, with a view to enabling second year students, enrolled in the master programme of 'Financial Analysis and Valuation of Organizations', to join the workforce as soon as possible; Master students have to meet the following general criteria, irrespective of the type of entity hosting them: 1. become familiar with the internship centre as well as with the dynamics of hosting centre activity. Accordingly, a brief introduction and an organization chart shall be submitted to the internship centre's staff; 2. match the competencies to the activities carried out within functional structures hosting the internship. In this regard, master students are expected to devise a relation diagram, intended to capture the way the department in question relates to the other departments of the internship centre; 3. be aware of the present legislation and normative benchmarks covering the internship activity. Furthermore, the legislative framework underpins related operations. To this end, master students need to study both the regulations issued by central bodies and the internship centre guidelines (internal norms, guides etc.).

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**FIELD: FINANCE**  
**PROGRAMME TITLE: BANKING AND FINANCIAL MANAGEMENT**  
**MASTER'S DEGREE**

**1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: FISCALITY OF BANKING AND NON-BANKING FINANCIAL INSTITUTIONS**

**CODE: D21MFIFCM101**

**ECTS CREDITS: 6**

**TYPE OF COURSE: Compulsory**

**COURSE OBJECTIVE(S):** Knowledge of fiscal mechanisms at national and international level in banking and non-banking financial institutions; Complex knowledge of the functional features of fiscal mechanisms; Acquisition and application of fiscal administration mechanisms and techniques; Comparative analysis of tax systems in EU member countries in the field of banking and non-banking financial institutions; A good knowledge of the state of harmonization and tax coordination in the European context.

**LANGUAGE OF INSTRUCTION: Romanian**

**ASSESSMENT METHOD(S): Examination**

**COURSE TITLE: FIRM VALUATION**

**CODE: D21MFIFCM102**

**ECTS CREDITS: 6**

**TYPE OF COURSE: Compulsory**

**COURSE OBJECTIVE(S):** This subject aims at complementing students' knowledge of private finance and to prepare them to join the profession of expert evaluator of companies; Providing a methodology in order to diagnose the company; Providing a methodology to apply the company's valuation methods and techniques.

**LANGUAGE OF INSTRUCTION: Romanian**

**ASSESSMENT METHOD(S): Examination**

**COURSE TITLE: BANKING AND FINANCIAL INTERMEDIATION**

**CODE: D21MFIFCM103**

**ECTS CREDITS: 6**

**TYPE OF COURSE: Compulsory**

**COURSE OBJECTIVE(S):** Developing specific competences in the activity of financial-banking mediation; Theoretical and practical knowledge regarding the role of financial mediation; Analysis of the main components of the financial market as well as understanding the way in which they work. Knowledge of the main types of financial instruments; Knowledge of the main types of institutions and financial-banking activities and a good understanding of financing operations; Understand the requirements that companies have so that they can benefit from qualitative financial and banking products and services; Surveillance of the main trends and perspectives in the evolution of

financial mediation at international and national level.

**LANGUAGE OF INSTRUCTION: Romanian**

**ASSESSMENT METHOD(S): Examination**

**COURSE TITLE: FINANCIAL ANALYSIS AND DIAGNOSIS**

**CODE: D21MFIFCM104**

**ECTS CREDITS: 6**

**TYPE OF COURSE: Compulsory**

**COURSE OBJECTIVE(S):** Developing skills specific to the assessment diagnosis of business organizations; Making a system of indicators used in diagnosing the company's financial condition available to interested people; Providing a methodology in order to process the balance sheet in view of correct reflection of the patrimony and capital situation; Providing a methodology in order to analyse the profit and loss account in view of sound economic and financial performance.

**LANGUAGE OF INSTRUCTION: Romanian**

**ASSESSMENT METHOD(S): Examination**

**COURSE TITLE: DIGITAL BANKING**

**CODE: D21MFIFCM105**

**ECTS CREDITS: 6**

**TYPE OF COURSE: Compulsory**

**COURSE OBJECTIVE(S):** Developing skills specific to understanding digital banking products and solving digital banking problems; Acquiring the concepts of digital banking products, digital banking; Identifying the structure of the international banking market; Identifying digital payment instruments; Identifying the risks related to digital banking products.

**LANGUAGE OF INSTRUCTION: Romanian**

**ASSESSMENT METHOD(S): Examination**

**1<sup>ST</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: MANAGERIAL FINANCES**

**CODE: D21MFIFCM207**

**ECTS CREDITS: 6**

**TYPE OF COURSE: Compulsory**

**COURSE OBJECTIVE(S):** Presentation and acquisition of modern methods and techniques related to managing economic and financial activities in order to maximize the value of the firm; Developing practical skills regarding the analysis, forecasting and control of the firm's financial activity; allocation of capital; the working capital management and ensuring financial balance; adoption of financial policies at a microeconomic level; establishing the financial strategy; highlighting the mechanisms in order to create value for the firm.

**LANGUAGE OF INSTRUCTION: Romanian**

**ASSESSMENT METHOD(S): Examination**

**COURSE TITLE: EUROPEAN PROJECT FUNDING**

CODE: D21MFIFCM208

ECTS CREDITS: 6

TYPE OF COURSE: Compulsory

**COURSE OBJECTIVE(S):** Enhancing students' knowledge of the general institutional and procedural framework for the management of the European Funds; Knowledge of methods and theory regarding the financing and implementation of operational programmes and projects funded by European funds.

LANGUAGE OF INSTRUCTION: Romanian

ASSESSMENT METHOD(S): Examination

**COURSE TITLE: BANKING ETHICS AND NEGOTIATION**

CODE: D21MFIFCM209

ECTS CREDITS: 6

TYPE OF COURSE: Compulsory

**COURSE OBJECTIVE(S):** Develop skills typical of conducting negotiation and handling ethical issues; Acquire the concepts of ethics, moral values, morality and negotiation Learn about the structure underpinning an ethical code Draw up the list of ethical rights and responsibilities of stakeholders, managers, and employees; Spotlight tactics, techniques and negotiation strategies; Compare and contrast definite negotiation styles.

LANGUAGE OF INSTRUCTION: Romanian

ASSESSMENT METHOD(S): Examination

**COURSE TITLE: BANKING RISKS AND PERFORMANCE**

CODE: D21MFIFCM210

ECTS CREDITS: 6

TYPE OF COURSE: Compulsory

**COURSE OBJECTIVE(S):** Gain determined competencies in the field of banking financial management in order to employ bank resources to boost short, medium and long term revenue; constantly diminish the particular risk; meet the demands of customers, employees, and stakeholders; reach bank objectives on the whole; Provide students with the ability to collect, verify, analyze, synthesize and process information and data from banking entities' internal and external environment; Enhance students' ability to study field related literature and frame their own views; Acquire and understand the essentials of banking risk and performance; Reinforce the architecture of banking risk management; Learn about and thoroughly understand the primary banking risk monitoring and management patterns; Be familiar with and interpret the major indicators of banking performance quantification; Pick up the required skills and the ability to implement the theoretical background; Efficiently use risk assessment and banking performance methods and instruments.

LANGUAGE OF INSTRUCTION: Romanian

ASSESSMENT METHOD(S): Examination

**COURSE TITLE: INTELLIGENT BANKING FINANCIAL SYSTEMS**

CODE: D21MFIFCM211

ECTS CREDITS: 6

TYPE OF COURSE: Compulsory

**COURSE OBJECTIVE(S):** Develop required skills to implement and employ business expert systems, intended to facilitate the effective use of artificial intelligence products by economic entities; Be aware of expert systems structure and functions; Build practical skills specific to designing successful expert systems which streamline organizational business processes; Gain knowledge and skills necessary to implement business expert systems.

LANGUAGE OF INSTRUCTION: Romanian

ASSESSMENT METHOD(S): Examination

2<sup>ND</sup> YEAR, 1<sup>ST</sup> SEMESTER**COURSE TITLE: COMPARING AND CONTRASTING BANKING SYSTEMS**

CODE: D21MFIFCM313

ECTS CREDITS: 6

TYPE OF COURSE: Compulsory

**COURSE OBJECTIVE(S):** Gaining of specific competencies in financial activity; Presentation of banking systems in different countries; Highlighting the particularities regarding functioning of banking systems; A comparative approach Analysis of the institutional and legal factors contributing to the defining, structuring and organization modern banking systems; Addressing the main trends and prospects in the current banking business; Analysis of the impact of the recent financial crisis on the banking systems.

LANGUAGE OF INSTRUCTION: Romanian

ASSESSMENT METHOD(S): Examination

**COURSE TITLE: FINANCIAL SERVICE MARKETING**

CODE: D21MFIFCM314

ECTS CREDITS: 6

TYPE OF COURSE: Compulsory

**COURSE OBJECTIVE(S):** Acquire specific skills in the field of services marketing, in general, and in the field of financial services marketing, in particular, by learning the essentials of marketing, thus also achieving to approach it as a key factor to, and as a fundamental instrument for the success of a banking financial organization; Be aware of the marketing mix components in the financial services field and approach their peculiarities, including customized financial services; Properly use specific language to enhance communication within various professional environments; Provide students with the chance to thoroughly grasp the dynamics of market strategies as an intricate process of marketing activity; Understand the role of financial institutions in their attempt to work as a catalyst for sustainable development and the degree to which



marketing makes its contribution to attaining such aim.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: STRATEGIES FOR SECURITIES PORTFOLIO OPTIMIZATION**

**CODE:** D21MFIFCM315

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Gain determined competencies for financial market investments; Students' knowledge-transfer regarding investment process, performance and risk assessment, asset pricing patterns as well as securities portfolio theories; Familiarize students with financial investment opportunities, the way financial markets work alongside their evolution as well as the extent to which investors value such information; Broaden students' practical skills to create and manage a virtual portfolio as well as to carry out an essential analysis of a listed company.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: MONETARY POLICIES**

**CODE:** D21MFIFCM316

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Providing expertise and knowledge in the area of monetary policy: knowledge of key notions: monetary theory, monetary policy, the monetary policy instruments; knowledge of economic implications of globalization on monetary policy; the transmission of monetary policy effects in the real economy; knowledge of mechanisms for the use of monetary policy instruments; knowledge of the mechanism of monetary policy in the EU and in Romania

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: STRATEGIC ANALYSIS OF COMPETITIVE ENVIRONMENT**

**CODE:** D21MFIFCM317

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Gainig the specific competences for the development of strategic diagnosis of business organizations; identify external factors which affect the activity of the enterprise and assess their impact; to outline the profile of the market sector where the company is active, to identify key success factors and reveal elements likely to change the dynamics of the sector; to assess the attractiveness of the sector; to analyse the potential of the enterprise at strategic level; to apply specific methods and techniques of strategic analysis: PEST, MEFE, scenario technique, BCG, ADL, SWOT analysis, value chain etc..

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**2<sup>ND</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: SCIENTIFIC RESEARCH METHODS IN FINANCE**

**CODE:** D21MFIFCM419

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Get insights into scientific research methods, spotlighting econometric patterns and their application in finance; Critically assess and synthesize field related scientific studies; Articulate ideas succinctly and coherently Collect and process statistical data based on econometric software packages; Phrase and test scientific hypotheses; Set forth the final reports and conclusion in a concise and comprehensible manner.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**COURSE TITLE: ETHICS AND ACADEMIC INTEGRITY**

**CODE:** D21MFIFCM420

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Presentation and explanation of the concepts and elements that define academic integrity and ethics through a quantitative and qualitative analysis of this discipline-specific phenomena; initiate students in the field of ethics and academic integrity; qualitative and quantitative analysis of specific phenomena of academic integrity and ethics; the integration of the knowledge acquired in other subjects in the preparation of individual reports and case studies.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**COURSE TITLE: BANKING INSURANCE AND GUARANTEES**

**CODE:** D21MFIFCM421

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Become acquainted with the types of insurance offered by credit institutions and their role in the lending process, alongside banking guarantee categories; Acquire skills characteristic of banking insurance and credit techniques; Be aware of the types of collateral required by banks when granting credits; Understand the role played by *banking assurance* partnerships and key guarantee bodies at national and international level.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: INTERNSHIP****CODE:** D21MFIFCM422**ECTS CREDITS:** 6**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Expand their practical skills, built on previously acquired theoretical background, with a view to enabling second year students, enrolled in the master programme to join the workforce as soon as possible; Master students have to meet the following general criteria, irrespective of the type of entity hosting them: become familiar with the internship centre as well as with the dynamics of hosting centre activity. Accordingly, a brief introduction and an organization chart shall be submitted to the internship centre's staff; match the competencies to the activities carried out within functional structures hosting the internship. In this regard, master students are expected to devise a relation diagram, intended to capture the way the department in question relates to the other departments of the internship centre; be aware of the present legislation and normative benchmarks covering the internship activity. Furthermore, the legislative framework underpins related operations. To this end, master students need to study both the regulations issued by central bodies and the internship centre guidelines (internal norms, guides etc.).

**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Preliminary examination

**FIELD: FINANCE**  
**PROGRAMME TITLE: ANALYSIS AND FINANCIAL EVALUATION OF ORGANISATIONS**  
**MASTER'S DEGREE**

**1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: ACCOUNTING AND FINANCIAL REPORTING**

**CODE: D21AEIFCM101**

**ECTS CREDITS: 6**

**TYPE OF COURSE: Compulsory**

**COURSE OBJECTIVE(S):** Developing the skills necessary to use the elements presented in the annual financial statements in the practical activity; Obtaining skills related to: evaluation of the entity's own assets, debts and capitals; carrying out specific operations to close the financial exercise; elaboration and presentation of components of annual financial statements; Capitalizing the information provided by the accounting in the substantiation process of economic decisions.

**LANGUAGE OF INSTRUCTION: Romanian**

**ASSESSMENT METHOD(S): Examination**

**COURSE TITLE: MANAGERIAL FINANCES**

**CODE: D21AEIFCM102**

**ECTS CREDITS: 6**

**TYPE OF COURSE: Compulsory**

**COURSE OBJECTIVE(S):** Presentation and acquisition of modern methods and techniques related to managing economic and financial activities in order to maximize the value of the firm; Developing practical skills regarding the analysis, forecasting and control of the firm's financial activity; allocation of capital; the working capital management and ensuring financial balance; adoption of financial policies at microeconomic level; establishing the financial strategy; highlighting the mechanisms in order to create value for the firm.

**LANGUAGE OF INSTRUCTION: Romanian**

**ASSESSMENT METHOD(S): Examination**

**COURSE TITLE: STATISTICAL METHODS IN BUSINESS MANAGEMENT**

**CODE: D21AEIFCM103**

**ECTS CREDITS: 6**

**TYPE OF COURSE: Compulsory**

**COURSE OBJECTIVE(S):** Developing specific skills needed to apply the statistical methodology in business management; Presentation of the conceptual and methodological system of descriptive and inferential statistics, useful in the business decision-making process; Training and development of master students' statistical analysis capacity - both quantitatively and qualitatively; Acquiring modern statistical methods and tools to address business phenomena and business processes.

**LANGUAGE OF INSTRUCTION: Romanian**  
**ASSESSMENT METHOD(S): Examination**

**COURSE TITLE: ANALYSIS OF ECONOMIC AND FINANCIAL PERFORMANCE**

**CODE: D21AEIFCM104**

**ECTS CREDITS: 6**

**TYPE OF COURSE: Compulsory**

**COURSE OBJECTIVE(S):** Developing specific competences in the assessment of economic-financial performance of business organizations; Developing skills to identify, select, and use the information used in analysing and evaluating a company's performance; Providing a system of indicators used in the performance analysis of economic and financial aspects of the firm; Providing a methodology in order to analyse the profit and loss account in the view of sound economic and financial performance; 4. Developing skills used to assess a business's performance, based on case studies.

**LANGUAGE OF INSTRUCTION: Romanian**

**ASSESSMENT METHOD(S): Examination**

**COURSE TITLE: ENTREPRENEURSHIP AND BUSINESS ADMINISTRATION**

**CODE: D21AEIFCM105**

**ECTS CREDITS: 6**

**TYPE OF COURSE: Compulsory**

**COURSE OBJECTIVE(S):** Competences of knowledge, use, application of management methods and techniques within business valuation teams, business opportunities and entrepreneurial initiative; Knowing the mechanisms used to manage the business properly; Correct delimitation of the notions of entrepreneurship and management; Creating decision-making skills specific to hiring and conducting business; Assimilation of the knowledge necessary for the analysis, diagnosis, control and valuation of the business; Developing business strategy capabilities; Developing the skills for the correct risk management in business; Developing business planning skills.

**LANGUAGE OF INSTRUCTION: Romanian**

**ASSESSMENT METHOD(S): Examination**

**1<sup>ST</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: FINANCIAL DIAGNOSIS OF THE FIRM**

**CODE: D21AEIFCM207**

**ECTS CREDITS: 6**

**TYPE OF COURSE: Compulsory**

**COURSE OBJECTIVE(S):** Developing skills specific to the assessment diagnosis of business organizations; Making a system of indicators used in diagnosing the company's financial condition available to interested people; Providing a methodology for processing the balance sheet in view of a correct reflection of the patrimony and

capital situation; Comparative presentation of different models of loan application analysis used by various banks.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: METHODS AND TECHNIQUES FOR BUSINESS VALUATION**

**CODE:** D21AEIFCM208

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Providing the methodological tools necessary to value a firm; Developing skills to identify, select and use the information used to value a firm; Providing the overall approach to value an enterprise; Presentation of the approaches and methods used, in the world and in Romania, in the valuation of enterprises; Developing skills necessary to value a firm based on applications and case studies.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: REGIONAL DEVELOPMENT AND STRUCTURAL INSTRUMENTS FOR BUSINESS FINANCING**

**CODE:** D21AEIFCM209

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Understanding the European financing mechanism in Romania; Use of instruments for accessing EU funds in Romania; Knowledge of the specific documentation of projects financed from EU funds; Knowledge of the basic concepts on management projects financed from European funds.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: MICROECONOMIC FORECASTING AND PLANNING**

**CODE:** D21AEIFCM210

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Develop prediction, analysis and synthesis skills; Get insights into predictive management; Learn about the need to lend a predictive touch to economic management; Acquire distinct methods and techniques like: operational, decision substantiating as well as those linked to forecasting and corporate predictive management; Underline the essentials of demand-supply dynamics analysis and substantiation as made manifest by various markets; Motivate, work out and develop predictive thinking within a universe driven by risks, uncertainties and non-determinations; Build and develop students' analysis and synthesis skills, from both a quantitative and qualitative angle Acquire modern statistical-mathematical methods and tools to

predict economic phenomena and processes in Romanian enterprises.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: INTERNATIONAL VALUATION STANDARDS**

**CODE:** D21AEIFCM211

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Assimilation of international assessment standards and their methods of implementation; knowledge of the fundamental concepts of assessment; understanding the milestones of assessment process; knowledge on the assessment standards applicable in Romania; understanding the evaluation methodology of assessment process

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**2<sup>ND</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: REAL ESTATE VALUATION**

**CODE:** D21AEIFCM313

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Develop real estate properties valuation skills; Acquire information identifying, selecting, and processing skills characteristic of real estate valuation Establish real estate valuation framework; Learn about distinct approaches and methods applied to real estate valuation; Gain real estate valuation skills based on preparing written assignments and case studies.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: MANAGING CASH-FLOWS AND RISKS**

**CODE:** D21AEIFCM314

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Pick up cash-flows calculus and analysis skills alongside the abilities to assess business organizations risks; Gain the required skills at identifying, selecting and processing information linked to cash-flows and risk analysis and management; Provide an indicator system typical of corporate cash-flows analysis; Learn about enterprise risk assessment methodology; Gain cash-flow management and risk skills based on drawing up case studies.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: FINANCIAL INSTRUMENTS VALUATION**

**CODE:** D21AEIFCM315

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Develop definite skills in financial instruments valuation; Master students' knowledge and training transfer relative to financial market and the role of financial intermediation; Analyze the major components of financial market and broaden students' understanding of how these components work; Be aware of the main types of financial instruments; Understand valuation methods of fixed and variable income financial instruments as well as derivative financial instruments; Learn about the essentials of fundamental and technical analysis in order to predict financial instruments prices.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: STATISTICAL ANALYSIS OF DATA USING SOFTWARE TOOLS**

**CODE:** D21AEIFCM316

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Enlarge on the essentials of econometrics and enhance its links with mathematical statistics (statistical inference, estimation theory) Lecture on econometric methods and primary econometric patterns; Practice the parametric estimation of econometric patterns, typical of microeconomic, macroeconomic, and financial markets.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: STRATEGIC ANALYSIS OF THE COMPETITIVE ENVIRONMENT**

**CODE:** D21AEIFCM317

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** Gainig the specific competences for the development of strategic diagnosis of business organizations; identify external factors which affect the activity of the enterprise and assess their impact; to outline the profile of the market sector where the company is active, to identify key success factors and reveal elements likely to change the dynamics of the sector; to assess the attractiveness of the sector; to analyse the potential of the enterprise at strategic level; to apply specific methods and techniques of strategic analysis: PEST, MEFE, scenario technique, BCG, ADL, SWOT analysis, value chain etc.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**2<sup>ND</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: METHODS OF SCIENTIFIC RESEARCH IN FINANCE**

**CODE:** D21AEIFCM419

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Gain the necessary skills to apply a mathematical approach to economic problems alongside choosing the perfect financial solutions; Provide students with mathematics-based methodologies of solving economic problems; Be acquainted with algorithms required to optimize derivative models; Learn about the specialized software and pick up the skills to employ it in order to devise flawless financial strategies.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: AUDIT AND FINANCIAL COMMUNICATION**

**CODE:** D21AEIFCM420

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Develop particular skills meant to help students diagnose the quality of financial information, disseminated by business entities; mphasize the need for reasonable transparency of shares, movements and transformations, results and accumulations within, and linked to companies; Ensure that master students' grow aware of the key techniques to highlight inaccuracies and flaws in financial-accounting field, and particularly in assessing the array of consequences these might lead to; Lecture on feasible alternatives to enhance both information quality and the incidence of perceptions; Raise awareness relative to the responsibility to ensure that financial statements are devised and presented in compliance with well-specified criteria; Broaden the skills to obtain and assess audit evidence with the purpose of supporting management's assertions about transactions and events registered throughout a financial exercise; Place emphasis on theoretical and methodological framework alongside providing students with practical guidelines on conducting a financial audit; Lecture on normative benchmarks and practical skills fundamental to conducting a financial audit under the best conditions; likewise, underscore the responsibility and public effects involved; Stage and simulate the decision-making process carried out by financial auditors; Report the eventual outcome – global entity diagnosis.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: INTERNSHIP**

**CODE:** D21AEIFCM422

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Expand their practical skills, built on previously acquired theoretical background, with a view to enabling second year



students, enrolled in the master programme of 'Financial Analysis and Valuation of Organizations', to join the workforce as soon as possible. Master students have to meet the following general criteria, irrespective of the type of entity hosting them: 1. become familiar with the internship centre as well as with the dynamics of hosting centre activity. Accordingly, a brief introduction and an organization chart shall be submitted to the internship centre's staff; 2. match the competencies to the activities carried out within functional structures hosting the internship. In this regard, master students are expected to devise a relation diagram, intended to capture the way the department in question relates to the other departments of the internship centre; 3. be aware of the present legislation and normative benchmarks covering the internship activity. Furthermore, the legislative framework underpins related operations. To this end, master students need to study both the regulations issued by central bodies and the internship centre guidelines (internal norms, guides etc.).

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**FIELD: MARKETING**  
**PROGRAMME TITLE: MARKETING AND BUSINESS COMMUNICATION**  
**MASTER'S DEGREE**

**1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: CUSTOMER RELATIONSHIP MANAGEMENT**

**CODE: D18MCM101**

**ECTS CREDITS: 6**

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** The course aims at acknowledging the fundamental elements the organisation's relationship with customers implies.

**COURSE CONTENTS:** To critically analyse, synthesize and assess the complex problems within the area of customer relationships, out of a managerial perspective; The ability to efficiently organize the professional activity in order to attract, make loyal and retain customers.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: MARKETING AND CONSUMPTION EXPERIENCE**

**CODE: D18MCM102**

**ECTS CREDITS: 6**

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Students develop knowledge and learn how to apply methods and techniques specific to marketing and customer's consumption experience.

**COURSE CONTENTS:** 1. To understand customer's experience; 2. To know the importance of listening to customer's voice; 3. To define the strategy addressed to customers; 4. To understand the necessity of customer relationship management; 5. To understand the importance of enterprise culture; 6. To understand the necessity of code of conduct towards customers; 7. To understand the importance of excellence in services; 8. To apply techniques for customers' loyalty; 9. To understand progress at the same time with customers' complaints; 10. To create a service catalogue.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: EMERGING MARKETS**

**CODE: D18MCM103**

**ECTS CREDITS: 6**

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** The course aims at making students understand the mechanism of emerging market functioning.

**COURSE CONTENTS:** Using the tools needed to analyse emerging markets from the perspective of international companies; Knowledge of business cycle peculiarities in emerging markets; Knowledge of penetration strategies in emerging markets.

**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: MARKETING MANAGEMENT**

**CODE: D18MCM104**

**ECTS CREDITS: 6**

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** The course synthesizes and widely presents methods, techniques and principles of marketing management at the level of organisations and at market level.

**COURSE CONTENTS:** The course focuses on the essential decisions that marketing managers and higher managers face within a company, in their efforts to harmonize the organizational goals, capabilities and resources with market needs and favourable conditions. It is a theoretical frame that enables them to analyse the recurrent management problems of marketing; it also capitalizes the multitude of knowledge reached at in a variety of disciplines – economic sciences, behaviour sciences, theory of management, mathematics – to develop fundamental concepts and tools. The course applies marketing theory on the entire spectrum of marketing: products and services, consumption and organizational markets, commercial and non-profit organisations, local and foreign companies, small and large businesses, production and intermediary organisations, highly-technological and low-technological sectors.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: EUROPEAN COMMERCIAL LAW**

**CODE: D18MCM105**

**ECTS CREDITS: 6**

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** The course's main focus is for students to acquire fundamental theoretical knowledge concerning: introduction in the study of law, evolution of business law, themes and springs in business law, relationship of various themes in business law, elements of commercial background, commercial contracts.

**COURSE CONTENTS:** At the end of the course, the attendants will acquire the following specific skills: 1. Professional skills: The proper use of concepts, theories, paradigms and methodologies within the law field; The implementation of the Romanian Law, the European Law and of other international Law instruments; The interpretation, correlation and comparison of judicial organisations belonging to national Law, European Law and other states' Law; The use of necessary knowledge in gathering data and information related to an actual law issue; The use of effective legislation in the analysis of judicial situations, in their correct embodiment and settlement; 2. Cross-skills: Team-work skills and the implementation of efficient team-work techniques (with multidisciplinary elements), respecting the

hierarchy levels; Oral and written communication skills in native and at least one foreign language and the efficient use of communication resources and of assisted professional information and training sources, both in native language and in an international language.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

1<sup>ST</sup> YEAR, 2<sup>ND</sup> SEMESTER

**COURSE TITLE: ADVERTISING COMMUNICATION STRATEGIES**

**CODE:** D18MCM206

**ECTS CREDITS:** 6

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** The course aims at: understanding the specificity of advertising communication content as well as that of mass communication; developing practical skills in order to adopt optimum decisions in the field of advertising in a competitive and global context.

**COURSE CONTENTS:** Acknowledging and explaining the influence factors of advertising on buying decisions and customer behaviour; Carrying out and implementing a strategy of advertising communication; Acknowledging research methods in order to elaborate an advertising strategy and a campaign's efficiency.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: MARKETING PROJECT MANAGEMENT**

**CODE:** D18MCM207

**ECTS CREDITS:** 6

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Students develop knowledge and learn how to apply the methods and techniques specific to project management.

**COURSE CONTENTS:** Identification of main aspects related to the project manager cooperation and training; Establishing and defining the goal of management project; Gaining knowledge regarding a project's supervision and appliance with quality standards; Developing the ability of applying a set of methods for projects planning.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: PRICE OPTIMIZATION MODELS**

**CODE:** D18MCM208

**ECTS CREDITS:** 6

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** The course focuses on students acquiring knowledge necessary to the projection of some efficient marketing systems.

**COURSE CONTENTS:** Acquiring knowledge regarding price decision optimization; Fathoming

knowledge regarding the organisation and management of strategic plans and operational programs specific to business areas; Acquiring knowledge necessary to market analysis, determination of values which characterize markets' conditions.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: E-MARKETING**

**CODE:** D18MCM209

**ECTS CREDITS:** 6

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** The courses aims at offering a wide view on methods, techniques and tools specific to e-marketing, in order to fully capitalize the potential of the Internet in accomplishing business goals.

**COURSE CONTENTS:** The students will acquire a proper understanding of: the bond between elements of classic marketing and that from the Internet; communication tools in e-marketing; the specific terminology in e-marketing; some concepts and models specific to e-marketing; markets and online consumer behaviour; the features of online marketing policies. The course also focuses on developing students' ability to conduct coherent analyses in the field as well as to run online marketing campaigns.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: STRATEGIC MARKETING**

**CODE:** D18MCM210

**ECTS CREDITS:** 6

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** The course aims at developing students' skills specific to the foundation of a marketing strategy and to the accomplishment of a marketing plan.

**COURSE CONTENTS:** At the end of the course, the Master's Degree students will be able to: understand the role of marketing strategy in obtaining some good results at companies' level; establish the factors which influence the foundation of a marketing strategy; carry out a proper market segmentation and identify categories of target customers; make a valuable offer through which the company is able to properly position itself on market segments; know the ammunition of methods and techniques specific to a marketing strategic step; choose a marketing strategy adapted to the realities the company faces; underlie a strategic marketing plan.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

## 2<sup>ND</sup> YEAR, 1<sup>ST</sup> SEMESTER

### COURSE TITLE: BRAND MANAGEMENT

CODE: D18MCM312

ECTS CREDITS: 6

TYPE OF COURSE: compulsory

**COURSE OBJECTIVE(S):** The main goal of the course is to offer Master's Degree students the necessary knowledge in order to optimize a brand's value by offering relevant examples meant to emphasize the decisions made to create this value.

**COURSE CONTENTS:** Acknowledging the way a brand's quality management should be carried out; Acknowledging brand associations; Acknowledging elements concerning a brand's positioning; Acknowledging brand elements; Brand management in time and space.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

### COURSE TITLE: BUSINESS NEGOTIATIONS

CODE: D18MCM313

ECTS CREDITS: 6

TYPE OF COURSE: compulsory

**COURSE OBJECTIVE(S):** The course aims at introducing students to negotiations, their organizing way, their course and ending.

**COURSE CONTENTS:** Presenting issues concerning general negotiation concepts and especially business negotiation concepts; Presenting the negotiation team, the role a well-managed and homogenous team plays in accomplishing negotiation success; Highlighting methods of forming negotiation teams by motivation, using motivation, its assessment, all in regard to creating profitable business conditions; Presenting ways of handling negotiations by highlighting the importance of a good organisation and administration of the negotiation activity; Emphasizing negotiation methods so that to create optimum conditions, through a proper management, for profitable results in negotiation activities.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

### COURSE TITLE: PUBLIC RELATIONSHIP STRATEGIES

CODE: D18MCM314

ECTS CREDITS: 6

TYPE OF COURSE: compulsory

**COURSE OBJECTIVE(S):** The course focuses on students' understanding of the specifics of the content of the public relations activity.

**COURSE CONTENTS:** Knowledge of public relations techniques; Designing a public relations program, creating persuasive messages, and evaluating the effectiveness of such programs.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

### COURSE TITLE: CREATIVE WRITING IN MARKETING

CODE: D18MCM315

ECTS CREDITS: 6

TYPE OF COURSE: compulsory

**COURSE OBJECTIVE(S):** The course aims at familiarizing students with the terminology of creative writing.

**COURSE CONTENTS:** At the end of the course, students will be able to: recognise differences between copywriting and content writing; recognise ways for carrying out an advertorial.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

### COURSE TITLE: POLITICAL MARKETING

CODE: D18MCM316

ECTS CREDITS: 6

TYPE OF COURSE: compulsory

**COURSE OBJECTIVE(S):** The course aims at familiarizing students with the main tools used in the political marketing

**COURSE CONTENTS:** Offering information necessary to the development of an efficient political programme; Gaining skills regarding the development of a proper image in election campaigns.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

### COURSE TITLE: MARKETING ETHICS

CODE: D18MCM317

ECTS CREDITS: 6

TYPE OF COURSE: compulsory

**COURSE OBJECTIVE(S):** The course aims at familiarizing students with the main trends, approaches and areas of ethics in marketing.

**COURSE CONTENTS:** Understand the main business ethics theory; Know the relevant ethical values in the business field; Gain deeper knowledge regarding the concepts and theories on corporate social responsibility; Be aware of significant directions regarding the implementation of ethical marketing at the level of a firm; Understand and be able to make personal assessments of the role of ethics in marketing.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

## 2<sup>ND</sup> YEAR, 2<sup>ND</sup> SEMESTER

### COURSE TITLE: METHODOLOGY OF MARKETING RESEARCH

CODE: D18MCM418

ECTS CREDITS: 6

TYPE OF COURSE: compulsory

**COURSE OBJECTIVE(S):** Students develop knowledge and how to apply methods and techniques specific to the methodology of

marketing research.

**COURSE CONTENTS:** 1. To know the process of marketing research; 2. To know the way to formulate a research problem; 3. To analyse secondary sources of information; 4. To code a qualitative research; 5. To understand the stages of survey, observation, experiment; 6. To make a questionnaire; 7. To apply sampling methods; 8. To build a data base; 9. To understand the utility of bi-varied statistical analysis; 10. To understand the pluri-varied statistical analysis; 11. To elaborate a research report.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: ETHICS AND ACADEMIC INTEGRITY**

**CODE:** D18MCM418

**ECTS CREDITS:** 6

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** The course aims at presenting and explaining concepts and elements specific to the academic ethics and integrity through a quantitative and qualitative analysis of the phenomena of this subject.

**COURSE CONTENTS:** Initiating students in the field of academic ethics and integrity; Quantitative and qualitative analysis of the phenomena specific to the academic ethics and integrity; Integrating knowledge acquired from other Master subjects in the elaboration of individual reports and case studies.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: MODELING AND SIMULATION OF MARKETING PHENOMENA**

**CODE:** D18MCM419

**ECTS CREDITS:** 6

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** The course focuses on explaining the evolution of economic phenomena recorded at the level of the company through computer simulations.

**COURSE CONTENTS:** 1. Offering information necessary to the preparation of project made on computer simulation; 2. Acquiring skills concerning the marketing activity; 3. Forming abilities to do calculations for different alternative situations (decision options) in marketing.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**COURSE TITLE: INTERNSHIP**

**CODE:** D18MCM420

**ECTS CREDITS:** 6

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** The internship is a practical deployment of the knowledge gained in specialized disciplines by Master's Degree students

in the second year of the *Marketing and Business Communication* specialization, in order to integrate as quickly as possible into the labour market.

**COURSE CONTENTS:** The specific objectives (descriptors) that students have to make during their practice are detailed in the program, depending on the type of organization, as well as the internal provisions of the practice centre (internal rules, regulations, etc.).

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination



**FIELD: INFORMATION SYSTEMS IN ECONOMY**  
**PROGRAMME TITLE: E-BUSINESS MANAGEMENT**  
**MASTER'S DEGREE**

**1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: STATISTICAL ANALYSIS OF DATA USING SOFTWARE**

**CODE: D19MEIFCM101**

**ECTS CREDITS: 5**

**TYPE OF COURSE: Compulsory**

**COURSE OBJECTIVE(S):** To use specialized software in order to perform statistical data processing; To know the types of software used for the statistical processing of data and the facilities offered by them; To create specific skills for statistical processing of data with the help of specialized programs.

**LANGUAGE OF INSTRUCTION: Romanian**

**ASSESSMENT METHOD(S): Preliminary examination**

**COURSE TITLE: E-MARKETING**

**CODE: D19MEIFCM102**

**ECTS CREDITS: 6**

**TYPE OF COURSE: Compulsory**

**LANGUAGE OF INSTRUCTION: Romanian**

**ASSESSMENT METHOD(S): Examination**

**COURSE TITLE: INTELLIGENT SYSTEMS IN BUSINESS**

**CODE: D19MEIFCM103**

**ECTS CREDITS: 7**

**TYPE OF COURSE: Compulsory**

**COURSE OBJECTIVE(S):** To develop the necessary skills in order to implement and use expert systems in business processes that are capable to help for an efficiently use of artificial intelligence products in economic entities; To know structures and functions that expert systems have; To form practical skills in developing some efficient expert systems that model business processes from organizations; To obtain the knowledge and skills necessary to implement expert systems in business.

**LANGUAGE OF INSTRUCTION: Romanian**

**ASSESSMENT METHOD(S): Examination**

**COURSE TITLE: DATA STORAGE**

**CODE: D19MEIFCM104**

**ECTS CREDITS: 6**

**TYPE OF COURSE: Compulsory**

**COURSE OBJECTIVE(S):** Students acquire the concept of data storage, how to build it, how to use data efficiently, how to load and extract information and perform a multidimensional analysis within such a data entity. The assimilation of elements used in data storage, namely: Data Mart, ETL and OLAP mechanisms. The analytical study of design, logic modelling, of the stages of building a data storage. Correct segmentation of data structures in

Data Mart segments, efficient data extraction through the correct configuration of smart queries, and multidimensional analysis modes in the SGBD SQL Server.

**LANGUAGE OF INSTRUCTION: Romanian**

**ASSESSMENT METHOD(S): Examination**

**COURSE TITLE: E-GOVERNMENT**

**CODE: D19MEIFCM105**

**ECTS CREDITS: 6**

**TYPE OF COURSE: Compulsory**

**COURSE OBJECTIVE(S):** Provides theoretical and practical support in order to familiarize MA students with the basic concepts and principles according to which the introduction of e-Government in public administration is guided and the changes determined in the organization and functioning of governmental institutions, both at the local and the central level; The course is designed to develop the following skills in MA students: to develop, manage and use at an advanced level the e-Government software platforms; To provide support for the necessary infrastructure for the development of e-Government platforms; Using specific tools for the analysis of e-Government projects analysis; Presentation of e-Government platforms using the comparative analysis between Romania and other states.

**LANGUAGE OF INSTRUCTION: Romanian**

**ASSESSMENT METHOD(S): Examination**

**1<sup>ST</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: COLLABORATIVE SYSTEMS**

**CODE: D19MEIFCM207**

**ECTS CREDITS: 6**

**TYPE OF COURSE: Compulsory**

**COURSE OBJECTIVE(S):** Students acquire a collaborative way of working, within groupware systems. Integrated sets of tools (hardware and software) that allow people to work together through communication, collaboration and coordination at certain time-moments and in different places; The development of collaborative informatics systems in terms of factors related to the complexity and the large number of activities that need to be implemented within the organizations and the technical dimension of the collaborative software dimension.

**LANGUAGE OF INSTRUCTION: Romanian**

**ASSESSMENT METHOD(S): Examination**

**COURSE TITLE: DATA ANALYSIS AND AUTOMATIC EXTRACTION OF KNOWLEDGE**

**CODE: D19MEIFCM208**

**ECTS CREDITS: 7**

**TYPE OF COURSE: Compulsory**

**COURSE OBJECTIVE(S):** Explanation of defining principles and concepts for the subject Analysis of data and automatic extraction of knowledge;

Presentation of the methods and models with which multidimensional data analysis works; Developing and developing students the ability to use data analysis models and cognitive models extracted from the data; Acquiring some practical skills by conducting case studies.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: COMMERCIAL CORRESPONDENCE AND COMMUNICATION IN A FOREIGN LANGUAGE**

**CODE:** D19MEIFCM209

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** To create the basic support that helps students develop the necessary skills in order to successfully communicate in a foreign language in situations related to the educational or professional activities; To put in practice the skills in order to use the basic English language; To substantiate written and oral communication in different contexts.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Preliminary examination

**COURSE TITLE: CREATIVE WRITING IN MARKETING**

**CODE:** D19MEIFCM210

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** To familiarize students with the terms of creative writing; At the end of the course students will be able to: recognize the differences between the terms copywriting/content writing; to understand how an advertorial can be done.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**COURSE TITLE: AUDIT AND FINANCIAL COMMUNICATION**

**CODE:** D19MEIFCM211

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** To form specific competences for the achievement of a diagnosis for the quality of financial information disseminated by the business entities; To highlight the necessity of a reasonable transparency of actions, movements and transformations, of the results and accumulations from and in relationship with organizations; To familiarize the ma student with the techniques of detecting inadvertences and deviations from the financial – accounting system and especially in assessing their consequences; To present the possible alternatives through which the information quality and the incidence of perceptions are improved; To become aware of the responsibility that ensures the fact that the financial

situations are achieved and presented, under all significant aspects, according to some well-identified references; To deepen the acquisition and evaluation of audit evidence in order to support management's assertions about transactions and events occurring during a financial exercise; Theoretical and methodological concentration but also to provide a guide regarding the way the financial audit unfolds; To present the normative references and practical skills necessary to perform financial audit work under the best conditions of responsibility and public effects; To display and simulate the decision – making process applied by financial auditors; To report the obtained result – global diagnosis of the entity.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: MANAGEMENT OF IT PROJECTS**

**CODE:** D19MEIFCM212

**ECTS CREDITS:** 7

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Provides theoretical and practical support for the development and integration of software applications using project management; The course is designed to develop the skills of MA students who can act as IT Project Managers being responsible for planning, creating and launching IT applications and solutions; To provide support for the necessary infrastructure in order to organize IT projects through which to plan and control any IT project; To provide knowledge related to the notion of delivering on time and within the budget the planned products or services by maintaining a quality standard that adds value to the company that is investing in the project; To present the Microsoft Project platform as a software tool for the projects management lemented within the organizations and the technical dimension of the collaborative software dimension.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**2<sup>ND</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: ELECTRONIC COMMERCE**

**CODE:** D19MEIFCM314

**ECTS CREDITS:** 6

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** To provide an integrated vision on e-commerce and on the Internet economy, of their strategic implications for business.

**COURSE CONTENTS:** Students gain a proper understanding of the broad spectrum of issues that affect the commercial use of the Internet, of technology developments, policies and business strategies that constitute the basis for developing models for new business; To provide students with the necessary knowledge in order to develop e-

commerce projects at the level of economic organizations.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: OBJECT-ORIENTED ANALYSIS AND DESIGN**

**CODE:** D19MEIFCM315

**ECTS CREDITS:** 6

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** 1. To form a systemic concept on information systems; 2. To shape the complex reality, using the obtained information leads to the knowledge of the real situation, determining the causes where there are deficiencies, taking some operative measures in order to improve the activity; 3. To develop the object-oriented projection capability of information systems; 4. To know the object-oriented projection methodologies of information systems; 5. To use the object-oriented projection methodologies of information systems.

**COURSE CONTENTS:** Introduces the students to the fundamental aspects of the developing software systems, namely the creation of a software product that involves modelling the application according to the requirements of the beneficiaries, making decisions about the used computer system, adapting models for an effective implementation, writing and testing the programs. Students gain a proper understanding of the broad spectrum of issues that are involved in object analysis and projection, fact which affects the use of business strategies. The course aims to provide the necessary knowledge in order to develop object-oriented systems at the level of the economic organizations.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: ETHICS AND LEGISLATION IN IT**

**CODE:** D19MEIFCM316

**ECTS CREDITS:** 6

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** The course is designed to develop master skills that can act as application developers and are responsible for using various IT solutions, requiring knowledge of copyright.

**COURSE CONTENTS:** Providing information about the difference between the source code and the IT object code; Identifying which national and international bodies, as well as what laws relate to these issues.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**COURSE TITLE: ELECTRONIC SYSTEMS OF PAYMENTS**

**CODE:** D19MEIFCM317

**ECTS CREDITS:** 6

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** Through its content and structure, the Electronic Payment Systems course aims at treat the theoretical notions and concepts that are absolutely necessary in the process of dealing with the notions of electronic payment, electronic currency, electronic payment system, electronic transfer of funds. The course has as a research area the theoretical, methodological and practical aspects of the current Electronic Payment System (EPS), but also a forward aspect, due to the necessity to migrate to the European Payments System, the risks in ESP, payment instruments in terms of transposing them in payment instructions, for retrieving, transmitting and automatically process the electronic messages from the current system. The courses aims or students to acquire the concepts and ways of using ITC and online tools for e-business administration and the extension of digital environment activities; to explain and interpret the fundamental notions from the field of electronic payments and to offer MA students advanced capabilities of knowledge, understanding, explaining, interpreting and using the current electronic payment systems for major issues from the online business environment.

**COURSE CONTENTS:** The course aims to treat both theoretically and practically the phenomenon of online payments and settlements through the Electronic Payment System (EPS), which is constantly modernizing and refining; To build a professional vision of the electronic payment system concept; To know the main electronic payment systems and how they can be adopted; To get acquainted with the hardware and software infrastructure needed for businesses and payments from the digital environment; To handle the notion of security of online transactions; To acquire the electronic payment techniques that are performed through electronic funds transfers through SWIFT, CHIPS, Fedwire, ACH or TARGET; To know the tools and devices used in electronic payment systems: electronic wallet, Point of Sale (POS- Point of Sale), ATM; To determine the MA students to know the stages of clearing and settlement of card transactions; To train specialists capable of solving problems which are specific to the exploitation and use of digital governance tools; To know the national electronic procurement systems (NEAS) by identifying some interoperability standards. The specific objectives of the subject are: the ability of MA students to use electronic tools and use the concept of electronic payment throughout the entire chain of digital economy development, the ability to work in a team, the use of concepts and methods for identifying business rules from the digital environment.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: WEB TECHNOLOGIES AND SERVICES****CODE:** D19MEIFCM318**ECTS CREDITS:** 6**TYPE OF COURSE:** compulsory**COURSE OBJECTIVE(S):** To present a global vision of Web services, that offers a broad set of specifications that allow the building of complex opened systems composed of several services, that belong to different entities, capable of interworking in order to support various human activities.**COURSE CONTENTS:** To present concepts, mechanisms, techniques, issues and standards for Web technologies and services; To provide the necessary knowledge to understand the role of Web services in e-business distributed applications, web technologies needed to develop Web applications and to develop the architecture, to design and to deploy Web services for e-business.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Examination**2<sup>ND</sup> YEAR, 2<sup>ND</sup> SEMESTER****COURSE TITLE: INTEGRATED IT SYSTEMS****CODE:** D19MEIFCM419**ECTS CREDITS:** 6**TYPE OF COURSE:** compulsory**COURSE OBJECTIVE(S):** To develop the necessary skills in order to implement and use integrated IT systems that are meant to help obtain an efficient use of new information technologies within economic and social entities.**COURSE CONTENTS:** 1. To know the structure and functions of integrated computer systems; 2. To form practical skills in the use of integrated computer systems as a support for the management of organizations; 3. Research of methodologies and techniques of integrating computer systems; 4. To obtain the necessary knowledge and skills in order to implement integrated IT systems.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Examination**COURSE TITLE: RESEARCH METHODOLOGY IN IT****CODE:** D19MEIFCM420**ECTS CREDITS:** 6**TYPE OF COURSE:** compulsory**COURSE OBJECTIVE(S):** 1. forming a general view on scientific research; 2. The merger between business processes, enterprise applications and the organizational structure needed to create a high-performance business model; 3. the use of individual operational and scientific operational techniques and strategies in team 4. acquiring knowledge for the development of scientific research at the level of electronic business.**COURSE CONTENTS:** 1. Introduces students into the fundamental aspects of scientific research; 2. Combining the resources of traditional information

systems with Internet access and connecting important business systems directly with its protagonists: customers, employees, partners and suppliers through Intranets, Extranets or the Internet; 3. Masters can combine the practice they perform at the workplace with the elements presented in this course, which can increase the efficiency of the work done; will gain a proper understanding of the broad spectrum of issues involved in research and development of e-business applications that affect the use of business strategies; 4. the use of digital technologies to transform both the internal processes and the organization's interactions with third parties, accomplishing the merger between the business processes themselves, the enterprise applications and the organizational structure needed to create a high-performance business model; 5. provide the necessary knowledge to develop scientific papers in the field of e-business.

**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Preliminary examination**COURSE TITLE: ETHICS AND ACADEMIC INTEGRITY****CODE:** D19MEIFCM423**ECTS CREDITS:** 3**TYPE OF COURSE:** compulsory**COURSE OBJECTIVE(S):** Present and explain the concepts and elements defining academic ethics and integrity through a quantitative and qualitative analysis of the phenomena specific to this discipline.**COURSE CONTENTS:** Initiating students in the field of ethics and academic integrity; Quantitative and qualitative analysis of phenomena specific to ethics and academic integrity; Integrating acquired knowledge into other subjects in the training system of this master in the development of individual reports and case studies.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Examination

**FIELD: ACCOUNTING**  
**PROGRAMME TITLE: ACCOUNTING AND INTERNATIONAL STANDARDS-BASED FINANCIAL REPORTS**  
**MASTER'S DEGREE**

**COURSE TITLE: ACCOUNTING PROCESSINGS AND OPTIONS ACCORDING TO THE EUROPEAN AND IFRS DIRECTIVES**

**CODE: D20CRM101**

**ECTS CREDITS: 6**

**TYPE OF COURSE: Mandatory**

**COURSE OBJECTIVE(S):** Comparative analysis of the main accounting problems from the point of view of national regulations (OMFP 1802/2014), as well as in the context of international regulations applications. Identification of the common elements and of the existent differences between the national regulations accounting treatments on one hand, and on the other from an IFRS point of view.

**COURSE CONTENTS:** Course: Programare liniara. Chapter 1. Accounting treatments and options regarding the realization and presentation of financial reports. Chapter. 2. Accounting treatments and options regarding tangible and intangible assets (IAS16, IAS 38, IAS 36). Chapter 3. Accounting treatments and options regarding inventory. Chapter 4. Accounting treatments and options regarding owned selling assets and interrupted activities (IFRS 5). Chapter 6. Accounting treatments and options regarding leasing contracts. Chapter 7. Accounting treatments and options regarding governmental grants. Chapter 8. Accounting treatments and options regarding debt costs. Chapter 9. Accounting treatments and options regarding biological assets and agricultural products. Seminar. 1. Information delivery through annual financial reports (IAS 1, IAS 7). 2. Accounting treatments and options regarding tangible and intangible assets. (IAS 16, IAS 38, IAS 36). 3. Accounting treatments and options regarding inventory. 4. Accounting treatments and options regarding owned selling assets and interrupted activities (IFRS 5). Accounting treatments and options regarding real-estate investments. 6. Accounting treatments and options regarding leasing contracts. 7. Accounting treatments and options regarding governmental grants. 8. Accounting treatments and options regarding debt costs. Accounting treatments and options regarding biological assets and agricultural products.

**LANGUAGE OF INSTRUCTION: Romanian**

**ASSESSMENT METHOD(S):** Written classic exam 70%, application solving, written testing, essay presentation 30%.

**COURSE TITLE: THE INFORMATIONAL AND DECISIONAL SYSTEM MANAGEMENT OF THE ENTERPRISE**

**CODE: D20CRM102**

**ECTS CREDITS: 6**

**TYPE OF COURSE: Mandatory**

**COURSE OBJECTIVE(S):** It aims to summarize and present in a detailed manner, techniques and managerial and informational system principles in organizations and on the market – it focuses on essential decisions associated with top management aiming to harmonize the objectives, capabilities, and organizational resources with the auspicious needs and opportunities on the market – a theoretical frame used for the analysis of the recurrent issues that may appear in the decisional and informational system of the company; capitalizes the ammount of knowledge reached in a variety of subjects: economics science, behavioral science, management theory, mathematics – for the development of fundamental concepts and instruments.

**COURSE CONTENTS:** Course: Chapter 1. The decisional process in an enterprise. Chapter 2. The role of management in the decisional process of the company. 3. The informatic system. Chapter 4. The informatic system management. Chapter 5. Informatics and the informational company. Seminar: 1. The decisional process in an enterprise. 2. The role of management in the decisional process of the company. 3. The informatic system. 4. The informatic system management. 5. Informatics and the informational company. 6. Simulation using "Titan" software.

**LANGUAGE OF INSTRUCTION: Romanian**

**ASSESSMENT METHOD(S):** Written exam: questions 50%, debates and essay presentation 50%

**COURSE TITLE: FINANCIAL ANALYSIS AND DIAGNOSIS**

**CODE: D20CRM103**

**ECTS CREDITS: 6**

**TYPE OF COURSE: Mandatory**

**COURSE OBJECTIVE(S):** Developing skills necessary to the financial diagnosis of a company. 1. Providing the interested individuals with a system of indicators used for the diagnosis of a company's financial status. 2. Provision of a processing methodology of the accounting balance sheet in order to have a clear display of the capitals and patrimony status. 3. Comparative presentation of different financial flows analysis models in the business entities.

**COURSE CONTENTS:** Course: Chapter 1. The place of financial diagnosis in the general diagnosis of the enterprise. Chapter 2. Financial and accounting reports – basic information source of financial diagnosis. Chapter 3. Analysis regarding the dynamics and the structure of the patrimony. Chapter 4. Financial balance diagnosis. 5. Inventory rate analysis. Chapter 6. Financial flows' analysis. Seminar: 1. The role of financial diagnosis in the general diagnosis of the enterprise. 2. Analysis regarding the dynamics and the

structure of the assets. 3. Analysis regarding the dynamics and the structure of the patrimony. 4. Liquidity and solvability analysis. 5. Analysis regarding the correlation between the working capital, the necessary working capital, and the net treasury. 6. Inventory rate analysis. Financial flows' analysis.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam: multiple choice test + applications solving 70%, homework, individual talks 30%.

**COURSE TITLE: THE ACCOUNTING INFORMATION REGARDING SOCIAL AND TAX LIABILITIES THROUGH ERP**

**CODE:** D20CRM104

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE(S):** Familiarizing the students regarding knowledge attainment concerning the usage of SAP system, its' configuration in order to define the enterprise structure needed for the computerization of a company regardless of its' specific. Using the necessary tools in order to manage the business processes in a ERP system. Creation of an implementation plan in such manner that it customs the adequate SAP system to the requirements of the business environment of an enterprise. Developing skills concerning the integration of other existent SAP modules in the integrated ERP system, offered by the business environment.

**COURSE CONTENTS:** Chapter 1. Introduction in ERP- SAP R/3 systems. Chapter 2. SAP R/3 system administration – SAP Logon. Chapter 3. SAP R/3 navigation. Chapter 4. SAP R/3 basic concepts. Chapter 5 SAP User Management. Chapter 6. SAP Role Management. Chapter 7. Fraud concerning responsibilities of the governance, management, and of the auditors. Chapter 8. The SAP sales and distribution process – SAP SD II. Chapter 9. SAP Sales and distribution process SAP SD III. Chapter 10. SAP Sales and distribution process SAP SD IV. Chapter 11. SAP Sales and distribution process – SAP SD V. Chapter 12. SAP Sales and distribution process – SAP SD VI. Chapter 13. SAP Sales and distribution process – SAP SD VII. Chapter 14. SAP R/3 system configuration – SD module. Seminar: 1. ERPS systems' introduction – SAP R/3. 2. SAP R/3 system administration – SAP Logon. 3. SAP R/3 navigation. 4. SAP R/3 basic concepts. 5. SAP User Management. Chapter 6. SAP Role Management. Chapter 7. Fraud concerning responsibilities of the governance, management, and of the auditors. 8. The SAP sales and distribution process – SAP SD II. 9. SAP Sales and distribution process SAP SD III. 10. SAP Sales and distribution process SAP SD IV. 14. SAP R/3 system configuration – SD module. 12. SAP Sales and distribution process – SAP SD VI. 13.

SAP Sales and distribution process – SAP SD VII. 11.

SAP Sales and distribution process – SAP SD V.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** It is marked the frequency and the consistency of the active participation of the lab classes 30%, project 30%, exam 40%.

**COURSE TITLE: PRINCIPLES AND LEGAL RULES CONCERNING COMMERCIAL COMPANIES**

**CODE:** D20CRM105

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Obligatorie

**COURSE OBJECTIVE(S):** Knowledge and basic notions attainment regarding trade right. 1. Understanding notions specific to trade right. 2. Knowledge thoroughness regarding the structure, the contents and the execution of trade contracts. 3. Knowledge thoroughness regarding trade affairs. 4. Up-to-date knowledge attainment regarding trade disputes.

**COURSE CONTENTS:** Chapter. 1. Trade law. Chapter 2. Types of enterprises. Chapter 3. Trade affairs. Chapter 4. Way of working of the enterprises. Seminar: 1. Organizational seminar. 2. Applications for the assessment of the knowledge regarding basic concepts of trade law. 3. Applications and case studies regarding trade contract realization. 4. Applications and case studies regarding knowledge assessment concerning the terminology and legal relationships with companies. 5. Applications and case studies regarding knowledge assessment concerning incorporated companies. 6. Applications and case studies regarding knowledge assessment concerning limited liability companies. 7. Applications and case studies regarding knowledge assessment concerning general partnership. 8. Applications and case studies regarding knowledge assessment concerning limited partnership. 9. Applications and case studies regarding knowledge assessment concerning limited joint-stock partnership. Applications and case studies regarding knowledge assessment concerning trade affairs. 11. Applications and case studies regarding knowledge assessment concerning the way of working of the enterprises, as well as the management organisms. 12. Applications and case studies regarding knowledge assessment regarding the editing of the legal statue of the enterprises, the dissolution and the liquidation of the economical agents.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Multiple choice test combined with a practical subject 70%, control subjects, and active participation during the seminar 30%.



**COURSE TITLE: ERP FINANCIAL AND ACCOUNTING REPORTS MANAGEMENT****CODE:** D20CRM207**ECTS CREDITS:** 6**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE(S):** It aims to familiarize the students with knowledge concerning SAP system usage, its' configuration in order to define the organization structure needed for the informatization of a company, regardless of its' specific.

1. Using the correct tools in the administration of the processes in an ERP system.
2. Elaborating an implementation plan in such manner that it models the SAP system to the requirements of an enterprise's business environment.
3. Developing skills that are necessary to the integration of other SAP existent modules in the ERP system.

**COURSE CONTENTS:** Course: Chapter 1. ERP- SAP R/3 system introduction. Chapter 2. ERP- SAP R/3 system administration -SAP Logon. Chapter 3. ERP- SAP R/3 navigation. Chapter 4. ERP- SAP R/3 basic concepts. Chapter 5. SAP User Management; Chapter 6. SAP Role Management. Chapter 7. SAP R/3 system configuration – module I. Chapter 8. SAP R/3 system configuration – financial accounting module. Chapter 9. SAP R/3 configuration system – financial accounting module I. Chapter 10. SAP R/3 system configuration – financial accounting module II. Chapter 11. SAP R/3 configuration – financial accounting module III. Chapter 12. Chapter 11. SAP R/3 configuration – financial accounting module III. Chapter 13. AP R/3 configuration – financial accounting module IV. Chapter 14. Chapter 11. SAP R/3 configuration – financial accounting module III – financial accounting module V. Seminar: 1. ERP- SAP R/3 system introduction. 2. ERP- SAP R/3 system administration -SAP Logon. 3. ERP- SAP R/3 navigation. 4. ERP- SAP R/3 basic concepts. 5. SAP User Management; 6. SAP Role Management. 7. SAP R/3 system configuration – module I. 8. SAP R/3 system configuration – financial accounting module. 9. SAP R/3 configuration system – financial accounting module I. 10. SAP R/3 system configuration – financial accounting module II. 11. SAP R/3 configuration – financial accounting module III. 12. SAP R/3 configuration – financial accounting module III. 13. SAP R/3 configuration – financial accounting module IV – financial accounting module IV. 14. SAP R/3 configuration – financial accounting module III – financial accounting module V.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** It is marked the frequency and the consistency of the active participation during the lab class 20%, project 30%, exam 50%.

**COURSE TITLE: FINANCIAL ACCOUNTING****CODE:** D20CRM208**ECTS CREDITS:** 6**TYPE OF COURSE:** Obligatorie

**COURSE OBJECTIVE(S)** This subject aims to provide the masters' students to apply the financial accounting knowledge as well as to develop the necessary skills to put this into practical activities, so they can have a thorough vision of accounting, at the same time creating a set of competences necessary in the accounting consultancy field. Development of abilities regarding: the structure and the management of financial accounting, calculations and analysis concerning capitals, assets, inventories, third-parties, treasury values, expenses and incomes, provided information capitalization regarding financial accounting in the economical decision making process.

**COURSE CONTENTS:** Chapter 1. Basic theoretical problems regarding the organization of financial accounting. Chapter 2. Capitals' accounting. Chapter 3. Assets' accounting. Chapter 4. Inventory accounting. Chapter. 5. Third-parties accounting. Chapter 6. Treasury accounting. Chapter 7. Expenses' accounting. Chapter 8. Incomes' accounting. Seminar 1: 1. General accounting principles; Balance sheet subsequent events and correction of the accounting errors; Own capitals' accounting. Provisions' accounting; Long term debts' accounting. Intangible assets accounting'; 3. Intangible and financial assets' accounting; Inventory and ongoing production accounting; 4. Receivables and trade payables' accounting; Accounting of receivables, and payroll and social debts; 5. Accounting of receivables and debts with associates/shareholders, as well as of other receivables and debts. 6. Investments' accounting; Available monetary. Operational expenses accounting'; 7. Financial expenses accounting.; Financial and operational incomes' accounting.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Classic written exam 70%, testing, essay presentation, questioning 30%.

**COURSE TITLE: MODERN EVALUATION CONCEPTS AND PRACTICES****CODE:** D20CRM209**ECTS CREDITS:** 6**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE(S):** This subject aims to complete the students' knowledge regarding corporate finance and to prepare them to discover the profession of expert enterprise evaluator. 1. Development of a diagnostic methodology. Development of a implementation of the practices and evaluation technique of an enterprise.

**COURSE CONTENTS:** Chapter 1. Concepts regarding enterprise evaluation, Chapter 2. Methodological aspects regarding evaluation. Chapter 3. Assets- based approach. Income- based

approach. Chapter 5. Comparative approach. Seminar: 1. Concepts regarding enterprise evaluation. 2. Comparative approach. 3. Assets-based approach. Income-based approach. 4. Income-based approach. 5. Methodological aspects regarding evaluation.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** FINAL GRADE - It is formed of two elements: the evaluation grade of the exam and the grade of the ongoing evaluation, with a percentage of 70%, respectively 30%.

**COURSE TITLE: MANAGERIAL ACCOUNTING**

**CODE:** D20CRM210

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE(S):** Comparative analysis and critical evaluation of the main types of managerial decisions based on different kinds of costs. Developing a set of effective tools from the managerial accounting area for the successful implementation of the process of decision grounding. Master's students' attainment of the concepts, procedures, and basic methods used in managerial accounting for the reasoning usage as far as solving accounting problems is concerned.

**COURSE CONTENTS:** Chapter 1. Fundamental elements in managerial accounting. Chapter 2. Ways of cost determinations. Chapter 3. Ways of determination the absorbant costs. Chapter 4. The standard costs' method. Chapter 5. Expenses' variation. Chapter 6. THE ABC/ABM system. Chapter 7. Current critics and trends regarding costs management. Chapter 8. Internal disposal prices. Chapter 9. Performance supervising and reporting cases. Seminar: 1. Fundamental elements in managerial accounting. Chapter 2. Ways of cost determinations. Chapter 3. Ways of determination the absorbant costs. Chapter 4. The standard costs' method. Chapter 5. Expenses' variation. THE ABC/ABM system. Chapter 7. Current critics and trends regarding costs management. Chapter 8. Internal disposal prices. Chapter 9. Performance supervising and reporting cases.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written classic exam 50%, testing, essay presentation, questioning 50%.

**COURSE TITLE: PERFORMANCE AND RISK ANALYSIS IN ENTERPRISES**

**CODE:** D20CRM211

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE(S)** Understanding the risk and performance concepts and their indicators evaluation system. 1. Developing identification, selection, and applicability used in the performance and risk evaluation of a company. 2. 3. Provding a indicators' system used in the economical and financial performances of a

company. 4. Providing a risk analysis evaluation methodology regarding the main risks for the company. Developin skills regarding the evaluation of the performance and risks, based on study cases.

**COURSE CONTENTS:** Course: Chapter 1. Introductive notions concerninh an enterprise's risk and perfoamces. Chapter 2. Performance analysis. Chapter 3. Risk analysis. Seminar: 1. Defining the concept of economical and financial performance. Performance indicators regarding economical and financial performances of the comapnies. The enterprise's risk factors. Current production. Turnover. 3. The added value. 4. Gross operation profit. 4. Profit. Self-financing capacity. Profitability rates. 5. Bankrupcy risk. 6. Operational risk. 7. Financial risk. Combined risk.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Multiple choice test and applications solving 80%, essay presentation 20%.

**COURSE TITLE: ORGANIZATIONAL FINANCIAL STRATEGIES**

**CODE:** D20CRM313

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** Presentation and thotoughness of some modern management methods and techniques of the economical and financial activities with the purpose of maximizing the value of the company. Developing practical skills in: the analysis, the forectasing, and the control of a financial activity of the company, capital allocation, working capital management, and financial balance insurance, implementation of micro-economical financial policies, fiancial strategy settelement, highlight the value creating of the company.

**COURSE CONTENTS:** Course: Chapter 1. Financial analysis, forecasting, and control in a micro-economic context. Chapter 2. Capital allocation. Long-term financing. Chapter 3. Working capital management. Chapter 4. Political and financial value of the company. Chapter 5. Financial strategies regarding value increasing of the companies through restructuring. Chapter 6. Bankruptcy and reorganization. Chapter 7. Strategic control and strategy evaluation. Seminar 1. The content, the functions and the objectives of the managerial finances. Reconsidering some notions of corporate finance. 2. Modern adaption criteria regarding investments. 3. Grounding the financing plan. 4. The dimension of the working capital. 5. Measurement indicators regarding the value creation. 6. Grounding the acquisition price of a target company. 7. Grounding the value of the enterprise created through fusion. The synergy effect and the financial synergy. 8. Reorganization and stabilization of the enterprises that are encountering difficulties.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam: The exam per-say will have a classic structure, and the test subjects will consist of two subjects, one of them being theoretical and an application. The first theoretical subject will be graded 2 points. Subject number 2 will be a practical application graded with 3 points. The grade from the per-say exam will sum up the previous grades and will be added on extra point.  $N_{ex} = (N_{s1} + N_{s2}) + 1 - 50\%$ . The along the way evaluation will consider the involvement during the seminar as well as the elaboration of an essay graded with 4 points – 50%.

**COURSE TITLE: MANAGERIAL FINANCES**

**CODE:** D20CRM314

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** Presentation and thoroughness of some modern management methods and techniques of the economical and financial activities with the purpose of maximizing the value of the company. Developing practical skills in: the analysis, the forecasting, and the control of a financial activity of the company, capital allocation, working capital management, and financial balance insurance, implementation of micro-economical financial policies, financial strategy settlement, highlight the value creating of the company.

**COURSE CONTENTS:** Chapter 1. Financial analysis, forecasting, and control in a micro-economic context. Chapter 2. Capital allocation. Long-term financing. Chapter 3. Working capital management. Chapter 4. Financial and political value of the enterprise. 5. Performance management. 6. Risk management. 7. Financial strategic elements of the enterprise. Seminar: 1. The content, the functions and the financial managerial objectives of the enterprise. 2. Modern adaptation criteria regarding investments. 3. Grounding the financing plan. 4. The dimension of the working capital. 5. Measurement indicators regarding the value creation. 6. Effectiveness – rentability-performance. Determination criteria. 7. Risk types. Measurement and management criteria. 8. Acquisitions, merges, and enterprise partitions.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam: The exam per-say will have a classic structure, and the test subjects will consist of two subjects, one of them being theoretical and an application. The first theoretical subject will be graded 2 points. Subject number 2 will be a practical application graded with 3 points. The grade from the per-say exam will sum up the previous grades and will be added on extra point.  $N_{ex} = (N_{s1} + N_{s2}) + 1 - 50\%$ . The along the way evaluation will consider the involvement during the seminar as well as the elaboration of an essay graded with 4 points – 50%

**COURSE TITLE: PROJECT MANAGEMENT**

**CODE:** D20CRM315

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE(S):** Students' attainment of the set of specialized knowledge from the project management area, as well as developing competences needed for their implementation in practical activities. Knowing and understanding the managerial methods, techniques and tools concerning project planning, cost and duration estimation, implementing the most appropriate structural organization of the projects, identifying and reducing the risks associated with projects, the increase of the effectiveness of project teams, project management quality assurance, the projects' control and audit.

**COURSE CONTENTS:** Chapter 1. Project management theoretical fundamentals. Chapter 2. Project planning. Chapter 3. Cost and duration estimation. Chapter 4. Structural organization in project management. Chapter 5. Risk management. Chapter 6. Project team management. Chapter 7. Communication management. Chapter 8. Quality assurance project management. 9. Project control. 10. Auditing and ending of the projects. Seminar: 1. Project management theoretical fundamentals. Chapter 2. Project planning. Chapter 3. Cost and duration estimation. Chapter 4. Structural organization in project management. Chapter 5. Risk management. Chapter 6. Project team management. Chapter 7. Communication management. Chapter 8. Quality assurance project management. 9. Project control. 10. Auditing and ending of the projects.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam:

Written exam: multiple choice test, case studies 50%, debate subjects, essays, project realization 50%.

**COURSE TITLE: THE DOCTRINE AND THE DEONTOLOGY OF THE ACCOUNTING PROFESSION**

**CODE:** D20CRM316

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE(S):** Understanding the fundamental doctrine and deontology concepts regarding the accounting profession, knowing and attaining the specific accounting aspect in different countries. Attainment of the main principals and professional ethic codes. Activity design and evaluation regarding certain practices associated with the accounting doctrine and deontology. Explaining and identifying the theoretical and practical concepts associated with the doctrine and deontology (the ethics in F1-REG-71-03 accounting profession, its' main principles.) Presentation of the

professional accounting institution in Romania. Activity design and evaluation regarding certain practices associated with the accounting doctrine and deontology. Case studies completion through which the students may have a better understanding of the approached thematic. Practical projects completion, and professional doctrine and deontology related essays – comparative analyses through time and space.

**COURSE CONTENTS:** Chapter 1. The concept and the structure of the accounting profession. Chapter 2. The regulation of the accounting profession. Chapter 3. The role of the accounting profession in the development of the economy. Chapter 4. The role of the accounting profession for the defense of the public interest. Chapter 5. The organization of the accounting profession. Chapter 6. Accounting standards and regulations. Chapter 7. The necessity and the role of the professional institutions. Chapter 8. Ethics in the accounting profession. Chapter 9. The structure and way of C.E.C.C.A.R. Seminar: 1. Debates regarding the role of the accounting in the development of the economy. 2. Practical applications regarding the general methods and principles of the accounting deontology. 3. Case studies regarding decisioning reasons of the economical agents. 4. Debates regarding the Romanian accounting system. 5. Debates regarding the accounting profession in the context of the national and IFAC regulations. 6. Applying accounting doctrine and deontology in a practical situation. 7. The role of the professional institutions. Debate regarding the organization and way of working of CECCAR. The regulations regarding the completion of the internship and the competence exam in order to gain the title of chartered accountant and accounting expert.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam written: Final evaluation: written exam (2 hours) 50%. Project portfolio completed along the semester 50%.

#### **COURSE TITLE: FINANCIAL AND ACCOUNTING EXPERTISE AND COUNSELING**

**CODE:** D20CRM317

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE(S):** Knowing the theoretical and practical principles regarding the financial and accounting expertise and counseling. Attainment of the professional ethic codes. Attainment of the judicial and extrajudicial accounting expertise methodology. Attainment of the theoretical and practical aspects regarding financial and accounting assistance and consultancy.

**COURSE CONTENTS:** Chapter 1. Theoretical aspects concerning the accounting profession. Chapter 2. The structing of the accounting profession. Chapter 3. Ethics in the structuring of the accounting profession. Chapter 4. General

issues regarding the activity developed by professional accountants. Chapter 5. Accounting expertise. Chapter 6. Assistance, consultancy and audit in the accounting area. Chapter 7. Financial and accounting consultancy. Seminar: 1. Theoretical aspects concerning the accounting profession. 2. The structing of the accounting profession. 3. Ethics in the structuring of the accounting profession. 4. General issues regarding the activity developed by professional accountants. 5. Accounting expertise. 6. Assistance, consultancy and audit in the accounting area. 7. Financial and accounting consultancy

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD (S):** Along the semester: case studies, individual talks 40%. Written exam and applications solving 60%. Case studies, individual talks, knowledge assessment test 40%.

Final exam: written exam and applications solving 60%

#### **COURSE TITLE: AUDIT TECHNIQUES AND PROCEDURES**

**CODE:** D20CRM318

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE(S):** Knowledge attainment of the representative international standards. Providing a base for the usage of the professional reasoning in the determination and approach of the financial information perversion. The presentation from a theoretical and practical point of view of the concepts, goals, means, and techniques concerning the correct research; Determination of the reasonable transparency need of the actions, movements, results, and cumulations concerning the economical agents; To provide the students with the most effective ways of understanding and familiarization with a variety of insurance against the informational risk; Presentation of possible alternatives for quality information improvement, including significant aspects, according to well defined references; Awareness regarding the insurance of the correct realization of the financial reports including significant aspects, according to well defined references; Description of the systematic process of evidence procurement and evaluation in the presentation of the arguments of the top management regarding the events during a financial year; A certain degree of attention must be paid to both the concepts used by the auditors: the significance threshold and the audit risk, audit errors and frauds, as well as to a few high importance areas in the development of the audit missions: audit planning, audit approach, testing and evaluation of the internal control system.

**COURSE CONTENTS:** Chapter 1. The financial risk versus financial audit services. Chapter 2. Planning, approach, and the documentation of the financial



audit. Chapter 3. Evidence in financial audit. Chapter 4. Fraud and error. Chapter 5. Significant threshold and the risk in the financial audit. Chapter 6. The structure and determination of the internal control. Chapter 7. Analysis regarding other data necessary to the audit process. Chapter 8. Completion, communication and presentation of the audit's results. Chapter 9. Audit quality control. Chapter 10. Ethics and moral compass in auditing. Chapter 11. Special audit missions and linked missions. Seminar: 1. Control, check, audit, censoring vs auditing; non-insurance against the perversion of the financial information; 2. Strategy, planning and programming in the financial audit. 3. 4. Audit argumentation and documentation. 4. Usage of the internal control estimation and of the quality of the corporate governance in external audit. 5. Capitalizing the qualitative and quantitative examinations' potential. 6. Audit communication and reporting. 7. Ethics regarding the financial audit's quality control.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam: Classic written exam 50%, testing, essay presentation, questioning 50%

**COURSE TITLE: MANAGERIAL ACCOUNTING INFORMATION MANAGEMENT**

**CODE:** D20CRM419

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE(S):** Understanding, identifying and solving basic accounting problems present in the company from the point of view of the generating factors, with the purpose of determining the managerial ways of approach. Description of the minimum legal aspects that must be met by an accounting system, the main defining elements of such system, the general approach manner regarding their operation and usage, from a managerial point of view. Through theoretical and practical knowledge, the students' are insured with unrestricted access to a job in the accounting area, using the decisional systems. Also, it's considered the possibility of the future graduates task development concerning: the implementation of an accounting system, operation and operational improvement of previously implemented accounting system, in a managerial context.

**COURSE CONTENTS:** Chapter 1. The accounting informational system – component of the enterprise' s informational system. Chapter 2. Influences in the organization of the accounting systems. Chapter 3. Tools and financial and account reports' utility in a decisional context. Chapter 4. Financial reports and their role in the managerial analysis and decisions. Chapter 5. Managerial analysis and decisions based on accounting and financial reports and data. Seminar: 1. The accounting informational system – component of the enterprise' s

informational system. 2. Influences in the organization of the accounting systems. 3. Presentation of the managerial tools. 4. Financial reports and their role in the managerial analysis and decisions. 5. Inventory accounting tools in the grounding of the managerial decisions. 6. Managerial analysis and decisions based on accounting and financial reports and data. 7. The enterprise's strengths and weaknesses analysis

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam: Homework, individual talks 30%.

Written exam: multiple choice test, applications solving 70%.

**COURSE TITLE: ENTERPRISE MOBILITY FROM AN ACCOUNTING POINT OF VIEW**

**CODE:** D20CRM420

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE(S):** 1. Knowledge assessment regarding the change of the legal statue of an enterprise and the creation of the premises for the group entities creation. 2. Knowledge thoroughness regarding the framing of the mobility thematic in the community provisions. 3. Thoroughness of the essential principles regarding the effects of the enterprise's mobility. 4. Providing with an informational support regarding the usage of the professional reasoning in the accounting problems solving matters.

**COURSE CONTENTS:** Chapter 1. General aspects regarding enterprise combination. Chapter 2. Financial and accounting matters concerning the change of the legal statue of the enterprise through merger and group entities creation premises. Chapter 3. Financial and accounting matters concerning the change of the legal statue of the enterprise through enterprise partition. Chapter 4. Financial and accounting matters concerning the closure of the legal statue of an enterprise through liquidation. Seminar 1. Theoretical debates. 2. Accounting of the mergers and reunions and the independent enterprise's merger. 3. Accounting of the mergers and reunions in the situation in which the absorbent enterprise share stocks at the absorbed company, 5. Accounting of the mergers and reunions in mutual relationships. 6. Accounting of the mergers and reunions in the situation in which one of the companies holds owned negative capitals. 7. Enterprise partition accounting. 8. Enterprise liquidation accounting. Miscellaneous applications.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written classic exam 70%. Testing, essay presentation, questioning 30%.

**COURSE TITLE: ETHICS AND INTEGRITY IN ACADEMICS**

**CODE:** D20CRM421

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE(S):** Adequate attainment of the ethical and integrity academic concepts, for their appliance in the development of a responsible career, the moral compass being an important mark of professionalism. Knowledge of ethical standards and principles, fundamental marks in professional development, as well as in the harmonization of the professional requirements with the particularities of the social, political, and legal structures.

**COURSE CONTENTS:** Course: Academic ethics fundamentals. 2. Intellectual property and copyright. 3. The lack of academic integrity. Plagiarism. 4. Other forms of the lack of academic honesty. 5. Correct redaction of an academic paper.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Grid type exam 80%, tests 20%

**COURSE TITLE: SCIENTIFIC RESEARCH FOR THE DISERTATION PAPER**

**CODE:** D20CRM422

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE(S):** Delivering to the students theoretical knowledge regarding the content and research activity, as well as the possibilities of organizing the activities in the scientific research area.

**COURSE CONTENTS:** Seminar: Science. Current characteristics and trends, Scientific research methodology improvement, Ways of communication in science, Scientific documentation: concepts and steps, Bibliographic research, direct research, research through talks with experts, the computerized system – methods of research, Measurement the socio- economical phenomena, Measurement of the intensity of the links between the phenomena, Forecasting the evolution of the socio-economical phenomena, Modelling of the socio-economical phenomena, The writing plan and the elements of the scientific paper, Rules and techniques regarding scientific papers writing.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Grid type exam 50%, tests 50%.

**COURSE TITLE: SPECIALTY PRACTICE**

**CODE:** D20CRM423

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE(S):** Development of the necessary skills regarding practical activity approach of the thematic specific to auditing and counselling of the entities in business matters.

**COURSE CONTENTS:** General objectives: 1. The masters' students must fulfill the following general objectives, regardless of the type of institution where practice is being developed. 2. Practice content (descriptors). 2. The manner of practice development.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Evaluation test



FIELD: ACCOUNTING  
PROGRAMME TITLE: BUSINESS AUDITING AND  
CONSULTING  
MASTER'S DEGREE

**COURSE TITLE: PROCESSES MANAGEMENT AND  
NETWORKING SINERGY**

CODE: D20AC101

ECTS CREDITS: 6

TYPE OF COURSE: Mandatory

**COURSE OBJECTIVE(S):** Understanding, fathoming and operationalizing the main trends, approaches, methodologies, specific organizational management instruments, from a useful perspective to both those directly involved (top and middle management) as well as indirectly (consultants).

**COURSE CONTENTS:** Course: Chapter 1. Operations and processes management – general concepts, processes configuration, organizational processes cycle, classification of the organizational processes. Chapter 2. The structure of the organization as far as management processes are concerned. Procedural approach according to ISO 9000. Hackman's procedural model. Chapter 3. Business models. The process and the risks. Chapter 4. Specific methodological aspects of processes management: a. Creation- protrusion, b. Design, c. Shaping, d. Implementation, e. Adjustment. Chapter 5. Contemporary challenges in processes management: Cohesion; Autonomy; Delegation process; Commitment; Continuous improvement philosophy Chapter 6. Process improvement management. Dissipation sources. Chapter 7. Specific evaluation documents and instruments in process management. Chapter 8. Visual management and job security. Chapter 9. Notions of ergonomics. Chapter 10. Process mapping. Chapter 11. The potential of interlinking. Cooperation in interpersonal relationships. Building the morale and the team spirit. Assertive communication. Seminar: Identification and strategic alignment of the key organizational processes. The process and the risks. Process managers' Resilience and fondness towards risks. Exemplifying casuistry – visual management. Lean simulation. Reconfiguration of the processes that reached maturity. Mini-cases. Specific evaluation documents and instruments in process management. Mapping of the organizational processes. Firewalking seminar. Assertiveness; feedback; optimization.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam: Written exam paper (classical subject, multiple choice test, case study) 80% active participation in the debates and casuistry suggested along the seminar 20%.

**COURSE TITLE: CREATION AND PRESENTATION  
OF THE FINANCIAL INFORMATION THROUGH  
ERP**

CODE: D20AC102

ECTS CREDITS: 6

TYPE OF COURSE: Mandatory

**COURSE OBJECTIVE(S):** 1. Assimilation of the attainments regarding the financial situations and their role in the analysis and management decisions, as well as in the creation of the premises as far as group entity formation is concerned. 1. Thoroughness of the knowledge regarding the combination of companies and of the financial situation consolidated according to IFRS 3 AND IAS. 2. Thoroughness of the fundamental elements regarding the effects of the mobility of the trading entities. 3. Familiarizing the students with the usage of SAP system, configuring it in order to define the structure of the company, this being necessary to the computerizing of an entity, regardless of its' specific.

**COURSE CONTENTS:** Course: Chapter 1. The accounting system- the main source of information as far as the economical entity is concerned. Chapter 2. Financial reporting of the economical agents according to European directives. (Directive 2013/34/UE, OMFP 1802/2014). Chapter 3. 3. Financial reporting of the economical entities according to the international standards. (The general conceptual field for financial reporting IAS 1, IFRS 1, IAS 27, IFRS 34, IFRS 8, IAS 10.). Chapter 4. General aspects regarding the combination of entities. Chapter 5. Financial and accounting characteristics regarding the change of the legal status of the companies and the creation of the premises as far as group entity formation is concerned IFRS 3. Chapter 6. Theoretical and practical aspects regarding the methods of consolidation of the accounts, - IAS 24, IAS 28. Chapter 7. Presentation of the information in consolidated financial situations – IFRS 10. Chapter 8. Particularities concerning the combinations of economical agents and consolidated financial situations according to IFRS 3 and IAS 33. Chapter 9. General concepts regarding the integrated system such as ERP SAP. Chapter 10. Basic SAP R/3 concepts. Chapter 11. Basic notions and concepts regarding the understanding and implementation of a financial accounting process using SAP R/3-I. Chapter 12. Basic notions and concepts regarding the understanding and implementation of a financial accounting process using SAP R/3-II Debates regarding the informational accounting system of the economical entities. 2. Debates on common and disjoint elements regarding the financial reporting based on European directives and on OMFP 1802/2014. 3. Debates regarding the fusion and bisection of the economical entities. 4. Practical examples of the book- keeping of the business groups IFRS 3. 5. Practical consolidated

examples according to IFRS 10 „Consolidated financial situations,“, IFRS 11 and IFRS 12. 6. Practical examples of the methods of consolidation of the accounts according to IAS 24 și IAS 28. 8. Practical examples regarding the connection and using manner of the ERP SAP R/3 system. 9. Using F1 processes in the SAP R/3 integrated system.10. Case study regarding the usage of F1 processes through SAP R/3 integrated system – I. 11. Case study regarding the usage of F1 processes through SAP R/3 - II integrated system

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written classic exam 70%, testing, essay presentation, questioning 30%.

**COURSE TITLE: INTERNAL CONTROL AND RISK MANAGEMENT**

**CODE:** D20AC103

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE(S):** Students' aquirement of theoretical notions regarding: the internal control system, the process of implementation of the internal control, development of the internal control system, risk management concepts and principles, implementation of the risk management.

**COURSE CONTENTS:** Course: Capitolul 1.Obiectul și metoda contabilitățiiChapter 1 Chapter 1. The control system and process. Chapter 2. Internal control implementation process, Chapter 4. Internal control actuality, Chapter 3.The implementation process of internal control. Chapter 4. Actuality of the internal control; Chapter 5. Risk management concepts and principles, Chapter 6. Risk evaluation. Implementation of risk management. Seminar: The control system and process. Internal control implementation process. Responsibilities in the implementation and performance of internal control. Organization and implementation of the internal control activities. Virtual implementation of the internal control. Internal control standards. Supervising the development of the activities and of the actions. Evaluation of the level of implementation of the internal control system. Internal control actuality. Risk management concepts and principles. Risk evaluation. Implementation of risk management.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam: questions and practical applications 70%, written test based on the thematics presented at the course; written test based on the thematics presented at the seminar 30%.

**COURSE TITLE: AUDIT AND CERTIFICATION**

**CODE:** D20AC104

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE(S):** Initiation in the systems' examination and diagnostic, entities transactions and processes, as well as of the placing and objective financial performance. Insuring the base of knowledge regarding audit theoretical keystones. Developing adequate abilities as far as audit tasks are concerned.

**COURSE CONTENTS:** Chapter 1. History checks and the need of insurance againts computerizes risk. Chapter 2. The summary and classification of the main audit services, Chapter 3. Standard insurance requirements and professional services mapping, Chapter 4. Delimitation and concerting of external audit form the internal one, Chapter 5. Professional institutions and organizations having audit responsibilities, Chapter 6. Audit evidence, procedures, and instruments, Chapter 7. Governance's, managership's and auditor's responsibilities regardin fraud, Chapter 8. The procuracy, the commitement and the acceptatnce of audit missions, Chapter 9. The significant denaturation risk versus resonable allowance, and audit answer. Chapter 10. Audit opininions, recommendations, and supervision. Chapter 11. Audit quality insurance. Seminar: 1. Debates on the identification and aplicability of the audit types. . Audit programmes and objectives for significant audit areas. 3. Application of the tasks analisys grid to the highest positions in the organizational chart. Configuration of the documents' circulation diagram. 4. Usage of the professional reasoning and applying adequate sampling procedures. Applying ammased skills as far as creating relevant intervives for a certain thematic, is concerned. Practical appliace of analitical procedures for data in financial situations. Case studies regarding the auditor's experience in telling apart creative accounting practices from fraud. Casuistry regarding identifying the events that generate or flag errors or frauds. Application of the specific techniques and procedures in terms of probative information procurement.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Multiple choice test combined with a theoretical subject 50%, Control subjects and essay realization 50%.

**COURSE TITLE: AUDIT COMPUTERIZED TECHNOLOGIES**

**CODE:** D20AC105

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE(S):** Development of the conceptual fram regarding the auditing of computerized systems and of the IT system legislation.

Correct evaluation of the threats and vulnerabilities of a computerized system.

**COURSE CONTENTS:** Chapter 1. The concept of computeriez audit. Defining, objectives, necessity.

Computerized audit report/ economical audit/ internal audit. Computerized systems' audit. Chapter 2. Computerized systems' security. Vulnerabilities and threats associated with computerized systems. Audit standards of computerized systems. IT security management. Security policies. Computerized systems security control. Generated risks and accidents. Ways of reducing the risks.

Chapter 3. The vulnerability and protection of computerized systems. Access control. Encryption. Digital signature. Authentication. Intrusions detections. Physical security control. Safety back-ups and unanticipated events. Seminar: Standards in computerized systems' audit. Firewall applications audit. Security control of the computerized systems. Encryption and applications used for the digital signature. Compiling the audit report. Applications regarding the creation of back-up copies and electronic archiving.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S)** Written exam: multiple choice test 50%, project presentation 50%.

<b>COURSE TITLE: GOVERNANCE AND INTERNAL AUDIT</b>
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**CODE:** D20AC207

**ECTS CREDITS:** 7

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE(S):** Understanding and using the main concepts and approaches in the area: knowing and understanding the governance, risk evaluation and their management in the organization, and the realization of the process of internal audit. Placing governance in a interdisciplinary context in order to identify the good case practices that reduce the risk of the problems and fails of the certain systems and processes. Developing skills in order to create an audit mission in the context of relevant international professional standards, as well as of the national legislation.

**COURSE CONTENTS:** Course: Chapter 1. Content and theories that constitute the base of the governance Chapter 2. Conflicts of interests, principles, and governance codes. Chapter 3 Organizational culture, structures, and relationships related to governance. Chapter 4. Bureaucracy, yield, and expectations regarding governance. Chapter 5. Comparative examination of the governance models and of the organizational structures. Chapter 6. Governance, risk management and audit. Chapter 7. Increments regarding the content, the mission and the positioning of the internal audit. Chapter 8. Risk estimation and planification of the internal audit missions. Chapter 9. The methodology of creation of internal audit missions. Seminar: 1. Ways of rating the corporate governance. 2. Practicing critical analysis of a comprehensive system. 3.

Analysis of the dynamic models regarding optimal management of the company. Case studies regarding the identification of the internal audit services based on its' characteristics. 4. Case studies regarding the identification of the techniques used in the procurement of the audit evidences. 5. Presentation of an internal audit mission applied on a business entity.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam. Multiple choice test combined with a theoretical subject 50%. Control subjects and creating an essay 50%.

<b>COURSE TITLE: ADMINISTRATIVE FISCAL CONTENTIOUS RIGHT</b>
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**CODE:** D20AC208

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S)** Bonding of the acquired knowledge and attaining specific methodological tools as far as financial and fiscal law is concerned. Understanding notions specific to the Romanian fiscal system. Enriching information regarding fiscal procedure documents. 3. Attaining up-to-date regarding administrative fiscal contentious.

**COURSE CONTENTS:** 1. The fiscal system. 2. The notion of financial fiscal right. 3. Fiscal institution. 4. Tax returns. 5. Fiscal administrative contentious elements. 6. Tax receivable redemption. 7. Enforcement procedure of the tax receivables. 8. Corporate right. The implementation of financial control in different types of economical agents. Seminar: Organizational seminar. Case study regarding fiscal registration of a taxpayer. Case study regarding automatic fixing of tax receivables. Increments and fines – case study. Redemption of tax receivables through ways other than payment – case study. Shut-down and adjournment of the statute of limitations prescription from a fiscal matter. Case study regarding preliminary contestation in comparison to an administrative fiscal document. The notice of assessment and the fiscal inspection report – case study.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Multiple choice test combined with a theoretical subject 60%. Control subjects and essay creation 40%.

<b>COURSE TITLE: ADMINISTRATIVE LAW</b>
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**CODE:** D20AC209

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** Knowledge grounded and acquaintance of the specific methodological tools of administrative right. Understanding concepts regarding the administrative system in Romania. Thoroughness of the information regarding public institutions that govern Romania and of the links between them. Thoroughness of the knowledge regarding the types of activities

developed by the public institutions in Romania. Attaining up-to-date informations reagarding administrative contentious.

**COURSE CONTENTS:** Course: 1. Administrative right and public administration. 2. The main institutions of public administration in Romania. 3. Activity types of the administration public and the legal system. 4. Administrative contentious. Seminar: Organizational seminar. Applications used in order to check the aquinted knowledge regarding the system of the public administration in Romania. Applications and case studies regarding the relationships between the inside and the outside of the public administration in Romania. Applications and case studies regarding knowledge assessment concerning the relationships between the inside and outside of the public administration system in Romania. Applications and case studies used for the assessment regarding the Presidency and the Govern. Applications and case studies for knowledge assessment the prefect and the County Council. Applications and case studies for knowledge assessment concerning the City Hall and the Local council. Applications and case studies regarding the attainments concerning the administrative operations and actions. Applications and case studies regarding administrative documents. Applications and case studies in order to assess administrative contracts knowledge. Applications and case studies concerning beforehand procedure knowledge. Applications and case studies regarding knowledge assessment concerning administrative contentious procedure.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam: multiple choice test combined with a practical subject 70%, Control subjects and active participation during the seminar 30%.

<b>COURSE TITLE: VALUE AND ASSETS DEPRECIATION ASSESSMENT IN ACCOUNTING</b>
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**CODE:** D20AC210

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE(S):** Analysis regarding the main accounting issues from an IFRS point of view. On one hand the identification of the common elements and of the existent distinctions between the specific international standards accounting treatments and IFRS, and on the other hand attainment of the master's students of the subject of the most representative international standards. Providing an informational support regarding the usage of professional reasoning as far as accounting issues solving is concerned.

**COURSE CONTENTS:** The general frame regarding IFRS application in Romania. Particularities and implications generated by the fair value evaluation (IFRS 13). Accounting

treatments concerning tangible and intangible assets. (IAS 40). Accounting treatments regarding real estate investments (IAS 40). Accounting treatments regarding selling assets and interrupted activities (IFRS 5). Accounting treatments regarding leasing contracts. Accounting treatments regarding inventory (IAS 2). Processing and accounting options regarding biological assets and agricultural products (IAS 41). Assets depreciation in the context of IAS 36 implementation. Fiscal implications of the process of assets and debts identification of an economical agent from an IAS 12 point of view. Seminar: The general frame regarding IFRS implementation in Romania. Particularities and implications generated by the fair value evaluation (IFRS 13). Accounting treatments concerning tangible and intangible assets (IAS 16, IAS 38). Accounting treatments regarding real estate investments (IAS 40). Accounting treatments regarding selling assets and interrupted activities (IFRS 5). Accounting treatments regarding leasing contracts. Accounting treatments regarding inventory (IAS 2). Processing and accounting options regarding biological assets and agricultural products (IAS 41). Assets depreciation in the context of IAS 36 implementation. Fiscal implications of the process of assets and debts identification of an economical agent from an IAS 12 point of view.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam: Classic written exam 70%. Practical applications solving, written exam, essay presentation 30%.

<b>COURSE TITLE: FSICAL MANAGEMENT AND CONSULTANCY</b>
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**CODE:** D20AC211

**ECTS CREDITS:** 7

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE(S):** Knowledge development and attainment of the specific tools regarding fiscal management and consultancy. 1. Attainment of the specific fiscal management notions concerning the contributions and taxes in Romania; working and optimization techniques, as well as solutions regarding direct and indirect contributions and taxes. 2. Knowledge thoroughness regarding international fiscal facts; Understanding the importance of the establishment of the documentation regarding price transfer; thoroughness of the implications regarding tax heavens and off-shore companies. 3. Attainment of up-to-date information concerning the coordination and fiscal amortization. 4. The fiscal consultant's knowledge in Romania.

**COURSE CONTENTS:** Course: 1. Fiscal management of direct contributions. 2. The management and determination of the contributions and local taxes in Romania. 3. Fiscal management of the indirect contributions. 4.



Current approaches regarding international taxation. 5. Direct taxing coordination and its' limits in the European Union. 6. Direct tax attunement. 7. Fiscal consultancy in Romania. Seminar: organizational seminar. Case study regarding the determination of the fiscal result; determination of the tax exemption concerning the reinvested profit. Licensed natural citizens vs. micro-enterprises vs tax on profit paying company. Determination of the tax on income for the micro-enterprises as well as of the tax on dividends. Case study regarding VAT to be paid and excise duties in Romania. Case study regarding tax heavens. Determination of the tax on building from the point of view of the destinations of the building.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examen scris  
Written exam: Multiple choice assessment combined with a theoretical subject 60%. Control subjects and essay writing 40%.

**COURSE TITLE: PSYCHOLOGY AND ETHICS IN AUDIT AND CONSULTANCY SERVICES**

**CODE:** D20AC212

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE(S):** Knowledge and skills development regarding effective creation of the audit and consultancy missions.

**COURSE CONTENTS:** Course: 1. Psychology, ethics, and deontology in the audit and consultancy. Theoretical elements. 2. The human personality – defining characteristics. Skills – Temper – Personality. 3. Noninvasive methods of understanding the personality. 4. Behavioral analysis of the individuals involved in the audit and consultancy activity. 5. Profiling introduction. 6. Interpersonal effective communication. 7. Non-verbal communication in the audit and consultancy activity. Seminar: 1. Psychological thoroughness of the auditor/ consultant. 2. Online personality profile. 3. Understanding of the personality perspectives. 4. Understanding non-verbal communication elements. 5. Building attitudes. Attitude change. 6. Non-verbal communication in audit and consultancy. 7. Non-verbal communication – from theory to practice - Allan Pease, Peter Collette, Julius Fast, Henry Calero, Paul Ekman.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam: Multiple choice assessment combined with a theoretical subject 50%, Control subjects and essay writing 50%.

**COURSE TITLE: BUSINESS CONSULTANCY AND CHANGE MANAGEMENT**

**CODE:** D20AC314

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE(S):** This subject aims to explore the business consultant professions. It is designed in such manner that it provides a frame in order to understand both the art and the science behind offering consultancy to organizational clients from the public or private sector.

**COURSE CONTENTS** The role of consultancy in the current organization. Business consultancy: typology, skills and knowledge, values. Business consultancy as a profession. The management of the consultant – client relationship. Consultancy regarding strategical management of the organization. Consultancy regarding the computerized system of the organization. Consultancy regarding operational management. Consultancy regarding marketing and distribution management. Consultancy regarding human resources management. Consultancy and change. The cultural dimension of change. Leadership and organizational change). Seminar: The business consultant profile. The consultant – client relationship. The stages of the consultancy process. Consultancy regarding strategical management of the organization. Consultancy regarding the computerized system of the organization. Consultancy regarding operational management. Consultancy regarding marketing and distribution management. Consultancy regarding human resources management. The implementation of the organizational changes proposed after the consultancy process.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam: Written test (classic test, multiple choice test, case study 50%), Project portfolio presentation realized along the semester 50%.

**COURSE TITLE: PUBLIC INSTITUTIONS FINANCIAL MANAGEMENT**

**CODE:** D20AC315

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE(S):** Understanding and attainment of the students of the the main conceptual and practical elements regarding the organization and operation of the public institution's financial management.

**COURSE CONTENTS:** Course: Cap.1 – Importanța studierii piețelor externe. C. 1. The concept, the place and the role of the public institutions in the development and the usage of the public funds, C. 2. The public system, C. 3. The development of the public institutions' incomes and expenses budgets, C. 4. Defining, objectives and the functions of the public financial management, C. 5. Public institutions' staff payroll. C. 6. Determining the performance of the public institutions, C. 7. Performance indicators categories in administrative municipality institutions, C. 8. Public (co)-financed project management. C. 9. General aspects

regarding financial communication in national institutions. Seminar: S.1. General presentation of the national institutions. Debates regarding the topic of public property, externalities, and the failure of the market. S.2. Budgetary execution: case study. S.3. Case study regarding the steps concerning the methods of budget realization. S.4. Case study regarding the steps concerning the capital investments planning. Elements of the wage: case study. S.6. Case study regarding the public acquisition documentation. S7. Budget realization for a public financed project.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam: Course 50%. Seminar 50%.

**COURSE TITLE: FISCAL CONTROL AND INCOME TAXATION**

**CODE:** D20AC316

**ECTS CREDITS:** 7

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE(S):** Knowledge development and attainment of the specific methodological tools regarding fiscal procedures and risk.

**COURSE CONTENTS:** Course: The general frame of fiscal standards – The legal- financial report. 2. Social security, unemployment, health and other similar taxes. 3. Fiscal risk analysis and risk management. 4. Fiscal inspection and antifraud control. 5. Fiscal record. Fiscal staple. Fiscal cash registers. 6. Avoiding double taxation. Seminar: Organizational seminar, The legal- financial report, legal points in income taxation, social security, as well as in fiscal inspection, Type of taxable incomes present in the current legislation, Income taxation, fiscal determination; The general frame of the fiscal inspection; The financial inspection report, Fiscal risk analysis and risk management.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam: multiple-choice tests + exercises 60%. Homework assignments, individual discussions 40%.

**COURSE TITLE: AUDIT ANALYSIS AND DIAGNOSIS**

**CODE:** D20AC317

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE(S):** Skills development concerning financial diagnosis and business consultancy.

**COURSE CONTENTS:** 1. Financial diagnosis analysis, purpose and utility in the context of the audit mission. 2. Patrimony dynamics and structure analysis in the context of audit procedures. 3. Financial balance diagnostic. 4. Inventory rates analysis. Cost- advantage analysis. Seminar: 1. Financial diagnosis analysis, purpose and utility in the context of the audit mission. 2. Assets dynamics and structure analysis in the context of audit

procedures. 3. Capitals' dynamics and structure analysis. Solvability and liquidity diagnostic. Analysis of the correlation between the working capital, needed working capital and of the net cash flow. 6. Rate inventory analysis. 7. Cost-advantage analysis.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam: multiple-choice tests + exercises 70%. Homework assignments 30%.

**COURSE TITLE: EXTERNAL FINANCIAL AUDIT**

**CODE:** D20AC318

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE(S):** Knowledge and skills development regarding external financial audit missions.

**COURSE CONTENTS:** 1. Knowing and understanding the entity, basic element of the identification of significant distortion risk evaluation. 2. The auditor's reaction to the identification risks. External financial audit based on flows versus audit based on parts and cases. 3. Auditing of the accounting estimations and of the presentations associated with them. 4. Audit of the entities that out-source most of their services. 5. Elements regarding the identification and the relationship between the audit and the affiliated parts. 6. Examination and approximation regarding the continuity of the previous events. 7. Usage of the external auditors' activity as well as of the external financial audit experts. 8. Evaluation of the perversions identified along the mission. 9. The communication with the governance and the management of the entity. 10. The external financial auditor's elaboration and presentation of the opinion. 11. Financial situations audit with a specific purpose, as well as the audit of the components. 12. Reporting missions regarding simplified financial situations as well as of the group. Seminar: 1. External financial audit planning. 2. Control system study and review. 3. Auditing of the tangible and intangible assets, of the ongoing production inventory. 4. Examination and analysis of the data regarding investments, financial tools, bank accounts and cash. 5. Auditing of the debtors, creditors, taxation, and payroll compliance with the laws. Examination and diagnosis of the information regarding capitals, the relationships with the affiliated parts, debts, commitments and contingents. 7. Auditing of the incomes, sales, acquisitions, and expenses, the balance sheet, as well as the profit or loss account.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam: multiple-choice tests + exercises 50%. Homework assignments 50%.



**COURSE TITLE: PUBLIC INSTITUTIONS' ACCOUNTING MANAGEMENT****CODE:** D20AC419**ECTS CREDITS:** 5**TYPE OF COURSE:** Mandatory**COURSE OBJECTIVE(S):** Adequate knowledge regarding concepts, terms and applicable procedures in national institutions from Romania, the national and international accounting standards concerning the book-keeping of the transactions and of the events that are specific to this area; Presentation of the public financial situations' convergence in Romania to the International Accounting Standards for the Public Sector, respectively European Standards.**COURSE CONTENTS:** Course: 1. Normalization and regulation of the public accounting in Romania. 2. Capital accounting. 3. Assets accounting. 4. Inventory accounting. 5. Current debts and receivables accounting. 6. Treasury accounting. 7. Incomes and expenses accounting. 8. Accounting reports in public institutions. Seminar: Normalization and regulation of the public accounting in Romania. Case studies: capital accounting, Accounting practices for non-current debts. Accounting practices for financial and fixed assets. Accounting practices for tangible assets. Accounting policies and practices for real-estate investments. Current receivables and debts accounting. Accounting policies and treatments regarding incomes and expense of the entities from the public sector. Financial situations in public institutions.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Written exam: cours 70%. Seminar 30%.**COURSE TITLE: TECHNICAL, ECONOMICAL RISKS, SENSITIVITY AND OPTIONS IN MANAGEMENT ACCOUNTING****CODE:** D20AC420**ECTS CREDITS:** 6**TYPE OF COURSE:** Mandatory**COURSE OBJECTIVE(S):** Accounting system analysis from the point of view of the development and presentation of the specific data, in the context of the national, international, and European accounting standards.**COURSE CONTENTS:** 1. Conceptual separations regarding policies, estimations, and accounting options (IAS 8). Defining elements regarding financial and accounting risk management. 3. Estimations and accounting options in the context of financial and accounting risks associated in the relationship if the entity with the personnel, (IAS 19, IFRS 2, IAS 26). 4. Estimations and accounting options in the context of financial and accounting in the context of risk management associated in the relationship between the entity and the clients. (IFRS 15). 5. Particularities regarding accounting

estimations and options associated with governmental grants. (IAS 20) 6. Risk, estimations, and accounting options that are specific to events with a high degree of uncertainty. (IAS37). Seminar: 1. Defining elements regarding financial and accounting risk management. 2. Conceptual separations regarding accounting policies, estimations, and options. (IAS8). 3. Estimations and accounting options in the context of financial and accounting risks associated in the relationship if the entity with the personnel IAS 19, IFRS 2, IAS 26). 4. Estimations and accounting options in the context of financial and accounting in the context of risk management associated in the relationship between the entity and the clients. (IFRS 15). 5. Particularities regarding accounting estimations and options associated with governmental grants. (IAS 20) Risk, estimations, and accounting options that are specific to events with a high degree of uncertainty. (IAS37).

**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Written exam 70% and Essay, individual talks 30%.**COURSE TITLE: ETHICS AND INTEGRITY IN ACADEMIC****CODE:** D20AC421**ECTS CREDITS:** 2**TYPE OF COURSE:** Mandatory**COURSE OBJECTIVE(S):** Adequate attainment of the ethical and integrity academic concepts, for their appliance in the development of a responsible career, the moral compass being an important mark of professionalism. Knowledge of ethical standards and principles, fundamental marks in professional development, as well as in the harmonization of the professional requirements with the particularities of the social, political, and legal structures.**COURSE CONTENTS:** Course: 1. Academic ethics fundamentals. 2. Intellectual property and copyright. 3. The lack of academic integrity. Plagiarism. 4. Other forms of the lack of academic honesty. 5. Correct redaction of an academic paper.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Grid type exam 80%, tests 20%**COURSE TITLE: SCIENTIFIC RESEARCH FOR THE DISERTATION PAPER****CODE:** D20AC422**ECTS CREDITS:** 2**TYPE OF COURSE:** Mandatory**COURSE OBJECTIVE(S):** Delivering to the students theoretical knowledge regarding the content and research activity, as well as the possibilities of organizing the activities in the scientific research area.

**COURSE CONTENTS:** Seminar: Science. Current characteristics and trends, Scientific research methodology improvement, Ways of communication in science, Scientific documentation: concepts and steps, Bibliographic research, direct research, research through talks with experts, the computerized system – methods of research, Measurement the socio- economical phenomena, Measurement of the intensity of the links between the phenomena, Forecasting the evolution of the socio-economical phenomena, Modelling of the socio-economical phenomena, The writing plan and the elements of the scientific paper, Rules and techniques regarding scientific papers writing.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam: 50%.  
Homeworks, individual discussions 50%.

<b>COURSE TITLE: SPECIALTY PRACTICE</b>
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**CODE:** D20AC423

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE(S):** Development of the necessary skills regarding practical activity approach of the thematic specific to auditing and counselling of the entities in business matters.

**COURSE CONTENTS:** General objectives: 1. The masters' students must fulfill the following general objectives, regardless of the type of institution where practice is being developed. 2. Practice content (descriptors). 2. The manner of practice development.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Evaluation test

**FIELD: ACCOUNTING**  
**PROGRAMME TITLE: ACCOUNTING**  
**MANAGEMENT, EXPERTISE AND AUDITING**  
**(CENTRE OF DROBETA-TURNU SEVERIN)**  
**MASTER'S DEGREE**

**COURSE TITLE: BUSINESS EVALUATION**

**CODE: D20MCM101**

**ECTS CREDITS: 6**

**TYPE OF COURSE: Mandatory**

**COURSE OBJECTIVE(S):** This subject aims to complete the students' knowledge regarding corporate finances and to prepare them to choose the enterprise evaluation expert profession. 1. Providing a enterprise diagnosis methodology. 2. Providing a methodology concerning the application of the methods and techniques used in the evaluation of the enterprise.

**COURSE CONTENTS:** Chapter 1. Advertences regarding the enterprise evaluation. Chapter 2. The enterprise's diagnostic. Chapter 3. The income-based approach. Chapter 4. The comparative approach. Seminar: 1. Organizational seminar. 2. The comparative approach. 3. The enterprise's diagnostic. 4. The assets-based approach. 5. The income-based approach. 6. Advertences regarding the enterprise evaluation.

**LANGUAGE OF INSTRUCTION: Romanian**

**ASSESSMENT METHOD(S):** The final grade has two components: the evaluation grade from the exam, and the grade from the along the way evaluation, having a share of 70%, respectively 30%.

**COURSE TITLE: FINANCIAL AND ACCOUNTING EXPERT SYSTEMS**

**CODE: D20MCM102**

**ECTS CREDITS: 6**

**TYPE OF COURSE: Mandatory**

**COURSE OBJECTIVE(S):** The subject aims to complete the knowledge attained during the bachelor studies regarding financial and banking decisions, using simulation tools and techniques mandatory to a good financial decision maker. This subject aims to familiarize the masters' students with the implementation of the necessary models and tools regarding the grounding of the financial decisions in the precarious environment based on the decisional simulation techniques.

**COURSE CONTENTS:** Chapter 1. Economical informatics systems. Chapter 2. Introduction in artificial intelligence. Chapter 3. Expert systems: basic concepts. Chapter 4. Knowledge transfer in the expert systems. Chapter 5. Way of working of the expert system based on production rules. Chapter 6. Development of the financial and banking smart expert systems. Seminar: Chapter 1. Economical informatics systems. Chapter 2. Introduction in artificial intelligence. Chapter 3. Expert systems: basic concepts. Chapter 4.

Knowledge transfer in the expert systems. Chapter 5. Way of working of the expert system based on production rules. Chapter 6. Development of the financial and banking smart expert systems.

**LANGUAGE OF INSTRUCTION: Romanian**

**ASSESSMENT METHOD(S):** Theoretical problems approached during the classes, and practical problems regarding the thematic of the 9-14 seminars. 75% presence and 25% answers during the seminars.

**COURSE TITLE: FINANCIAL ANALYSIS AND DIAGNOSIS**

**CODE: D20MCM103**

**ECTS CREDITS: 6**

**TYPE OF COURSE: Mandatory**

**COURSE OBJECTIVE(S):** The financial performances from a corporate point of view. Development of the economical logic. Attainment the financial analysis tools and methodology. Using the adequate financial analysis terminology. Development of skills regarding the interpretation of the diverse financial indicators categories. Development of skills regarding the identification of the appropriate proceedings concerning the correction of the financial performance rates of the enterprises. Analysis based on case studies and real situations in order to apply theoretical notions in the real economic environment. Analysis regarding scenarios that allow the clear presentation of the different stages of the enterprise, depending on the financial performance levels. Individual projects realization that allow the students to develop skills and to get them closer to the current economic environment. Usage of the informational technology and communication concerning the practical projects.

**COURSE CONTENTS:** Chapter 1. The enterprises' financial reports. Chapter 2. Presentation of the data concerning the enterprise's performance through financial reports. Chapter 3. Global performance measurement indicators' system of the enterprise. Chapter 4. Post factum analysis of the financial performances. Chapter 5. Post factum performance analysis. Chapter 6. Financial performance management of the companies. Chapter 7. Forecasting analysis of the financial performances. Chapter 8. Forecasting analysis of the financial performances expressed through absolute figures. Chapter 9. Forecasting analysis of the financial performances expressed through relative figures. Chapter 10. Value creation and migration. Chapter 11. Post factum analysis of the financial performances expressed through relative figures. Seminar: 1. 1. The enterprises' financial reports – manner of realization and interpretation. 2. Global performance measurement indicators' system – practical applications. 3. Post factum analysis of the financial performances expressed through absolute figures – case studies regarding

the financial reports from the last three years. 4. Post factum analysis of the financial performances expressed through relative figures – case studies regarding the financial reports from the last three years. 5. Forecasting methods regarding the financial reports of the companies. 6. Forecasting and financial performance analysis expressed in absolute figures. 7. Forecasting and financial performance analysis expressed in relative figures. 8. Financial performance analysis based on the value creation indicators. 9. Management methods regarding the financial performances.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam during the exam session 50%, Project presentation 50%.

**COURSE TITLE: TAX AND ACCOUNTING LEGISLATION**

**CODE:** D20MCM104

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE(S):** It allows the students' thoroughness regarding the tax and accounting Romanian legislation, knowing the community regulations, in order to have a clear understanding of the concrete meaning and correct applications of the regulations in the area.

Specific knowledge attainment and skills development concerning the tax and accounting legislation in our country. Developing skills regarding choosing the best accounting and tax options in order to effectively solve the complex financial thematic of the economical agents.

**COURSE CONTENTS:** Chapter 1. Accounting organization in Romania. Chapter 2. The accounting registers and the supporting documents. Chapter 3. Annual financial reports. Chapter 4. Taxation principles of the taxes' technical elements, tax classification. Chapter 5. The tax on profit. Chapter 6. The added value tax. Chapter 7. The tax on income/ tax on payroll. Chapter 8. Local rates and taxes. Chapter 9. Excise and custom duties. Seminar: 1. Accounting organization in our country. 2. The accounting registers and the supporting documents. 3. Annual financial reports. 4. Taxation principles of the taxes' technical elements, tax classification. 5. The tax on profit. 6. The added value tax. 7. The tax on income/ tax on payroll. 8. Local rates and taxes. 9. Excise and custom duties.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Homework, studies' solving 30%, Written exam 70%.

**COURSE TITLE: MANAGERIAL FINANCES**

**CODE:** D20MCM105

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE(S):** Presentation and thoroughness of certain modern management techniques regarding financial and economical

activities in order to maximize the value of the company. Development of practical skills concerning: the analysis, forecasting, and control of the company's financial activity. Capital allocation. Working capital management and insuring a financial balance. Financial policies implementation at a micro economical level. Financial strategy settlement. Highlighting the value creation mechanisms of the company.

**COURSE CONTENTS:** Chapter 1. The economical entity and it's flows ensemble. Chapter 2. The human capital. Chapter 3. The economical entity and the business environment. Chapter 4. The intermediate inventory balance report. Chapter 5. The mark-up. Chapter 6. The annual production. The added value. Chapter 7. The gross operational spillover. Chapter 7. The operational result. The current result. The annual net result. Chapter 8. The company's dividend policies. Chapter 9. Risk typology. Risk Management. Seminar: 1. The economical entity and it's flows ensemble. 2. The human capital. 3. The economical entity and the business environment. 4. The intermediate inventory balance report. 5. The mark-up. 6. The annual production. The added value. 7. The operational result. 8. The company's dividend policies. 9. Risk typology. Risk Management.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Homework, individual talks 10%. Written exam: theoretical notions presentation 60%. Homework, individual talks 10%. Written exam: applications solving 20%.

**COURSE TITLE: FINANCIAL COMMUNICATION**

**CODE:** D20MCM207

**ECTS CREDITS:** 6

**TYPE OF COURSE:** MANDATORY

**COURSE OBJECTIVE (S):** To allow the Ph.D candidates to gain the theoretical knowledge specific to the financial communication, as well as to be able to use this knowledge in their practical activity. Theoretical knowledge and practical abilities regarding: financial statements, periodical reports, the institutional and legal framework of the financial communication; communication channels specific to the accounting and financial information.

**COURSE CONTENTS:** Course: Chapter 1 - Financial communication and its role in promoting economic entities; Chapter 2 – The institutional and legal framework of the financial communication; Chapter 3 – Financial statements in financial communication; Chapter 4 – The communication channels specific to the accounting and financial information; Seminar: Seminar 1 - Financial communication and its role in promoting economic entities; Seminar 2 – The institutional and legal framework of the financial communication; Seminar 3 – Financial statements in financial communication; Seminar 4 – The communication

channels specific to the accounting and financial information.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Homework, individual discussions (30%). Written exam (70%). Homework, individual discussions, tests, essays and presentations (30%). Written exam (70%)

**COURSE TITLE: INTERNAL AUDIT AND CONTROL**

**CODE:** D20MCM208

**ECTS CREDITS:** 6

**TYPE OF COURSE:** MANDATORY

**COURSE OBJECTIVE(S):** To allow the students to gain the theoretical knowledge specific to internal audit and control, as well as to be able to use this knowledge in their practical activity. To understand the role of the internal audit in management and execution accountability, in order to fulfill the organizational objectives. Theoretical knowledge and practical abilities regarding: the analysis and evaluation of operations related risks; the role of internal audit in the evaluation of management and internal control; unbiased assurance and counseling as services to the organizations' management in the decision making process; examining the compliance of procedures and operations with rules, regulations and laws.

**COURSE CONTENTS:** Chapter 1 – The definition, evolution and characteristics of the internal audit; Chapter 2 – The fundamental methodology of internal audit; Chapter 3 – The organization and standardization of the internal audit; Chapter 4 – Internal audit's mission inside the organization; Chapter 5 – The parallel between internal audit and internal control; Chapter 6 – Internal audit mission planning, risk analysis for the internal audit plans; Chapter 7 – Internal audit mission methodology; Chapter 8 – The organization and exercise of audit techniques in audited operations; Chapter 9 - Evaluating the performance of internal control in the internal audit report as a way of finalizing and communicating the results. Seminar 1 – The definition, evolution and characteristics of the internal audit; Seminar 2 – The fundamental methodology of internal audit; Seminar 3 – The organization and standardization of the internal audit; Seminar 4 – Internal audit's mission inside the organization; Seminar 5 – The parallel between internal audit and internal control; Seminar 6 – Internal audit mission planning, risk analysis for the internal audit plans; Seminar 7 – Internal audit mission methodology; Seminar 8 – The organization and exercise of audit techniques in audited operations; Seminar 9 - Evaluating the performance of internal control in the internal audit report as a way of finalizing and communicating the results.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Homework, case studies (20%). Written exam (80%). Case studies

(20%). Written exam and case studies (80%)

**COURSE TITLE: ACCOUNTING MANAGEMENT**

**CODE:** D20MCM209

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE(S):** To allow the students to gain the theoretical knowledge specific to the accounting management, as well as to be able to use this knowledge in their practical activity. Theoretical knowledge and practical abilities regarding: accounting management in economic entities, accounting management and analysis regarding capital, inventory, fixed assets, treasury, incomes and expenses, capitalizing the information provided by financial accounting in the process of substantiating economic decisions.

**COURSE CONTENTS:** Course: Chapter 1 – Accounting management in economic entities; Chapter 2 – Reserves and capital accounting management; Chapter 3 – Fixed assets accounting management; Chapter 4 – Under execution production and inventory accounting management; Chapter 5 – Debt and receivables accounting management; Chapter 6 – Treasury operations accounting management; Chapter 7 – Expense accounting management; Chapter 8 – Incomes accounting management. Seminar: 1 – Accounting management in economic entities; 2 – Reserves and capital accounting management; 3 – Fixed assets accounting management; 4 – Under execution production and inventory accounting management; 5 – Debt and receivables accounting management; 6 – Treasury operations accounting management; 7 – Expense accounting management; 8 – Incomes accounting management.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam (in order to be able to benefit from the score for the activity at the seminar, the students must obtain at the written test at least the score corresponding to a 5/10 grade) – 70%. Portfolio of essays developed during the semester; written test – 30%

**COURSE TITLE: TAX METHODS AND TECHNIQUES**

**CODE:** D20MCM210

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE(S):** It allows the students to thorough their knowledge regarding Romanian tax legislation, understanding the community regulations in order to comprehend the concrete meaning and to correctly apply the regulations in the area. Attaining specific knowledge and developing skills concerning the Rumanian tax legislation.

**COURSE CONTENTS:** Course: Chapter 1. Tax liability. Chapter 2. Taxes – general concepts. Chapter 3. Tax on income. Chapter 4. Tax on profit. Chapter 5. Local taxes and duties. Chapter 6.



The added value tax. Chapter 7. Excise duty. Seminar: 1. 1. Tax liability. 2. Taxes – general concepts. 3. Tax on income. 4. Tax on profit. 5. Local taxes and duties. 6. The added value tax. 7. Excise duty.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Homework, case study realization 30%. Written exam 70%, case study realization 30%. Written exam and case study solving 30%.

**COURSE TITLE: ACCOUNTING EXPERTISE AND TAX CONTROL**

**CODE:** D20MCM211

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE(S):** Knowledge of the theoretical foundations regarding conceptualization and typology of accounting expertise. Acquisition of knowledge on judicial accounting expertise. Knowing how to perform the accounting expertise in Romania. Gaining skills to develop an accounting expertise report. Gaining specific knowledge regarding: Romanian accounting and fiscal legislation, knowledge of the specifics of the Community regulations for the correct application of the regulations in the field.

**COURSE CONTENTS:** Course: Chapter 1 – Theoretical fundamentals of accounting expertise; Chapter 2 – Judicial and extra-judicial accounting expertise; Chapter 3 – Accounting expertise activity organization; Chapter 4 – Tax Control. Theoretical aspects; Chapter 5 – Tax control organization; Chapter 6 – The methodological approach of tax control. Seminar: Seminar 1 – Theoretical fundamentals of accounting expertise; Seminar 2 – Judicial and extra-judicial accounting expertise; Seminar 3 – Accounting expertise activity organization; Seminar 4 – Tax Control. Theoretical aspects; Seminar 5 – Tax control organization; Seminar 6 – The methodological approach of tax control.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Multiplace choice Exam (in order to be able to benefit from the score for the activity at the seminar, the students must obtain at the written test at least the score corresponding to a 5/10 grade) – 70%. Portfolio of essays developed during the semester; written test – 30%

**COURSE TITLE: INVENTORY AND AUDIT IN FINANCIAL AND BANKING INSTITUTIONS**

**CODE:** D20MCM313

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE (S):** Knowledge regarding the informational system, the particularities of the basic accounting model applied in credit institutions, and auditing the annual financial reports. Knowing the

theoretical and practical concepts specific to the banking activity: - Understanding the determination methodology of the interest, and the techniques and tools used in the banking area; - Understanding the accounting registration technique and model regarding operations that are specific to the banking field.

-Understanding and analysis of the financial audit reports.

**COURSE CONTENTS:** Chapter 1. The Corporate governance of the credit institutions. Chapter 2. Banking assets and liabilities inventory. Chapter 3. Banking and audit risk management. Chapter 4. Ethical and professional conduct of the financial auditors. Chapter 5. Financial audit elements. Chapter 6. Banking entities' audit. Chapter 7. Banking performances' audit and management. Seminar: 1. Organizational seminar, discussion regarding the performances' evaluation in the banking system. 2. Presentation of the accounting regulations applied in credit institutions. 3. Identifying the banking assets: identification, evaluation, potential and actual incomes. 5. Banking audit planning. 6. Audit risk evaluation. 7. Financial audit reporting.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Essays, individual talks 30%, written exam 70%. Essays, individual talks 30%, Written exam 70%.

**COURSE TITLE: FINANCIAL ECONOMY**

**CODE:** D20MCM314

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** Thoroughness of the knowledge regarding the main approaches, concepts, techniques and tools that are applied in the national and international monetary and banking area.

1. Delivering knowledge concerning the role of the banks in the current economy and of the links between the monetary policy and theory. 2. Familiarizing the students with concepts and terms concerning financial macro-economics. 3. Allowing the students to develop opinions and points of view regarding the banking system, the evolution of the crediting activity, and the monetary policy regulations at both national and European level. 4. Understanding the monetary policy treatment.

**COURSE CONTENTS:** Chapter 1. The financial economy – theoretical and methodological aspects. Chapter 2. Monetary macro-economics. Chapter 3. The monetary policy. Chapter. 4. Financial markets. Chapter 5. Tax policy. Chapter 6. The monetary and tax policies mix. Seminar: 1. The financial economy – theoretical and methodological aspects. 2. Monetary macro-economics. 3. The monetary policy.. 4. Financial markets. 5. Tax policy. 6. The monetary and tax policies mix

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Essays, individual talks 30%, written exam 70%. Essays, individual talks 30%, Written exam 70%.

**COURSE TITLE: MANAGERIAL ACCOUNTING**

**CODE:** D20MCM315

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE(S):** Allowing the students to attain knowledge regarding managerial accounting, as well as to develop skills necessary to their applying in the practical activity. Attaining knowledge and developing skills concerning the realization of the annual financial reports, determining costs and budget realization, as well as capitalizing the information provided by managerial accounting in the grounding of the economical decisions.

**COURSE CONTENTS:** Chapter 1. General presentation of the annual financial reports and their role in managerial accounting. Chapter 2. Financial reports realization – preliminary principles and operations. Chapter 3. The structure of the annual financial reports. Chapter 4. Auditing and presentation of the annual financial reports. Chapter 5. Inventory accounting – element of the managerial accounting. Chapter 6. The main methods and procedures regarding the determination of the costs. Chapter 7. The budgets and their role in managerial accounting. Chapter 8. Realizing the main budget types. Seminar: 1. General presentation of the annual financial reports and their role in managerial accounting. 2. Financial reports realization – preliminary principles and operations. 3. The structure of the annual financial reports. 4. Auditing and presentation of the annual financial reports. 5. Inventory accounting – element of the managerial accounting. 6. The main methods and procedures regarding the determination of the costs. 7. The budgets and their role in managerial accounting. 8. Realizing the main budget types

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Homework, case study solving 30%. Written exam.

70% Case study solving 30%, written exam and case study solving 70% .

**COURSE TITLE: IN-DEPTH FINANCIAL ACCOUNTING**

**CODE:** D20MCM316

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE (S):** The In-depth financial accounting aims to provide the students with theoretical and practical knowledge regarding the normalization and organization of the accounting process in an enterprise, to create a clear image concerning the accounting methods and procedures, to familiarize them with a series of

economical categories that are specific to the finances', accounting and management subjects. Studying In-depth financial accounting offers the students the opportunity to develop skills regarding the use of the accounting means: documents, financial and accounting reports, accounting informational software, as well as determining certain correct, practical, and quick aspects in order to actively use economical knowledge in the digital era.

**COURSE CONTENTS:** Chapter 1. Financial accounting normalization and regulation. Chapter 2. Basic aspects regarding the organization of the financial accounting of the enterprise. Chapter. 3. National and international views on annual financial reports. Chapter 4. Accounting policies regarding leasing as a financing operation used in the enterprises. Chapter 5. The accounting operations concerning foreign currency. Chapter 6. The accounting operations concerning reorganization operations of the enterprises. Chapter 7. Accounting and the environment. Chapter 8. Integrated reporting in the globalization period and in the digital era. Seminar 1: Financial accounting normalization and regulation. 2. Basic aspects regarding the organization of the financial accounting of the enterprise. 3. National and international views on annual financial reports. 4. Accounting policies regarding leasing as a financing operation used in the enterprises. 5. The accounting operations concerning foreign currency. 6. The accounting operations concerning reorganization operations of the enterprises. 7. Accounting and the environment. 8. Integrated reporting in the globalization period and in the digital era.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam (in order to benefit of the score associated with the seminar activity the student must get at least the score associated to grade 5). 70% Project portfolio completed along the semester, written test from the announced thematic 30%.

**COURSE TITLE: FINANCIAL AUDIT, CHECK AND CERTIFICATION OF THE ACCOUNTING BALANCE SHEET**

**CODE:** D20MCM317

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE (S):** The subject aims to deliver the students theoretical and practical knowledge concerning the organization and implementation of the financial audit and to create a clear image regarding the role and the place of the financial auditor in the ensemble of the economical sciences. It aims to familiarize the students with a series of specific categories. It aims to develop skills concerning the use of financial audit means (documents, reports, procedures), as well as to

determine certain morale, ethic conduits, centered around the practical use of the economical knowledge.

**COURSE CONTENTS:** Chapter 1. The objectives, the role, the principles and classification of the financial audit. Chapter 2. The structuring of the financial audit in Romania. Chapter 3. Techniques and procedures that are specific to financial audit. Chapter 4. Certification of the accounting balance sheet. Chapter 5. Documentation of the audit reports. Chapter 6. Financial audit reporting. Seminar: 1. The objectives, the role, the principles and classification of the financial audit. 2. The structuring of the financial audit in Romania. 3. Techniques and procedures that are specific to financial audit. 4. Certification of the accounting balance sheet. 5. Documentation of the audit reports. 6. Financial audit reporting.

The auditor's professional and ethical conduit.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam (in order to benefit of the score associated with the seminar activity the student must get at least the score associated to grade 5). 70% Project portfolio completed along the semester, written test from the announced thematic 30%.

<b>COURSE TITLE: PROFESSIONAL DOCTRINE AND DEONTOLOGY</b>
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**CODE:** D20MCM318

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE (S):** Understanding the accounting profession, the conduit standards for the professional accountants, the main principles that must be respected by them. Understanding the organization and way of working of the professional institution in Romania, CECCAR. Attaining special knowledge regarding: The fundamental ethical principles; The organization of the accounting profession in Romania; The competences of CECCAR and the ones of its' members.

**COURSE CONTENTS:** Chapter 1. The accounting profession – concept, structure, role and way of regulation. Chapter 2. Organization of the accounting profession and the professional institutions. Chapter 3. Organization and exercise of the accounting profession in Romania. Chapter 4. The main ethical principles in the accounting profession. Seminar: 1. The accounting profession – concept, structure, role and way of regulation. 2. The role of the accounting profession as far as defense of the common interest and development of the economy is concerned. 3. The way of organization of the accounting profession and of the professional institutions. 4. Professional standards in the accounting regulations. 5. The role and necessity of the professional accounting institution. 6. Organization and exercise of the

accounting profession in Romania. 7. The main ethical principles in the accounting profession.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Essay presentation 20%, written exam 80%. Debate regarding the presented concepts 20%, written exam 80%.

<b>COURSE TITLE: GROUP COMPANIES' ACCOUNTING</b>
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**CODE:** D20MCM419

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE (S):** The general objective of this subject is to create specialists in Accounting, with solid knowledge in the field of consolidated accounting. A specific objective of the discipline is the training of well-qualified professionals on the labor market, in the direction of activities that belong to the consolidated accounting of the groups of companies, including in the direction of the analysis and evaluation of the economic entities. Also, among the objectives specific to the discipline can be mentioned: assimilation of the knowledge about the groups and the consolidated accounts, consolidation modalities and techniques, elaboration of the consolidated financial statements, framing of the consolidation of the accounts in the European and international strategies, understanding of some examples and relevant case studies.

**COURSE CONTENTS:** Chapter 1. General aspects of groups of companies; Chapter 2. National and International accounting regulations on consolidated accounts; Chapter 3. Determining the consolidation perimeter and choosing consolidation methods; Chapter 4. Methods of consolidating accounts in the light of international accounting standards; Audit of consolidated financial statements; Chapter 6. Conversion of financial statements of foreign companies; Chapter 7. Enhanced consolidation operations; Chapter 8. IFRS 3 "Business Combinations"; Chapter 9. Consolidated financial statements; 10. Restore the individual financial statements of companies entering the consolidation perimeter. Seminar: 1. Organizational chart of the groups of companies; 2. Percentage of control; 3. Calculating the percentage of interest; 4. Determining the percentage of integration; 5. Consolidation of accounts through the global integration method; 6. Consolidation of accounts by means of the method of integration; 7. Method of equivalence; 8. The acquisition method according to IFRS 3; 9. Preparation of the consolidated financial statements; 10. Accounting for goodwill in the case of business combinations.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Homework, individual discussion 40.00%. Written exam and applications to be solved 60.00%. Homework, individual

discussion 40.00%. Written exam and applications to be solved 60.00%

**COURSE TITLE: ECONOMIC RESEARCH PROJECTS' MANEGEMNT**

**CODE:** D20MCM420

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE (S):** Providing information on accessing and obtaining funding from the European Structural Funds; - Providing information on the importance and types of European Structural Funds; - The organizational structure of the projects and the ways of financing them; - Project quality and project management.

**COURSE CONTENTS:** Chapter 1. European Structural Funds: importance, classification, legislation; Chapter 2. Fundamentals of Project Management; Chapter 3. Project risk management; Chapter 4. Project Quality Management; Chapter 5. Techniques and tools for project visibility Chapter 6. Case study - Develop a project with European funding. Seminar: 1. European Structural Funds: importance, classification, legislation; 2. Fundamentals of project management; 3. Risk management of projects; 4. Project quality management; 5. Techniques and tools in project visibility 6. Case study - Elaboration of a project with European funding.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Homeworks, individual discussions 30%. Exam written 70%. Homework, individual discussions, testings, papers and presentations 30%. Exam written 70%.

**COURSE TITLE: ACADEMIC ETHICS AND INTEGRITY**

**CODE:** D20MCM421

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE(S):** Appropriate attainment of ethics and academic integrity concepts for their application in the development of a responsible professional career, with moral conduct being an important benchmark of professionalism. Knowledge of ethical norms and principles, fundamental milestones in professional development, but also in the harmonization of professional requirements with the particularities of social-political and legal organizations.

**COURSE CONTENTS:** Course: Chapter 1. Fundamentals of academic ethics, Chapter 2. Intellectual property and copyright, Chapter 3. Lack of academic integrity. Plagiarism, Chapter 4. Other Forms of Academic Discrepancy, Chapter 5. Correct Writing of an Academic Work.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Questions, tests 30%  
Written exam 70%.

**COURSE TITLE: SCIENTIFIC RESEARCH FOR THE REALIZATION OF THE DISERTATION PAPER**

**CODE:** D20MCM422

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE(S):** Transmitting students the theoretical knowledge about the content and structure of the research activity, and the possibilities of organizing the activities in the field of scientific research. Skills training through the understanding of the scientific research system for the development of scientific papers.

**COURSE CONTENTS:** Seminar: Science. 1. Current features and trends; 2. Improvement of the scientific research methodology; 3. Forms of communication in science; 4. Scientific documentation: concept and stages; 5. Bibliographic documentation; 6. Direct documentation; 7. Documenting through discussions with specialists; 8. information-documentation system; 9. Measuring socio-economic phenomena; 10. Measuring the intensity of links between phenomena; 11. Forecasting the evolution of socio-economic phenomena; 12. Modeling socio-economic phenomena; 13. Drafting plan and components of the scientific paper; Rules and techniques of writing scientific papers.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Homeworks, individual discussions 30%. Exam written 70%.

**COURSE TITLE: SPECIALTY PRACTICE**

**CODE:** D20MCM423

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE(S):** Masters' students must achieve the following general objectives, regardless of the type of the institution where the practice takes place: knowledge of the practice center, identification of competences and activities carried out in the functional structures in which the practice takes place, knowledge of the legislation and the rules in force regarding the activity of the practice center.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Evaluation test



**FIELD: ECONOMY AND FOREIGN AFFAIRES**  
**PROGRAMME TITLE: ECONOMICS AND**  
**INTERNATIONAL BUSINESS ADMINISTRATION**  
**(ENGLISH-TAUGHT PROGRAMME)**  
**MASTER'S DEGREE**

**COURSE TITLE: ADVANCED INTERNATIONAL ECONOMICS**

**CODE:** D20IBM101

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE(S):**

The main objectives of the course is to develop to our students an economic thinking at high level, knowledge structure and mechanisms of international economics, learning advanced concepts and tools of trade policy, financial and monetary policies and other aspects of international economic relations.

**COURSE CONTENTS:** Course: Chapter 1. The Globalization and World Economy. Chapter 2. Classical theories of international trade. Chapter 3. Modern theories of international trade. Chapter 4. International trade policy. Chapter 5. Preferential trading arrangements. Chapter 6. International trade and economic development. Chapter 7. International resource movements and transnational companies. Chapter 8. Balance of payments. Chapter 9. Foreign exchange markets and exchange rates. Chapter 10. Open-Economy macroeconomics: Adjustment policies. Chapter 11. The International Monetary System: Past, Present, and Future. Seminar: 1. Organisational seminar. 2. Rising importance of international trade. 3. Major net exporters and importers of capital. 4. Comparative advantage of the largest advanced and emerging economies. 5. The terms of trade of advanced and developing countries. 6. Gains from the single EU market. 7. The stock of foreign direct investments around the world. 8. The financial crisis.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Homeworks, individual discussions, essays, case studies (50%); Written exam: multiple choice tests + questions (50%)

**COURSE TITLE: INTERNATIONAL TRADE IN GOODS AND SERVICES AND COMMERCIAL POLICIES**

**CODE:** D20IBM102

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE(S):** Creating skills for detailed analysis of international trade flows and commercial policies of the most important trading economies in the contemporary world.

**COURSE CONTENTS:** Course: Chapter 1: Introductory aspects to international trade. Chapter 2: Recent developments in world economy and international trade. Chapter 3: Recent

developments in international trade in goods. Chapter 4: Recent developments in international trade in services. Chapter 5: Commercial policies of the most important trade nations. Seminar: 1. The links between the world economy and international trade evolution. The impact of the global crisis. 2. Analysing the real international trade flows in merchandise and services international markets. 3. Analysing foreign trade of the most important trade nations. 4. New global aspects in tariff and non-tariff barriers to trade. 5. Analysing trade policy evolutions of the most important trade nations.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Homeworks, individual discussions, essays, case studies (50%); Written exam: multiple choice tests + questions (50%)

**COURSE TITLE: EUROPEAN UNION'S FINANCES**

**CODE:** D20IBM103

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE(S):** Knowledge of the financial system of the European Union. Assimilation of the basics on the formation of EU budget revenues and their distribution through the priorities of the multiannual financial framework.

**COURSE CONTENTS:** Course: Chap.1. The content, characteristics and principles of the budgetary policy of the European Union. Chap.2. Characteristics of the European Union's budgetary system. Chap.3. Structure and dynamics of community income and expenditure 2007-2015. Cap.4. Budget allocations for Romania in financial years 2007-2013 and 2014-2020. Seminar: 1. The evolution of the formation of the EU's financial system. 2. Structure of EU budget revenues. 3. Evolution of revenues to the EU budget. 4. Structure of EU spending. 5. Evolution of EU spending under MFF 2007-2013 and MFF 2014-2020.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Homeworks, individual discussions, essays, case studies (60%); Written exam: multiple choice tests + questions (40%)

**COURSE TITLE: MANAGING INTERNATIONAL BUSINESS THROUGH ENTERPRISE RESOURCE PLANNING**

**CODE:** D20IBM104

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE(S):** Familiarize students with the necessary knowledge about the use of the SAP system, its configuration in order to define the business structure needed to inform a company, regardless of its specificity.

**COURSE CONTENTS:** Course: 1) SAP R/3 - Introduction. 2) Managing SAP R / 3 systems - SAP Logon. 3) SAP R / 3 Navigation. 4) SAP R / 3 core concepts. 5) SAP User Management. 6) SAP Role



Management. 7) Sales and Distribution Process SAP Sales and Distribution - SAP SD I. 8) Sales and Distribution Process SAP Sales and Distribution - SAP SD II. 9) Sales and Distribution Process SAP Sales and Distribution - SAP SD III. 10) Sales and Distribution Process SAP Sales and Distribution - SAP SD IV. 11) Sales and Distribution Process SAP Sales and Distribution - SAP SD V. 12) SAP Sales and Distribution Process - SAP SD VI. 13) Sales and Distribution Process SAP Sales and Distribution - SAP SD VII. 14) SAP R / 3 System Configuration - SD Module. Seminar: 1) SAP R/3 - Introduction. 2) Managing SAP R / 3 systems - SAP Logon. 3) SAP R / 3 Navigation. 4) SAP R / 3 core concepts. 5) SAP User Management. 6) SAP Role Management. 7) Sales and Distribution Process SAP Sales and Distribution - SAP SD I. 8) Sales and Distribution Process SAP Sales and Distribution - SAP SD II. 9) Sales and Distribution Process SAP Sales and Distribution - SAP SD III. 10) Sales and Distribution Process SAP Sales and Distribution - SAP SD IV. 11) Sales and Distribution Process SAP Sales and Distribution - SAP SD V. 12) SAP Sales and Distribution Process - SAP SD VI. 13) Sales and Distribution Process SAP Sales and Distribution - SAP SD VII. 14) SAP R / 3 System Configuration - SD Module.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** The frequency and the solidity of the interaction at laboratory (33%), Project (37%), Exam (40%).

<b>COURSE TITLE: INTERNATIONAL LABOR MIGRATION</b>
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**CODE:** D20IBM105

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE(S):** This course offers individual perspectives on different facets of economically-related mobility, including the movement of highly skilled, semi-skilled and low-skilled workers, student mobility, short-term travel for tourism and business purposes, family migration, internal migration and irregular migration. It also discusses broad policy strategies for the management of international labour mobility, focusing on the development of an adequate knowledge base, the most appropriate policies for countries of origin and countries of destination, the migration and development relationship, and cooperation at the global, regional and bilateral levels.

**COURSE CONTENTS:** Course: Chapter 1: International labour mobility in the evolving global labour market. Chapter 2: Highly skilled migration and low and semi-skilled workers abroad. Chapter 3: Managing labour mobility in the evolving global economy. Chapter 4: Human resource development and foreign employment policies in countries of origin. Chapter 5: Formulation and

management of foreign employment policies in countries of destination. Chapter 6: Managing the labour migration and development equation. Seminar: 1. Planning seminar. 2. Debate on international labour mobility within the wider context of the impact of globalization on employment. 3. Debate on the main differences between highly skilled and low and semi-skilled workers from migration point of view. 4. Debate on migration management. 5. Discusses of policy approaches to the management of international labour movements from the perspective of countries of origin. 6. Debate on the principal policy options to be considered by countries of destination.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Homeworks, individual discussions, essays, case studies (50%); Written exam: multiple choice tests + questions (50%).

<b>COURSE TITLE: GLOBAL MARKETING</b>
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**CODE:** D20IBM207

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE(S):** Offering to students an analytic decision-oriented framework for the development and implementation of global marketing programmes. Consequently, the student should be able to analyse, select and evaluate the appropriate conceptual frameworks for approaching the five main management decisions connected with the global marketing process: whether to internationalize, deciding which market to enter, deciding how to enter for foreign market, designing the global marketing programme and implementing and coordinating the global marketing programme.

**COURSE CONTENTS:** Course: Chapter 1 The Scope and the Challenge of the Global Marketing. Chapter 2 The Dynamic Environment of International Trade. Chapter 3 Cultural Dynamics in Assessing Global Markets. Chapter 4 Developing a Global Vision through Marketing Research. Chapter 5 Multinational Market Regions and Market Groups. Chapter 6 Global Marketing Management. Chapter 7 Products and Services for Consumers. Chapter 8 International Marketing Channels. Chapter 9 Integrated Marketing Communications and International Advertising. Chapter 10 Pricing for International Markets. Seminar: Chapter 1 The Scope and the Challenge of the Global Marketing. Chapter 2 The Dynamic Environment of International Trade. Chapter 3 Cultural Dynamics in Assessing Global Markets. Chapter 4 Developing a Global Vision through Marketing Research. Chapter 5 Multinational Market Regions and Market Groups. Chapter 6 Global Marketing Management. Chapter 7 Products and Services for Consumers. Chapter 8 International Marketing Channels. Chapter 9 Integrated Marketing Communications and

International Advertising. Chapter 10 Pricing for International Markets

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination: multiple choice tests + short essays on several themes from topics discipline (70%); Homeworks, debates, essays, case studies (30%).

**COURSE TITLE: INTERNATIONAL INVESTMENTS AND TRANSNATIONAL COMPANIES**

**CODE:** D20IBM208

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE(S):** Creating specific skills for investments performing on the international financial markets.

**COURSE CONTENTS:** Course: Chapter 1. Introduction to financial markets and institutions. Chapter 2. Financial markets. Chapter 3. Introduction to investment. Chapter 4. The asset allocation decision. Chapter 5. Selecting investments in a global market. Chapter 6. Evaluation of portfolio performance. Chapter 7. The role of transnational companies in the global economy. Seminar: 1. Construction of investments portfolios on an international market. 2. Realization of a fundamental analysis for an international company. 3. The role of transnational companies in the global economy

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written exam: multiple choice tests + classical theoretical topics (50%); Homeworks: - building and managing a virtual portfolio; - develop a fundamental analysis on a publicly traded corporation (50%)

**COURSE TITLE: GLOBAL STRATEGIC MANAGEMENT**

**CODE:** D20IBM209

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE(S):** Developing detailed analysis capabilities in an international context, formulating international strategies.

**COURSE CONTENTS:** Course: Chapter 1. The global manager's environment. Chapter 2. Social responsibility and ethics in international business. Chapter 3. The role of culture in international management. Chapter 4. Communicating across cultures. Chapter 5. Cross-cultural negotiation. Chapter 6. The framework of international human resources management. Chapter 7. Staffing and training for global operations. Chapter 8. Compensation and motivation. Chapter 9. The global leader's role and environment. Chapter 10. Global management teams. Chapter 11. Formulating long-term objectives and grand strategies. Chapter 12. Strategic analysis choice. Chapter 13. Formulating strategy for global operations. Chapter 14. Global alliances and strategy implementation. Seminar: 1. Social

responsibility and ethics in international business. 2. Communicating across cultures. 3. Cross-cultural negotiation. 4. Staffing and training for global operations. 5. The global leader's role and environment. 6. Strategic analysis choice. 7. Global alliances and strategy implementation

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written exam: multiple choice tests + questions (70%); Homeworks, individual discussions, essays, case studies (30%).

**COURSE TITLE: INTERNATIONAL BANKING AND PAYMENTS**

**CODE:** D20IBM210

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE(S):** Understanding, identifying and learning about international trends and developments related to the international financial markets.

**COURSE CONTENTS:** Course: Chapter 1. The International Financial System. Chapter 2. The Banking System. Chapter 3. Monetary Policy. Chapter 4. Money and Foreign Exchange Markets. Chapter 5. The Balance of Payments. Seminar: 1. Recent Financial and Monetary Trends: the Argentine Crisis. 2. Recent Financial and Monetary Trends: the Strengthening of the Euro at International Level. 3. Comparative Analysis between Monetary Policy Strategies of the FED, ECB and NBR. 4. Case Studies: the Impact of Globalization on Commercial Banks Activities. 5. Interpreting the Interest Rates Trend in Romania and Abroad between 2000 and 2011. 6. Interpreting the Exchange Rates Trend in Romania and Abroad between 2000 and 2011. 7. Analyzing and Interpreting the Current Account of the Balance of Payments in Romania and the USA. 8. Current Account Liberalization in Romania. Implications for Monetary Policy.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Homework, individual projects (30%); Written exam: 5 open questions (70%).

**COURSE TITLE: INTERNATIONAL BUSINESS REGULATION, LITIGATION, ARBITRATION AND COMMUNICATION**

**CODE:** D20IBM211

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE(S):** This discipline, dominated by the dynamism of the evolution of society in the present period, is meant to familiarize the student with the basic legal institutions defining complex international trade relations (commercial law and economic laws, origin, evolution and GATT rules, ways to solve GATT / WTO Disputes) as well as current issues related to environmental legislation, competition, etc.

**COURSE CONTENTS:** Course: Chapter 1: Economic Law and Laws of Economics. Chapter 2: The General Agreement on Tariffs and Trade: Origins and Overview. Chapter 3: Evolution of the GATT and GATT Law. Chapter 4: The international exchange of services and the creation of GATS. Chapter 5: Dispute resolution in the GATT. Chapter 6: Dispute settlement in the WTO. Chapter 7: The question of subsidies. Chapter 8: Dumping and Anti-Dumping. Chapter 9: The environment and the international economic law. Chapter 10: Competition Law. Seminar: 1. Debates on the distinction between Economic Law and Laws of Economics. 2. Overview of the origins and evolution of GATT. 3. Debates on GATT Law. 4. Debates on the international exchange of services and the creation of GATS. 5. Debates on dispute resolution in the GATT. 6. Debates on dispute resolution in the WTO. 7. Debates on the problem of subsidies. 8. Debates on the problem of dumping and anti-dumping. 9. Debates on the environment and the international economic law. 10. Debates on the competition law.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Multiple choice tests + questions individual discussions (25%); Written exam (50%); Homeworks, individual discussions, essays, case studies (25%).

#### **COURSE TITLE: INTERNATIONAL TRANSPORTS**

**CODE:** D20IBM313

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE(S):** The basic objective pursued is to develop students' knowledge in international transport, a field which directly contributes to ensuring the basic conditions for carrying out production processes, as well as activities of domestic and international trade.

**COURSE CONTENTS:** Course: 1. Transport chains. 2. Sea transportation. 3. Intermodal transport chains. 4. Road transport and intermodal transport road-rail. 5. Container transport. 6. Air transport. 7. Intermodal transport road/rail/shipping. 8. International expedition. 9. Necessary modification in the reorganisation processes in the intermodal transport. Seminar: 1. How to fill in and use a <time sheet> document. 2. Case study: door-to-door transportation of goods bought by x ...firm. 3. Case study: how to organise a better transportation route in Europe. 4. Case study: improving the multimodal transport organisation. 5. Case study: stages of negotiation, signing and processing an international transport contract for the import of container goods.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Discussions, grids (25%); Written exam: grids + questions (50%); Homework, discussions, written assignments according to the assigned topics (25%).

#### **COURSE TITLE: INTERNATIONAL TOURISM**

**CODE:** D20IBM314

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE(S):** Knowing about the role and the importance of tourists services in the economy and creating abilities for understanding and managing the tourist activity at international level.

**COURSE CONTENTS:** Course: Chapter 1: Introduction to tourism. Chapter 2: Structure of tourism and travel industry. Chapter 3: Recent developments in international tourism – important facts and figures. Chapter 4: Economic impact of international tourism. Chapter 5: Managing soci-cultural impact of tourism. Chapter 6: International tourism and environmental impact. Seminar: 1. Analysing the perspective of international tourism. 2. Economic positive effects of international tourism in developing countries. 3. Socio-cultural impact of international tourism in developing countries. 4. Environmental impact new challenges of international tourism. 5. Marketing strategies in international tourism. 6. HR in international tourism businesses

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Homeworks, individual discussions, essays, case studies (50%); Written exam: multiple choice tests + questions (50%)

#### **COURSE TITLE: INTERNATIONAL BUSINESS NEGOTIATION AND DIPLOMACY**

**CODE:** D20IBM315

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Mandatory

**COURSE OBJECTIVE(S):**

**COURSE CONTENTS:** Course: Chapter 1: The concept of negotiation. types of negotiation. Chapter 2: Communication as main tool in negotiation. Chapter 3: Negotiation process: planning, setting objectives, programing, implementing, evaluation. Chapter 4: Strategies and tactics of negotiation. Chapter 5: Face to face negotiations. Chapter 6: Psychology and education of negotiators. Chapter 7: Cross-cultural impact on international business negotiation. Chapter 8: Governmental negotiations. Chapter 9: Diplomacy in international negotiations. Seminar: 1. Verbal and non-verbal communication in the process of negotiation. 2. Strategies and tactics used in the process of international business negotiation. 3. Negotiation team. Negotiator as a specialist. 4. The specifics of negotiations in different countries and cultures. 5. Diplomacy and etiquette in intergovernmental negotiations

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Homeworks, individual discussions, essays, case studies (50%); Written exam: multiple choice tests + questions (50%)

**COURSE TITLE: INTERNATIONAL E-ECONOMY AND E-BUSINESS****CODE:** D20IBM316**ECTS CREDITS:** 6**TYPE OF COURSE:** Mandatory**COURSE OBJECTIVE(S):** To offer an integrated vision on eEconomy and eCommerce and on their implications on business environment.**COURSE CONTENTS:** Course: Ch. 1. e-Economy and e-Business. Ch. 2. e-Commerce models. Ch. 3. e-Commerce infrastructure. Ch. 4. Building an e-Commerce site. Ch. 5 e-Marketing concepts. Ch. 6. Ethical, social, political issues in e-Commerce. Ch. 7. Retailing on the web. Ch. 8. Online services. Ch. 9. B2b e-Commerce. Ch. 10. Auctions, portals, virtual communities. Seminar: 1. B2C Models. Examples. 2. C2C Models. Examples. 3. B2B Models. Case Studies. 4. E-Marketing Techniques. E-Branding. 5. Auctions. Case Studies. 6. E-Payments. 7. Virtual Communities. Social Networks**LANGUAGE OF INSTRUCTION:** English**ASSESSMENT METHOD(S):** Homeworks, individual discussions, essays, case studies (50%); Written exam: multiple choice tests + questions (50%)**COURSE TITLE: GLOBAL MANAGERIAL FINANCE****CODE:** D20IBM317**ECTS CREDITS:** 6**TYPE OF COURSE:** Optional**COURSE OBJECTIVE(S):** Helping students for determining the best way to use money, to improve future opportunities to earn money and minimize the impact of financial shocks.**COURSE CONTENTS:** Course: Chapter 1. Introduction to managerial finance. Chapter 2. The financial market environment. Chapter 3. Financial statements and ratio analysis. Chapter 4. Time value of money. Chapter 5. Risk and return. Chapter 6. The cost of capital. Seminar: Realization of a ratio analysis and calculating the cost of capital for an international company**LANGUAGE OF INSTRUCTION:** English**ASSESSMENT METHOD(S):** Written exam: multiple choice tests + classical theoretical topics (50%); Homeworks: develop of a ratio analysis and calculating the cost of capital for an international company (50%)**COURSE TITLE: QUANTITATIVE INTERNATIONAL BUSINESS ANALISES****CODE:** D20IBM318**ECTS CREDITS:** 6**TYPE OF COURSE:** Optional**COURSE OBJECTIVE(S):** Creating skills for modern time series analysis and its applications in an international trading environment.**COURSE CONTENTS:** Course: Chapter 1. Stationary stochastic processes. Chapter 2. Linear time-series models of stochastic processes. Chapter 3. Multivariate arma models. Chapter 4.

Cointegration and common trends. Chapter 5. Modeling and forecasting of volatility through univariate garch models. Seminar: 1. Guidance for time series modelling and prediction in SPSS. 2. Guidance for time series modelling and prediction in MATLAB. 3. Computing the main characteristics of a time series: the autocovariance function, the autocorrelation function, the partial autocorrelation function, etc. 4. Arima models specification and estimation. 5. Arima models diagnostic checking and forecasting: applications to international markets. 6. Volatility modeling and forecasting. 7. Application of ARCH and GARCH models for modeling and forecasting of international financial markets

**LANGUAGE OF INSTRUCTION:** English**ASSESSMENT METHOD(S):** Homeworks, individual discussions, case studies (30%); Written exam: multiple choice tests + questions (70%).**COURSE TITLE: COMMERCIAL CORRESPONDENCE, EXPORT AND IMPORT CONTRACTS****CODE:** D20IBM419**ECTS CREDITS:** 6**TYPE OF COURSE:** Mandatory**COURSE OBJECTIVE(S):** Familiarize students with the specifics of international trade agreements by highlighting their specific features, as well as the regulations and customs that apply in this field.**COURSE CONTENTS:** Course: Chapter 1: Fundamental juridical aspects of international contracts. Chapter 2: Pre-contractual operations. Chapter 3: Categories of international contracts. Chapter 4: General elements of the contract. Chapter 5: Insurance clauses in international contractual reports. Seminar: 1. Planning seminar. Conceptual and introductory aspects concerning the commercial contracts. 2. The main juridical aspects of the international sales contract. 3. The offer analysis from the perspective of theory of emission and the theory of receiving. 4. Conceptual and typological aspects concerning the offer and demand. 5. The main types of international contracts with exemplifications. 6. General elements of the international sales contract. 7. Types of indirect sales contracts. 8. Types of service contracts. 9. The analysis of the risk concerning the good-will of the commercial partners and that of ulterior price rise. 10. The analysis of the currency risk and of the unfulfillment of the contractual obligations. 11. The analysis of the risk of occurrence of major force case, unpredictement and frustration. 12. Review seminar. The stimulation of negotiation and of conclusion of an international sales contract.**LANGUAGE OF INSTRUCTION:** English**ASSESSMENT METHOD(S):** Individual discussions, multiple choices test (25%); Written exam (50%); Homeworks, individual discussions, essay key study (25%).



**COURSE TITLE: FOREIGN INVESTMENTS PROJECTS****CODE:** D20IBM420**ECTS CREDITS:** 5**TYPE OF COURSE:** Mandatory**COURSE OBJECTIVE(S):** To develop students' knowledge and competences for understanding and operating with foreign investments projects.**COURSE CONTENTS:** Course: 1. The business environment analysis. 2. Categories of investments. Fields of interest for the foreign investors. 3. How to define a foreign investment project idea/objective. 4. The legal framework of the investment. 5. Alternative technical scenarios for implementing an investment project. 6. Possible suppliers/providers – market analysis. 7. Estimation of the investment value – the cost calculation. 8. Alternative sources of financing. The cost of financing. 9. Plan for implementing of the investment. 10. Categories of necessary resources. 11. Operation costs. 12. Financial indicators. 13. Non-financial impacts. 14. Risks identification and management.

Seminar: 1. SWOT analysis of the Romanian business environment. 2. The preliminary legal steps for starting an investment project in Romania. 3. The multicriterial analysis for deciding on the optimum scenario for an investment project. 4. The market study. 5. The cost estimates. 6. The cost-benefit analysis. 7. The Gantt chart. 8. The sensitivity analysis

**LANGUAGE OF INSTRUCTION:** English**ASSESSMENT METHOD(S):** Homework, individual projects (70%); Business plan (30%)**COURSE TITLE: SCIENTIFIC RESEARCH FOR THE DISSERTATION****CODE:** D20IBM421**ECTS CREDITS:** 2**TYPE OF COURSE:** Mandatory**COURSE OBJECTIVE(S):** Provide students with the theoretical knowledge regarding the content and structure of research activity and the possibilities for organizing activities in the field of scientific research.**COURSE CONTENTS:** Course: 1. Science. Characteristics and current trends. 2. Perfecting the methodology for scientific research. 3. Forms of communication in science. 4. Scientific documentation: concept and phases. 5. Bibliographical documentation. 6. Direct documentation. 7. Documentation through discussions with specialists. 8. Information & documentation system. 9. Measuring social and economic phenomena. 10. Measuring the intensity of connections between phenomena. 11. Predicting the evolution of social and economic phenomena. 12. Modeling social and economic phenomena. 13. Elaboration plan and components of scientific paper. 14. Rules and techniques for elaborating scientific works**LANGUAGE OF INSTRUCTION:** English**ASSESSMENT METHOD(S):** Homework case studies, individual discussions (50%); Written exam: multiple choice tests + practical exercises (50%).**COURSE TITLE: ETHICS AND ACADEMIC INTEGRITY****CODE:** D20IBM422**ECTS CREDITS:** 2**TYPE OF COURSE:** Mandatory**COURSE OBJECTIVE(S):** Assimilate in a proper way the concepts specific to ethics and academic integrity in order to apply them to the development of a responsible professional career as moral behavior is an important proof of professionalism. Know ethical norms and principles which are fundamental points of reference for the professional development but also for aligning professional exigencies with the particularities of social-political and legal organizations.**COURSE CONTENTS:** Seminar: 1. Fundamentals of the academic ethics. 2. The intellectual property and authors' rights. 3. The lack of academic integrity. Plagiarism. 4. Other types of academic dishonesty. 5. How to elaborate rightfully an academic thesis.**LANGUAGE OF INSTRUCTION:** English**ASSESSMENT METHOD(S):** Questions, tests (20%); Written examination (80%)**COURSE TITLE: PRACTICE****CODE:** D20IBM423**ECTS CREDITS:** 3**TYPE OF COURSE:** Mandatory**COURSE OBJECTIVE(S):** Improving practical knowledge gained from speciality subjects by students in the second year in IEBA study program in order to fast integrate into the labour market. Specific objectives (descriptors) that students must achieve during practice activities are detailed in the syllabus, depending on the type of organization.**COURSE CONTENTS:** *Knowledge of general economic: Knowledge of laws and regulations that regulate the functioning of the organization (internship center). Overview of organization (internship center), knowledge of organizational structure and rules of organization and operation. Analysis of the portfolio of products and / or services of the organization. Market organization (suppliers, customers, competitors, market share, etc.). The recruitment, selection, employment and payroll staff. Presentation of the flow of documents, including the software application. Record the accounting entries and exits of property by purchase, sale and disposal. Calculation and accounting of salary rights, including tax and social security obligations related thereto. Record the accounting of receipts and payments in cash and bank accounts. Presentation of annual financial statements. Knowledge of operations for opening of bank accounts and the main payment instruments (money order, check, and promissory note). Taxes*



and fees paid by the organization. The income and expenses of the organization. International economic operations of the organization (if applicable). *Specialized economic knowledge:* Comparative Study and Use of Electronic Auctions. Electronic Marketing Techniques. Electronic Services. Precontractual operations. Standard model of contract in international trade. Service contracts. Letter of credit .Incoterms. Arbitration in international trade. International trade flows. Foreign exchange market. Bilateral agreements. Student mobility. Brain drain policies. Remittances and balance of payments. Global Marketing Strategies. Global Communication Strategies. Global Advertising Strategies/Global Public Relations. Analiza, modelarea econometrică și predicția mediului de afaceri internațional. Modelarea riscului tranzacțiilor internaționale. Modelarea și predicția piețelor de capital și a piețelor financiare și valutare internaționale, bazată pe analiza seriilor de timp. Dor to Dor Transport. International Expeditions. Transport Documents. Negotiation of the export/import contracts. Analysing cross-cultural aspects of international business negotiation. Analysing the strategies and tactics in international business negotiations. Conducting of tourism services exports. Conducting of import services import. Economic and social impact of international tourism. Conducting of export operations. Conducting of import operations. Role of Common Commercial Policy. Specific methods of risk management in banking. Electronic Payment Systems in Romania. The organization of the credit institution as a whole and to the territorial unit that runs the practice. Categories of investments. Fields of interest for the foreign investors. Estimation of the investment value – the cost calculation. Possible suppliers/providers – market analysis.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Internship tutor is doing the midterm evaluation based on evaluation fileusing a grade (50%); The final evaluation is done by an evaluation board (the internship tutor, a speciality professor and the internship professor (50%))

FIELD: ECONOMY AND FOREIGN AFFAIRS  
PROGRAM TITLE: ECONOMY AND EUROPEAN AFFAIRS  
MASTER'S DEGREE

**COURSE TITLE: OPEN-ECONOMY MACROECONOMICS**

CODE: D20EEM101

ECTS CREDITS: 6

TYPE OF COURSE: Required

**COURSE OBJECTIVE(S):** The main objective of Open-Economy Macroeconomics is to provide the master's students, future specialists in the field of economics and European business, with a correct thinking on how the economy works within the complex process of globalization and European integration; Understand interdependences between national and international markets of goods and services, monetary and financial markets as well as labor markets; Acquire knowledge about both the processes and channels that stimulate the national economy to become open as well as the international institutions promoting it; Understand the responsibility of both the government and economic agents in fostering the efficient openness of the national economy; Understand the way of taking action through economic policies as well as appropriate strategies in order to maintain a dynamic macroeconomic equilibrium within an open economy.

**COURSE CONTENTS:** Chapter 1. Introduction to open-economy macroeconomics; Chapter 2. The reflection of opening up the national economy. Chapter 3. Macroeconomic policies in an open-market economy; Chapter 4. Public finance in an open economy. Seminar: 1. Introductory seminar; 2. Correlations between demand and supply; 3. Regional integration of national economies; 4. Strategies, sources and phases of implementation of FDI; 5. The structure of the balance of payments and the indicators of foreign trade; 6. The international migration of labor; 7. Achieving macroeconomic equilibrium; 8. Public debt (internal and external).

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam: multiple choice tests / questions + assignments 80%. Answers, case studies, individual discussions 20%.

**COURSE TITLE: PROJECT MANAGER**

CODE: D20EEM102

ECTS CREDITS: 6

TYPE OF COURSE: Required

**COURSE OBJECTIVE(S):** Instruct students on how to use current concepts in the field of professional project management; The course aims at building and extending the knowledge base necessary to become a successful manager; Understand the role of both the project manager and project team; Establish the specifics of the project; Understand the

role of checklists; Establish the project's criteria for success; Establish the project's specific activities and their phasing in over time; Estimating and assuring resources necessary to realize the project; Estimating and budgeting costs; The management of implementation; Mapping out the operations involved in closing the project.

**COURSE CONTENTS:** Course: Chapter 1. The general framework of project management; Chapter 2. Project integration management; Chapter 3. Project scope management; Chapter 4. Criteria and standards for evaluation. Indicators; Chapter 5. Time management; Chapter 6. Project human resources management; Chapter 7. Project communication management; Chapter 8. Project risk management; Chapter 9. Project cost management; Chapter 10. Project quality management. Seminar: 1. General framework of project management; 2. Project integration management; 3. Project scope management; 4. Criteria and standards for evaluation. Indicators; 5. Time management; 6. Project human resources management; 7. Project communication management; 8. Project risk management; 9. Project cost management; 10. Project quality management.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam: multiple-choice tests + assignments 70%. Homework assignments, individual discussions 30%.

**COURSE TITLE: EUROPEAN ENVIRONMENT OF BUSINESS**

CODE: D20EEM103

ECTS CREDITS: 6

TYPE OF COURSE: Required

**COURSE OBJECTIVE(S):** The course aims at conducting an analysis of the European environment of business. Analyzing and knowing the diversity of international transactions is of major practical importance as it allows businessmen to identify the best instruments and policies used in dealing with the business environment.

1. Analyzing the structure of the European business environment and European company's organizational culture; 2. Acquiring knowledge regarding the legal framework of the European business environment; 3. Developing the capacity of theoretical and analytical approach through case studies; 4. Understanding how the European business environment works and its social dimension.

**COURSE CONTENTS:** Course: Chapter 1. Transformations in the global business environment; Chapter 2. The macro environment of European business; Chapter 3. European companies – components of the business environment; Chapter 4. External markets and the European business environment; Chapter 5. The business environment in Romania in the context of

the global environment; Chapter 6. Analyses of the dynamic business environment; Chapter 7. Case studies of the European business environment; Seminar: 1. Applied analysis of the global business environment; 2. The stages reached in conducting the study on the European business environment; 3. The implications of Romania's accession to the EU on the business environment; 4. Assessing the European business environment; 5. Case studies of the European business environment; 6. Case studies of Romanian firms.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Homework assignments, individual discussions 30%. Written exam 70%. Homework assignments, individual discussions 30%. Written exam 70%.

**COURSE TITLE: MANAGING INTERNATIONAL BUSINESS THROUGH ENTERPRISE RESOURCE PLANNING**

**CODE:** D20EEM104

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Required

**COURSE OBJECTIVE(S):** Determine students to become familiar with the necessary knowledge about the use of SAP system and how to configure it in order to define the structure of enterprise necessary for the informatization of a company, irrespective of its particularities. Use specific instruments necessary to manage business processes within an ERP system.

Elaborate an implementation plan so that it can model the SAP system in line with the requirements/specifics of the business environment for an enterprise.

Develop skills necessary for the integration of other SAP modules existing within the ERP integrated system offered to the business environment.

**COURSE CONTENTS:** Chapter 1 Introduction to ERP systems - SAP R/3; Chapter 2. Managing systems such as SAP R/3 – SAP Logon; Chapter 3 SAP R/3 navigation; Chapter 4 Fundamentals of SAP R/3; Chapter 5 SAP User Management; Chapter 6. SAP Role Management; Chapter 7 Responsibilities of the governance, management team and auditors concerning fraud, Chapter 8 SAP Sales and distribution - SAP SD II; Chapter 9 SAP Sales and distribution - SAP SD III; Chapter 10 SAP Sales and distribution - SAP SD IV; Chapter 11 SAP Sales and distribution - SAP SD V; Chapter 12 Sales and distribution - SAP SD VI; Chapter 13 SAP Sales and distribution - SAP SD VII; Chapter 14 SAP R/3 system configuration - SD module. Seminar: 1) Introduction to ERP systems - SAP R/3; 2) Managing systems such as SAP R/3 – SAP Logon; 3) SAP R/3 navigation; 4) Fundamentals of SAP R/3; 5) SAP User Management; 6) SAP Role Management; 7) SAP Sales and distribution - SAP SD I; 8) SAP Sales and distribution - SAP SD II; 9) SAP Sales and distribution - SAP SD III

10) SAP Sales and distribution - SAP SD IV; 11) SAP Sales and distribution - SAP SD V. 12) SAP Sales and distribution - SAP SD VI; 13) SAP Sales and distribution - SAP SD VII; 14) SAP R/3 system configuration - SD module.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Class attendance and solid interaction during laboratory classes 30%, Project 30%, Exam 40%.

**COURSE TITLE: EUROPEAN BUSINESS LAW**

**CODE:** D20EEM105

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Required

**COURSE OBJECTIVE(S):** Consolidate knowledge and acquire the methodological set of instruments specific to the European business law; 1. Acquire notions specific to the functioning of business enterprises; 2. Through knowledge of business enterprises and their nexuses; 3. Thorough knowledge of business enterprises types; 3. Acquire up-to-date information on the legislative mismatches in the field of European law.

**COURSE CONTENTS:** Chapter 1. The European business law; Chapter 2. Complex forms of business organization; Chapter 3. Modern forms of business organization; Chapter 4. The European group of economic interest.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Multiple-choice examination and practical assignment 70%, homework assignment and active seminar participation 30%.

**COURSE TITLE: PROJECT EVALUATION**

**CODE:** D20EEM207

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Required

**COURSE OBJECTIVE(S):** Understanding the mechanism of the EURO; - using instruments necessary for project evaluation; knowing the process of project evaluation; knowing the documentation related to the evaluation of projects.

**COURSE CONTENTS:** Course: Chapter 1. Fundamentals of the evaluation projects; Chapter 2. Evaluation types; Chapter 3. Monitoring and evaluation; Chapter 4. Evaluation criteria; Chapter 5. Horizontal topics; Chapter 6. The assessor – notions of professional training, expertise, skills and ethics. Seminar: 1. Fundamentals of project evaluation; 2. Evaluation types; 3. Monitoring and evaluation; 4. Evaluation criteria; 5. Horizontal topics; 6. The assessor – notions of professional training, expertise, skills and ethics.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam: classic written exam – questions 50%; homework assignment, individual discussions, 25%. Projects 25%.

**COURSE TITLE: INSTITUTIONS AND EUROPEAN FINANCIAL FUNDS****CODE:** D20EEM208**ECTS CREDITS:** 6**TYPE OF COURSE:** Required**COURSE OBJECTIVE(S):** Knowledge and understanding of concepts, methods and instruments used for finance through European funds and the role of European institutions with regard to finance; Assimilate notions of pre-accession and post-accession funds as well as of structural funds and structural instruments; Identifying the European institutions who play a role in financing European countries; Identifying pre-accession funds; Identifying post-accession funds; Identifying the characteristics of different operational programs.**COURSE CONTENTS:** Chapter 1. The role of the European financial institutions in financing European countries; Chapter 2. The European Bank for Reconstruction and Development – mission and mechanisms; Chapter 3. The European Investment Bank- mission and mechanisms. The European Investment Fund; Chapter 4. Pre-accession funds; Chapter 5. Post-accession funds; Chapter 6. Operational programs throughout 2014 and 2020. Seminar: 1. The relationship between ERBD and Romania; 2. The relationship between EIB and Romania; 3. Succeeding or failing in accessing pre-accession funds; 4. The regulation of the European Parliament and Council on the European territorial cooperation; 5. Successful projects financed through the European Regional Development Fund; 6. Successful projects financed through the European Social Fund; 7. Successful projects financed through the Cohesion Fund; 8. The absorption rate of structural funds in Romania.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Homework assignments, individual discussions 10%. Written exam: test paper - 9 questions 50%. Homework assignments, individual discussions 20%. Written exam: test paper – 9 questions 20%.**COURSE TITLE: TRANSNATIONAL CORPORATIONS AND THE EUROPEAN ECONOMIC SPACE****CODE:** D20EEM209**ECTS CREDITS:** 6**TYPE OF COURSE:** Required**COURSE OBJECTIVE(S):** Studying the relation between the transnational corporation and the process of international trade liberalization and the way they influence each other: - the liberalization of international trade stimulates the development of transnational corporations through foreign direct investment – as main modality for the expansion of transnational companies; - the transnational companies stimulate the liberalization of international trade – through lobby – promoting

measures to the advantage of transnational corporations. Thorough study of the nature of the transnational corporation; the relationship between the liberalization of international trade and transnational corporations; the analysis of the way in which the liberalization of international trade influences the expansion of transnational corporations; the analysis of the way in which transnational corporations influence the liberalization of international trade through lobby; grasping the relation between transnational corporations and the liberalization of international trade, on the one hand, and the their mutual influence, on the other hand.

**COURSE CONTENTS:** Chapter 1. Transnational corporations – general elements; Chapter 2. Transnational corporations and the liberalization of international trade; Chapter 3. The expansion of transnational corporations; Chapter 6. The transnational corporations in Romania; Chapter 5. The relationship between the transnational corporations, the liberalization of international trade and the economic globalization; Chapter 4. The influence of corporative interests on the liberalization of international trade. Seminar: 1. Introductory seminar; 2. The degree of transnationality; 3. The TRIPS Agreement – supporter of the interests of transnational corporations; 4. Types of FDIs; 5. Lobby groups; 6. Styles of lobby; 7. The role of transnational corporations in the globalized economy; 8. The main investors in Romania.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Written: multiple-choice tests + practical assignments 70%. Homework assignments, individual discussions 30%.**COURSE TITLE: COMPETITION AND COMPETITIVENESS****CODE:** D20EEM210**ECTS CREDITS:** 6**TYPE OF COURSE:** Required**COURSE OBJECTIVE(S):** Get the students to become familiar with the challenges of EU's competition and competitiveness policies; - thorough knowledge of community rules on competition, as a result of the exigencies imposed by the EU membership status; - thorough knowledge about the pro competitiveness policy.**COURSE CONTENTS:** Chapter 1. Defining competition and competitiveness; Chapter 2. The legal and institutional framework of the policy in the field of competition at EU level; Chapter 3. EU policy on the anti-competitive practices; Chapter 4. The competitive advantage and the competitiveness of products within industrial enterprises; Chapter 5. Indicators (indexes) used for measuring the countries' competitiveness and for their hierarchization; Chapter 6. The pro competitiveness policy. Seminar: 1. Types of competitive markets - case study; 2. Factors of competitiveness – case



study; 3. Case studies on the anti-competitive practices; 4. Case studies on the evaluation of sectors and branches in the Romanian economy; 5. The analysis of the competitive position of the firm; 6. Case study on the main indicators used for measuring competitiveness and Romania's position in the world rankings of competitiveness; 7. Case study regarding the impact of competition on the competitiveness goals.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Classical written exam 70%. Homework assignments, debate participation, seminar attendance 30%.

**COURSE TITLE: EU GOVERNANCE**

**CODE:** D20EEM211

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Required

**COURSE OBJECTIVE(S):** Describe EU institutions, their role and content; - Analysis of governance systems possibly to be applied within the EU; - Describe governance methods; Possibility to make reforms at the level of EU's governance system; The importance of adopting the Constitutional Treaty in order to consolidate the governance system; EU governance through the consolidated cooperation between member states.

**COURSE CONTENTS:** Course: Chapter 1. Theories and concepts related to economic integration; Chapter 2. EU's institutional system; Chapter 3. EU's governance at different levels: multi-level method; Chapter 4. The open method of coordination – governance instrument of the EU; Chapter 5. The flexible governance method. The role of consolidated cooperation in deepening integration; Chapter 6. EU's legislative and decisional framework; Chapter 7. The reform of the governance system within EU; Chapter 8. The European institutional convergence; Chapter 9. Institutional innovations and procedural reforms brought by the reform treaty. Seminar: - The main institutions of the EU - Other institutions of the EU; - The institutions' decisional process; - The treaty of Rome; - The Single European Act; - The treaty of Maastricht; - The Treaty of Amsterdam; - The Treaty of Nice; - The Constitutional Treaty; - The European Council; - EU Council; - The European Parliament; - The European Commission; - The European Court of Justice; - The European Court of Auditors; - The European Economic and Social Committee; - The European Committee of the Regions; - The European Central Bank; - The European Investment Bank; - The European Investment Fund; - The European Bank for Reconstruction and Development; - The multi-level governance and the reconsideration of the role of national state; - The multi-level governance and the single market; - The multi-level governance and the monetary union; - The multi-level governance and EU policies; The open method of governance; - The Lisbon strategy;

- The content and instruments of the open methods of governance; The reform of the European governance; - The necessity of the European governance; - The position of the European Commission regarding the EU governance through the European institutions; - EU's relations with the national governments of the member states; The Constitutional Treaty and the future of the European governance; - The reform of the EU institutions; - The relation between the EU institutions and the national governments of the member states; - Opinions and positions with respect to the Constitutional Treaty; - The consolidated cooperation – form of flexible integration; - Fields of implementation of the flexible integration; - Possibilities and perspectives on implementing the flexible integration; - The future of national governments; - The relations between the EU institutions and the national institutions; - The competences of the EU institutions.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam: multiple-choice tests / questions + practical exercises 50%. Assignments throughout the semester: a. course and seminar attendance; b. participation in debates; c. multiple-choice tests throughout the semester; d. projects; e. essays 50%.

**COURSE TITLE: THE LABOR MARKET AND THE SOCIAL POLICY OF THE EUROPEAN UNION**

**CODE:** D20EEM313

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Required

**COURSE OBJECTIVE(S):** Providing students with theoretical knowledge on the content and structure of the labor market and the social policy as well as on the methodological aspects regarding the comparative approach of social policies. Developing skills by understanding the system of connections established in the field of international labor market.

**COURSE CONTENTS:** Course: Chapter 1. Fundamentals of the labor market; Chapter 2. The social policy and the common policies of the EU; Chapter 3. The social and employment policy; Chapter 4. The European Strategy for Employment; Chapter 5. The analysis of conditions and work relations within the EU; Chapter 6. The social dialogue; Chapter 7. The social security within EU; Chapter 8. The architecture of social protection within the EU; Chapter 9. The social situation in Europe. Seminar: Chapter. I Fundamentals of the labor market; Chapter. II The social policy and the common policies of the EU; Chapter. III The social and employment policy; Chapter. IV The European Strategy for Employment; Chapter V. The analysis of conditions and work relations within the EU; Chapter VI The social dialogue; Chapter VII. The social security within EU; Chapter VIII. The



architecture of social protection within the EU; Chapter. IX The social situation in Europe.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam: multiple-choice tests + exercises 50%. Homework assignments, individual discussions 50%.

**COURSE TITLE: THE REGIONAL DEVELOPMENT POLICY IN THE EU**

**CODE:** D20EEM314

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Required

**COURSE OBJECTIVE(S):** Provide Master's students with information for them to analyze and critique the aspects in the field of regional development, to solve issues adequately and to elaborate efficient decisions in order to diminish disparities between different regions in terms of their development degree. 1. Understand how EU's common policies work at the EU level and how they are implemented within member states, in particular the economic, social and territorial cohesion policy. 2. Inform students with respect to the issues regarding the process of regionalization - which represents a common tendency of the evolution of territorial organization of European states and regions through which it can be assured the process of decentralization at local, province or regional level. 3. Understand the action of factors which have stimulated this process and which have been put into motion by the high level of funds destined to bring economic and social cohesion at EU level by eliminating and preventing disequilibria between regions. 4. Familiarize students with the opportunities offered to Romania by the regional development policy promoted by the EU, which is an economic and social cohesion policy based largely on active development measures and whose aim is to achieve a superior level of development capable to bring economic and social advantages both internally and externally.

**COURSE CONTENTS:** Chapter 1. – Conceptual delimitations; Chapter 2. – The European policy of economic and social cohesion; Chapter 3. – The institutional framework of the regional development policy; Chapter 4. – The legal foundations of EU's regional development policy; Chapter 5. – Pointing out and describing regional gaps within the EU; Chapter 6. – Instruments for financing the regional development; Chapter 7. – Program documents. Chapter 8– What EU member states have experienced in terms of regional development policy. Chapter 9. The regional development policy in Romania; Seminar: 1.Introductory seminar; 2. NUTS classification. NUTS principles. NUTS structure within the member states of the EU. NUTS classification in Romania; 3. Regional policy reforms within the EU. The implications of the regional policy expansion within the EU; 4 The evolution and current situation of disparities within

and between member states; 5. The objectives of regional development in Romania for the future multiannual financial framework. 6. Case studies based on the example of successful countries and regions within the EU;

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Classical written exam 70%. Homework assignments, participation in debates, seminar attendance 30%.

**COURSE TITLE: THE EUROPEAN MONETARY INTEGRATION**

**CODE:** D20EEM315

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Required

**COURSE OBJECTIVE(S):** Understand the mechanism of the EURO currency; - Use those instruments that are necessary for the economic analysis of the degree of monetary integration; - Know the process of adopting the single currency; - Know the effects and strategies that are necessary within the process of adoption of the single currency.

**COURSE CONTENTS:** Chapter 1. The history of the European monetary integration – from the European Payments Union up to the “European currency snake”; Chapter 2. Creating the European monetary system; Chapter 3. The European Monetary system (SME); Chapter 4. The European Monetary Union and the Euro; Chapter 5. The components of the monetary union at European level; Chapter 6. Common monetary and fiscal policies; Chapter 7. The optimum monetary area–theory and exercises; Chapter 8. The economic and financial crisis of the euro zone; Chapter 9. Tobin tax – instrument for fighting the bad effects of the economic crisis. Seminar: 1. The history of the European monetary integration – from the European Payments Union up to the “European currency snake”; 2.Creating the European monetary system; 3. The European Monetary system (SME); 4. The European Monetary Union and the Euro; 5. The components of the monetary union at European level; 6. Common monetary and fiscal policies; 7. The optimum monetary area–theory and exercises; 8. The economic and financial crisis of the euro zone; 9. Tobin tax – instrument for fighting the bad effects of the economic crisis.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam: questions 50%. Homework assignments, individual discussions, 25%. Projects 25%.

**COURSE TITLE: THE HUMAN CAPITAL OPERATIONAL PROGRAM**

**CODE:** D20EEM316

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Elective

**COURSE OBJECTIVE(S):** The course aims at analyzing the Human Capital Operational Program (POCU) which establishes the investment priorities, the specific goals and the actions assumed by Romania in the field of human resources, thus continuing with the investments made through the European Social Fund between 2007 and 2013 and at the same time contributing to the fulfillment of the general objective of the Partnership Agreement (AP 2014-2020) - and implicitly to the achievement of the goal set by the structural European funds and the investment funds in Romania, that is to say, to reduce disparities of social and economic development between Romania and EU member states as it allows businessmen to identify the best instruments and policies for observing the business environment. 1. Examining the structure of the business environment and of the culture of European companies; 2. Insight into the legal framework of POCU; 3. Developing the capacity of theoretical and analytical approach through case studies; 4. Understanding the mechanism of the European business environment and of its social dimension.

**COURSE CONTENTS:** Chapter 1. General information regarding the operational program: priority axes, thematic goals, investment priorities, specific goals; Chapter 2. General information about the management and control system of POCU; Chapter 3. General rules of eligibility; Chapter 4. Eligibility of expenditure; Chapter 5. Filling in the finance application form; Chapter 6. The process of evaluation and selection; Chapter 7. Case studies of the European business environment. Seminar: 1. AP 1 – The initiative “Jobs For The Youth”; 2. AP 2 – Improving the situation of the youth from NEET category (not in education, employment or training); 3. AP 3 – Jobs for everyone; 4. AP 4 – Social inclusion and the fight against poverty; 5. AP 5 – Local development under the responsibility of the community; 6. AP 6 – Education and competences; 7. AP 7 – Technical assistance.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Homework assignments, individual discussions 30%. Written exam 70%.

**COURSE TITLE: THE COMMON AGRICULTURAL POLICY AND RURAL DEVELOPMENT**

**CODE:** D20EEM317

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Elective

**COURSE OBJECTIVE(S):** The main goal of this course is to help the master's students who one day will become specialists in the field of economics and European business, to have a correct thinking and understand how the main policy of the EU works (The common agricultural policy) in the context of the complex process of expansion of the

European Union. The study of this course will provide graduates with the necessary notions to understand how the agricultural policy works, such as: methods for increasing the agricultural productivity, ways for stabilizing markets and prices, methods to guarantee the availability of agricultural products on a regular basis, ensuring reasonable prices for EU member consumers, ensuring an equal standard of living for the farming population.

**COURSE CONTENTS:** Chapter 1. The common agricultural policy – integrative part of the economic policy of the EU; Chapter 2. The reforms of the common agricultural policy after 1990; Chapter 3. The common agricultural policy between 2007 and 2013. Seminar: 1. Introductory seminar; 2. The common agricultural policy - – integrative part of the economic policy of the EU; 3. The reforms of the common agricultural policy after 1990; 4. The common agricultural policy between 2007 and 2013.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD (S):** Written exam: multiple-choice tests / questions + practical exercises 50%. Answers, solutions to exercises, case studies, individual discussions 50%.

**COURSE TITLE: EU'S EXTERNAL ECONOMIC RELATIONS IN THE CONTEXT OF GLOBALIZATION**

**CODE:** D20EEM318

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Required

**COURSE OBJECTIVE(S):** Analyze EU's economic relations with third parties in the context of the global economy detailing them by types of relations; Analyze aspects linked with the EU expansion as well as special relations established by EU with candidate countries. Know and use instruments for implementing EU's vicinity policy as foundation stone of bordering relations. Analyze EU's role in international trade as well as EU member states' trade relations with third parties by types of partners and products.

Know and analyze concrete ways for EU's involvement in the process of cooperation and assistance for development given to developing countries as well as analyze its role as the most important human aid donor.

**COURSE CONTENTS:** CHAPTER 1: The EU in the world; CHAPTER 2: The consequences of EU's expansion; CHAPTER 3: The economic relations with its neighbors and EU's vicinity policy; CHAPTER 4: EU's trade relations; CHAPTER 5: External economic cooperation and European help for development; CHAPTER 6: UE – Human aid donor. Seminar: 1. How the EU sets up its external economic relations; 2. Economic aspects regarding EU's last two expansions; 3. The financial assistance for the candidates aspiring to accede to the EU; 4. European action plans for the vicinity

policy; 5. Sectorial aspects of EU's foreign trade with third parties; 6. EU's bilateral trade relations; 7. Case studies on certain countries with respect to the cooperation through European aid. Ways for implementing the European assistance for development.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Individual discussions, projects/case studies 25%. Written exam: multiple-choice tests + questions 50%. Individual discussions, project according to chosen topic/case studies 25%.

**COURSE TITLE: THE TECHNIQUE OF COMPLEX TRANSACTIONS**

**CODE:** D20EEM419

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Required

**COURSE OBJECTIVE(S):** The course aims at conducting an analysis of techniques in the field of foreign trade; it is useful and interesting for both students and specialists working for companies and firms operating international transactions. Analyzing and knowing the diversity of international transactions is of significant importance as it allows businessmen to identify the best instruments and policies used for observing the business environment; Assimilate basic concepts to define international transactions; Assimilate mechanisms and techniques used to carry out international transactions; - Understand methods for covering risks in international transactions; Gain knowledge and skills in analyzing and interpreting case studies with regard to the mechanism of carrying out international transactions.

**COURSE CONTENTS:** Chapter 1. Trade transactions in the context of the European and global business environment; Chapter 2. Techniques used by firms in international transactions; Chapter 3. Combined trade operations; Chapter 4. Special trade operations; Chapter 5. Stock transactions. Chapter 6. Organizing and controlling the firm in international transactions; Chapter 7. Transaction techniques of corporations Seminar: 1. Trade transactions in the context of the European and global business environment; 2. How to conduct trade negotiations; 3. Combined trade operations; 4. Special trade operations; 5. Techniques for financing international trade; 6. Organizing and controlling the firm in international transactions; 7. Transaction techniques of corporations.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Homework assignments, individual discussions 30%. Written exam 70%. Homework assignments, individual discussions 30%. Written exam 70%.

**COURSE TITLE: THE INTEGRATION OF THE ROMANIAN TOURISM INTO THE EUROPEAN UNION**

**CODE:** D20EEM420

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Required

**COURSE OBJECTIVE(S):** Providing students with theoretical knowledge about the content and structure of the tourism activity as well as the possibilities of planning activities in the field of tourism. Developing skills by understanding the network of relations established in the field of international tourism.

**COURSE CONTENTS:** Chapter 1. Elaborating a tourism strategy; Chapter 2. Creating a viable tourism product; Chapter 3. The economic importance of tourism; Chapter 4. Tourism and the environment; Chapter 5. The international tourist cooperation. Seminar: 1. Elaborating a tourism strategy;

2. Defining goals and choosing amenities and services; 3. Quality standards; The marketing strategy; 4. Creating a viable tourism product; 5. Developing the product; 6. Global coordination and financing; 7. Monitoring and improving the product; 8. Choosing the leadership of the organization; 9. Support for the tourism industry; 10. Monitoring and improving the product; The economic importance of tourism; 11. Tourism in developing countries.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam: multiple-choice tests + practical exercises 50%. Homework assignments, individual discussions 50%.

**COURSE TITLE: ETHICS AND ACADEMIC INTEGRITY**

**CODE:** D20EEM421

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Required

**COURSE OBJECTIVE(S):** Assimilate in a proper way the concepts specific to academic ethics and academic integrity in order to apply them to the development of a responsible professional career as moral behavior is an important benchmark of professionalism. Assimilate ethical norms and principles which are fundamental benchmarks for both the professional development and the harmonization of professional exigencies with the particularities of legal and socio-political organizations.

**COURSE CONTENTS:** Course: Chapter 1. Fundamentals of academic ethics, Chapter 2. Intellectual property and author's rights, Chapter 3. The lack of academic integrity. Plagiarism, Chapter 4. Other forms of academic dishonesty, Chapter 5. The correct elaboration of an academic paper.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** multiple-choice exam 80%, tests 20%

**COURSE TITLE: SCIENTIFIC RESEARCH FOR ELABORATING THE DISSERTATION**

**CODE:** D20EEM422

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Required

**COURSE OBJECTIVE(S):** Providing students with the theoretical knowledge regarding the content and structure of the research activity as well as the possibilities to plan activities in the field of scientific research.

**COURSE CONTENTS:** Seminar: Science. Current characteristics and tendencies, Making perfect the methodology of scientific research, Forms of communication in science, Scientific documentation: concept and stages, Bibliographical documentation, Direct documentation, Documentation through discussions with specialists, The information-documentation system, Measuring social and economic phenomena, Measuring the intensity of connections between phenomena, Forecasting the evolution of socio-economic phenomena, Modeling socio-economic phenomena, The draft and components of the scientific paper, Rules and techniques for elaborating scientific papers.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** multiple-choice exam 50%, tests 50%.

**COURSE TITLE: PRACTICUM**

**CODE:** D20EEM423

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Required

**COURSE OBJECTIVE(S):** Acquire necessary competences in order to approach the specifics of auditing and counseling of business entities

**COURSE CONTENTS:** 1. General objective: The master's students must fulfill the following general goals, irrespective of the type of institution where they carry out the practicum 2. Practicum content (descriptors), 3. The procedure for carrying out the practicum

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Evaluation test.





# Faculty Law

of

## CONTACT:

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## Bachelor's Degree

**Duration: 4 years**  
**No. of credit points: 240**

Field: *Law*  
Programme title:  
Law (full-time programme)  
Law (part-time programme)

**Duration: 2 years**  
**No. of credit points: 120**

Field: *Administrative Sciences*  
Programme title:  
Public Administration  
Public Administration (Centre of Drobeta-Turnu Severin)

## Master's Degree

**Duration: 1 year**  
**No. of credit points: 60**

Field: *Law*  
Programme title:  
Private Law  
Human Rights  
Human Rights (French-taught programme)  
Criminal Sciences  
Business Law  
Business Law (English-taught programme)

**Duration: 3 years**  
**No. of credit points: 180**

Field: *Administrative Sciences*  
Programme title: *Administrative Sciences*

**FIELD: LAW**  
**PROGRAMME TITLE: LAW**  
**BACHELOR'S DEGREE**

**1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: GENERAL THEORY OF LAW**

**CODE: D16DRCFL101**

**ECTS CREDITS: 5**

**TYPE OF COURSE:** fundamental course

**COURSE OBJECTIVE(S):** To open the way to all other juridical branches and courses and to offer an overall image of the knowledge that students must acquire by completing the law degree; To help students develop the ability to understand, study and enforce the law within the general framework of human relationships, and fully acquire the knowledge of the close relation between law and society, between law and life; To ensure basic knowledge for those who are concerned with research and will try to get deeper insight into the philosophical aspects of law; To develop the students' skill to search for the essential things within and for law, in the attempt to synthesize and understand the great articulations of law as a phenomenon and a science.

**COURSE CONTENTS** (for topic illustration): 1. The notion of a general theory of law: Terminology; The object of a general theory; The importance of the general theory of law; The system of juridical sciences; 2. The notion of law.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: HISTORY OF ROMANIAN STATE AND LAW**

**CODE: D16DRCFL102**

**ECTS CREDITS: 5**

**TYPE OF COURSE:** fundamental course

**COURSE OBJECTIVE(S):** The course will enable students: To know the main dates and events marking the evolution of the Romanian principles, norms and institutions; To develop the skill to interpret and explain the regulations in force by relating them to their historical evolution.

**COURSE CONTENTS** (for topic illustration): 1. The Geto-Dacian state and law; 2. Roman law in Dacia.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: CONSTITUTIONAL LAW AND POLITICAL INSTITUTIONS**

**CODE: D16DRCFL103**

**ECTS CREDITS: 11**

**TYPE OF COURSE:** fundamental course

**COURSE OBJECTIVE(S):** The students will: Understand the functioning of the constitutional system by relating it to the political system; Understand the content and mechanisms for the protection of the main fundamental rights and freedoms; Acquire the practical skills in order to apply the specialised knowledge.

**COURSE CONTENTS** (for topic illustration): 1. The constituent function; 2. The theory of the separation of powers.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: CIVIL LAW. THE GENERAL PART**

**CODE: D16DRCFL104**

**ECTS CREDITS: 6**

**TYPE OF COURSE:** fundamental course

**COURSE OBJECTIVE(S):** The students will understand the functioning of the civil law system and the content and mechanisms for the protection of the main civil subjective rights in this introductory part of the civil law.

**COURSE CONTENTS** (for topic illustration): 1. Civil law in the law system; 2. Objective civil law: sources of civil law, enforcement of the civil law, interpretation of the civil law.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: PRIVATE ROMAN LAW**

**CODE: D16DRCFL105**

**ECTS CREDITS: 5**

**TYPE OF COURSE:** fundamental course

**COURSE OBJECTIVE(S):** Developing the juridical culture of future jurists; Transmitting the fundamental concepts and principles of law, which are still valid in civil law, mainly in the matter of obligations, property, assets and succession; Developing the students' analysis ability and the appropriate use of logical reasoning in the interpretation of legal norms.

**COURSE CONTENTS** (for topic illustration): 1. Introduction to the study of Roman law; 2. The organization of the Roman state; 3. Classification and divisions of Roman law.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: ENGLISH LANGUAGE**

**CODE: D16DRCFL217**

**ECTS CREDITS: 4**

**TYPE OF COURSE:** complementary course

**COURSE OBJECTIVE(S):** The students will: Acquire the English legal terminology within the main

branches of law and public administration; Develop the ability to use the specialised language in specific, legal contexts; Acquire the basic grammatical structures of the English language, as well as those characterizing legal English, which will enable them to use the legal terminology in correct, coherent constructions.

**COURSE CONTENTS** (for topic illustration): 1. Introduction to law; 2. Development of law; 3. Law and morality; 4. Types of law; 5. Grammar: The article.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Verification (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

#### **COURSE TITLE: FRENCH LANGUAGE**

**CODE:** D16DRCFL216

**ECTS CREDITS:** 4

**TYPE OF COURSE:** complementary course

**COURSE OBJECTIVE(S):** The students will: Acquire knowledge of the French morphology by applying it to the legal terminology; Be able to write a legal text to dictation; Be able to translate a legal text into French; Improve their communication skills in legal French.

**COURSE CONTENTS** (for topic illustration): 1. L'article. L'article défini. L'article indéfini. L'article partitif. Le remplacement de l'article partitif par la préposition de. L'omission de l'article. Exercices grammaticaux. 2. Le nom. Le genre. Le nombre. Le pluriel des noms composés. Noms à double forme de pluriel.

**LANGUAGE OF INSTRUCTION:** French

**ASSESSMENT METHOD(S):** Verification (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

#### **COURSE TITLE: PHYSICAL EDUCATION**

**CODE:** D16DRCFL218

**ECTS CREDITS:** 6

**TYPE OF COURSE:** complementary course

**COURSE OBJECTIVE(S):** The students will understand the functioning of the human body through the physical education and the importance of the sport in the daily life.

**COURSE CONTENTS** (for topic illustration): 1. The principles of the physical education; 2. The importance of the sport exercises.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Verification (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

#### **COURSE TITLE: LATIN LANGUAGE**

**CODE:** D16DRCFL222

**ECTS CREDITS:** 4

**TYPE OF COURSE:** complementary course

**COURSE OBJECTIVE(S):** By attending the course of Latin language and legal terminology, the students

will better understand the legal principles and essential legal texts within the framework of juridical courses. The course is intended to open the way to the morphological and syntactic understanding of the elements of the Latin sentence.

**COURSE CONTENTS** (for topic illustration): 1. The Latin language: origin and historical evolution; 2. Phonetics: writing and pronunciation. The accent.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Verification (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

#### **COURSE TITLE: SPECIALTY PRACTICE**

**CODE:** D16DRCFL223

**ECTS CREDITS:** 6

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** Students will understand the organization and functioning of: courts in the country, law firms, notary, executor, liquidator etc.

**COURSE CONTENTS:** Internships at: courts, lawyers, notary, executor, liquidator etc.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

#### **1<sup>ST</sup> YEAR, 2<sup>ND</sup> SEMESTER**

#### **COURSE TITLE: CONSTITUTIONAL LAW AND POLITICAL INSTITUTIONS**

**CODE:** D16DRCFL209

**ECTS CREDITS:** 11

**TYPE OF COURSE:** fundamental course

**COURSE OBJECTIVE(S):** The students will: Understand the functioning of the constitutional system by relating it to the political system; Understand the content and mechanisms for the protection of the main fundamental rights and freedoms; Acquire the practical skills in order to apply the specialised knowledge.

**COURSE CONTENTS** (for topic illustration): 1. The constituent function; 2. The theory of the separation of powers.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

#### **COURSE TITLE: ADMINISTRATIVE LAW**

**CODE:** D16DRCFL211

**ECTS CREDITS:** 6

**TYPE OF COURSE:** fundamental course

**COURSE OBJECTIVE(S):** The students will understand the functioning of the private and public property of the state and administrative-territorial units and the means of action of public administration.

**COURSE CONTENTS** (for topic illustration): 1. Private and public property of the state and

administrative-territorial units: Basic concepts; Juridical regime of the public domain; The public domain. Characteristics; The public domain. Classification; Ways of establishing the public domain.; The private domain of the state and administrative-territorial units; 2. Means of action of public administration: The administrative juridical act; Opinions on the administrative contract as a species of the administrative juridical act; Administrative operations and material operations.  
**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

#### **COURSE TITLE: CIVIL LAW. PERSONS**

**CODE:** D16DRCFL210

**ECTS CREDITS:** 6

**TYPE OF COURSE:** fundamental course

**COURSE OBJECTIVE(S):** The students will understand the place and the rights of the physical and juridical person in the civil law system.

**COURSE CONTENTS:** 1. Notion about the physical person; 2. Civil capacity; 3. Notions about the juridical person..

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

#### **COURSE TITLE: ECONOMICS**

**CODE:** D16DRCFL214

**ECTS CREDITS:** 3

**TYPE OF COURSE:** complementary course

**COURSE OBJECTIVE(S):** The course presents the market economy starting from the fundamental reasons which create the dynamics of life, in order to reach the analysis of the COURSE OBJECTIVE(S) and means of the economic action.

**COURSE CONTENTS** (for topic illustration): 1. The economy as a domain of human life; 2. Contemporary market economy.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

#### **COURSE TITLE: PHILOSOPHY OF LAW**

**CODE:** D16DRCFL212

**ECTS CREDITS:** 5

**TYPE OF COURSE:** complementary course

**COURSE OBJECTIVE(S):** The students must acquire a certain juridical culture in order to have an overall view on the legal phenomenon. It is not enough for students to be good technicians of law, they must be able to give a significance to the concept of humanism.

**COURSE CONTENTS** (for topic illustration): 1. Socio-juridical thought in Ancient Greece. 2.

Juridical thought in Ancient Rome. 3. Juridical thought in modern time.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

#### **COURSE TITLE: ENGLISH LANGUAGE**

**CODE:** D16DRCFL107

**ECTS CREDITS:** 4

**TYPE OF COURSE:** complementary course

**COURSE OBJECTIVE(S):** The students will: Acquire the English legal terminology within the main branches of law and public administration; Develop the ability to use the specialised language in specific, legal contexts; Acquire the basic grammatical structures of the English language, as well as those characterizing legal English, which will enable them to use the legal terminology in correct, coherent constructions.

**COURSE CONTENTS** (for topic illustration): 1. Introduction to law; 2. Development of law; 3. Law and morality; 4. Types of law; 5. Grammar: The article.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Verification (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

#### **COURSE TITLE: FRENCH LANGUAGE**

**CODE:** D16DRCFL106

**ECTS CREDITS:** 4

**TYPE OF COURSE:** complementary course

**COURSE OBJECTIVE(S):** The students will: Acquire knowledge of the French morphology by applying it to the legal terminology; Be able to write a legal text to dictation; Be able to translate a legal text into French; Improve their communication skills in legal French.

**COURSE CONTENTS** (for topic illustration): 1. L'article. L'article défini. L'article indéfini. L'article partitif. Le remplacement de l'article partitif par le préposition de. L'omission de l'article. Exercices grammaticaux. 2. Le nom. Le genre. Le nombre. Le pluriel des noms composés. Noms à double forme de pluriel.

**LANGUAGE OF INSTRUCTION:** French

**ASSESSMENT METHOD(S):** Verification (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

#### **COURSE TITLE: PHYSICAL EDUCATION**

**CODE:** D16DRCFL108

**ECTS CREDITS:** 6

**TYPE OF COURSE:** complementary course

**COURSE OBJECTIVE(S):** The students will understand the functioning of the human body through the physical education and the importance of the sport in the daily life.

**COURSE CONTENTS** (for topic illustration): 1. The principles of the physical education; 2. The importance of the sport exercises.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Verification (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: LATIN LANGUAGE**

**CODE:** D16DRCFL220

**ECTS CREDITS:** 4

**TYPE OF COURSE:** complementary course

**COURSE OBJECTIVE(S):** By attending the course of Latin language and legal terminology, the students will better understand the legal principles and essential legal texts within the framework of juridical courses. The course is intended to open the way to the morphological and syntactic understanding of the elements of the Latin sentence.

**COURSE CONTENTS** (for topic illustration): 1. The Latin language: origin and historical evolution; 2. Phonetics: writing and pronunciation. The accent.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Verification (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: SPECIALTY PRACTICE**

**CODE:** D16DRCFL224

**ECTS CREDITS:** 6

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** Students will understand the organization and functioning of: courts in the country, law firms, notary, executor, liquidator etc.

**COURSE CONTENTS:** Internships at: courts, lawyers, notary, executor, liquidator etc.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**2<sup>ND</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: CIVIL LAW. REAL RIGHTS**

**CODE:** D16DRCFL325

**ECTS CREDITS:** 6

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):**

**COURSE CONTENTS** (for topic illustration):

1. Legal notion of heritage. 2. The heritage of features.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Mid-semester ASSESSMENT METHOD(S) 20% of the final grade + final ASSESSMENT METHOD(S)

**TYPE OF ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: GENERAL CRIMINAL LAW**

**CODE:** D16DRCFL326

**ECTS CREDITS:** 11

**TYPE OF COURSE:** fundamental course

**COURSE OBJECTIVE(S):** The course aims at presenting the entire field of general criminal law from the perspective of didactic needs, as well as the main theoretical notions and practical aspects based on examples from the judicial practice.

**COURSE CONTENTS** (for topic illustration): 1. The causes removing criminal liability or the consequences of conviction; 2. Absence of previous complaint and reconciliation of parties. Rehabilitation.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: FINANCIAL LAW**

**CODE:** D16DRCFL329

**ECTS CREDITS:** 5

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** The students will acquire knowledge of the juridical principles and rules lying at the basis of creating, distributing and using public assets. The students will thus understand the mechanisms for the functioning of the state referring to the consolidated general budget, public debts, public revenues and expenditures, auditing.

**COURSE CONTENTS** (for topic illustration): 1. General aspects regarding the consolidated general budget; 2. The budgetary procedure.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: CRIMINOLOGY**

**CODE:** D16DRCFL327

**ECTS CREDITS:** 4

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** Knowledge and analysis of the traditional criminological issues. Understanding of the significance of the concepts used by modern criminological theories, for the prevention of the criminal phenomenon and identification of the appropriate penal treatment applied to the offender's devious conduct.

**COURSE CONTENTS** (for topic illustration): 1. Pre-criminological theories and fundamentals of criminology; 2. Etiologic criminology.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: ENGLISH LANGUAGE**

**CODE:** D16DRCFL333

**ECTS CREDITS:** 4

**TYPE OF COURSE:** complementary course



**COURSE OBJECTIVE(S):** The students will: Acquire the English legal terminology within the main branches of law and public administration; Develop the ability to use the specialised language in specific, legal contexts; Acquire the basic grammatical structures of the English language, as well as those characterizing legal English, which will enable them to use the legal terminology in correct, coherent constructions.

**COURSE CONTENTS** (for topic illustration): 1. Courts: Criminal courts; 2. Courts: Civil courts; 3. Ways of settling disputes outside of court: negotiation, mediation, arbitration; 4. Grammar: The verb – verbs not normally used in the continuous aspect; 5. Crimes: Crimes against the person; 6. Crimes: Crimes against property; 7. Grammar: Present Tense Simple and Continuous; 8. Grammar: Past Tense Simple and Continuous; 9. Succession law; 10. Grammar: Present Perfect Simple and Continuous; 11. Contract law; Grammar: Past Perfect Simple and Continuous; 12. Property law.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Verification (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

#### **COURSE TITLE: FRENCH LANGUAGE**

**CODE:** D16DRCFL331

**ECTS CREDITS:** 4

**TYPE OF COURSE:** complementary course

**COURSE OBJECTIVE(S):** The students will: Acquire knowledge of the French morphology by applying it to the legal terminology; Be able to write a legal text to dictation; Be able to translate a legal text into French; Improve their communication skills in legal French; Write a dissertation in French; Make comments on a legal text.

**COURSE CONTENTS** (for topic illustration): 1. Les adjectifs possessifs. Les pronoms possessifs. Exercices grammaticaux. Textes. Dictée. Traduction. Dissertation; 2. Les adjectifs et les pronoms relatifs. Exercices grammaticaux. Textes. Dictée. Traduction. Dissertation civile.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Verification (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

#### **COURSE TITLE: SPECIALTY PRACTICE**

**CODE:** D16DRCFL447

**ECTS CREDITS:** 6

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** Students will understand the organization and functioning of: courts in the country, law firms, notary, executor, liquidator etc.

**COURSE CONTENTS:** Internships at: courts, lawyers, notary, executor, liquidator etc.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

#### **2<sup>ND</sup> YEAR, 2<sup>ND</sup> SEMESTER**

#### **COURSE TITLE: CIVIL LAW. REAL RIGHTS**

**CODE:** D16DRCFL436

**ECTS CREDITS:** 6

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):**

**COURSE CONTENTS** (for topic illustration):

1. Legal notion of heritage. 2. The heritage of features.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Mid-semester ASSESSMENT METHOD(S) 20% of the final grade + final ASSESSMENT METHOD(S)

**TYPE OF ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: CIVIL LAW. GENERAL THEORY OF OBLIGATIONS**

**CODE:** D16DRCFL438

**ECTS CREDITS:** 4

**TYPE OF COURSE:** fundamental course

**COURSE OBJECTIVE(S):** The students will: acquire knowledge of the fundamental principles and notions characterizing the legal relations of obligations, knowledge of the sources of obligations, of the performance, transfer, transformation, termination and guarantee of obligations.

**COURSE CONTENTS** (for topic illustration): 1. An overview on civil obligations. The notion of obligation. Classification of obligations. The importance of civil obligations. Sources of obligations; 2. The juridical act as a source of obligations. The contract.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

#### **COURSE TITLE: FAMILY LAW**

**CODE:** D16DRCFL439

**ECTS CREDITS:** 5

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** The students will understand the place and the importance of the family law in the civil law system.

**COURSE CONTENTS** (for topic illustration): 1. Introduction to family law: General aspects regarding the concept of family; Family law as part of the New Civil Code; General principles of family law; Family life in accordance with art. 8 of the European Convention on Human Rights; 2. Marriage. Engagement: Validity conditions of engagement; The effects of engagement; Ending the engagement and its effects; The legal nature of engagement.

**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: INTERNATIONAL PUBLIC LAW**

**CODE:** D16DRCFL440

**ECTS CREDITS:** 4

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** Knowledge of the principles and mechanisms of creating and enforcing international norms, of settling the disputes between states. Knowledge of the ways of raising the international liability of states.

**COURSE CONTENTS** (for topic illustration): 1. General aspects of international public law; 2. Sources of international public law.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: ENVIRONMENTAL LAW**

**CODE:** D16DRCFL442

**ECTS CREDITS:** 4

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** The students must acquire knowledge in the field of environmental law which is also a branch of law and a science at the crossroad of other subjects (significantly bearing the mark of natural and social sciences). The students must be able to explain the fundamental notions of the subject, to interpret them and to understand the role of the institutions in the fulfilment of "sustainable development".

**COURSE CONTENTS** (for topic illustration): 1. General issues of environmental law: Introductory aspects; The notion, role, place and principles of environmental law; Formal sources of environmental law; 2. Conservation, development and protection of environmental components: Legal relations regarding the conservation and protection of abiotic components of the environment: air, water, soil and subsoil; The protection of terrestrial and aquatic fauna; The protection of reservations and natural monuments; The population and the environment.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: TAX LAW**

**CODE:** D16DRCFL437

**ECTS CREDITS:** 4

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** The students will: acquire deeper knowledge of the concepts and institutions of tax law and fiscal procedure law; improve the information on the taxation system; know the tax

law regulations in the Romanian system within the community framework.

**COURSE CONTENTS** (for topic illustration): 1. Introductory notions of tax law: tax policy and the taxation system; general notions of tax law (definition, sources and legal relations); 2. The general theory of taxes and duties: an overview on public revenues (definition, classification and features); a overview on taxes (definition, features and classification).

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: ENGLISH LANGUAGE**

**CODE:** D16DRCFL445

**ECTS CREDITS:** 4

**TYPE OF COURSE:** complementary course

**COURSE OBJECTIVE(S):** The students will: Acquire the English legal terminology within the main branches of law and public administration; Develop the ability to use the specialised language in specific, legal contexts; Acquire the basic grammatical structures of the English language, as well as those characterizing legal English, which will enable them to use the legal terminology in correct, coherent constructions.

**COURSE CONTENTS** (for topic illustration): 1. Courts: Criminal courts; 2. Courts: Civil courts; 3. Ways of settling disputes outside of court: negotiation, mediation, arbitration; 4. Grammar: The verb – verbs not normally used in the continuous aspect; 5. Crimes: Crimes against the person; 6. Crimes: Crimes against property; 7. Grammar: Present Tense Simple and Continuous; 8. Grammar: Past Tense Simple and Continuous; 9. Succession law; 10. Grammar: Present Perfect Simple and Continuous; 11. Contract law; Grammar: Past Perfect Simple and Continuous; 12. Property law.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Verification (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: FRENCH LANGUAGE**

**CODE:** D16DRCFL443

**ECTS CREDITS:** 4

**TYPE OF COURSE:** complementary course

**COURSE OBJECTIVE(S):** The students will: Acquire knowledge of the French morphology by applying it to the legal terminology; Be able to write a legal text to dictation; Be able to translate a legal text into French; Improve their communication skills in legal French; Write a dissertation in French; Make comments on a legal text.

**COURSE CONTENTS** (for topic illustration): 1. Les adjectifs possessifs. Les pronoms possessifs. Exercices grammaticaux. Textes. Dictée. Traduction.

Dissertation; 2. Les adjectifs et les pronoms relatifs. Exercices grammaticaux. Textes. Dictée. Traduction. Dissertation civile.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Verification (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: PHYSICAL EDUCATION**

**CODE:** D16DRCFL335

**ECTS CREDITS:** 3

**TYPE OF COURSE:** complementary course

**COURSE OBJECTIVE(S):** The students will understand the functioning of the human body through the physical education and the importance of the sport in the daily life.

**COURSE CONTENTS** (for topic illustration): 1. The principles of the physical education; 2. The importance of the sport exercises.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Verification (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: SCIENCE OF ADMINISTRATION**

**CODE:** D16DRCFL330

**ECTS CREDITS:** 5

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** Acquiring fundamental knowledge of the administrative phenomenon from a less juridical perspective: elements of administration sociology, psychology of the civil servant, organization and methods in public administration, reform of public administration.

**COURSE CONTENTS** (for topic illustration): 1. The science of administration – an autonomous science (The notion of science; The notion of science of administration: definition, name, object, method; 2. Fundamental notions of public administration (The concept of public administration; The notion of structure; Social relations in public administration; Social relations between public administration and civil society).

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: SPECIALTY PRACTICE**

**CODE:** D16DRCFL448

**ECTS CREDITS:** 6

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** Students will understand the organization and functioning of: courts in the country, law firms, notary, executor, liquidator etc.

**COURSE CONTENTS:** Internships at: courts, lawyers, notary, executor, liquidator etc.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**3<sup>RD</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: SPECIAL CRIMINAL LAW**

**CODE:** D16DRCFL550

**ECTS CREDITS:** 9

**TYPE OF COURSE:** fundamental course

**COURSE OBJECTIVE(S):** The students must acquire the ability to explain each offence and interpret the differences between related offences. At the end of the semester, students must be able to apply this knowledge in order to find practical solutions to criminal issues and to notice the errors in the cases brought to court.

**COURSE CONTENTS** (for topic illustration): 1. Offences against the security of the state: notion and general features; analysis of the offences against the security of the state); 2. Offences against life: notion and general features; analysis of the offences against life: homicide, infanticide and manslaughter.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: CRIMINAL PROCEDURE LAW**

**CODE:** D16DRCFL551

**ECTS CREDITS:** 9

**TYPE OF COURSE:** fundamental course

**COURSE OBJECTIVE(S):** The students must acquire knowledge in the field of criminal procedure law so that, after completing the degree in law, they will be able to carry out the criminal procedure tasks within the legal domain. The students must also develop the ability to explain the functioning of each institution of this type within the system and to interpret the institutional changes and legal acts.

**COURSE CONTENTS** (for topic illustration): 1. Evidence and ways of providing evidence in the criminal trial: Evidence; Ways of providing evidence; 2. Procedural measures: Notion and classification of procedural measures; Preventive measures; Other procedural measures.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: COMMERCIAL LAW**

**CODE:** D16DRCFL552

**ECTS CREDITS:** 4

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** The students will understand the place and the importance of the commercial law in the civil law system, and also the importance of professionals.

**COURSE CONTENTS** (for topic illustration): 1. Introductory notions on commercial law; 2. Traders – professionals of commercial enterprise.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: EMPLOYMENT LAW**

**CODE:** D16DRCFL553

**ECTS CREDITS:** 4

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** The students will acquire knowledge of the employment relations, of the rights and duties of employees and employers. They will get familiar with the legal means for the protection of the employees' rights and the stages to follow for the purpose of enforcing these rights within the legal environment.

**COURSE CONTENTS** (for topic illustration): 1. General view on employment law; 2. International employment law; EU employment law.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: INTELLECTUAL PROPERTY LAW**

**CODE:** D16DRCFL662

**ECTS CREDITS:** 4

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** Acquiring the competence in the field of intellectual property law; Acquiring knowledge of the international system for the protection of intellectual property; Developing the attitudes necessary for analysing, interpreting and solving practical problems.

**COURSE CONTENTS** (for topic illustration): 1. Introductory notions; The object of intellectual property law; Copyright: Legal nature; the subject of the copyright; Conditions for the protection of works within copyright; The content of the copyright.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: CIVIL LAW. DYNAMICS OF OBLIGATIONS.**

**CODE:** D16DRCFL549

**ECTS CREDITS:** 5

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** The students will understand the place of the dynamics of obligations in the general theory of obligations and in the civil law system.

**COURSE CONTENTS** (for topic illustration): Modification, transmission and settlement of obligations

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: EUROPEAN UNION LAW I AND II**

**CODE:** D16DRCFL555

**ECTS CREDITS:** 8

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** The students will understand the foundation, place and the importance of the European Union and of its institutions.

**COURSE CONTENTS** (for topic illustration): Creation of the E.U.; Institutions; Principles; Law and regulations.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: SPECIALTY PRACTICE**

**CODE:** D16DRCFL556

**ECTS CREDITS:** 6

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** Students will understand the organization and functioning of: courts in the country, law firms, notary, executor, liquidator etc.

**COURSE CONTENTS:** Internships at: courts, lawyers, notary, executor, liquidator etc.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**3<sup>RD</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: CRIMINAL PROCEDURE LAW**

**CODE:** D16DRCFL659

**ECTS CREDITS:** 9

**TYPE OF COURSE:** fundamental course

**COURSE OBJECTIVE(S):** The students must acquire knowledge in the field of criminal procedure law so that, after completing the degree in law, they will be able to carry out the criminal procedure tasks within the legal domain. The students must also develop the ability to explain the functioning of each institution of this type within the system and to interpret the institutional changes and legal acts.

**COURSE CONTENTS** (for topic illustration): 1. Evidence and ways of providing evidence in the criminal trial: Evidence; Ways of providing evidence; 2. Procedural measures: Notion and classification of procedural measures; Preventive measures; Other procedural measures.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: SPECIAL CRIMINAL LAW****CODE:** D16DRCFL658**ECTS CREDITS:** 9**TYPE OF COURSE:** fundamental course**COURSE OBJECTIVE(S):** The students must acquire the ability to explain each offence and interpret the differences between related offences. At the end of the semester, students must be able to apply this knowledge in order to find practical solutions to criminal issues and to notice the errors in the cases brought to court.**COURSE CONTENTS** (for topic illustration): 1. Offences against the security of the state: notion and general features; analysis of the offences against the security of the state); 2. Offences against life: notion and general features; analysis of the offences against life: homicide, infanticide and manslaughter.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)**COURSE TITLE: CIVIL LAW. SPECIAL CONTRACTS****CODE:** D16DRCFL657**ECTS CREDITS:** 4**TYPE OF COURSE:** fundamental course**COURSE OBJECTIVE(S):** The students must acquire knowledge in the field of special contracts within the general framework of civil law, so that they will be able to understand the juridical regime characterizing each type of contract and the legal effects of these special contracts by relating them to the general effects of contracts and the fundamental notions and principles of civil law.**COURSE CONTENTS** (for topic illustration): 1. The sale and purchase contract (Notion, juridical features, validity conditions; The effects of the sale and purchase contract: the obligations of the seller and the obligations of the buyer); 2. The exchange contract and the donation contract (Notion, validity conditions and effects of the exchange contract. Notion and validity conditions of the donation contract; Exceptions from the deed of the donation contract: manual gift, indirect donations and simulated donations. The effects of the donation contract between parties).**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)**COURSE TITLE: JURIDICAL INFORMATICS****CODE:** D16DRCFL664**ECTS CREDITS:** 3**TYPE OF COURSE:** complementary course**COURSE OBJECTIVE(S):** Understanding the specialised terms of informatics in general and juridical informatics in particular; Understanding the relation between the juridical field and the computer science field, as well as acquiring

knowledge of the effective means of using informatics in legal activities; Expressing a positive and responsible attitude towards the use of modern technical means of juridical argumentation.

**COURSE CONTENTS** (for topic illustration): 1. The notion of informatics; 2. Juridical information; 3. The analysis of juridical documents for the purpose of informatisation.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Verification (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)**COURSE TITLE: COMPANY LAW****CODE:** D16DRCFL661**ECTS CREDITS:** 4**TYPE OF COURSE:** specialised course**COURSE OBJECTIVE(S):** The students must acquire knowledge in the field of company law, they must be able to explain the fundamental notions of the subject matter, to interpret them and to understand the role of the institutions with powers in the area.**COURSE CONTENTS** (for topic illustration): 1. Company contracts; Elements of the company contract; 2. Joint ventures.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)**COURSE TITLE: EUROPEAN UNION LAW I AND II****CODE:** D16DRCFL660**ECTS CREDITS:** 8**TYPE OF COURSE:** specialised course**COURSE OBJECTIVE(S):** The students will understand the foundation, place and the importance of the European Union and of its institutions.**COURSE CONTENTS** (for topic illustration): Creation of the E.U.; Institutions; Principles; Law and regulations.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)**COURSE TITLE: SPECIALTY PRACTICE****CODE:** D16DRCFL666**ECTS CREDITS:** 6**TYPE OF COURSE:** specialised course**COURSE OBJECTIVE(S):** Students will understand the organization and functioning of: courts in the country, law firms, notary, executor, liquidator etc.**COURSE CONTENTS:** Internships at: courts, lawyers, notary, executor, liquidator etc.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)



#### 4<sup>th</sup> YEAR, 1<sup>ST</sup> SEMESTER

##### **COURSE TITLE: TRANSPORT LAW**

**CODE:** D16DRCFL769

**ECTS CREDITS:** 4

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** The students must understand the aspects characterizing the contracts of carriage, within the more general framework of civil and commercial law. The students can understand the complexity of the juridical relations making the object of transport law only by acquiring previous knowledge of the institutions and principles of this subject matter.

**COURSE CONTENTS** (for topic illustration): 1. Introductory notions – regulatory framework, classification; juridical features and juridical nature of the contract of carriage; 2. The contract for the carriage of goods in the new Romanian Civil Code. Concluding the contract of carriage: parties, validity conditions, form of the contract.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

##### **COURSE TITLE: CRIMINALISTICS**

**CODE:** D16DRCFL772

**ECTS CREDITS:** 4

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** The students must acquire the knowledge in the field of criminalistics, as related to the knowledge in other judicial sciences (Forensic medicine, Judicial psychology, Judicial psychiatry, etc.) and juridical sciences (Criminal law, Criminal procedure law and Criminology), so that they will be able to understand the importance and role of the methods, means, techniques and tactics in the matter of investigating different types of offences, of proving them, of identifying the offenders.

**COURSE CONTENTS** (for topic illustration): 1. General notions of Criminalistics; Forensic identification; Technical and scientific means and methods used in forensic investigations.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

##### **COURSE TITLE: FORENSIC MEDICINE**

**CODE:** D16DRCFL773

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Specialised course

**COURSE OBJECTIVE(S):** After graduating, the students must know the role of forensic medicine in the system of providing evidence.

**COURSE CONTENTS** (for topic illustration): 1. The regulatory framework for the performance of forensic activities; 2. Definition, object and role of forensic medicine.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

##### **COURSE TITLE: INTERNATIONAL PRIVATE LAW**

**CODE:** D16DRCFL770

**ECTS CREDITS:** 5

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** Acquiring knowledge of the principles and mechanisms for the creation and enforcement of international norms, the ways of settling disputes between states. Acquiring knowledge of the ways of raising international liability of states.

**COURSE CONTENTS** (for topic illustration): 1. General aspects of International Private Law; 2. Sources of International Private Law.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

##### **COURSE TITLE: CIVIL PROCEDURE LAW**

**CODE:** D16DRCFL768

**ECTS CREDITS:** 10

**TYPE OF COURSE:** fundamental course

**COURSE OBJECTIVE(S):** Understanding and acquiring the fundamental principles, rules and concepts of the civil trial as a science by which civil substantive law may be transposed in everyday life so that the theory will be practically understood, so that more abstract notions will materialize. Explaining the civil trial at all jurisdictional levels accepted by the present legislation, first instance and ordinary and extraordinary appeal procedures.

**COURSE CONTENTS** (for topic illustration): 1. The notion and system of the civil trial and of civil procedure law: an overview on justice; the jurisdictional act; definition of the civil trial; place of the civil trial; sources; classification of the laws of civil procedure and their enforcement in time and space; 2. Fundamental principles of civil procedure law: notion and importance; principles regulated by the Constitution and the Law on judicial organization; principles regulated in the Code of Civil Procedure.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

##### **COURSE TITLE: CIVIL LAW. SUCCESSION LAW**

**CODE:** D16DRCFL771

**ECTS CREDITS:** 5

**TYPE OF COURSE:** fundamental course

**COURSE OBJECTIVE(S):** The students must acquire the knowledge in the field of succession law within the general framework of civil law so that they will be able to understand the juridical regime

characterizing every type of inheritance distribution as well as its effects.

**COURSE CONTENTS** (for topic illustration): 1. Intestacy – Conditions, principles, classes of heirs; 2. The right of inheritance of the surviving spouse.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: CONSUMER LAW**

**CODE:** D16DRCFL774

**ECTS CREDITS:** 4

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** The students must acquire knowledge in the field of consumer law, the branch of law of diverse, everyday applicability. The students must be able to explain the fundamental notions of the subject matter, to interpret them and to understand the role of the institutions with powers in the consumer area.

**COURSE CONTENTS** (for topic illustration): 1. An overview on consumer law: Introductory issues; The notion of consumer; Sources of consumer law; 2. EU regulations.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Verification (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: SPECIALTY PRACTICE**

**CODE:** D16DRCFL776

**ECTS CREDITS:** 6

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** Students will understand the organization and functioning of: courts in the country, law firms, notary, executor, liquidator etc.

**COURSE CONTENTS** (for topic illustration): Internships at: courts, lawyers, notary, executor, liquidator etc.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Verification (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**4<sup>th</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: CIVIL PROCEDURE LAW**

**CODE:** D16DRCFL877

**ECTS CREDITS:** 10

**TYPE OF COURSE:** fundamental course

**COURSE OBJECTIVE(S):** Understanding and acquiring the fundamental principles, rules and concepts of the civil trial as a science by which civil substantive law may be transposed in everyday life so that the theory will be practically understood, so that more abstract notions will materialize. Explaining the civil trial at all jurisdictional levels accepted by the present legislation, first instance and ordinary and extraordinary appeal procedures.

**COURSE CONTENTS** (for topic illustration): 1. The notion and system of the civil trial and of civil procedure law: an overview on justice; the jurisdictional act; definition of the civil trial; place of the civil trial; sources; classification of the laws of civil procedure and their enforcement in time and space; 2. Fundamental principles of civil procedure law: notion and importance; principles regulated by the Constitution and the Law on judicial organization; principles regulated in the Code of Civil Procedure.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: FUNDAMENTAL FREEDOMS**

**CODE:** D16DRCFL878

**ECTS CREDITS:** 5

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** The students must acquire the knowledge in the field of fundamental freedoms, so that they will be able to understand the way of protecting fundamental freedoms by juridical means, either nationally or internationally.

**COURSE CONTENTS** (for topic illustration): 1. The notion of fundamental freedom; 2. The protection of fundamental freedoms by the European Convention on Human Rights.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: INTERNATIONAL COMMERCIAL LAW**

**CODE:** D16DRCFL879

**ECTS CREDITS:** 4

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** The students must acquire knowledge of the rules, principles and institutions characterizing international commercial law within the general framework of civil law and commercial law which represent the framework of international commercial law.

**COURSE CONTENTS** (for topic illustration): 1. Introductory notions of international commercial law; notion, object, features, name; 2. Sources of international commercial law: internal sources; international sources.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: SPECIALTY PRACTICE**

**CODE:** D16DRCFL884

**ECTS CREDITS:** 6

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** Students will understand the organization and functioning of: courts in the country, law firms, notary, executor, liquidator etc.

**COURSE CONTENTS** (for topic illustration): Internships at: courts, lawyers, notary, executor, liquidator etc.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Verification (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: BUILDING AND TOWN PLANNING LAW**

**CODE:** D16DRCFL882

**ECTS CREDITS:** 4

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** Acquiring the specific notions and fundamental concepts of town planning law. At the end of the semester the students will be able to apply the knowledge by presenting dissertations, by analysing different cases.

**COURSE CONTENTS** (for topic illustration): 1. Projects and regulations of town planning: Town planning projects; Town planning regulations; 2. Town planning authorizations: Town planning certificate; Building authorization.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: LAND AND CADASTRAL LAW**

**CODE:** D16DRCFL883

**ECTS CREDITS:** 5

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** The students must acquire the theoretical and practical knowledge of the institutions making the object of the course on land and cadastral law within the general framework of civil law, so that they will be able to understand the issues related to the juridical regime of land in Romania, as well as notions of real estate publicity.

**COURSE CONTENTS** (for topic illustration): 1. The notion of land and cadastral law. Definition, regulatory framework and sources; 2. Categories of land constituting the land fund. Classification.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**FIELD: ADMINISTRATIVE SCIENCES**  
**PROGRAMME TITLE: PUBLIC ADMINISTRATION**  
**BACHELOR'S DEGREE**

**1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: GENERAL THEORY OF LAW**

**CODE: D17APL102**

**ECTS CREDITS: 3**

**TYPE OF COURSE:** fundamental course

**COURSE OBJECTIVE(S):** The course is an introduction to law, as the well-known scholar Mircea Djuvara emphasized in his work, and it answers the question: what is law? Therefore the first objective of this subject is to help students acquire the complex concept of law.

**COURSE CONTENTS** (for topic illustration): 1. The notion of a general theory of law (Terminology; The object of a general theory; The importance of the general theory of law; The system of juridical sciences); 2. The notion of law.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: CONSTITUTIONAL LAW AND POLITICAL INSTITUTIONS**

**CODE: D17APL101**

**ECTS CREDITS: 8**

**TYPE OF COURSE:** fundamental course

**COURSE OBJECTIVE(S):** The students must acquire the knowledge in the field of constitutional law and political institutions, strongly related to that in the field of political institutions, so that they will be able to understand the actual functioning of the constitutional system, the way and limits of understanding political phenomena by means of constitutional norms.

**COURSE CONTENTS** (for topic illustration): 1. The notions of "constitutional law" and "political institutions"; 2. The territory; 3. The population: citizens, foreigners, stateless persons.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: CIVIL LAW. THE GENERAL PART**

**CODE: D17APL104**

**ECTS CREDITS: 4**

**TYPE OF COURSE:** fundamental course

**COURSE OBJECTIVE(S):** The students will understand the functioning of the civil law system and the content and mechanisms for the protection of the main civil subjective rights in this introductory part of the civil law.

**COURSE CONTENTS** (for topic illustration): 1. Sources of civil rights. The civil juridical act and the

civil juridical fact; 2. The capacity to conclude civil juridical acts.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: MICROECONOMICS**

**CODE: D17APL103**

**ECTS CREDITS: 3**

**TYPE OF COURSE:** fundamental course

**COURSE OBJECTIVE(S):** The student will understand the necessity and functioning of microeconomics as a branch of the global economy.

**COURSE CONTENTS** (for topic illustration): The notion, importance and principles of microeconomics

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: HISTORY OF PUBLIC ADMINISTRATION**

**CODE: D17APL110**

**ECTS CREDITS: 4**

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** The student will recognise and understand the apparition and the history of public administration.

**COURSE CONTENTS** (for topic illustration): The creation of public administration; historical evolution of public administration.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: PUBLIC MANAGEMENT**

**CODE: D17APL107**

**ECTS CREDITS: 3**

**TYPE OF COURSE:** fundamental course

**COURSE OBJECTIVE(S):** The student will understand the necessity and functioning of public management techniques.

**COURSE CONTENTS** (for topic illustration): The notion, importance and principles of public management.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**ACCOUNTING OF PUBLIC INSTITUTIONS**

**CODE: D17APL108**

**ECTS CREDITS: 3**

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** The student will understand the functioning of all accounting techniques of public institutions.

**COURSE CONTENTS** (for topic illustration): Public institutions money; accounting models and methodology.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: PHILOSOPHY OF LAW**

**CODE:** D17APL109

**ECTS CREDITS:** 4

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** The students must acquire a certain juridical culture in order to have an overall view on the legal phenomenon. It is not enough for students to be good technicians of law, they must be able to give a significance to the concept of humanism.

**COURSE CONTENTS** (for topic illustration): 1. Socio-juridical thought in Ancient Greece; 2. Juridical thought in Ancient Rome; 3. Juridical thought in modern time.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: INFORMATICS FOR PUBLIC ADMINISTRATION**

**CODE:** D17APL106

**ECTS CREDITS:** 2

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** Understanding the specialised terms of informatics in general and administrative informatics in particular; Understanding the relation between the juridical, administrative field and the computer science field, as well as acquiring knowledge of the effective means of using informatics in administrative activities; Expressing a positive and responsible attitude towards the use of modern technical means in public administration.

**COURSE CONTENTS** (for topic illustration): 1. The notion of informatic society, informational system; 2. The present situation of informatisation in public administration; 3. The informatic system: technical notions, legislative notions (identification of components), operating systems.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: ENGLISH LANGUAGE**

**CODE:** D17APL111

**ECTS CREDITS:** 6

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** The students will: acquire the English legal terminology within the main branches of law and public administration; develop the ability to use the specialised language in specific, legal and administrative contexts; acquire the basic grammatical structures of the English language, as well as those characterizing legal-administrative English, which will enable them to use the legal terminology in correct, coherent constructions

**COURSE CONTENTS** (for topic illustration): 1. Introduction to law; 2. Development of law; 3. Law and morality.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Verification (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: FRENCH LANGUAGE**

**CODE:** D17APL113

**ECTS CREDITS:** 6

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** The students will: acquire knowledge of the French morphology by applying it to the administrative terminology; be able to write a legal text to dictation; be able to translate a legal text into French; improve their communication skills in legal French.

**COURSE CONTENTS** (for topic illustration): 1. L'article. L'article défini. L'article indéfini. L'article partitif. Le remplacement de l'article partitif par le préposition de. L'omission de l'article. Exercices grammaticaux. 2. Le nom. Le genre. Le nombre. Le pluriel des noms composés. Noms à double forme de pluriel. Noms qui changent de sens au pluriel. Les noms qui s'utilisent à un seul nombre. Les cas. Exercices grammaticaux.

**LANGUAGE OF INSTRUCTION:** French

**ASSESSMENT METHOD(S):** Verification (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**1<sup>ST</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: CONSTITUTIONAL LAW AND POLITICAL INSTITUTIONS**

**CODE:** D17APL215

**ECTS CREDITS:** 8

**TYPE OF COURSE:** fundamental course

**COURSE OBJECTIVE(S):** The students must acquire the knowledge in the field of constitutional law and political institutions, strongly related to that in the field of political institutions, so that they will be able to understand the actual functioning of the constitutional system, the way and limits of understanding political phenomena by means of constitutional norms.

**COURSE CONTENTS** (for topic illustration): 1. The notions of "constitutional law" and "political



institutions"; 2. The territory; 3. The population: citizens, foreigners, stateless persons.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: ADMINISTRATIVE LAW**

**CODE:** D17APL216

**ECTS CREDITS:** 5

**TYPE OF COURSE:** fundamental course

**COURSE OBJECTIVE(S):**

**COURSE CONTENTS** (for topic illustration): 1. Administrative law, a branch of public law. Object, content, definition; 2. The relations of administrative law. Notion, classification.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: INFORMATICS FOR PUBLIC ADMINISTRATION**

**CODE:** D17APL220

**ECTS CREDITS:** 2

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** Understanding the specialised terms of informatics in general and administrative informatics in particular; Understanding the relation between the juridical, administrative field and the computer science field, as well as acquiring knowledge of the effective means of using informatics in administrative activities; Expressing a positive and responsible attitude towards the use of modern technical means in public administration.

**COURSE CONTENTS** (for topic illustration): 1. The notion of informatic society, informational system; 2. The present situation of informatisation in public administration; 3. The informatic system: technical notions, legislative notions (identification of components), operating systems.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: ENGLISH LANGUAGE**

**CODE:** D17APL221

**ECTS CREDITS:** 6

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** The students will: acquire the English legal terminology within the main branches of law and public administration; develop the ability to use the specialised language in specific, legal and administrative contexts; acquire the basic grammatical structures of the English language, as well as those characterizing legal-administrative English, which will enable them to use the legal terminology in correct, coherent constructions

**COURSE CONTENTS** (for topic illustration): 1. Introduction to law; 2. Development of law; 3. Law and morality.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Verification (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: FRENCH LANGUAGE**

**CODE:** D17APL223

**ECTS CREDITS:** 6

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** The students will: acquire knowledge of the French morphology by applying it to the administrative terminology; be able to write a legal text to dictation; be able to translate a legal text into French; improve their communication skills in legal French.

**COURSE CONTENTS** (for topic illustration): 1. L'article. L'article défini. L'article indéfini. L'article partitif. Le remplacement de l'article partitif par le préposition de. L'omission de l'article. Exercices grammaticaux. 2. Le nom. Le genre. Le nombre. Le pluriel des noms composés. Noms à double forme de pluriel. Noms qui changent de sens au pluriel. Les noms qui s'utilisent à un seul nombre. Les cas. Exercices grammaticaux.

**LANGUAGE OF INSTRUCTION:** French

**ASSESSMENT METHOD(S):** Verification (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: MACROECONOMICS**

**CODE:** D17APL219

**ECTS CREDITS:** 4

**TYPE OF COURSE:** fundamental course

**COURSE OBJECTIVE(S):** The student will understand the necessity and functioning of macroeconomics as a branch of the global economy.

**COURSE CONTENTS** (for topic illustration): The notion, importance and principles of macroeconomics.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: FAMILY LAW**

**CODE:** D17APL217

**ECTS CREDITS:** 5

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** The students will understand the place and the importance of the family law in the civil law system.

**COURSE CONTENTS** (for topic illustration): 1. Introduction to family law: General aspects regarding the concept of family; Family law as part of the New Civil Code; General principles of family law; Family life in accordance with art. 8 of the

European Convention on Human Rights; 2. Marriage. Engagement: Validity conditions of engagement; The effects of engagement; Ending the engagement and its effects; The legal nature of engagement.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: ACCOUNTING OF PUBLIC INSTITUTIONS**

**CODE:** D17APL108

**ECTS CREDITS:** 3

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** The student will understand the functioning of all accounting techniques of public institutions.

**COURSE CONTENTS** (for topic illustration): Public institutions money; accounting models and methodology.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: METHODOLOGY OF RESEARCH IN SOCIAL SCIENCES**

**CODE:** D17APL225

**ECTS CREDITS:** 4

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** The student will learn to utilise different techniques of research in social sciences and especially in Law.

**COURSE CONTENTS** (for topic illustration): History and components of Social sciences; the finality of social sciences; methodology and research techniques.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: SOCIOLOGY OF ORGANIZATIONS**

**CODE:** D17APL226

**ECTS CREDITS:** 4

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** The student will learn to utilise and to understand the concept of sociology applied in organizations.

**COURSE CONTENTS** (for topic illustration): History and role of the sociology; the methods of the sociology applied in organizations.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: THEORY AND PRACTICE IN PHYSICAL EDUCATION AND SPORT I**

**CODE:** D17APL218

**ECTS CREDITS:** 2

**TYPE OF COURSE:** complementary course

**COURSE OBJECTIVE(S):** The students will understand the functioning of the human body through the physical education and the importance of the sport in the daily life.

**COURSE CONTENTS** (for topic illustration): 1. The principles of the physical education; 2. The importance of the sport exercises.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**2<sup>nd</sup> YEAR, 1<sup>st</sup> SEMESTER**

**COURSE TITLE: ADMINISTRATIVE LAW II**

**CODE:** D17APL332

**ECTS CREDITS:** 5

**TYPE OF COURSE:** fundamental course

**COURSE OBJECTIVE(S):** Knowledge, understanding and enforcement of administrative acts, of administrative contracts, public and private property of the state and administrative territorial units, liability in administrative law, control in public administration.

**COURSE CONTENTS** (for topic illustration): 1. The administrative act (The forms of activity of public administration, The administrative act. Notion, Classification of administrative acts, Conditions for the validity of the administrative act, Conditions of composition of the administrative act, The scope of the effects of administrative acts); 2. The administrative contract.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: CIVIL LAW. GENERAL THEORY OF OBLIGATIONS**

**CODE:** D17APL334

**ECTS CREDITS:** 4

**TYPE OF COURSE:** fundamental course

**COURSE OBJECTIVE(S):** The students will understand the place of the general theory of obligations in the general civil law system.

**COURSE CONTENTS** (for topic illustration): The civil legal act; contractual civil liability; civil liability

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: CRIMINAL LAW AND CRIMINAL PROCEDURE****CODE:** D17APL333**ECTS CREDITS:** 4**TYPE OF COURSE:** specialised course**COURSE OBJECTIVE(S):** The course aims at presenting the entire field of general criminal law and criminal procedure from the perspective of didactic needs, as well as the main theoretical notions and practical aspects based on examples from the judicial practice.**COURSE CONTENTS** (for topic illustration): 1. The causes removing criminal liability or the consequences of conviction; 2. Absence of previous complaint and reconciliation of parties; Rehabilitation; 3. Evidence and ways of providing evidence in the criminal trial: Evidence; Ways of providing evidence; 4. Procedural measures: Notion and classification of procedural measures; Preventive measures; 5. Other procedural measures.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)**COURSE TITLE: PUBLIC FINANCES****CODE:** D17APL443**ECTS CREDITS:** 3**TYPE OF COURSE:** fundamental course**COURSE OBJECTIVE(S):** The students will acquire knowledge of the juridical principles and rules lying at the basis of creating, distributing and using public assets. The students will thus understand the mechanisms for the functioning of the state referring to the consolidated general budget, public debts, public revenues and expenditures, auditing.**COURSE CONTENTS** (for topic illustration): 1. General notions of financial law; 2. The budgetary procedure.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)**COURSE TITLE: EUROPEAN UNION LAW****CODE:** D17APL331**ECTS CREDITS:** 5**TYPE OF COURSE:** specialised course**COURSE OBJECTIVE(S):** The students will understand the foundation, place and the importance of the European Union and of its institutions.**COURSE CONTENTS** (for topic illustration): Creation of the E.U.; Institutions; Principles; Law and regulations.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)**COURSE TITLE: COMMUNICATION IN PUBLIC ADMINISTRATION****CODE:** D17APL337**ECTS CREDITS:** 3**TYPE OF COURSE:** specialised course**COURSE OBJECTIVE(S):** The student will understand the necessity and functioning of public communication in public administration.**COURSE CONTENTS** (for topic illustration): The notion, importance and principles of communication in public administration.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)**COURSE TITLE: THEORY AND PRACTICE IN PHYSICAL EDUCATION AND SPORT II****CODE:** D17APL335**ECTS CREDITS:** 2**TYPE OF COURSE:** complementary course**COURSE OBJECTIVE(S):** The students will understand the functioning of the human body through the physical education and the importance of the sport in the daily life.**COURSE CONTENTS** (for topic illustration): 1. The principles of the physical education; 2. The importance of the sport exercises.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)**COURSE TITLE: ENGLISH LANGUAGE****CODE:** D17APL339**ECTS CREDITS:** 6**TYPE OF COURSE:** complementary course**COURSE OBJECTIVE(S):** The students will: acquire the English legal and administrative terminology within the main branches of law and public administration; develop the ability to use the specialised language in specific, administrative contexts; acquire the basic grammatical structures of the English language, as well as those characterizing legal and administrative English, which will enable them to use the terminology in correct, coherent constructions.**COURSE CONTENTS** (for topic illustration): 1. Courts: Criminal courts; 2. Courts: Civil courts; 3. Ways of settling disputes outside of court: negotiation, mediation, arbitration; 4. Grammar: The verb.**LANGUAGE OF INSTRUCTION:** English**ASSESSMENT METHOD(S):** Verification (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)**COURSE TITLE: FRENCH LANGUAGE****CODE:** D17APL341

**ECTS CREDITS:** 6

**TYPE OF COURSE:** complementary course

**COURSE OBJECTIVE(S):** The students will: acquire knowledge of the French morphology by applying it to the administrative terminology; be able to write a legal text to dictation; be able to translate a legal text into French; improve their communication skills in legal French; write a dissertation in French; make comments on a legal and administrative text

**COURSE CONTENTS** (for topic illustration): 1. L'adverbe. La conjonction. Exercices grammaticaux; 2. La préposition. L'interjection. Exercices grammaticaux.

**LANGUAGE OF INSTRUCTION:** French

**ASSESSMENT METHOD(S):** Verification (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**2<sup>nd</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: CIVIL LAW. SPECIAL CONTRACTS**

**CODE:** D17APL443

**ECTS CREDITS:** 4

**TYPE OF COURSE:** fundamental course

**COURSE OBJECTIVE(S):** The students must acquire knowledge in the field of special contracts within the general framework of civil law so that they will be able to understand the juridical regime of each contract, the legal effects of special contracts by relating them to the general effects of contracts and the fundamental notions and principles of civil law.

**COURSE CONTENTS** (for topic illustration): 1. The notion of contractual law. The notion of contractual administration; 2. The sales and purchase contract.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: FINANCIAL AND TAX LAW**

**CODE:** D17APL445

**ECTS CREDITS:** 3

**TYPE OF COURSE:** complementary course

**COURSE OBJECTIVE(S):** To consolidate the knowledge in the field of tax law and procedure; to know the national system of taxes; to develop the appropriate attitude for the analysis, interpretation and solving of practical problems.

**COURSE CONTENTS** (for topic illustration): 1. Principles of fiscal procedure; 2. Acts and operations specific to the fiscal procedure

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Verification (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: SUSTAINABLE DEVELOPMENT AND ENVIRONMENTAL LAW**

**CODE:** D17APL445

**ECTS CREDITS:** 3

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** To initiate students in the field of environmental law, to help students acquire specific knowledge in this field, by considering its characteristics, as well as the main notions and principles.

**COURSE CONTENTS** (for topic illustration): 1. Environmental law. Introductory notions; 2. The principles of environmental law.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: ENGLISH LANGUAGE**

**CODE:** D17APL448

**ECTS CREDITS:** 6

**TYPE OF COURSE:** complementary course

**COURSE OBJECTIVE(S):** The students will: acquire the English legal and administrative terminology within the main branches of law and public administration; develop the ability to use the specialised language in specific, administrative contexts; acquire the basic grammatical structures of the English language, as well as those characterizing legal and administrative English, which will enable them to use the terminology in correct, coherent constructions.

**COURSE CONTENTS** (for topic illustration): 1. Courts: Criminal courts; 2. Courts: Civil courts; 3. Ways of settling disputes outside of court: negotiation, mediation, arbitration; 4. Grammar: The verb.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Verification (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: FRENCH LANGUAGE**

**CODE:** D17APL450

**ECTS CREDITS:** 6

**TYPE OF COURSE:** complementary course

**COURSE OBJECTIVE(S):** The students will: acquire knowledge of the French morphology by applying it to the administrative terminology; be able to write a legal text to dictation; be able to translate a legal text into French; improve their communication skills in legal French; write a dissertation in French; make comments on a legal and administrative text

**COURSE CONTENTS** (for topic illustration): 1. L'adverbe. La conjonction. Exercices grammaticaux; 2. La préposition. L'interjection. Exercices grammaticaux.

**LANGUAGE OF INSTRUCTION:** French

**ASSESSMENT METHOD(S):** Verification (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: ADMINISTRATION SCIENCE**

**CODE:** D17APL446

**ECTS CREDITS:** 4

**TYPE OF COURSE:** fundamental course

**COURSE OBJECTIVE(S):** Acquiring fundamental knowledge of the administrative phenomenon from a less juridical perspective: elements of administration sociology, psychology of the civil servant, organization and methods in public administration, reform of public administration.

**COURSE CONTENTS** (for topic illustration): 1. The science of administration – an autonomous science (The notion of science; The notion of science of administration: definition, name, object, method; 2. Fundamental notions of public administration (The concept of public administration; The notion of structure; Social relations in public administration; Social relations between public administration and civil society).

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: PUBLIC RELATIONS**

**CODE:** D17APL447

**ECTS CREDITS:** 3

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** The student will understand the necessity and functioning of public management relations.

**COURSE CONTENTS** (for topic illustration): The notion, importance and principles of public relations.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: DEMOGRAPHY AND SOCIAL STATISTICS**

**CODE:** D17APL338

**ECTS CREDITS:** 3

**TYPE OF COURSE:** complementary course

**COURSE OBJECTIVE(S):** The student will understand the necessity and functioning of demography and social statistics in our society.

**COURSE CONTENTS** (for topic illustration): The notion, importance and principles of social statistics and demography.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: PUBLIC POLICIES**

**CODE:** D17APL452

**ECTS CREDITS:** 4

**TYPE OF COURSE:** fundamental course

**COURSE OBJECTIVE(S):** The student will understand the necessity and functioning of public policies.

**COURSE CONTENTS** (for topic illustration): The notion, importance and principles of public policies.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: DEONTOLOGY OF THE CIVIL SERVICE**

**CODE:** D17APL453

**ECTS CREDITS:** 3

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** The student will understand the necessity and functioning of the deontology in the civil service of the society.

**COURSE CONTENTS** (for topic illustration): The notion, importance and principles of deontology.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**3<sup>rd</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: ADMINISTRATIVE DISPUTE**

**CODE:** D17APL559

**ECTS CREDITS:** 4

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** To identify the parties and object of the action in administrative disputes; to enumerate the courts of administrative dispute; to describe the procedure of administrative dispute; to analyse the judgments of administrative dispute courts.

**COURSE CONTENTS** (for topic illustration): 1. The administrative dispute – notion and regulatory framework; 2. The administrative dispute procedure.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**COURSE TITLE: AUTONOMOUS ADMINISTRATIVE AUTHORITIES**

**CODE:** D17APL560

**ECTS CREDITS:** 4

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** Knowledge and appropriate use of the notions characterizing autonomous administrative authorities. Understanding of the place and role of autonomous administrative authorities. Knowledge of the of the action limits of autonomous administrative authorities in the Romanian legal system.

**COURSE CONTENTS** (for topic illustration): 1. The emergence and historical evolution of autonomous administrative authorities; 2. The Romanian legal



system and the institution of autonomous administrative authorities.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

#### **COURSE TITLE: LAND LAW**

**CODE:** D17APL564

**ECTS CREDITS:** 4

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** The students must acquire the theoretical and practical knowledge of the institutions making the object of the course on land law within the general framework of civil law, so that they will be able to understand the issues related to the juridical regime of land in Romania, as well as notions of real estate publicity.

**COURSE CONTENTS** (for topic illustration): 1. The notion of land law. Definition, regulatory framework and sources; 2. Categories of land constituting the land fund. Classification

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

#### **COURSE TITLE: ETHICS AND TRANSPARENCY**

**CODE:** D17APL566

**ECTS CREDITS:** 4

**TYPE OF COURSE:** complementary course

**COURSE OBJECTIVE(S):** The student will understand the necessity and functioning of ethics and transparency.

**COURSE CONTENTS** (for topic illustration): The notion, importance and principles of ethics and the politics in transparency.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

#### **COURSE TITLE: LAW AND BUSINESS ADMINISTRATION**

**CODE:** D17APL561

**ECTS CREDITS:** 4

**TYPE OF COURSE:** complementary course

**COURSE OBJECTIVE(S):** The student will understand the necessity and functioning of business administration related to the law problems.

**COURSE CONTENTS** (for topic illustration): The notion, importance and principles of business administration.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Verification (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

#### **COURSE TITLE: PUBLIC MARKETING**

**CODE:** D17APL562

**ECTS CREDITS:** 4

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** The student will understand the necessity and functioning of public marketing related to the law problems.

**COURSE CONTENTS** (for topic illustration): The notion, importance and principles of public marketing.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Verification (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

#### **COURSE TITLE: LEGAL DRAFTING**

**CODE:** D17APL565

**ECTS CREDITS:** 4

**TYPE OF COURSE:** complementary course

**COURSE OBJECTIVE(S):** The student will understand the necessity and functioning of legal drafting in the law field.

**COURSE CONTENTS** (for topic illustration): The notion, importance and principles of legal drafting.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Verification (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

**3<sup>rd</sup> YEAR, 2<sup>ND</sup> SEMESTER**

#### **COURSE TITLE: TOWN PLANNING LAW**

**CODE:** D17APL560

**ECTS CREDITS:** 4

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** Acquiring the specific notions and fundamental concepts of town planning law. At the end of the semester the students will be able to apply the knowledge by presenting dissertations, by analyzing different cases.

**COURSE CONTENTS** (for topic illustration): Projects and regulations of town planning: a. Town planning projects; b. Town planning regulations; c. Town planning authorizations

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

#### **COURSE TITLE: TRANSPORT LAW**

**CODE:** D17APL673

**ECTS CREDITS:** 4

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** The students must understand the aspects characterizing the contracts of carriage, within the more general framework of civil and commercial law. The students can understand the complexity of the juridical relations making the object of transport law only by

acquiring previous knowledge of the institutions and principles of this subject matter.

**COURSE CONTENTS** (for topic illustration): 1. Introductory notions – regulatory framework, classification; juridical features and juridical nature of the contract of carriage; 2. The contract for the carriage of goods in the new Romanian Civil Code.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

#### **COURSE TITLE: FUNDAMENTAL FREEDOMS**

**CODE:** D17APL669

**ECTS CREDITS:** 4

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** The students must acquire the knowledge in the field of fundamental freedoms, so that they will be able to understand the way of protecting fundamental freedoms by juridical means, either nationally or internationally.

**COURSE CONTENTS** (for topic illustration): 1. The notion of fundamental freedom; 2. The protection of fundamental freedoms by the European Convention on Human Rights.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

#### **COURSE TITLE: ADMINISTRATIVE PROCEDURES**

**CODE:** D17APL671

**ECTS CREDITS:** 4

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** To acquire knowledge of the fundamental notions of administrative law in the European Union.

**COURSE CONTENTS** (for topic illustration): 1. Introductory notions; 2. The European administrative space.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

#### **COURSE TITLE: EMPLOYMENT AND SOCIAL SECURITY LAW**

**CODE:** D17APL563

**ECTS CREDITS:** 4

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** The students will acquire knowledge in the field of employment law, will become familiar with the employment regulatory framework and the protection of social security and social assistance rights, as well as the skills for approaching an employment litigation.

**COURSE CONTENTS** (for topic illustration): General view on employment law: definition, the object of employment law; the employment legal relation; the principles of employment law; the

sources of employment law; 2. Collective employment law; Social dialogue; Employers; Trade unions; Representatives of employees. International employment law; EU employment law.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

#### **COURSE TITLE: CIVIL PROCEDURE LAW**

**CODE:** D17APL672

**ECTS CREDITS:** 4

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** The students will acquire knowledge of the juridical regime of cases brought before a court of law, of the principles governing the civil trial, by analysing the practical aspects regarding the development of the trial before first instance courts and higher courts.

**COURSE CONTENTS** (for topic illustration): 1. Introduction to civil procedure law; 2. Fundamental principles of civil procedure law.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

#### **COURSE TITLE: FINANCIAL MANAGEMENT OF PUBLIC INSTITUTIONS**

**CODE:** D17APL670

**ECTS CREDITS:** 4

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** The student will understand the necessity and functioning of financial management of the public institutions.

**COURSE CONTENTS** (for topic illustration): The notion, importance and principles of financial management in public institutions.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Verification (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

#### **COURSE TITLE: PROJECT MANAGEMENT**

**CODE:** D17APL674

**ECTS CREDITS:** 4

**TYPE OF COURSE:** specialised course

**COURSE OBJECTIVE(S):** The student will understand the necessity and functioning of project management.

**COURSE CONTENTS** (for topic illustration): The notion, importance and principles of project management.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Verification (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

<b>COURSE TITLE: STRATEGIC MANAGEMENT</b>
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**CODE:** D17APL675

**ECTS CREDITS:** 4

**TYPE OF COURSE:** complementary course

**COURSE OBJECTIVE(S):** The student will understand the necessity and functioning of strategic management.

**COURSE CONTENTS** (for topic illustration): The notion, importance and principles of strategic management.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Verification (mid-semester evaluation 20% of the final grade + final evaluation 80% of the final grade)

### **MASTER'S DEGREE PROGRAMMES**

The educational offer of the Faculty of Law – Master's Degree programmes – is available by visiting the following links:

All Master's Degree programmes are available at: <http://drept.ucv.ro/master/planuri-de-invatamanant.html>

The Human Rights Master's Degree programme is available at: <http://drept.ucv.ro/master/master-droits-de-l-homme.html>

The Business Law Master's Degree programme is available at: <http://drept.ucv.ro/en/index.php/admission/master-studies-admission-2017#>



# Faculty Letters

of

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## Bachelor's Degree

# Faculty of Letters

**Duration: 3 years**

**No. of credit points: 180**

Field: *Language and Literature*

Programme title:

Romanian Language and Literature - Modern Language and Literature (English, French, Italian, German, Spanish); full-time and Distance Learning programmes)

Romanian Language and Literature - Modern Language and Literature (French, English) (Centre of Drobeta-Turnu Severin)

Romanian Language and Literature - Latin Language and Literature

Modern Language and Literature (A) English - Modern Language and Literature (B) (French, Italian, German, Spanish/ Latin Language and Literature

Modern Language and Literature (A) French - Modern Language and Literature (B) (English, Italian, German, Spanish/ Latin Language and Literature

Field: *Applied Modern Languages*

Programme title: Translation and Interpreting (English, French)

Field: *Communication Sciences*

Programme title:

Communication and Public Relations

Journalism

Field: *Music*

Programme title:

Music Studies

Vocal Performance (canto)

Musical Performance (musical instruments)

Field: *Drama and Performing Arts*

Programme title: Performing Arts (Acting)

Field: *Education Sciences*

Programme title:

Pedagogy of Primary and Pre-school Education

Pedagogy of Primary and Pre-school Education (Centre of Drobeta-Turnu Severin)



Duration: 2 years

No. of credit points: 120

Field: *Philology*

Programme title:

English Language Studies and Anglo-American Literature

Romanian Language and Literature Studies

French, Teaching Methodology and Literatures within the Francophone Space

Translation and Terminology within the European Context (English, French, German)

Paradigms of Organisational Communication

Field: *Education Sciences*

Programme title:

Coaching and Career Development (Centre of Drobeta-Turnu Severin)

Education Management

Field: *Drama and Performing Arts*

Programme title: Actor's Art

Field: *Music*

Programme title: Contemporary Romanian Musical Art

FIELD: LANGUAGE AND LITERATURE  
 PROGRAMME TITLE: ROMANIAN LANGUAGE AND LITERATURE (A) – MODERN LANGUAGE AND LITERATURE (B) (ENGLISH, FRENCH, ITALIAN, GERMAN, SPANISH) – FULL TIME AND DISTANCE LEARNING PROGRAMMES;  
 ROMANIAN LANGUAGE AND LITERATURE (A) – MODERN LANGUAGE AND LITERATURE (B) (ENGLISH, FRENCH) – CENTRE OF DROBETA-TURNU SEVERIN;  
 ROMANIAN LANGUAGE AND LITERATURE (A) – LATIN LANGUAGE AND LITERATURE  
 BACHELOR'S DEGREE

1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER

**COURSE TITLE: GENERAL LINGUISTICS**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** presenting a brief history of linguistics in order to provide an overview of the main theories and trends over time; introducing some linguistic notions that are useful for students' training in studying the languages they have enrolled for; acquainting students with a new perspective on the structure and evolution of languages; integrating the languages studied by students into the broader context of a typological and genealogical classification; acquainting students with notions of communication theory so that they can acquire some skills for analyzing the non-literary discourse

**COURSE CONTENTS:** Language theories that led to the shaping of linguistic research: the creation of descriptive grammars in the Greek-Latin Antiquity, Medieval speculative grammars (the interest in language philosophy, realism and nominalism), the rationalism and empiricism of the 17th and 18th century grammars, the actual foundation of linguistics. The subject of linguistics: Synchronic linguistics and diachronic linguistics, the connection of linguistics with other fields of study. A short history of linguistic concepts until the 20th century (2h) Saussurean Linguistics, conceptual dichotomies: language-speech, syntagmatic-paradigmatic relations, signified and signifier, synchrony-diacrony. Methodology: methods used by other sciences too, methods proper to linguistics, comparative-historical method, modern methods. Language origin. Language-thinking and language-society relationships. Language as a social phenomenon. Language studies: phonetics / phonology, morphology, syntax, semantics, lexematics. The linguistic sign: Ferdinand de Saussure's theory, the meanings of the linguistic sign, the characteristics of the linguistic sign, arbitrary and motivated signs. The communication process (issuing, transmitting and receiving the message, the limits of language communication). The stylistic ramifications of language (functional

styles). The anthropological ramifications of language (children's language, women's language). The comparative-historical method. The principles of the method. The regularity of phonetic changes. Modern methods (structuralism). Structuralist schools. Substitution. Distribution. Immediate constituent analysis. Classification of languages. Genealogical classification. Typological classification.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: CONTEMPORARY ROMANIAN LANGUAGE. PHONETICS. PHONOLOGY. ORTHOGRAPHY**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** providing an overview of the subject *Romanian Contemporary Language (LRC)* as a synchronous study (objectives and technical terms); deepening the knowledge of the phonetic-phonological system.

**COURSE CONTENTS:** *LRC* - investigated reality and patterns. The phonological system of the Romanian language: phonemes and combinatory allophones, the syllable, suprasegmental units, writing-speaking relationship.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: ROMANIAN LITERATURE (UP TO ENLIGHTENMENT)**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** acquiring the fundamental notions in the field of Romanian literature; the ability to translate these skills into practice; the ability to present the specialty bibliography; competent interdisciplinary correlation ability; the ability to analyze and synthesize the content; the ability to produce coherent speech.

**COURSE CONTENTS:** The emergence of humanist ideas in Europe and the special case of the Romanian Countries. Romanian baroque. Early chronicles in Romanian. Grigore Ureche's chronicle. Miron Costin's chronicle. Ion Neculce's chronicle. The contribution of Wallachian chroniclers to the development of the old literature. Steward Constantin Cantacuzino. Dimitrie Cantemir's biography. Ecclesiastical discourse. Varlaam's homily. Dosoftei's psalm book, Antim Ivreanul's Didahia manuscript. The birth of the luminist ideas in Europe and their import into the Romanian Countries. The historians of the Transylvanian School: Samuil Micu, Gheorghe Șincai, Petru Maior. I. Budai Deleanu as a modern writer. Țiganiada (The Gypsies' Camp).

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: LATIN****ECTS CREDITS:** 3**TYPE OF COURSE:** Compulsory, complementary

**COURSE OBJECTIVE(S):** Acquainting students with the main aspects of Roman institutional influences on European civilization; understanding the cultural process of the emergence of Roman civilization; acquainting students with the features of each Latin part of speech, learning and deepening the fundamental Latin grammatical notions; recognizing the Latin parts of speech and their characteristics; acquiring the ability to analyze and compare Latin in relation to the other Romance languages and more; analyzing the nouns, pronouns, adjectives and verbs selected from texts; acquiring the notions of Roman civilization; interpreting the Latin influence on European languages; Understanding the evolutionary processes of Latin.

**COURSE CONTENTS:** Introduction. The Latin alphabet and writing. Pronunciation rules. Writing; The noun: Declensions. Exceptions. Exercises; The legend of the founding of Rome; The adjective. Adjective classes. Comparison of adjectives. Irregular Adjectives. Exceptions. Exercises; The political organization of ancient Rome. Magistracies; The pronoun. Personal pronoun. Reflexive pronoun. Possessive Pronoun. Demonstrative pronoun. Relative pronouns. Interrogative pronoun. Indefinite pronoun. Exercises; The numeral. Cardinal numerals. Ordinal numerals. Distributive numerals. Adverbial numerals. Exercises. Roman performances, games and celebrations. The verb *sum, esse, fui*.

**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Oral Examination**COURSE TITLE: FOLK CULTURE AND CIVILISATION****ECTS CREDITS:** 3**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** acquiring the definitions and concepts of the main folk culture "segments"; analyzing specialized texts; interpreting texts taking into account the theoretical knowledge.

**COURSE CONTENTS:** Folk culture and folklore - Delimitations. The concept of folk culture. Spiritual and material folk culture. Ritual and ceremony poetry - the funeral. The poetry of calendar customs. The Song of the Dawn - The Song of the Fir. The carol - Typologies.

**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Examination**COURSE TITLE: OPTIONAL COURSE A1 LITERATURE (INTERTEXTUALITY, PALIMPSEST, REWRITING)****ECTS CREDITS:** 2**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** assimilating the main theories of dialogism, intertextuality and rewriting with a view to applying them on text corpora from the Romanian or universal literature.

**COURSE CONTENTS:** The theory of intertextuality (an interdisciplinary approach). Genealogy of the concept: Mihail Bahtin. Julia Kristeva, Tel-Quel Group. Subsequent theoretical models. Genette's *Palimpsests* and the categories of *transtextuality*. Forms of intertextuality in a narrow sense. Forms of intertextuality / hypertextuality: pastiche, parody, *à la manière de*, rewriting. Intertextuality in diachrony: Examples from various periods and literary movements.

**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Examination**SUBJECT OF STUDY: SPORTS****ECTS CREDITS:** 3**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Acquisition of minimal sports terminology regarding rules and regulations, practice methods, parameters, dosing, hygiene, physiology of physical effort, planning and effects of various body training, notions of tactics; Acquisition of active strategies to secure effective and continuous feed-back; Facilitating harmonious physical development by constantly acting on the proportionality of muscle groups, preventing the installation of deficient attitudes and correcting physical deficiencies signalled in the segments and the spine; Compliance with professional deontology rules (teacher's code of ethics) based on explicit value options; Team-work spirit development to solve different learning tasks; Application of specific methods to improve personal and professional development plans.

**COURSE CONTENTS:** Complex corrective practice with prophylactic character; Skills. Bilateral sports games; Speed control. Bilateral sports games; Bilateral sports games; Resistance; Bilateral sports games. Force.

**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** A/R**COURSE TITLE: LIBRARY SKILLS****ECTS CREDITS:** 2**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** acquiring the theoretical knowledge of the history and development of book sciences and libraries; presenting some modern approaches to current research, as well as acquiring practical knowledge of library organization.

**COURSE CONTENTS:** Bibliology – the general science about writing, books and library. The history of writing and the history of the book. The history of printing. The history of libraries. Bibliological branches: library skills, bibliophily, bibliography; bibliopepsy, bibliotaxi, ex libris.

Research technique. Documentation technique. Methods and techniques for organizing libraries. Methods and techniques for the functioning of libraries. The social function of library in various historical periods. V. Urechia's contribution to the setting up of libraries in Romania. Knowing the reader and his/her requests. Library legislation.

**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Examination

1<sup>ST</sup> YEAR, 2<sup>ND</sup> SEMESTER

**COURSE TITLE: LITERATURE THEORY**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** initiating the students into the field by offering a synthetic perspective on the working concepts and by the detailed exposure of the main sub-domains: the heteronomous connections of literature, the theory of genres, the theory of literary interpretation.

**COURSE CONTENTS:** The place of this subject in the current literary research. Literature specificity. Extension vs. intension. Essential concepts: classicism, romanticism, baroque, realism, modernism, postmodernism. The theory of reading and interpretation. Border speeches.

**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: CONTEMPORARY ROMANIAN. VOCABULARY. SEMANTICS.**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** acquainting students with specific contents of contemporary Romanian, of the structure and dynamics of current Romanian vocabulary.

**COURSE CONTENTS:** Romanian lexicology. The word - lexical unity. Word structure; etymological motivation. The word and phraseological unit. The vocabulary as a set of words. The etymological structure of contemporary Romanian vocabulary (inherited words, loans, internal formations - means of word formation, foreign words, words having unknown etymology). Lexical-Semantic Relations. Word family. The lexical-semantic field. Contemporary Romanian Lexicography.

**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: ROMANIAN LITERATURE (FROM ENLIGHTENMENT TO JUNIMISM)**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** acquiring the fundamental notions in the field of Romanian literature; the ability to translate these skills into practice; analysis and interpretation skills; the ability to present the specialty bibliography.

**COURSE CONTENTS:** Neo troubadourish Poetry I: Văcărești Poets, Costache Conachi. Neo troubadourish Poetry II: Barbu Paris Mumuleanu, Anton Pann. Romantic Manifestos in Europe and in the Romanian Countries. Romantic Poetry I: Ion Heliade Rădulescu, Grigore Alexandrescu. Romantic Poetry II: Dimitrie Bolintineanu, Vasile Alecsandri. Romantic Prose I: Costache Negruzzi, Nicolae Bălcescu. Romantic Prose II: Ion Ghica, Alecu Russo. Romantic Prose III: Vasile Alecsandri, Nicolae Filimon. Romantic Prose IV: Nicolae Gane, Alexandru Odobescu. Romantic Dramaturgy I: B. P. Hașdeu. Romantic Dramaturgy II: Vasile Alecsandri. Junimea and Junimism.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**BIBLIOGRAPHY:**

**COURSE TITLE: FOLK CULTURE AND CIVILISATION**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** acquiring the definitions and concepts related to the main folk culture "segments"; analyzing some specialized texts; interpreting texts taking into account the theoretical knowledge.

**COURSE CONTENTS:** Folk literature. The novelistic tale. The animal tale. The folk legend: functions, typology. The story about contemporary events. The anecdote: features, typology, characters.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: OPTIONAL COURSE A1 LANGUAGE (PROPER USE OF ROMANIAN)**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** acquiring terminological and conceptual knowledge as regards norms / deviations; providing an overview of the academic model of expression;

**COURSE CONTENTS:** The correct Romanian language - functional reality and prescription. Language vs. speech. System / norm / speech. Semiotic / social / situational. Intelligible / Traditional / Appropriate. Social norm vs. academic norm. Description vs. prescription. Language as an academic model. Language cultivation. Prestige, influence, orientation, adoption, imitation, landmark. The linguistic ambience and the Romanian language teacher.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**SUBJECT OF STUDY: LATIN**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** - initiating students in the Latin language, civilization and culture; the

formation of morphological analysis and translational skills of a Latin text; understanding the general mental frameworks active in the Latin civilization space, respectively of the values and human models inherited in the European cultures; understanding the role of the Latin language in transmitting Christianity to the western area; circumscribing Christian literature in Latin, familiarizing with Christian literature texts, highlighting differences that appeared in Christian Latin versus classical Latin; awareness of continuity, especially in the ethical values, between Latin culture and civilization and descending European cultures; the propagation of a specific anthropological model, especially through Christian theological discourse (largely written in Latin).

**COURSE CONTENTS:** Introduction to Latin morphosyntax: fundamental notions. Nominal group: adjective morphology. The nominal group: pronoun morphology. Introduction to the Latin verb morphosyntax. The conjugation system in Latin. Introduction to Latin civilization and culture. The evolution of the mental and institutional framework in Rome (periodization of the Roman history). The Roman axiological repertoire reported to the different institutional frameworks (kingdom, republic, empire). Mental structures and human models: the Roman civil ideal. Roman Law. Everyday life: Roman dwelling, family and its rites. Roman religion from polytheism to pro-Christianity. Latin literature (periodization, literary genres, representatives). Vocabulary. Latin inherited words.

**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Oral Examination

**COURSE TITLE: Internship**

**ECTS CREDITS:** 3

**YEAR/SEMESTER:** 1/2

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** adequate knowledge and understanding of the activity in the practice center; explaining and interpreting specific actions in well-defined contexts; the critical and constructive thinking in assimilating the norms that govern the activity of the institution hosting the internship.

**COURSE CONTENTS:** Collecting and systematizing important data regarding the activity field and specificity of the partner institution hosting the internship. Specifying the mission, organization, structure and program of the partner institution. Studying the documents that establish, regulate and support the activity of the institution. Assisting at specific activities carried out by the tutor or the institution staff. Participating in the tutor's training on the exigencies and difficulties of practicing the specific activities by students. Drawing up / filling in some functional texts specific to the current activities in the institution. Settling the research topic together with the tutor (I.1). Structuring a presentation of the research material. Documentation and data

essentialization for the Student Internship Project (II). Group revision of the activities carried out by discussing the benefits and difficulties and filling in the Activity Sheet (I.3) including the day, the time interval and the activity carried out. Making a synthesis report on the personal activity in the internship center and presenting it in front of the tutor in order to be evaluated.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral Examination

**BIBLIOGRAPHY:** it may be requested/recommended by the practice tutor.

**SUBJECT OF STUDY: SPORTS**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Acquisition of minimal sports terminology regarding rules and regulations, practice methods, parameters, dosing, hygiene, physiology of physical effort, planning and effects of various body training, notions of tactics; Acquisition of active strategies to secure effective and continuous feed-back; Facilitating harmonious physical development by constantly acting on the proportionality of muscle groups, preventing the installation of deficient attitudes and correcting physical deficiencies signalled in the segments and the spine; Compliance with professional deontology rules (teacher's code of ethics) based on explicit value options; Team-work spirit development to solve different learning tasks; Application of specific methods to improve personal and professional development plans.

**COURSE CONTENTS:** Complex corrective practice with prophylactic character; Skills. Bilateral sports games; Speed control. Bilateral sports games; Bilateral sports games; Resistance; Bilateral sports games. Force.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** A/R

**COURSE TITLE: LIBRARY SKILLS**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** acquiring the theoretical knowledge of the history and development of book sciences and libraries; presenting some modern approaches to current research, as well as acquiring practical knowledge of library organization.

**COURSE CONTENTS:** Bibliology – the general science about writing, books and library. The history of writing and the history of the book. The history of printing. The history of libraries. Bibliological branches: library skills, bibliophily, bibliography; bibliopepsy, bibliotaxi, ex libris. Research technique. Documentation technique. Methods and techniques for organizing libraries. Methods and techniques for the functioning of libraries. The social function of library in various



historical periods. V. Urechia's contribution to the setting up of libraries in Romania. Knowing the reader and his/her requests. Library legislation.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

## 2<sup>ND</sup> YEAR, 1<sup>ST</sup> SEMESTER

### COURSE TITLE: ROMANIAN ETHNOLOGY

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Describing and exemplifying the evolution of Romanian ethnology. Explaining the evolution forms of Romanian ethnology. Explaining some key concepts for understanding ethnology. Acquainting students with the terminology proper to ethnological research. Acquainting students with the main research techniques and methods used in Romanian ethnology.

**COURSE CONTENTS:** Ethnology as science. Ethnology - terminology, definitions. Main schools, trends, orientations in ethnology.

Classical methods in ethnological research. Modern methods in ethnological research. Modern methods that have become classical in ethnological research. Trends and directions of Romanian ethnology.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

### COURSE TITLE: CONTEMPORARY ROMANIAN MORPHOLOGY (NOUN-PRONOUN)

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** becoming aware of lexical-grammatical classes, like the noun, adjective, numeral, pronoun. Identifying and explaining specific grammatical categories. Acquiring terminological knowledge proper to morphosyntax.

**COURSE CONTENTS:** The morpheme and the morphemic structure of the word. The noun and noun phrases. The adjective and adjective phrases. The numeral. The pronoun and pronominal adjectives. Pronominal phrases. Morphosyntactic analysis.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

### COURSE TITLE: ROMANIAN LITERATURE FROM 1867 UP TO THE FIRST WORLD WAR. AESTHETIC PRINCIPLES. POETRY

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Acquainting students with the most important moments of poetry history in the second half of the 20th century and with the critical and theoretical bibliography; discussing the relationship between literary doctrines (ideologies and group poetics) and the originality of individual

creations.

**COURSE CONTENTS:** Junimea and "Convorbiri literare" ("Literary Conversations"). Stages. Principles. Titu Maiorescu. "general synthesis in attack" method. The principle of aesthetic autonomy. The theory of forms without substance. Mihai Eminescu. Poetic arts. Cosmogonic vision and romanticism "Biedermeier". Gnostic poetry. The poetry of love and nature. Al. Macedonski. Romantic poetics: Noptile ("Nights"). Parnassian aesthetics: Rondels. Attempts to renew the lyrical expression (the "modernity complex").

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

### COURSE TITLE: HISTORY OF ROMANIAN LANGUAGE

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Acquainting students with the most important moments of Romanian language evolution and with the theories regarding the territory and the period of Romanian language formation. Acquiring the notions regarding the constitutive elements of Romanian language (substratum, stratum, superstratum, adstratum, influences). Becoming familiar with the features of common Romanian language. Recognizing and explaining the characteristics of Romanian language as a Romance language, as well as the features that individualize it.

**COURSE CONTENTS:** The history of Romanian language - Purpose. Research Methods. Sources. Romanian language - A Romance language.

The formation of Romanian language and the Romanian people - territory and period. Theories on this topic. The constituent elements of Romanian language: the Thracian-Dacian substratum, the Latin stratum, the Slavic superstratum, the influences. Common Romanian language. Convergent and divergent features. Breakage of common unity. The formation of the Romanian language dialects. First attestations. Elements of historical phonetics and morphology.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral Examination

### COURSE TITLE: OPTIONAL COURSE A2 LITERATURE (TEXT INTERPRETATION)

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** The course aims at acquainting students with the main aspects of literary hermeneutics and helping them to become capable of operating with different interpretative strategies so that they can enable, in turn, pupils' understanding of the studied works and stimulate their interest in literary reading. The course is conceived from an interdisciplinary perspective, correlating information from various fields of

knowledge: literary theory, critique and history, communication theory, theory of values, aesthetics, literature didactics, etc. In this way, the content of the course will offer them the possibility to make connections with other previously acquired knowledge in these fields, thus broadening the scope of literary text study.

**COURSE CONTENTS:** Hermeneutics and reading. Hermeneutics, interpretation. Types of hermeneutics. Indications and strategies of reading. Difficulties. Text types, approach types. Structural and aesthetic landmarks in interpretation. Using critical texts. Interpretation. What do we interpret? When do we interpret? Interpretation and understanding (comprehension). Related concepts: text "explanation" and "exegesis". The "literature" concept. Literature as a way of using language. Literature as a form of communication. The study of literary reception / reading. Reception and reading. Directions in literary reception / reading research. Two perspectives on the difficulty of literary texts. Working with literary texts. Comprehension aspects. Difficulty types. Signaling systems and reading orientation. Literary genres as reading landmark. Interpretative strategies. Values and attitudes in the interpretation of literary texts. Literary criticism objectives. Literary criticism functions. Types of criticism and critical texts. Objectivity and subjectivity. Reading literary criticism texts.

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: INTERNSHIP**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** adequate knowledge and understanding of the activity in the practice center; explaining and interpreting specific actions in well-defined contexts; the critical and constructive thinking in assimilating the norms that govern the activity of the institution hosting the internship.

**COURSE CONTENTS:** Collecting and systematizing important data regarding the activity field and specificity of the partner institution hosting the internship. Specifying the mission, organization, structure and program of the partner institution. Studying the documents that establish, regulate and support the activity of the institution. Assisting at specific activities carried out by the tutor or the institution staff. Participating in the tutor's training on the exigencies and difficulties of practicing the specific activities by students. Drawing up / filling in some functional texts specific to the current activities in the institution. Settling the research topic together with the tutor (I.1). Structuring a presentation of the research material. Documentation and data essentialization for the Student Internship Project (II). Group revision of the activities carried out by discussing the benefits and difficulties and filling in the Activity Sheet (I.3) including the day, the time interval and the activity carried out. Making a

synthesis report on the personal activity in the internship center and presenting it in front of the tutor in order to be evaluated.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral Examination

#### **SUBJECT OF STUDY: SPORTS**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory

**COURSE COURSE OBJECTIVE(S):** Acquisition of minimal sports terminology regarding rules and regulations, practice methods, parameters, dosing, hygiene, physiology of physical effort, planning and effects of various body training, notions of tactics; Acquisition of active strategies to secure effective and continuous feed-back; Facilitating harmonious physical development by constantly acting on the proportionality of muscle groups, preventing the installation of deficient attitudes and correcting physical deficiencies signalled in the segments and the spine; Compliance with professional deontology rules (teacher's code of ethics) based on explicit value options; Team-work spirit development to solve different learning tasks; Application of specific methods to improve personal and professional development plans.

**COURSE CONTENTS:** Complex corrective practice with prophylactic character; Skills. Bilateral sports games; Speed control. Bilateral sports games; Bilateral sports games; Resistance; Bilateral sports games. Force.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** A/R

**2<sup>ND</sup> YEAR, 2<sup>ND</sup> SEMESTER**

#### **COURSE TITLE: COMPARATIVE AND UNIVERSAL LITERATURE**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Acquiring proper knowledge of the notions specific to the course Comparative and Universal Literature; proper use and didactic exploitation of the notions specific to the course; explaining and interpreting the theoretical content of the course; explaining and interpreting the practical content of the course.

**COURSE CONTENTS:** THE LITERATURE OF ANCIENT GREECE. Tragedy – Emblematic speech for the Greek civilization and culture.

Sophocles - overview. Sophocles' "Antigone". OTHER MIDDLE AGES. Introduction to other Middle Ages. Conceptual horizon: "Long Middle Ages". Problematic horizon: the Medieval temporality. RENEWALS, NOT RENAISSANCE. The Renaissance from J. Burckhardt's perspective. The Renaissance from I.-P. Culianu's perspective. Fr. Rabelais (1494-1553) in M. Bahtin's reading. W. Shakespeare (1564-1616) in J. Kott's reading. THE 17TH CENTURY. Introduction to the "civilization of

classical Europe". The 17th century and the "Baroque century" from J. Rousset's perspective. The dream from Racine's and Calderón de la Barca's perspective - comparative horizon. The literature of classical Europe. Racinian tragedy: Fedra.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: CONTEMPORARY ROMANIAN. MORPHOLOGY (VERB-INTERJECTION)**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Acquiring knowledge of lexico-grammatical classes, the verb, the adverb, the preposition, the conjunction, the interjection. Identification and argumentation of specific grammatical categories. Acquiring terminological knowledge specific to morphosyntax.

**COURSE CONTENTS:** The Verb and verbal phrases. The adverb and adverbial phrases. The preposition and prepositional phrases. The conjunction and conjunctive phrases. The interjection and interjectional phrases. Morphosyntactic analysis.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: ROMANIAN LITERATURE FROM 1867 UP TO THE FIRST WORLD WAR. LITERARY IDEOLOGIES. DRAMATURGY. PROSE**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Acquiring knowledge of the basic operational notions of the course; developing the capacity to comprehend a theoretical text, to interpret a critical text, to make connections with other fields.

**COURSE CONTENTS:** The cultural-historical framework in Belle Époque; the evolution of Prose in Belle Époque; the evolution of dramaturgy in Belle Époque; the evolution of literary criticism in Belle Époque.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: HISTORY OF ROMANIAN LANGUAGE**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Acquainting students with the most important moments of Romanian language evolution and with the theories regarding the territory and the period of Romanian language formation. Acquiring the notions regarding the constitutive elements of Romanian language (substratum, stratum, superstratum, adstratum, influences). Becoming familiar with the features of common Romanian language. Recognizing and explaining the characteristics of Romanian

language as a Romance language, as well as the features that individualize it.

**COURSE CONTENTS:** The history of Romanian language - Purpose. Research Methods. Sources. Romanian language – A Romance language.

The formation of Romanian language and the Romanian people - territory and period. Theories on this topic. The constituent elements of Romanian language: the Thracian-Dacian substratum, the Latin stratum, the Slavic superstratum, the influences. Common Romanian language. Convergent and divergent features. Breakage of common unity. The formation of the Romanian language dialects. First attestations. Elements of historical phonetics and morphology.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral Examination

**COURSE TITLE: OPTIONAL COURSE A2 LANGUAGE (PUNCTUATION)**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** acquiring terminological and conceptual knowledge for the study of punctuation rules/deviations; providing an overview of the punctuation as regards the academic model of expression; deepening the knowledge of standard Romanian language system.

**COURSE CONTENTS:** Punctuation marks. Introduction. Simple marks. Double marks. Adjoining marks. Substitutions of marks. Breaks, intonation and punctuation marks. Breaks. Intonation. Punctuation and spelling. Using punctuation marks. The full stop. The question mark. The exclamation mark. Suspension points. The colon. The dash. The comma. The semicolon. The brackets. The quotation marks. The hyphen. The dialogue line. The slash.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: INTERNSHIP**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** adequate knowledge and understanding of the activity in the practice center; explaining and interpreting specific actions in well-defined contexts; the critical and constructive thinking in assimilating the norms that govern the activity of the institution hosting the internship.

**COURSE CONTENTS:** Collecting and systematizing important data regarding the activity field and specificity of the partner institution hosting the internship. Specifying the mission, organization, structure and program of the partner institution. Studying the documents that establish, regulate and support the activity of the institution. Assisting at specific activities carried out by the tutor or the institution staff. Participating in the tutor's training on the exigencies and difficulties of practicing the

specific activities by students. Drawing up / filling in some functional texts specific to the current activities in the institution. Settling the research topic together with the tutor (I.1). Structuring a presentation of the research material. Documentation and data essentialization for the Student Internship Project (II). Group revision of the activities carried out by discussing the benefits and difficulties and filling in the Activity Sheet (I.3) including the day, the time interval and the activity carried out. Making a synthesis report on the personal activity in the internship center and presenting it in front of the tutor in order to be evaluated.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral Examination

**SUBJECT OF STUDY: SPORTS**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory

**COURSE COURSE OBJECTIVE(S):** Acquisition of minimal sports terminology regarding rules and regulations, practice methods, parameters, dosing, hygiene, physiology of physical effort, planning and effects of various body training, notions of tactics; Acquisition of active strategies to secure effective and continuous feed-back; Facilitating harmonious physical development by constantly acting on the proportionality of muscle groups, preventing the installation of deficient attitudes and correcting physical deficiencies signalled in the segments and the spine; Compliance with professional deontology rules (teacher's code of ethics) based on explicit value options; Team-work spirit development to solve different learning tasks; Application of specific methods to improve personal and professional development plans.

**COURSE CONTENTS:** Complex corrective practice with prophylactic character; Skills. Bilateral sports games; Speed control. Bilateral sports games; Bilateral sports games; Resistance; Bilateral sports games. Force.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** A/R

**3<sup>RD</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: CONTEMPORARY ROMANIAN. SYNTAX (STRUCTURES AND SYNTACTIC RELATIONS)**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Knowledge and understanding of various concepts and theories in the field of Romanian grammar. Developing the skills to analyze syntactically various phrases in use. Acquiring active strategies for achieving a continuous and operative feed-back.

**COURSE CONTENTS:** Introduction to syntax. Elements of structural and generative grammar. Syntactic units and structures (The word. The

sentence part. The simple sentence. The complex sentence. The utterance. Syntactic phrases). Syntactic Relations (Coordination. Dependency. Equivalence).

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: ROMANIAN LITERATURE (INTERWAR PERIOD)**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** becoming acquainted with the Romanian literary phenomenon in all genres through significant and illustrative events, works and authors; understanding the aesthetic specificity and the contexts of occurrence; explaining the production and reception of literature through poetics, namely by efficient and appropriate methods; developing some personalized interpretation skills.

**COURSE CONTENTS:** The principles of the inter-war poetry course. Literary history method. The criteria of poetic aesthetics. Premodernism. Poetic models. "Thinker" Traditionalism. Poetic symbolism. Modernism and Symbolism (after E. Lovinescu). E. Lovinescu's understanding of Symbolism. G. Călinescu's understanding of Symbolism. Symbolist Poets. AVANGARDISM AND SUPRARALISM. MODERNISM AND TRADITIONALISM. "ALBATROS GROUP" AND "SIBIU CIRCLE". PROSE. POETIC PROSE. Between Modernism, Symbolism, Experimentalism. EPIC RESTRUCTURES (I) Oneiric and erotic Psychologism. Analytics. EPIC RESTRUCTURES (II). EPIC POLYVALENCE. EXPRESSIONIST PROSE. AVANT-GARDE PROSE. THEATER. CRITICISM. LITERARY HISTORY. ESSAY (I). Narrative criticism. Aesthetic vs. cultural. Aestheticism. The third Maiorescian generation. *Criterion*.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: ROMANIAN IN USE**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** The course aims at acquainting the students with the main modern literary research methods and techniques. Students will become acquainted with the means of bibliographic information in this field, and with the current methods of collecting the material that is going to be studied so that students can acquire the writing techniques not only of a large-scale scientific work but also of smaller length (scientific report, review, short research study, scientific paper). The course aims to provide students with the necessary skills for their future work as philologists, therefore the lectures are oriented towards contents having a practical purpose, such as observing the research, elaboration, drafting and editing techniques of

scientific works, developing reading and research skills, correctly interpreting the information provided by dictionaries, developing the critical thinking.

**COURSE CONTENTS:** Introduction to the thematic universe of the study. The concept of philology. The philologist's work. The importance of knowing the rules and principles of drawing up a scientific text. Features of the scientific style. The structure of a scientific text. Forms of scientific texts (Note. Review. Report. Article. Study. Prolegomena. Treatise. Compendium. Workbook. Essay. Scientific paper. Lecture. DoctOral thesis. BA thesis. Teacher certification thesis). The critical apparatus of a scientific paper. Bibliography. Editing the index. Originality. Proofreading of the scientific text. Editing notions. BA thesis.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: OPTIONAL COURSE A3  
LANGUAGE (HISTORY OF ROMANIAN LITERARY  
LANGUAGE)**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** Initiating students into the field by providing them with a global perspective on the history of the subject. Acquainting students with some fundamental concepts for understanding the COURSE TITLE: the concept of literary language. The standardized nature of literary language. The refined nature of literary language.

**COURSE CONTENTS:** Periodization of the history of Romanian literary language. Styles of Romanian literary language (general presentation). Highlights of Romanian literary language evolution (the old period: the development of literary language up to 1780). Highlights of Romanian literary language evolution (the modern period: 1780-1836, 1836-1881). Problems of Romanian literary language in the 20th century.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: OPTIONAL COURSE A3  
LITERATURE (FUNDAMENTAL WRITERS: TUDOR  
ARGHEZI AND LUCIAN BLAGA)**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** Acquainting students with the inter-war Romanian literary phenomenon, especially as regards the poetic side; identifying the forms of collaboration between literature and the religious (Arghezi) / philosophical (Blaga) world; recognizing some texts that are representative of the two authors' themes and stages of creation; understanding the aesthetic specificity and the contexts of achieving lyricism; acquiring some personalized poetry interpretation skills.

**COURSE CONTENTS:** The life and work of Tudor Arghezi; The life and work of Lucian Blaga

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: OPTIONAL COURSE A4  
LANGUAGE (DYNAMICS OF LEXICAL SEMANTICS)**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** Initiating students into the field by providing them with a global perspective on the history of the subject, stressing the importance of semantics. Acquiring fundamental concepts for understanding the internal mechanisms of language.

**COURSE CONTENTS:** Terminology specifications and delimitations. Classification of lexical units according to the relationship between their form and meaning. Defining, exemplifying and commenting on the notions of *meaning* and *significance*. The semic structure of Romanian vocabulary. Semantic Relations. Changes in meaning.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: OPTIONAL COURSE A4  
LITERATURE (FUNDAMENTAL WRITERS: LIVIU  
REBREANU AND CAMIL PETRESCU)**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** the course entitled *Fundamental Writers. Liviu Rebreanu and Camil Petrescu* aims at acquainting students with the works of the writers Liviu Rebreanu and Camil Petrescu and approaching less studied aspects of their works, such as Camil Petrescu's short stories and diaries and Liviu Rebreanu's short stories.

**COURSE CONTENTS:** Camil Petrescu's work - overview. Camil Petrescu and French influence. Camil Petrescu - the novelist: Proustian influence. Camil Petrescu - novelist: Gidian influence. Camil Petrescu - novelist. Camil Petrescu - Author's Diary. Camil Petrescu - Travel journal. Liviu Rebreanu's work - overview. Rebreanu's social novel. Rebreanu's psychological novel. Style and narrative in Liviu Rebreanu's novelistic work. Liviu Rebreanu - novelist. Liviu Rebreanu and Camil Petrescu: critical reception.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: OPTIONAL COURSE A5  
LITERATURE (IMAGINARY THEORIES)**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** acquiring knowledge of the main concepts of imaginary theory with a view to applying them to the study of literature.

**COURSE CONTENTS:** Imaginary theories - an interdisciplinary epistemological "constellation". Iconology and imagology, deconstruction of the



iconic sign. Psychoanalysis and its literary applications. Aspects of mythological imaginary. Literary mythographies in palimpsests (modern and postmodern rewritings).

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: OPTIONAL COURSE A5  
LANGUAGE (NEOLOGISMS IN ROMANIAN)**

**ECTS CREDITS:** 1

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** Deepening the knowledge of the category of neologisms which leads to the enrichment and modernization of Romanian vocabulary. Providing an overview of neologisms in current Romanian by taking into account: etymological characteristics, the adaptation to the Romanian linguistic system, their use in functional languages, semantic relations with other lexical categories (synonyms, antonyms etc.), lexicographic reflex, consequences on current Romanian vocabulary.

**COURSE CONTENTS:** Lexical borrowings in Romanian. The concept of *neologism* (various opinions). Considerations on the need of neologisms in Romanian. Short history. Characteristics of neologisms related to the modernization of Romanian language. Multiple etymology. Neologisms from a lexical-semantic perspective (lexical series, word family, etc.). Stylistic diversity and neologisms. Historical overview. Neologisms in Romanian and the international lexicon. Strengthening the Latinity of Romanian language by Latin-Romance base forms and affixes. Neologisms in current Romanian – a lexicographic reflex.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**3<sup>RD</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: CONTEMPORARY ROMANIAN.  
SYNTAX (SYNTACTIC FUNCTIONS)**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Knowledge and proper use of specific notions belonging to the syntactic level of language; acquiring and correctly using the concepts of: syntactic unit, syntactic relation, syntactic function; acquiring the skills to identify and correct the deviations from the norms of Romanian literary language as regards the syntactic construction; the correct interpretation of all the elements related to syntactic functioning; acquiring some methods and procedures of syntactic transformations in order to obtain some speech construction variants.

**COURSE CONTENTS:** Syntactic functions. Predicate and predication. Objects (Changes in Romanian Grammar - GARL). Adverbial modifiers (Changes in

Romanian Grammar - GALR). Attribute and apposition.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: ROMANIAN LITERATURE (POST-  
WAR PERIOD)**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Acquainting the students with the post-war Romanian literary phenomenon in all genres through significant and representative facts, works and authors; understanding the specificity of the Aesthetic and its contexts of occurrence; acquiring personalized skills of literature interpretation.

**COURSE CONTENTS:** Literature in the period of Ideological Dogmatism; Post-war lyric; Post-war prose; Literary post-war theory and critique.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: ROMANIAN IN USE**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Acquainting students with the orthographic, orthoepic and morphological norms of Romanian language.

**COURSE CONTENTS:** Orthography and Orthoepy. Hypercorrectness. Agreement in Romanian. Pleonasm.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: OPTIONAL COURSE A3  
LANGUAGE (MOOD, MODALITY, EVIDENTIALITY  
IN CONTEMPORARY ROMANIAN)**

**ECTS CREDITS:** 1

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** The course aims at forming the theoretical skills that allow to situate and define the field of the *semantics of modalities* among language sciences; highlighting the peculiarities of expressing modality (epistemic, deontic and appreciative) and / or evidentiality in contemporary Romanian; acquainting students with the semantic-pragmatic and / or contrastive analysis (as regards Romance languages) of the language aspects previously presented; optimal and creative exploitation of students' own potential in scientific activities.

**COURSE CONTENTS:** Theoretical perspectives: the field of modality and modalisation; verb mood - modality operator, modality in logic, modality in language fields of study; Modality types. The structure of the modalised statement; Classes of modalisers in contemporary Romanian; actual epistemic modality: forms of manifestation in contemporary Romanian; Evidentiality and its marks in contemporary Romanian; Deontic modality

(actual deontic modality, volitional-desiderative modality) and appreciative (evaluative) modality.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: OPTIONAL COURSE A3 LITERATURE (FUNDAMENTAL WRITERS: NICHITA STĂNESCU AND MARIN SORESCU)**

**ECTS CREDITS:** 1

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** Providing an overview of post-war conventions and literary codes and an analytical description of ideological contexts with a view to acquiring some fundamental concepts such as those of neo-modernism, postmodernism, intertextuality etc .; Assimilating the main critical speeches of the 7th and 8th decades about the work of the two poets, as well as identifying the strategies, poetics and elements that were handed down to the next creation generations; Developing exegetic and hermeneutical skills.

**CONTENTS:** Neomodernist fund: ideas, contexts, references, aesthetic veins; '60s generation: texts and contexts; Nichita Stanescu's Neomodernist triptych; dialectics of Nichita Stanescu's Neomodernism; Marin Sorescu: *the other Neomodernist*; poetry un-solemnisation; transgression of Neomodernism.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: OPTIONAL COURSE A4 LANGUAGE (DIALECTOLOGY)**

**ECTS CREDITS:** 1

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** Acquiring general knowledge of Dialectology. Acquiring specialized terminology. Knowledge of the dialectal structure of Daco-Romanian. Knowledge of the main phonetic, morphosyntactic and lexical features of Daco-Romanian subdialects.

**COURSE CONTENTS:** The purpose of Dialectology. The link between Dialectology and other disciplines. Territorial varieties of language (dialect, subdialect, speech, subspeech); transition speeches and mixed speeches. The interdialect, the idiolect. Criteria for differentiating between language and dialect. Linguistic Geography. Linguistic maps of Romanian language. Daco-Romanian. Dialectal Structure. Describing dialectal varieties: area, the main phonetic, morphosyntactic and lexical typology features.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: OPTIONAL COURSE A4 LITERATURE (MARIN PEDA AND NICOLAE BREBAN)**

**ECTS CREDITS:** 1

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** Acquainting students with the specificity of Marin Preda's and Nicolae Breban's literary works; Forming fiction and non-fiction text reading and interpretation skills; Deepening the knowledge of Romanian literature history (periods, movements, genres, writers).

**COURSE CONTENTS:** The life and work of Marin Preda; The life and work of Nicolae Breban.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: Optional course A5 language (History of writing and the book)**

**ECTS CREDITS:** 1

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** acquainting students with concepts of the history of writing which is discussed in linguistics under the heading of "phonetics"; - presenting an overview of the evolution of writing as an integral part of the development of humanity; - introducing brief information about the evolution of writing and the book in Romanian.

**COURSE CONTENTS:** Prewriting stage. Pictography. Actual Writing. Phonetic Writing. Syllabic writing. Alphabetic writing. Latin writing. Romanian writing. The use of writing until the appearance of the printing press. The contribution of the Transylvanian School to the introduction of the Latin alphabet.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** preliminary Examination

**COURSE TITLE: Optional course A5 literature (the 20th century novel)**

**ECTS CREDITS:** 1

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** Acquainting students with the universal literary phenomenon in the 20th century: movements, genres, works, representatives; understanding the aesthetic specificity and the contexts of occurrence; acquiring some personalized literature interpretation skills; understanding the novel as an aesthetic form imposed by the universal writers in the 20th century.

**COURSE CONTENTS:** The universal literature of the novel in the 20th century.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: RESEARCH PAPER INTERNSHIP**

**ECTS CREDITS:** 10

**TYPE OF COURSE:** Specialization

**COURSE COURSE OBJECTIVE(S):** The internship involves guiding the students in the elaboration of the thesis by the coordinator by documenting in libraries and consulting the specialized bibliography.

**CONTENTS:** Elaboration and completion of the paper according to the established plan, of the

specialty bibliography and in accordance with the writing rules of the graduation thesis.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

FIELD: LANGUAGE AND LITERATURE  
PROGRAMME TITLE: MODERN LANGUAGE AND LITERATURE (A) ENGLISH – MODERN LANGUAGE AND LITERATURE (B) (FRENCH, ITALIAN, GERMAN, SPANISH)/LATIN LANGUAGE AND LITERATURE  
BACHELOR'S DEGREE

1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER

**COURSE TITLE: GENERAL LINGUISTICS**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Core course

**COURSE OBJECTIVE(S):** To investigate the basic principles of language and to familiarize the students with linguistic theory with emphasis on the English language;

**COURSE CONTENTS:** Language and Linguistics. Language Universals. The History of English. The History of English. Phonetics and Phonology. Morphology. Syntax

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written Examination

**COURSE TITLE: ENGLISH (THE VERB PHRASE)**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Specialty course

**COURSE OBJECTIVE(S):** To provide knowledge of English morphology and morpho-syntax relevant to ESL/EFL teaching. This descriptive course focuses on the grammatical categories of the English verb.

**COURSE CONTENTS:** Aspect: durative vs. non-durative opposition. Tense - aspect: uses and values of Present Tense Simple & Continuous, Past Tense Simple & Continuous, Present Perfect Simple & Continuous. Means of Expressing Futurity. Voice. Modality by mood & modal verbs. Modal verbs. Non-finite forms of the verb.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written and oral Examination

**COURSE TITLE: ENGLISH CULTURE AND CIVILISATION (THE MIDDLE AGES AND RENAISSANCE)**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Specialty course

**COURSE OBJECTIVE(S):** to offer a contextual approach to the study of medieval and Renaissance English literature, culture and civilization to enable the students' future integration in further research. The course will develop the students' capacity of understanding and analysing aspects of English literature in European context.

**COURSE CONTENTS:** *Beowulf* & OE Literature: tradition of epic poetry, *The Seafarer* and *The Wanderer*. Battle Poems & *The Dream of the Rood*. Mid.E literature: from the Norman Conquest to Chaucer. 16th Century Poetry & Prose: Thomas Wyatt, Philip Sydney, Edmund Spenser; W.

Shakespeare: sonnets, comedies, histories, late plays.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written and oral Examination

**COURSE TITLE: ENGLISH LANGUAGE AND LITERATURE IN USE: PHONETICS AND PHONOLOGY AND WRITING SKILLS**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Specialty course

*PHONETICS AND PHONOLOGY*

**COURSE OBJECTIVE(S):** The course aims at familiarizing the students with English phonetics, by discussing a few basic notions of phonetics and phonology, and also to analyse the characteristics of different English accents.

**COURSE CONTENTS:** Phonetics and Phonology – an introduction. Vowels. Diphthongs. Stress. Elision. Accents and dialects

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written Examination

*WRITING SKILLS*

**COURSE OBJECTIVE(S):** This course focuses on principles of organization and standards of clarity and coherence in writing. Students receive the practical assistance needed to formulate a topic, select and organize subtopics, and write orderly and clear expository essays.

**COURSE CONTENTS:** The sentence. The paragraph. The essay. Effectiveness of expression. Narration Description. Definition. Casual analysis. Analogy. Comparison. Contrast.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written Examination

**COURSE TITLE: OPTIONAL COURSE A1  
LANGUAGE: TENSE, ASPECT, MODALITY**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** The Optional course has as general objective the analysis and description of grammar categories specific to the verb in contemporary English, namely, the tense, aspect and mode categories and the presentation of modality.

**COURSE CONTENTS:** The category of aspect, the tense The uses and values of the Past Tense Simple and Continuous; The uses and values of the Present Perfect Simple and Continuous. The comparison between the Past Tense and the Present Perfect, Past Perfect Simple and Continuous, Means of Expressing Futurity (the Future Tense Simple and Continuous, Be going to-construction, Be to-construction, the modal verbs, modality and moods

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written Examination

**COURSE TITLE: OPTIONAL COURSE A1**  
**LANGUAGE: GRAMMAR AND LEXICAL**  
**STRUCTURES IN DIACHRONY**

**ECTS CREDITS: 2**

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** The Optional course has as general objective the familiarization of the students with the structure and the functioning of the English language from a diachronical point of view.

**COURSE CONTENTS:** Synthetic vs. Analytical English. General features, Structure and meaning. Levels of transparency. Free and bound morphs, Parallel grammatical and lexical changes. The noun, From pronouns to articles, The pronominal system, English Verbs. Lexical meaning vs grammatical value, Lexical relations and semantic changes

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written Examination

**COURSE TITLE: LATIN**

**ECTS CREDITS: 2**

**TYPE OF COURSE:** Required, complementary

**COURSE OBJECTIVE(S):** Acquainting students with the main aspects of Roman institutional influences on European civilization; understanding the cultural process of the emergence of Roman civilization; acquainting students with the features of each Latin part of speech, learning and deepening the fundamental Latin grammatical notions; recognizing the Latin parts of speech and their characteristics; acquiring the ability to analyze and compare Latin in relation to the other Romance languages and more; analyzing the nouns, pronouns, adjectives and verbs selected from texts; acquiring the notions of Roman civilization; interpreting the Latin influence on European languages; Understanding the evolutionary processes of Latin.

**COURSE CONTENTS:** Introduction. The Latin alphabet and writing. Pronunciation rules. Writing; The noun: Declensions. Exceptions. Exercises; The legend of the founding of Rome; The adjective. Adjective classes. Comparison of adjectives. Irregular Adjectives. Exceptions. Exercises; The political organization of ancient Rome. Magistracies; The pronoun. Personal pronoun. Reflexive pronoun. Possessive Pronoun. Demonstrative pronoun. Relative pronouns. Interrogative pronoun. Indefinite pronoun. Exercises; The numeral. Cardinal numerals. Ordinal numerals. Distributive numerals. Adverbial numerals. Exercises. Roman performances, games and celebrations. The verb *sum, esse, fui*.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written Examination

**1<sup>ST</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: LITERARY THEORY**

**ECTS CREDITS: 3**

**TYPE OF COURSE:** Core course

**COURSE OBJECTIVE(S):** To introduce students to literary genres and familiarise them with theoretical concepts. This course also aims at providing an introduction to the main literary theories that ensure the basis for interdisciplinary approaches.

**COURSE CONTENTS:** Introduction to literary theory; literary genres – the main types and characteristic features of literature: theory of poetry, narrative theory, theory of drama; critical theories (structuralism, poststructuralism, reader-oriented theories, psychoanalysis, etc.).

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written Examination

**COURSE TITLE: ENGLISH LANGUAGE**  
**(LEXICOLOGY AND THE NOUN PHRASE)**

**ECTS CREDITS: 4**

**TYPE OF COURSE:** Specialty course

**COURSE OBJECTIVE(S):** To make the students aware of the fundamentals of English morphology: phonetics and nominal part; to make them acquire new information in sound production and writing in English, morphology (the nominal part) and practice.

**COURSE CONTENTS:** Pphonetic alphabet & transcription in English, phoneme, characteristics of vowels & consonants; vocalic and consonantal combinations used to render sounds in English; the word accent; intonation. Morphology: Nominal Part:: number: agreement; classification according to number. Gender. Pronouns. Adjectives. Numerals.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written and oral Examination

**COURSE TITLE: ENGLISH LITERATURE**  
**(NEOCLASSICISM AND ROMANTICISM)**

**ECTS CREDITS: 4**

**TYPE OF COURSE:** Specialty course

**COURSE OBJECTIVE(S):** The course aims at presenting the students with the English literature in the 17<sup>th</sup>, 18<sup>th</sup> and early 19<sup>th</sup> centuries against the larger cultural, social and historical background. It tries to develop the students' critical skills and enable them to approach literary texts with a critical eye. It tries to integrate literature with other components of the cultural milieu.

**COURSE CONTENTS:** Puritan Literature - John Milton – 'Paradise Lost'. The Restoration comedy. The Enlightenment – Alexander Pope – 'The Rape of the Lock'. Daniel Defoe – 'Robinson Crusoe'. Jonathan Swift – 'Gulliver's Travels'. Laurence Sterne – 'The Life and Opinions of Tristram Shandy, Gentleman'. The Gothic novel – Mary Shelley –

'Frankenstein'. William Blake – 'The Lamb', 'The Tyger', 'The Sick Rose'. William Wordsworth – 'The Solitary Reaper', 'I Wondered Lonely as a Cloud'. Samuel Taylor Coleridge – 'The Rime of the Ancient Mariner', 'Kubla Kahn'. George Gordon, Lord Byron – 'Childe Harold's Pilgrimage', 'Don Juan'. Percy Bysshe Shelley – 'Ode to the West Wind', 'Prometheus Unbound'. John Keats – 'Ode to a Nightingale', 'Ode on a Grecian Urn'

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written and oral Examination

**COURSE TITLE: ENGLISH IN USE – TEXT INTERPRETATION: APPLIED LITERARY THEORY AND GRAMMAR EXERCISES AND TRANSLATION**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Specialty course

#### *APPLIED LITERARY THEORY*

**COURSE OBJECTIVE(S):** The proper knowledge and understanding of specific notions of the discipline as well as the interpretation of theoretical contents in specific contexts.

#### **COURSE CONTENTS:**

Wuthering Heights. The Strange Case of Dr. Jekyll and Mr. Hyde, The Picture of Dorian Gray, Tess of the d'Urbervilles, The War of the Worlds, Heart of Darkness, Sons and Lovers

To the Lighthouse, Nineteen Eighty-Four, Pygmalion, Death of a Salesman, Lord of the Flies, The British Museum is Falling Down

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written Examination

#### *GRAMMAR EXERCISES AND TRANSLATION*

**COURSE OBJECTIVE(S):** to deepen and to systematize the knowledge acquired during the courses of Contemporary English Language; to make students aware of the structure of the English Verbal Phrase; to expose students to a variety of exercises and translations with different degrees of difficulty

**COURSE CONTENTS:** Phrasal Verbs. The Grammatical Categories of the Verb (The Category of Tense, The Category of Aspect, The Tense-Aspect System of English). The Category of Voice. The Category of Mood. Modal Verbs. The Non-Finite Forms of the Verb

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written Examination

**COURSE TITLE: OPTIONAL COURSE A1 LITERATURE: SCOTTISH STUDIES**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** Introducing students to different theoretical aspects and notions regarding the intertextual analysis of a text, analysing some texts belonging to periods and trends in English

literature, critical and constructive reflection in applying the conceptual and methodologic apparatus.

**COURSE CONTENTS:** Introduction: Scotland and Scottishness - general data and facts about Scotland;

Scottish identity and its coordinates, The formation of a nation: Scotland between history and fiction: Walter Scott, John Galt, R. L. Stevenson and the fictional representation

of history, A sentimental geography: Neil Gunn, Neil Munroe – The Twentieth Century Scottish Renaissance Movement: creating a sense of belonging, revival of Celtic interest, Philosophical perspectives: David Hume, Thomas Carlyle – Scottish Victorianism: literary and ideological movements, major controversies, philosophical ideas, The Scottish Renaissance poetry: Robert Burns (analysis of his poetic work and his way of reflecting Scottishness), Escaping from reality metamorphoses of the fantastic and the gothic in Scottish literature: R. L. Stevenson, Iain Banks, Contemporary Scottish poetry: analysis of poems written by Edwin Muir, Edwin Morgan, Hugh MacDiarmid

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written Examination

**COURSE TITLE: OPTIONAL COURSE A1 LITERATURE: SHAKESPEARE**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** The course offers students the possibility of gaining knowledge about William Shakespeare in order to use it as a working tool in the approach of literary texts.

**COURSE CONTENTS:** Shakespeare within the Renaissance Literature, Shakespeare's sonnets, Shakespeare's poems, Shakespeare's Tragedies, Shakespeare's Comedies, Shakespeare's Histories, Shakespeare's Romances

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written Examination

**COURSE TITLE: LATIN**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Required

**COURSE OBJECTIVE(S):** - initiating students in the Latin language, civilization and culture; the formation of morphological analysis and translational skills of a Latin text; understanding the general mental frameworks active in the Latin civilization space, respectively of the values and human models inherited in the European cultures; understanding the role of the Latin language in transmitting Christianity to the western area; circumscribing Christian literature in Latin, familiarizing with Christian literature texts, highlighting differences that appeared in Christian Latin versus classical Latin; awareness of continuity,



especially in the ethical values, between Latin culture and civilization and descending European cultures; the propagation of a specific anthropological model, especially through Christian theological discourse (largely written in Latin).

**COURSE CONTENTS:** Introduction to Latin morphosyntax: fundamental notions. Nominal group: adjective morphology. The nominal group: pronoun morphology. Introduction to the Latin verb morphosyntax. The conjugation system in Latin. Introduction to Latin civilization and culture. The evolution of the mental and institutional framework in Rome (periodization of the Roman history). The Roman axiological repertoire reported to the different institutional frameworks (kingdom, republic, empire). Mental structures and human models: the Roman civil ideal. Roman Law. Everyday life: Roman dwelling, family and its rites. Roman religion from polytheism to pro-Christianity. Latin literature (periodization, literary genres, representatives). Vocabulary. Latin inherited words.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written Examination

#### **COURSE TITLE: INTERNSHIP**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Required

**COURSE OBJECTIVE(S):** adequate knowledge and understanding of the activity in the practice center; explaining and interpreting specific actions in well-defined contexts; the critical and constructive thinking in assimilating the norms that govern the activity of the institution hosting the internship.

**COURSE CONTENTS:** Collecting and systematizing important data regarding the activity field and specificity of the partner institution hosting the internship. Specifying the mission, organization, structure and program of the partner institution. Studying the documents that establish, regulate and support the activity of the institution. Assisting at specific activities carried out by the tutor or the institution staff. Participating in the tutor's training on the exigencies and difficulties of practicing the specific activities by students. Drawing up / filling in some functional texts specific to the current activities in the institution. Settling the research topic together with the tutor (I.1). Structuring a presentation of the research material. Documentation and data essentialization for the Student Internship Project (II). Group revision of the activities carried out by discussing the benefits and difficulties and filling in the Activity Sheet (I.3) including the day, the time interval and the activity carried out. Making a synthesis report on the personal activity in the internship center and presenting it in front of the tutor in order to be evaluated.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral Examination

#### **COURSE TITLE: SPORTS**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Required

**COURSE OBJECTIVE(S):** Acquisition of minimal sports terminology regarding rules and regulations, practice methods, parameters, dosing, hygiene, physiology of physical effort, planning and effects of various body training, notions of tactics; Acquisition of active strategies to secure effective and continuous feed-back; Facilitating harmonious physical development by constantly acting on the proportionality of muscle groups, preventing the installation of deficient attitudes and correcting physical deficiencies signalled in the segments and the spine; Compliance with professional deontology rules (teacher's code of ethics) based on explicit value options; Team-work spirit development to solve different learning tasks; Application of specific methods to improve personal and professional development plans.

**COURSE CONTENTS:** Complex corrective practice with prophylactic character; Skills. Bilateral sports games; Speed control. Bilateral sports games; Bilateral sports games; Resistance; Bilateral sports games. Force.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** A/R

**2<sup>ND</sup> YEAR, 1<sup>ST</sup> SEMESTER**

#### **DENUMIREA DISCIPLINEI : COMPARATIVE AND UNIVERSAL LITERATURE**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Core course

**COURSE OBJECTIVE(S):** to present the most important events and trends in the domain of comparativism; to make students develop the ability of a more specialized reading through the integration of interdisciplinary comparativism into the wider domain of literature.

**COURSE CONTENTS:** The concept of universal and comparative literature. The principles of comparativism (methodology, schools of interpretation). General literature. Thematic universals, invariants (cf. Adrian Marino), topoi. Thematology (*Stoffgeschichte*), literary myths, "the faith of books". Comparativism from an interdisciplinary perspective: intertextuality and comparative literature, comparativism and the history of mentalities, aesthetics, semiotics, anthropology, etc. *Weltliteratur* and the western canon. Canon controversy.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: ENGLISH (THE SIMPLE SENTENCE SYNTAX)**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Specialty course

**COURSE OBJECTIVE(S):** to give the students the necessary theoretical frame in order to analyze appropriately any syntactic pattern; to develop students' ability to use different syntactic structures depending on their communicative goals; within each theme both theoretical and practical aspects are given attention, specific knowledge checking being doubled by exercises and applications.

**COURSE CONTENTS:** Sentence types. Functional Classification of Sentences. The simple sentence Means of Connecting Words. The Phrase. The Noun Phrase. The Verb Phrase. The Adjective Phrase. The Adverbial Phrase. Complex constructions. Independent elements of the sentence. Basic sentence patterns. The order of words in the sentence

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written Examination

**COURSE TITLE: ENGLISH LITERATURE (THE VICTORIANS)**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Specialty course

**COURSE OBJECTIVE(S):** The study of Victorian English literature and of the social, economic and cultural context. Students will familiarise with notions of literary criticism applied to Victorian writers.

**COURSE CONTENTS:** Poets: Alfred, Lord Tennyson, Robert Browning, Gerard Manley Hopkins, Pre-Raphaelites Novelists: Charles Dickens, William Makepeace Thackeray, The Brontës, George Eliot, Thomas Hardy

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written Examination

**COURSE TITLE: ENGLISH LANGUAGE IN USE: CONVERSATION AND ORAL PRESENTATION AND TEXT INTERPRETATION (POETRY)**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Specialty course

**CONVERSATION AND ORAL PRESENTATION**

**COURSE OBJECTIVE(S):** to improve the students' knowledge of spoken English, to help them acquire oral presentation skills, to teach them fixed phrases (language patterns), namely lexical and grammatical formulae to be used under given circumstances, to make them understand the importance and the impact of non-verbal communication

**COURSE CONTENTS:** presentation skills: the four P's: Prepare, Practice, Present, Process. steps of a presentation (before, during and after the presentation). the structure of a presentation. non-verbal communication. using materials. oral presentations on a given topic.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Oral Examination

**TEXT INTERPRETATION (POETRY)**

**COURSE OBJECTIVE(S):** During this course the students have to learn the steps that they should follow in text interpretation. They have to learn how to identify the devices used by the author, to state an idea suggested by the text and sustain it with arguments from the text. They have to develop their ability to use their previous knowledge and make associations and analogies within the text and with other texts. They should be able to produce their own interpretation of a literary text.

**COURSE CONTENTS:** Species belonging to the genre of poetry. Figures of speech. Imagery. Symbols. Sound features. Standard poetic forms.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written Examination

**COURSE TITLE: STYLISTICS**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Complementary

**COURSE OBJECTIVE(S):** At the end of this course the students should have acquired the vocabulary specific to stylistic theory, understood and learnt the key concepts. They should be able to produce the stylistic analysis of a text.

**COURSE CONTENTS:** Introduction: what is stylistics (definition and major purpose); major levels of language. Style and grammar. Style in poetry and prose. Point of view; representing speech and thought. Style in drama. Metaphor, metonymy and stylistics. Cognitive structures and stylistics.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written Examination

**COURSE TITLE: OPTIONAL COURSE A2 – SIMPLE SENTENCE FROM THE SYSTEMIC-FUNCTIONAL PERSPECTIVE**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** Introducing students in the study of compulsory and optional constituents and learning the normative aspects of language by developing their capacity of accurate expression in a foreign language. The proper assimilation and use of theoretical and operational concepts of English linguistics.

**COURSE CONTENTS:** Defining functional grammar. Constituents:

Text analysis – three levels of analysis, Constituency: functional and class units, Structure of the clause; Theme - clause as message: Characterization of Theme. Thematic structure: Theme and Rheme; Classification of Themes; Themes in special thematic structures, Multiple Themes, Information structure: Given and New Problems in Identifying the Theme; Mood – clause of exchange. The Structure of the Mood, Identifying Subject and Finite, Meanings of Subject and Finite. Mood in non-declarative clauses, Ambiguous Mood type; The structure of the Residue. Elements which

are not in the Mood-Residue structure, Polarity and modality, Problems of identifying the structure elements, Transitivity: processes and participants. Process types, Types of clauses as representation. Material clauses. Mental clauses. Relational clauses. Verbal clauses. Other types of processes Problems of identifying types of clauses

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written Examination

**COURSE TITLE: OPTIONAL COURSE A2  
CONTRASTIVE GRAMMAR**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** The accurate knowledge and understanding of contrastive grammar and the proper application and transfer of methods and elementary techniques specific to contrastive grammar (Romanian-English)

**COURSE CONTENTS:** The grammatical categories of the noun and noun determiners (the uses of the articles), The Adjective: the order of adjectives.

The Comparison of adjectives. It vs. There (the existential use). Constructions that carry an impersonal meaning. The Uses of Present Simple and Continuous. The uses of Past Simple and Continuous. Present Perfect. Past Perfect (tips for translation). Means of expressing futurity in English. Expressing habitual actions and generalizations. Contexts that require the presence of gerunds. Negation

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written Examination

**COURSE TITLE: INTERNSHIP**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** adequate knowledge and understanding of the activity in the practice center; explaining and interpreting specific actions in well-defined contexts; the critical and constructive thinking in assimilating the norms that govern the activity of the institution hosting the internship.

**COURSE CONTENTS:** Collecting and systematizing important data regarding the activity field and specificity of the partner institution hosting the internship. Specifying the mission, organization, structure and program of the partner institution. Studying the documents that establish, regulate and support the activity of the institution. Assisting at specific activities carried out by the tutor or the institution staff. Participating in the tutor's training on the exigencies and difficulties of practicing the specific activities by students. Drawing up / filling in some functional texts specific to the current activities in the institution. Settling the research topic together with the tutor (I.1). Structuring a presentation of the research material. Documentation and data essentialization for the Student Internship Project (II). Group revision of the activities carried out by

discussing the benefits and difficulties and filling in the Activity Sheet (I.3) including the day, the time interval and the activity carried out. Making a synthesis report on the personal activity in the internship center and presenting it in front of the tutor in order to be evaluated.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** oral Examination

**COURSE TITLE: SPORTS**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Required

**COURSE OBJECTIVE(S):** Acquisition of minimal sports terminology regarding rules and regulations, practice methods, parameters, dosing, hygiene, physiology of physical effort, planning and effects of various body training, notions of tactics; Acquisition of active strategies to secure effective and continuous feed-back; Facilitating harmonious physical development by constantly acting on the proportionality of muscle groups, preventing the installation of deficient attitudes and correcting physical deficiencies signalled in the segments and the spine; Compliance with professional deontology rules (teacher's code of ethics) based on explicit value options; Team-work spirit development to solve different learning tasks; Application of specific methods to improve personal and professional development plans.

**COURSE CONTENTS:** Complex corrective practice with prophylactic character; Skills. Bilateral sports games; Speed control. Bilateral sports games; Bilateral sports games; Resistance; Bilateral sports games. Force.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** A/R

**2<sup>ND</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: HISTORY OF LINGUISTIC THEORIES (20<sup>TH</sup> CENTURY)**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Core course

**COURSE OBJECTIVE(S):** Establishing basic knowledge on the theory and methodology of linguistics. The subject of the course tries to provide the general framework for the development of the linguistic study in the 20<sup>th</sup> and 21<sup>st</sup> centuries.

**COURSE CONTENTS:** Introduction: landmarks in the history of linguistic thought, European and American structuralism, Classical American structuralism and the formal study of language, The methodology of classical analytical structuralism, The advent of generative linguistics: a turning point in 20<sup>th</sup> century linguistics, The Chomskian revolution in linguistics, Parametric generative grammar (government and binding), From lexical to formal semantics, The minimalist program for linguistic inquiry

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written Examination

**COURSE TITLE: ENGLISH (THE COMPOUND AND COMPLEX SENTENCE SYNTAX)**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Specialty course

**COURSE OBJECTIVE(S):** The aim of the course is two fold: (a) to introduce students to a more recent & principled approach to the study of syntax (generative grammar) and to the rigour of scientific argumentation, and (b) to improve students' knowledge and understanding of complex English syntactic structures.

**COURSE CONTENTS:** The syntax of negative sentences: derivation, negative quantifiers, polarity items, emphatic negatives; Sentence coordination: reduction rules; Subordination: Criteria for classifying subordinate clauses; Raising versus control predicates, distributon & syntactic properties of Infinitive Complement clauses; ING - Complements: syntactic properties and distribution; Relative clauses.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written Examination

**COURSE TITLE: ENGLISH LITERATURE (20TH CENTURY)**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Specialty course

**COURSE OBJECTIVE(S):** to familiarize students with the most important writers of the 20<sup>th</sup> century; to develop students' ability to analyse a literary text belonging to modernism within the larger context including historical, social, political, economic and cultural aspects; to develop critical thinking.

**COURSE CONTENTS:** T. S. Eliot -the critic and the poet: *The Music of Poetry . Tradition and The Individual Talent. The Waste Land . The Love Song of J. Alfred Proofrock*; W. B. Yeats – the critic and the poet: *Sailing to Byzantium, The Second Coming, Easter 1916, Leda and the Swan*. D. Thomas: *Before I Knocked, And Death Shall Have no Dominion, Do not go gentle into that good night*; Aldous Huxley: *Point Counter Point and Brave New World*; Virginia Woolf: *Mrs. Dallaway, To The Lighthouse, The Waves*; James Joyce: *A Portrait of The Artist As A Young Man, Ulysses*; Samuel Beckett: *Waiting for Godot, Happy Days*

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written Examination

**COURSE TITLE: ENGLISH LANGUAGE IN USE: GRAMMAR AND TRANSLATION AND TEXT INTERPRETATION (THE NOVEL)**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Specialty course

**GRAMMAR AND TRANSLATION**

**COURSE OBJECTIVE(S):** the deepening and the systematization of the knowledge, acquired during

the courses of Contemporary English Language; to make students aware of the structure of the English Verbal Phrase; to expose students to a variety of exercises and translations with different degrees of difficulty.

**COURSE CONTENTS:** Nominal Clauses. Active vs. Passive Voice. Values of the active voice. Passive voice: form, usage, values. The subject Clause. Indicative and Subjunctive. The Direct Object Clause. Indicative, subjunctive and infinitive: criteria of choice. Sequence of tenses. Exceptions. Relative Attributive Clauses. Adverbial Clauses of purpose, condition and result. Direct and Indirect Speech. Word Order.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written Examination

**TEXT INTERPRETATION (THE NOVEL)**

**COURSE OBJECTIVE(S):** The objective of this course is to introduce the basic ideas and methods of text interpretation theory and to provide a solid foundation for other courses based on the analysis of literary texts. Topics include points of narrative technique, style, setting, atmosphere, characterization, aspects of the comic, tragic elements, argumentative texts, social comments.

**COURSE CONTENTS:** How to comment upon a literary text; Practical hints on the method of approach to the text. Analysis of the text proper. Point of view. Style. The Point of view. Setting; the building up of atmosphere. Dramatic intensity. The art of suspense. Aspects of the comic. Tragic elements in passages from modern literature. Argumentative texts; the passage as a social document.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written Examination

**COURSE TITLE: TRANSLATION STUDIES FRAMEWORK**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Complementary

**COURSE OBJECTIVE(S):** adequate knowledge and understanding of the notions of traductology; explaining and interpreting the theoretical content of the transductology in well-defined contexts; critical and constructive reflection in the assimilation of the conceptual and methodological device specific to the traductology; adequate use and didactic exploitation of the notions specific to traductology in well-defined situations; the manifestation of positive and responsible attitudes towards the scientific field of traductology; cultivating a scientific environment centered on values, democratic relationships and scientific probity;

**COURSE CONTENTS:** The status of translation – a panchronic view; The status of the translator as communicator. The translator's competence; A functional theory of translation. Language functions

and text-types; Translation methods; Culture specific items. The cultural intertraffic

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written Examination

**COURSE TITLE:** OPTIONAL COURSE A2  
**LITERATURE:** LITERARY HERMENEUTICS. ANGLO-AMERICAN MASTERS

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Specialty course

**COURSE OBJECTIVE(S):** Adequate knowledge and understanding of the English and American literary concepts of the periods covered; Appropriate application and transfer of elementary methods and techniques specific to British and American literature; Explaining and interpreting the theoretical content of elements of British and American literature

**COURSE CONTENTS:** Historical and cultural introduction to modern British theatre; George Bernard Shaw "Pygmalion", "Mrs Warren's Profession"; Tom Stoppard "Rosencrantz and Guildenstern are Dead"; Historical and cultural introduction to American theatre; Eugene O'Neill "Mourning Becomes Electra"; Tennessee Williams "A Streetcar Named Desire" and "The Glass Menagerie"; Arthur Miller "Death of a Salesman" and "All My Sons"

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written Examination

**COURSE TITLE:** OPTIONAL COURSE A2  
**LITERATURE:** THE VICTORIAN ESSAY

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Specialty course

**COURSE OBJECTIVE(S):** The Optional course "The Victorian Essay" has as its general objective the analysis and description of the essentials of the essays published in the Victorian period.

**COURSE CONTENTS:** Introduction to Victorian Essay; Introduction to Thomas Carlyle- A fundamentalist thinker; Social Consciousness: Bentham and Utilitarianism; John Stuart Mill: Selections of essays; Ruskin: Chronology & Introduction ; Poetry and Criticism of Matthew Arnold; Walter Pater and The Renaissance

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written Examination

**COURSE TITLE:** INTERNSHIP

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** adequate knowledge and understanding of the activity in the practice center; explaining and interpreting specific actions in well-defined contexts; the critical and constructive thinking in assimilating the norms that govern the activity of the institution hosting the internship.

**COURSE CONTENTS:** Collecting and systematizing important data regarding the activity field and

specificity of the partner institution hosting the internship. Specifying the mission, organization, structure and program of the partner institution. Studying the documents that establish, regulate and support the activity of the institution. Assisting at specific activities carried out by the tutor or the institution staff. Participating in the tutor's training on the exigencies and difficulties of practicing the specific activities by students. Drawing up / filling in some functional texts specific to the current activities in the institution. Settling the research topic together with the tutor (I.1). Structuring a presentation of the research material. Documentation and data essentialization for the Student Internship Project (II). Group revision of the activities carried out by discussing the benefits and difficulties and filling in the Activity Sheet (I.3) including the day, the time interval and the activity carried out. Making a synthesis report on the personal activity in the internship center and presenting it in front of the tutor in order to be evaluated.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** preliminary Examination

**COURSE TITLE:** PHYSICAL EDUCATION

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Required

**COURSE OBJECTIVE(S):** Acquisition of minimal sports terminology regarding rules and regulations, practice methods, parameters, dosing, hygiene, physiology of physical effort, planning and effects of various body training, notions of tactics; Acquisition of active strategies to secure effective and continuous feed-back; Facilitating harmonious physical development by constantly acting on the proportionality of muscle groups, preventing the installation of deficient attitudes and correcting physical deficiencies signalled in the segments and the spine; Compliance with professional deontology rules (teacher's code of ethics) based on explicit value options; Team-work spirit development to solve different learning tasks; Application of specific methods to improve personal and professional development plans.

**COURSE CONTENTS:** Complex corrective practice with prophylactic character; Skills. Bilateral sports games; Speed control. Bilateral sports games; bilateral sports games; Resistance; Bilateral sports games. Force.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** A/R

**3<sup>RD</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE:** HISTORY OF ENGLISH LANGUAGE

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Core course

**COURSE OBJECTIVE(S):** The course of lectures aims at explaining the structure and functioning of

Modern English from a diachronic point of view. The focus is on the dynamics of the development of various sub-systems of language, with a view to gaining a deeper insight into their nature. The course seeks to present the English language both as a dynamic organism with a structural history of its own and a mirror reflecting much of the past of its speakers. Individual topics trace the origin and development of forms and functions which eventually gave rise to modern English.

**COURSE CONTENTS:** The periods in the history of the English language, characteristics of the Germanic languages. Old English spelling, pronunciation, grammar, vocabulary. Middle English spelling, pronunciation, grammar, vocabulary. General characteristics of Early Modern English. The English language in the 19<sup>th</sup> century and the first half of the 20<sup>th</sup> century: Grammatical tendencies; the enrichment of the vocabulary: Lexical and grammatical characteristics (spelling, pronunciation, vocabulary, grammar) of American English; the English language in Canada, Australia, South Africa; Varieties of English: national, social varieties, slang, etc. Changes in language; English as a tool of international communication

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written Examination

#### **COURSE TITLE: ENGLISH (SEMANTICS)**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Specialty course

**COURSE OBJECTIVE(S):** The aim of this course is to familiarize the students with the basic notions of the vast field of semantics, from structural to cognitive semantics to formal semantics. Special attention is given to interface and conceptual lexical relations in order to help students improve and refine their language skills.

**COURSE CONTENTS:** The introductory chapter discusses the definition and domain of semantics as part of linguistic theory. The second chapter – theories of meaning and theories of reference – draws some distinctions between structuralist and cognitive semantics, offering a brief introduction to the latter. The third chapter focuses on structuralist lexical semantics, presenting in detail the componential and distributional methods of semantic analysis, lexical relations and types of lexical organization. The final chapter represent an introduction to formal semantics.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written Examination

#### **COURSE TITLE: ENGLISH LITERATURES (AMERICAN LITERATURE)**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Specialty course

**COURSE OBJECTIVE(S):** This course is meant to interpret works in the American Literature from the beginning to the present day. The main school of

criticism, Hermeneutics is used to introduce a selection of authors and well-known works in the course and seminar activity.

**COURSE CONTENTS:** Elements of culture and civilization. E.A. Poe: *The Philosophy of Composition; The Raven*. Nathaniel Hawthorne: *The Scarlet Letter*. Francis Scott Fitzgerald: *The Great Gatsby*. Ernest Hemingway: *A Farewell to Arms; The Old Man and The Sea*. William Faulkner: *Light in August*. Eugene O'Neill: *Long Day's Journey into Night*. Arthur Miller: *Death of A Salesman*. Tennessee Williams: *A Streetcar Named Desire*. W. C. Williams: *Selected Poems*

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written Examination

#### **COURSE TITLE: ENGLISH IN USE – TEACHING METHODOLOGY**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Specialty course

**COURSE OBJECTIVE(S):** Adequate knowledge and understanding of the notions specific to applied didactics; explaining and interpreting practical content in well-defined contexts; Critical and constructive reflection in the assimilation of the conceptual and methodological apparatus specific to the discipline; constructive interpretation and extension of specific differences across the study material, and avoidance of native-language mistakes;

**COURSE CONTENTS:** The learner-centred approach in ELT today; Principles in course design; Teaching skills; Guidelines in ESP (English for specific Purposes);. The market-oriented approach in ELT

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written Examination

#### **COURSE TITLE: OPTIONAL COURSE A3 LANGUAGE: INTERCULTURAL COMMUNICATION**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Elective, complementary

**COURSE OBJECTIVE(S):** The course is an introduction to intercultural communication, focusing on fundamental aspects: the scope of the field, the definition of cultural concepts and intercultural communication, the typology of cultures, the role of the English language in intercultural communication. The aim is to familiarize students with key concepts for their critical and creative use in well-defined contexts as well as norms governing linguistic and socio-cultural behavior.

**COURSE CONTENTS:** Theories of culture. Defining culture – a panchronic perspective; Classification of cultures; Cultural identity dynamics; The rhetorical perspective of communication; The socio-cultural foundation of communication; The need for linguistic security; Intercultural competence as a life skill; Intercultural communicative competence



**LANGUAGE OF INSTRUCTION:** English  
**ASSESSMENT METHOD(S):** Written Examination

**COURSE TITLE: OPTIONAL COURSE A3**  
**LANGUAGE: TESTING AND ASSESSMENT**  
**METHOD(S) PRINCIPLES**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Elective, complementary

**COURSE OBJECTIVE(S):** Introducing students in the study of the principles of testing and ASSESSMENT METHOD(S) and their familiarization with the theories and notions related to this field; the critical approach to teaching English as a foreign language and its effects on the testing and ASSESSMENT METHOD(S) process; requirements and constraints in designing the tests; ASSESSMENT METHOD(S) criterias.

**COURSE CONTENTS:** Approaches to Language Testing and ASSESSMENT METHOD(S), Objective and Subjective Testing, Test Specifications. Issues in Item Writing, Testing Grammar and Vocabulary, Testing the Writing Skill. Testing the Speaking Skill, Testing the Listening Skill. Testing the Reading Skill, Test Reliability and Test Validity, Interpreting Test Scores

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written Examination

**COURSE TITLE: OPTIONAL COURSE A4**  
**LITERATURE: NARRATIVE TRADITION AND**  
**INNOVATION**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Elective, specialty course

**COURSE OBJECTIVE(S):** At the end of the course the students will have adequate knowledge and understanding of the evolution of English narrative (the novel); they will properly use literary terms and concepts in well-defined contexts; they will be able to explain and interpret the various forms the novel has taken based on the analysis of the cultural backdrop of each epoch.

**COURSE CONTENTS:** 1. Narrative tradition and innovation. A history. 2. The picaresque novel in 19th century American literature: "Adventures of Huckleberry Finn" by Mark Twain 3. The picaresque novel in 20th century English literature: "The Remains of the Day" by Kazuo Ishiguro 4. The novel as a study in psychology: "The Spoils of Poynton" by Henry James 5. English 21st century sagas between tradition and novelty: "Wolf Hall" by Hilary Mantel 6. Women's writing and gender studies: "Orlando. A Biography" by Virginia Woolf 7. Post-colonial literature: "The God of Small Things" by Arundhati Roy 8. British dystopian novels: "1984" by George Orwell 9. Metafiction and metahistory: "The French Lieutenant's Woman" by John Fowles 10. War narratives: "The English Patient" by Michael Ondaatje 11. Modern travel fiction: "Life of Pi" by Yann Martel 12. Magic realism: "The Firebird's

Nest" by Salman Rushdie 13. Queer studies and intertextuality: "Written on the Body" by Jeanette Winterson 14. What's in a narrative? Concluding course.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written Examination

**COURSE TITLE: OPTIONAL COURSE A4**  
**LITERATURE: AUTOBIOGRAPHICAL NOVELS IN**  
**ENGLISH LITERATURE**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Elective, specialty course

**COURSE OBJECTIVE(S):** Proper knowledge and understanding of the notions specific to the discipline as well as interpretation of the theoretical content of the subject in well-defined contexts

**COURSE CONTENTS:** Introduction. What is autobiography? Students are introduced to various types of autobiographical writing, from diaries and memoirs to literary autobiography, confessions, (auto)biographical fiction, and the personal memoir; Diaries (I). Samuel Pepys – The Diary of Samuel Pepys from 1659 to 1669. His life and the 17th century background; Diaries (II). James Boswell – London Journal (1762-1763). His life and the 18th century background; Romantic Confessions. Thomas de Quincey – Confessions of an English Opium-Eater (1821); The Victorian Autobiographical Novel. Samuel Butler – The Way of All Flesh (1873-1884); Biographical Fiction. Michael Cunningham – The Hours (1998); The Personal Memoir. The Autobiographical Trilogy. J. M. Coetzee – Boyhood: Scenes from Provincial Life.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written Examination

**COURSE TITLE: AESTHETICS**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Complementary

**COURSE OBJECTIVE(S):** The course gives students the opportunity to acquire knowledge in the doctrine of aesthetics: defining the concept of art, understanding the relationship between art and its understanding, between art and experience, the artist as a genius.

**COURSE CONTENTS:** Introduction to Aesthetics: definitions, concepts, premises, typology; Ancient Aesthetics – art and beauty in Ancient Greece and Rome; Middle Ages: world view and aesthetics; Renaissance, Baroque and Mannerism; Classicism, Mannerism, Academism; Aesthetics of the 18th Century: Enlightenment and Romanticism; 19th Century Aesthetics; Modernist Aesthetics; Postmodern Aesthetics; Literary Aesthetics; Aesthetics of Photography; Aesthetics of Film

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written Examination

### 3<sup>RD</sup> YEAR, 2<sup>ND</sup> SEMESTER

#### COURSE TITLE: TEXT TYPOLOGY

ECTS CREDITS: 2

TYPE OF COURSE: Core course

**COURSE OBJECTIVE(S):** The course aims at presenting the students with the wide and diverse typology of texts they may come into contact with. The students will also learn how to identify and approach texts correctly and, what is more important, how to write such texts and translate them into another language.

**COURSE CONTENTS:** Criteria, theories and linguistic schools. The English school, the School of Prague, the German School. The dialogical text – features, examples, analyses. The poetic text – features, examples, analyses. The injunctive text – features, examples, analyses. The narrative text – features, examples, analyses. The descriptive text. The explicative and informative text. The argumentative text. Text writing. Text translating

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written Examination

#### COURSE TITLE: ENGLISH (INTRODUCTION TO PRAGMATICS)

ECTS CREDITS: 3

TYPE OF COURSE: Specialty course

**COURSE OBJECTIVE(S):** to raise awareness of the importance of pragmatic studies in the more general frame of linguistics; to get the students acquainted with basic concepts such as *speech acts, implicature, presupposition, deixis* etc; to foster comprehension of the costs and benefits of strategic options

**COURSE CONTENTS:** The hybrid nature of pragmatics: An archaeology of pragmatic ideas. The American input. The European contribution. Defining pragmatics. Speech act theory. Co-operation and conversational implicature. Grice's *Cooperative Principle*. Strategies of politeness. Presupposition. Deixis. Typology: person deixis, empathetic deixis, place deixis, time deixis, discourse deixis and social deixis

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written Examination

#### COURSE TITLE: ENGLISH LITERATURE (CONTEMPORARY PERSPECTIVES ON THE NOVEL: RE-WRITING)

ECTS CREDITS: 3

TYPE OF COURSE: Specialty course

**COURSE OBJECTIVE(S):** Adequate knowledge and understanding of the notions of English literature; proper use and didactic exploitation of English-specific notions in well-defined situations; explaining and interpreting the theoretical content of the subject of English literature in well-defined contexts; appropriate application and transfer of literary analytical methods and techniques and

literary criticism specific to English literature in the wider field of other literatures;

**COURSE CONTENTS:** Intertextuality: the history of the concept. Dialogism, rewriting, hyper- and hypotext; Shakespeare and rewriting; Rewriting in the 18th century: S. Richardson's *Pamela* and the novel's avatars (*An Apology for the Life of Mrs. Shamela Andrews*, by Conny Keyber/Henry Fielding and *Anti-Pamela, or, Feign'd Innocence Detected* by Eliza Haywood); The 19th century British *Cinderella: Jane Eyre* by Charlotte Brontë; Post-colonial and feminist rewriting *Wide Sargasso Sea* by Jean Rhys (*Jane Eyre* by Charlotte Bronte); Authorship and rewriting: *Foe* by J.M.Coetzee (*Robinson Crusoe* by Daniel Defoe); American authors rewriting European masterpieces : Joyce Carol Oates' *The Dead* (*The Dead* by James Joyce); American authors rewriting European masterpieces: M. Cunningham's *The Hours* (*Mrs. Dalloway* by Virginia Woolf); American authors rewriting American masterpieces: Joyce Carol Oates' *Accursed Inhabitants of the House of Bly* (*The Turn of the Screw* by Henry James); American authors rewriting Shakespeare: J. Updike's *Gertrude and Claudius* (*Hamlet* by Shakespeare); American authors rewriting Greek tragedies: E. O'Neill's *Mourning Becomes Electra* (*The Oresteia* trilogy by Aeschylus)

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written Examination

#### COURSE TITLE: ENGLISH IN USE – TEXT INTERPRETATION (SHORT PROSE, DRAMA)

ECTS CREDITS: 1

TYPE OF COURSE: Specialty course

**COURSE OBJECTIVE(S):** Introduction and familiarization of students with various theoretical aspects specific to the respective field; introduction of theoretical notions related to the intertextual analysis of a text analysis of texts belonging to different periods and currents of the English literature from intertextual perspective; adequate use and didactic use of the notions specific to this discipline in well-defined situations; explaining and interpreting the theoretical and practical content in well-defined contexts; Appropriate application and transfer of the basic methods and techniques specific to this discipline;

**COURSE CONTENTS:** . General background related to drama analysis (plot, setting, characters, themes, spectacle); Beginnings of English drama : mediaeval mysteries – text interpretation; Mediaeval miracles and moralities : *Everyman*; Renaissance drama : Christopher Marlowe, *Dr. Faustus* (text selection); W. Shakespeare, *A Midsummer Night's Dream* (text analysis); *Metamorphoses of a myth* : G. B. Shaw, *Pygmalion*; *The Importance of Being Earnest*, Oscar Wilde (cultural context, general themes, text analysis); *Waiting for Godot*, Samuel Beckett – cultural context, general themes, text

analysis; *Death of a Salesman*, Arthur Miller; *Sure Thing*, David Ives; Edward Albee : *Who's Afraid of Virginia Woolf?*; Edward Albee : *The Sandbox*  
**LANGUAGE OF INSTRUCTION:** English  
**ASSESSMENT METHOD(S):** Written Examination

**COURSE TITLE:** OPTIONAL COURSE A3  
**LANGUAGE:** ADVERTISING SPEECH AND TRANSLATION

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Elective, Specialty course

**COURSE OBJECTIVE(S):** Adequate knowledge and understanding of the specific notions of advertising and translation; explaining and interpreting the theoretical content of advertising discourse and transductology in well-defined contexts;

**COURSE CONTENTS:** Genre, discourse, text; Branding the advertising discourse; Cultural stereotypes in the advertising discourse; The functional perspective on translation; Translating advertisements – guidelines; Skopos and advertisements translation; The cultural intertraffic in the translation of advertisements

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written Examination

**COURSE TITLE:** OPTIONAL COURSE A3  
**LANGUAGE:** FUNDAMENTAL CONCEPTS OF ENGLISH LINGUISTICS

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Elective, specialty course

**COURSE OBJECTIVE(S):** The Optional course has as a general objective the presentation of some basic theoretical and operational concepts used in English linguistics, some classic and modern linguistic description and methods.

**COURSE CONTENTS:** Introductory course: terminological clarifications; fundamental concepts; Theories regarding the functions of language represented by R. Jakobson, MAK Halliday; Approaches to word formation; productive types of word-formation in present-day English; Approaches to morphology; Approaches to syntax; Approaches to the meaning of language; New theories in linguistics; Linguistic theories and approaches to pragmatics, with reference to i. linguistic context

**LANGUAGE:** English

**ASSESSMENT METHOD(S):** Written Examination

**COURSE TITLE:** OPTIONAL COURSE A4  
**LITERATURE:** TWENTIETH CENTURY IRISH FICTION

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Elective, Specialty course

**COURSE OBJECTIVE(S):** At the end of the course students have to know elements of Irish culture and history, the works of the representative Irish novelists, they have to understand the importance of the critical approaches and how to apply them to literary texts/works, to understand the literary text as a merge of social, cultural and historical "texts".

**COURSE CONTENTS:** General introduction: Elements of Irish culture and civilization. James Joyce's novels: the politics of space; experiences of epiphany; cultural elements; narrative strategies. Flann O'Brien – *At Swim Two Birds*; *The Third Policeman*: cultural elements, metafiction, innovation. William Trevor's novels: cultural elements; narrative strategies; themes. Seamus Deane – *Reading in the Dark*: cultural elements; narrative strategies.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written Examination

**COURSE TITLE:** OPTIONAL COURSE A4  
**LITERATURE:** THE PORTRAIT IN ENGLISH LITERATURE

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Elective, Specialty course

**COURSE OBJECTIVE(S):** To help the students understand the techniques writers use to create literary portraits. Students have to write an essay to present a literary portrait and the devices the author used, to contextualize the portrait from a cultural, social, historical point of view.

**COURSE CONTENTS:** Human typology and the sense of knowledge; The Doppelgänger effect and the split personality; The nights of the round table: Lancelot; S.Chaucer – "The Wife of Bath"; Shakespeare: Iago; Shakespeare: the dark lady of the sonnets; J.Donne and the mystic portraits; Ch. Brontë; Heathcliff – Catherine; Charles Dickens: Miss Havisham; Oscar Wilde – Dorian Gray; J. Conrad - Kurtz

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written Examination

**COURSE TITLE:** RESEARCH PAPER INTERNSHIP

**ECTS CREDITS:** 10

**TYPE OF COURSE:** Specialty

**COURSE OBJECTIVE(S):** The internship involves guiding the students in the elaboration of the thesis by the coordinator by documenting in libraries and consulting the specialized bibliography.

**CONTENTS:** Elaboration and completion of the paper according to the established plan, of the specialty bibliography and in accordance with the writing rules of the graduation thesis.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral Examination

**FIELD: LANGUAGE AND LITERATURE**  
**PROGRAMME TITLE: MODERN LANGUAGE AND LITERATURE A (FRENCH) – A MODERN LANGUAGE AND LITERATURE B (ENGLISH, ITALIAN, GERMAN, SPANISH)/LATIN LANGUAGE AND LITERATURE**  
**BACHELOR'S DEGREE**

**1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: LINGUISTIQUE GÉNÉRALE**

**NOMBRE DE CRÉDITS: 4**

**TYPE DE DISCIPLINE:** Fondamentale

**OBJECTIFS DU COURS:** Présenter les concepts de base, méthodologiques et descriptifs, utilisés en linguistique. Décrire les méthodes spécifiques de la linguistique traditionnelle et moderne.

**CONTENU DU COURS:** La langue et le processus de communication. L'essence et les fonctions de la langue. Le signe linguistique. Arbitraire et motivation du signe linguistique. L'organisation de la langue. Son caractère systématique. Unités et relations. Les deux articulations du langage humain. La linguistique dans l'ensemble des sciences sociales. Les branches de la linguistique. Les méthodes de la linguistique. La classification des langues. Le contact entre les langues. Le progrès dans la langue.

**LANGUE D'ENSEIGNEMENT:** Français

**ÉVALUATION:** Examen

**COURSE TITLE: LATIN**

**ECTS CREDITS: 2**

**TYPE OF COURSE:** Compulsory, complementary

**COURSE OBJECTIVE(S):** Acquainting students with the main aspects of Roman institutional influences on European civilization; understanding the cultural process of the emergence of Roman civilization; acquainting students with the features of each Latin part of speech, learning and deepening the fundamental Latin grammatical notions; recognizing the Latin parts of speech and their characteristics; acquiring the ability to analyze and compare Latin in relation to the other Romance languages and more; analyzing the nouns, pronouns, adjectives and verbs selected from texts; acquiring the notions of Roman civilization; interpreting the Latin influence on European languages; Understanding the evolutionary processes of Latin.

**COURSE CONTENTS:** Introduction. The Latin alphabet and writing. Pronunciation rules. Writing; The noun: Declensions. Exceptions. Exercises; The legend of the founding of Rome; The adjective. Adjective classes. Comparison of adjectives. Irregular Adjectives. Exceptions. Exercises; The political organization of ancient Rome. Magistracies; The pronoun. Personal pronoun. Reflexive pronoun. Possessive Pronoun. Demonstrative pronoun. Relative pronouns. Interrogative pronoun. Indefinite pronoun. Exercises; The numeral. Cardinal numerals. Ordinal numerals. Distributive numerals. Adverbial numerals. Exercises. Roman performances, games and celebrations.

The verb sum, esse, fui.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**COURSE TITLE: LANGUE FRANÇAISE (GROUPE NOMINAL)**

**NOMBRE DE CRÉDITS: 4**

**TYPE DE DISCIPLINE:** de Spécialité

**OBJECTIFS DU COURS:** Donner aux étudiants les concepts théoriques et opérationnels et les modèles théoriques découlant du structuralisme, utilisés dans la description du français.

**CONTENU DU COURS:** Le nom – centre du groupe nominal. Les catégories grammaticales du nom: le genre, le nombre et le cas. Les déterminants du nom : les Actualisateurs et les Modificateurs. Les Actualisateurs définis : L'article défini, l'adjectif démonstratif, l'adjectif possessif. Les Actualisateurs indéfinis : l'article indéfini, l'article partitif, l'adjectif indéfini, l'adjectif interrogatif. Les Modificateurs du nom : typologie. L'adjectif épithète : l'accord et la place dans le groupe nominal. Le complément du nom : réalisateurs, rection, valeurs des prépositions. La subordonnée relative : formes et emploi du pronom relatif (formes simple et composée), typologie, emploi du mode. Les substituts du groupe nominal : traits sémantiques et rôle discursif.

**LANGUE D'ENSEIGNEMENT:** Français

**ÉVALUATION:** Examen

**COURSE TITLE: CIVILISATION FRANÇAISE**

**NOMBRE DE CRÉDITS: 4**

**TYPE DE DISCIPLINE:** de Spécialité

**OBJECTIFS DU COURS:** Donner aux étudiants un panorama sur l'histoire et sur la civilisation française afin qu'ils puissent mieux comprendre le contexte historique et les références culturelles de la société française contemporaine.

**CONTENU DU COURS:** Notions de géographie: diversité et unité de la France. Les grands événements dans l'histoire de la France. La révolution française de 1789 et ses symboles. Personnalités politiques qui ont marqué l'histoire de France. Les principales dynasties, Louis XIV, Napoléon Ier. Visages de la France contemporaine : économie, modes de vie, culture et loisirs, éducation. La francophonie.

**LANGUE D'ENSEIGNEMENT:** Français

**ÉVALUATION:** Examen

**COURSE TITLE: TRAVAUX DIRIGÉS (FRANCAIS)**

**NOMBRE DE CRÉDITS: 3**

**TYPE DE DISCIPLINE:** de Spécialité

**PHONÉTIQUE**

**OBJECTIFS DU COURS:** Former la compétence de communication écrite; expliciter les règles de l'expression écrite et la construction progressive des stratégies nécessaires.

**CONTENU DU COURS:** Phénomènes suprasegmentaux: le rythme, l'accent, l'intonation ; la

courbe mélodique de la phrase assertive, interrogative, injonctive et exclamative. Le découpage en syllabes et en groupes rythmiques.

Le système vocalique du français: caractéristiques ; voyelles orales, voyelles oralo-nasales; les semi-voyelles ; le e instable. Classement des consonnes du français. Phénomènes d'enchaînement : les liaisons et les enchaînements. La transcription phonétique.

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Épreuve orale

#### EXERCICES ET TRADUCTIONS GRAMMATICALES

**OBJECTIFS DU COURS:** La présentation des faits de langue (le domaine de la morphosyntaxe) qui posent le plus de difficultés dans l'acquisition du français; le choix de type d'exercices les plus adéquats.

**CONTENU DU COURS:** Le nom (le genre et le nombre); les prédéterminants du nom (les articles, les adjectifs pronominaux); les adjectifs qualificatifs; les substituts (les pronoms personnels, démonstratifs, possessifs, indéfinis, interro-relatifs).

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Épreuve écrite

#### COURSE TITLE: COURS OPTIONNEL A1 (LANGUE) – PROBLÉMATIQUE DU VERBE

**NOMBRE DE CRÉDITS:** 2

**TYPE DE DISCIPLINE:** de Spécialité,

**OBJECTIFS DU COURS:** Faire acquérir aux étudiants les classements des verbes, les normes qui régissent les usages du verbe, les temps du discours / récit.

**CONTENU DU COURS:** Les verbes auxiliaires et sémi-auxiliaires, les verbes attributifs, les verbes transitifs et intransitifs. Les verbes pronominaux et les verbes impersonnels. La temporalité. L'aspect.

**LANGUE D'ENSEIGNEMENT:** français

**FORME D'ÉVALUATION:** Épreuve écrite

#### COURSE TITLE: THÉORIE DE LA LITTÉRATURE

**NOMBRE DE CRÉDITS:** 3

**TYPE DE DISCIPLINE:** Fondamentale

**OBJECTIFS DU COURS :** Appropriation des principaux concepts et "sujets" de la théorie littéraire contemporaine.

**CONTENU DU COURS :** Littérature écrite et littérature orale. La littérature - un art. La littérarité et l'effet "littérature". Les arts poétiques et les manifestes littéraires. L'herméneutique et son développement. Genres littéraires et genres du discours. Les frontières de la littérature. Extension et incertitude de la notion de littérature.

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Examen

1<sup>ST</sup> YEAR, 2<sup>ND</sup> SEMESTER

#### COURSE TITLE: LATIN

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Core, complementary

**COURSE OBJECTIVE(S):** - initiating students in the Latin language, civilization and culture; the formation of morphological analysis and translational skills of a Latin text; understanding the general mental frameworks active in the Latin civilization space, respectively of the values and human models inherited in the European cultures; understanding the role of the Latin language in transmitting Christianity to the western area; circumscribing Christian literature in Latin, familiarizing with Christian literature texts, highlighting differences that appeared in Christian Latin versus classical Latin; awareness of continuity, especially in the ethical values, between Latin culture and civilization and descending European cultures; the propagation of a specific anthropological model, especially through Christian theological discourse (largely written in Latin).

**COURSE CONTENTS:** Introduction to Latin morphosyntax: fundamental notions. Nominal group: adjective morphology. The nominal group: pronoun morphology. Introduction to the Latin verb morphosyntax. The conjugation system in Latin. Introduction to Latin civilization and culture. The evolution of the mental and institutional framework in Rome (periodization of the Roman history). The Roman axiological repertoire reported to the different institutional frameworks (kingdom, republic, empire). Mental structures and human models: the Roman civil ideal. Roman Law. Everyday life: Roman dwelling, family and its rites. Roman religion from polytheism to pro-Christianity. Latin literature (periodization, literary genres, representatives). Vocabulary. Latin inherited words.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

#### COURSE TITLE: LANGUE FRANÇAISE (GROUPE VERBAL)

**NOMBRE DE CRÉDITS:** 4

**TYPE DE DISCIPLINE:** de Spécialité

**OBJECTIFS DU COURS:** Initier les étudiants aux modèles structuraux de description de la phrase (l'analyse en CI et la grammaire des cas).

**CONTENU DU COURS:** Le verbe - centre du groupe verbal (GV). Traits inhérents et traits contextuels du verbe Les catégories grammaticales du verbe : le mode, le temps, l'aspect, la diathèse, le nombre et la personne. Les constructions attributives. L'attribut du sujet. L'attribut de l'objet. Le complément d'objet direct (COD). Le complément d'objet indirect (COI). Le complément prépositionnel. Le groupe verbal à deux compléments : COD et COI. Le groupe verbal à deux compléments : COD et complément prépositionnel. Les constructions infinitives. La subordonnée complétive directe et indirecte.

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Examen

#### COURSE TITLE: LITTÉRATURE FRANÇAISE (MOYEN ÂGE et RENAISSANCE)

**NOMBRE DE CRÉDITS:** 4

**TYPE DE DISCIPLINE:** de Spécialité

**OBJECTIFS DU COURS:** Présenter les théories et concepts fondamentaux de la théorie et de la critique littéraires modernes. Décrire la relation dialectique entre les phénomènes de culture et de civilisation et les phénomènes littéraires. Présenter les nouvelles contributions de l'histoire, de la théorie et de la critique littéraires à l'étude de la littérature française.

**CONTENU DU COURS:** L'épopée médiévale et rabelaisienne. Le discours poétique entre les formes fixes et les formes libres (les troubadours, les trouvères, les Rhétoriciens, la Pléiade). Le discours dramatique: l'esthétique du spectacle et du texte dramatique. Du théâtre médiéval au théâtre du XVIe siècle. Le discours narratif: du "roman médiéval" (Chrétien de Troyes) au "roman" du XVIe siècle.

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Examen

**COURSE TITLE: TRAVAUX DIRIGÉS (FRANÇAIS)**

**NOMBRE DE CRÉDITS:** 3

**TITRE DE LA DISCIPLINE:** de Spécialité

*EXPRESSION ORALE*

**OBJECTIFS DU COURS:** Améliorer la compréhension et l'expression orale des étudiants.

**CONTENU DU COURS:** Travail sur le français parlé contemporain, faits de société, divers thèmes concernant des problématiques de la vie contemporaine des Français (le monde du travail, les loisirs, la vie quotidienne, les problèmes de la société française...).

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Épreuve écrite

*EXERCICES ET TRADUCTIONS GRAMMATICALES*

**OBJECTIFS DU COURS:** La présentation des faits de langue (le domaine de la morphosyntaxe) qui posent le plus de difficultés dans l'acquisition du français; le choix de type d'exercices les plus adéquats.

**CONTENU DU COURS:** Les déterminants obligatoires du verbe (GN2, GN3); la complétive directe; le déterminant infinitival; le groupe adverbial (les circonstants dimensionnels).

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Épreuve écrite

**COURSE TITLE: COURS OPTIONNEL A1 (LITTÉRATURE) – L'AUTO PORTRAIT LITTÉRAIRE**

**NOMBRE DE CRÉDITS:** 2

**TYPE DE DISCIPLINE:** de Spécialité,

**OBJECTIFS DU COURS:** Initier les étudiants dans l'étude comparée des autoportraits littéraires et picturaux.

Faire connaître la littérature française contemporaine par le biais de l'étude de la représentation de soi dans le roman actuel.

**CONTENU DU COURS:** L'autoportrait littéraire – théories et pratiques. Les écritures de soi. Présence de l'Autre et expression de l'incertitude dans les

représentations de soi. L'autoportrait pictural : techniques, évolution. L'autoportrait littéraire et la mise en abyme. Signes et signaux picturaux dans l'autoportrait littéraire – analyse de *L'Autoportrait en vert* de Marie NDiaye et de *L'Autoportrait (à l'étranger)* de Jean-Philippe Toussaint.

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Évaluation

**COURSE TITLE: INTERNSHIP**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** adequate knowledge and understanding of the activity in the practice center; explaining and interpreting specific actions in well-defined contexts; the critical and constructive thinking in assimilating the norms that govern the activity of the institution hosting the internship.

**COURSE CONTENTS:** Collecting and systematizing important data regarding the activity field and specificity of the partner institution hosting the internship. Specifying the mission, organization, structure and program of the partner institution. Studying the documents that establish, regulate and support the activity of the institution. Assisting at specific activities carried out by the tutor or the institution staff. Participating in the tutor's training on the exigencies and difficulties of practicing the specific activities by students. Drawing up / filling in some functional texts specific to the current activities in the institution. Settling the research topic together with the tutor (I.1). Structuring a presentation of the research material. Documentation and data essentialization for the Student Internship Project (II). Group revision of the activities carried out by discussing the benefits and difficulties and filling in the Activity Sheet (I.3) including the day, the time interval and the activity carried out. Making a synthesis report on the personal activity in the internship center and presenting it in front of the tutor in order to be evaluated.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**COURSE TITLE: SPORTS**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Acquisition of minimal sports terminology regarding rules and regulations, practice methods, parameters, dosing, hygiene, physiology of physical effort, planning and effects of various body training, notions of tactics; Acquisition of active strategies to secure effective and continuous feed-back; Facilitating harmonious physical development by constantly acting on the proportionality of muscle groups, preventing the installation of deficient attitudes and correcting physical deficiencies signalled in the segments and the spine; Compliance with professional deontology rules (teacher's code of ethics) based on explicit value options; Team-work spirit development to solve different learning tasks; Application of specific



methods to improve personal and professional development plans.

**COURSE CONTENTS:** Complex corrective practice with prophylactic character; Skills. Bilateral sports games; Speed control. Bilateral sports games; Bilateral sports games; Resistance; Bilateral sports games. Force.

**LANGUAGE:** ROMANIAN

**ASSESSMENT METHOD(S):** A/R

## 2<sup>ND</sup> YEAR, 1<sup>ST</sup> SEMESTER

### **COURSE TITLE: LITTÉRATURE UNIVERSELLE ET COMPARÉE**

**NOMBRE DE CRÉDITS:** 4

**TYPE DE DISCIPLINE:** Fondamentale

**OBJECTIFS DU COURS:** Initier les étudiants aux horizons culturels et civilisationnels de l'Antiquité, du Moyen Age, de la Renaissance, des 17<sup>ème</sup> et 18<sup>ème</sup> siècles. Aider les étudiants à acquérir les concepts fondamentaux pour interpréter aussi bien les périodes désignées que des textes littéraires représentatifs pour ces périodes.

**CONTENU DU COURS:** Introduction à la "Littérature Universelle et Comparée". Statut et problèmes (B. Munteano, G. Steiner, U. Eco). Histoire de la discipline. La perspective de l'interdisciplinarité (V. Nemoianu). Les littératures de l'Ancien Orient (sumérien-babylonien, juif et sanskrit). Un autre Moyen Age (Jacques Le Goff). Renaissances, pas Renaissance ... (J. Burckhardt, I.-P. Culianu, Jacques Le Goff). "La civilisation de l'Europe classique" et sa littérature (P. Chaunu). "La civilisation européenne au Siècle des Lumières" et sa littérature (P. Chaunu).

**LANGUE D'ENSEIGNEMENT:** Roumain

**FORME D'ÉVALUATION:** colloque

### **COURSE TITLE: LANGUE FRANÇAISE (SYNTAXE)**

**NOMBRE DE CRÉDITS:** 4

**TYPE DE DISCIPLINE:** de Spécialité

**OBJECTIFS DU COURS:** Assimilation des concepts théoriques et opérationnels utilisés en linguistique française. Présentation et analyse des faits de langue. Acquisition des aspects normatifs de la langue et l'expression correcte.

**CONTENU DU COURS:** I. Les compléments circonstanciels (G Adv.). Critères d'identification et de définition. Les circonstanciels dimensionnels (de lieu, de temps, de quantité). Les circonstanciels non dimensionnels (de manière, d'instrument, de cause, de conséquence, de but, de condition et de supposition, de concession).

**LANGUE D'ENSEIGNEMENT:** français

**FORME D'ÉVALUATION:** Examen

### **COURSE TITLE: LITTÉRATURE FRANÇAISE (XVI-XVIII<sup>È</sup> SIÈCLES)**

**NOMBRE DE CRÉDITS:** 4

**TYPE DE DISCIPLINE:** de Spécialité

**OBJECTIFS DU COURS:** Présenter les théories et concepts fondamentaux de la théorie et de la critique littéraires modernes. Décrire la relation dialectique entre les phénomènes de culture et de civilisation et les phénomènes littéraires. Présenter les nouvelles contributions de l'histoire, de la théorie et de la critique littéraires à l'étude de la littérature française.

**CONTENU DU COURS:** Grands courants littéraires/artistiques au XVII<sup>e</sup> siècle: classicisme, baroque, préciosité, libertinage. Idées/systèmes philosophiques aux XVII<sup>e</sup> et XVIII<sup>e</sup> siècles. La poésie aux XVII<sup>e</sup> et XVIII<sup>e</sup> siècles: types de poèmes et thèmes essentiels. Le théâtre aux XVII<sup>e</sup> et XVIII<sup>e</sup> siècles: théories, genres dramatiques, particularités de l'écriture dramatique. Le roman aux XVII<sup>e</sup> et XVIII<sup>e</sup> siècles: typologie, particularités de l'écriture romanesque.

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Examen

### **COURSE TITLE: TRAVAUX DIRIGÉS (FRANCAIS)**

**NOMBRE DE CRÉDITS:** 4

**TYPE DE DISCIPLINE:** de Spécialité

#### *EXERCICES ET TRADUCTIONS GRAMATICALES*

**OBJECTIF DU COURS:** Développer chez les étudiants la capacité de reconnaître divers types de circonstanciels, d'employer correctement le mode dans la subordonnée circonstancielle en fonction de la conjonction/locution conjonctive qui l'introduit, de transformer une subordonnée en complément circonstanciel et vice-versa, de construire et d'analyser correctement divers types de phrases.

**CONTENU DU COURS:** Les circonstanciels dimensionnels (le spatio-temporel, la quantité et l'intensité). Les circonstanciels non dimensionnels (la manière, l'instrument, la cause, la conséquence, le but, la concession, la condition, l'hypothèse, la supposition, la concession).

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Épreuve écrite

#### *ANALYSE DU TEXTE LITTÉRAIRE*

**OBJECTIFS DU COURS:** Identifier et définir les étapes de l'analyse d'un texte littéraire. S'approprier les concepts et les théories visant l'analyse du texte littéraire. Évaluer les concepts et les méthodes d'analyse du texte littéraire.

**CONTENU DU COURS :** Le commentaire composé : l'étude du texte ; la rédaction ; le questionnement du texte ; l'introduction ; la conclusion ; le plan. Les types de textes ; Chateaubriand – *Atala* (Les rives du Méchasché) ; B. Constant- *Adolphe* ; V. Hugo – *Les Misérables* (La mort de Gavroche) ; Balzac – *Le père Goriot* (La déchéance du Père Goriot) ; G. Flaubert – *Salammbô* (Le défilé de la Hache) ; Mérimée – *Carmen* (La mort de Carmen) ; Maupassant – *La peur*.

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Épreuve écrite

**COURSE TITLE: COURS OPTIONNEL A2 - PROCÉDÉS DE LA TRADUCTION****NOMBRE DE CRÉDITS:** 2**TYPE DE DISCIPLINE:** de Spécialité,**OBJECTIFS DU COURS:** Présenter les différentes conceptions sur la traduction, telles qu'elles apparaissent chez les linguistes, les didacticiens, les psychologues et les logiciens. S'initier aux procédés de la traduction directe et indirecte;**CONTENU DU COURS:** La traduction comme stratégie d'apprentissage. La grammaire de la traduction. L'unité de traduction. Le fonctionnement de l'UT au niveau fonctionnel. Le niveau morpho-sémantique. L'hétéronymie. Les fourches lexicales. La paraphrase interlinguale. L'unité de traduction textuelle. Les règles stratégiques et les règles tactiques comme parcours de l'activité traduisante. Les traductions directes. La transposition. La modulation. L'équivalence et l'adaptation.**LANGUE D'ENSEIGNEMENT:** Français**FORME D'ÉVALUATION:** Évaluation**COURSE TITLE: INTERNSHIP****ECTS CREDITS:** 3**TYPE OF COURSE:** Compulsory**COURSE OBJECTIVE(S):** adequate knowledge and understanding of the activity in the practice center; explaining and interpreting specific actions in well-defined contexts; the critical and constructive thinking in assimilating the norms that govern the activity of the institution hosting the internship.**COURSE CONTENTS:** Collecting and systematizing important data regarding the activity field and specificity of the partner institution hosting the internship. Specifying the mission, organization, structure and program of the partner institution. Studying the documents that establish, regulate and support the activity of the institution. Assisting at specific activities carried out by the tutor or the institution staff. Participating in the tutor's training on the exigencies and difficulties of practicing the specific activities by students. Drawing up / filling in some functional texts specific to the current activities in the institution. Settling the research topic together with the tutor (I.1). Structuring a presentation of the research material. Documentation and data essentialization for the Student Internship Project (II). Group revision of the activities carried out by discussing the benefits and difficulties and filling in the Activity Sheet (I.3) including the day, the time interval and the activity carried out. Making a synthesis report on the personal activity in the internship center and presenting it in front of the tutor in order to be evaluated.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Preliminary examination**2<sup>ND</sup> YEAR, 2<sup>ND</sup> SEMESTER****COURSE TITLE: MÉTHODES ET MODÈLES LINGUISTIQUES****NOMBRE DE CRÉDITS:** 4**TYPE DE DISCIPLINE:** Fondamentale**OBJECTIFS DU COURS:** Le cours se propose de présentation des directions principales de développement de la linguistique au cours du XX-e siècle; les travaux pratiques offrirons aux étudiants la possibilité d'apprendre des notions Fondamentales de phonologie, morphologie, syntaxe et sémantique du français.**CONTENU DU COURS** 1. F. de Saussure et la naissance du structuralisme .2. La création de la phonologie (N. Troubetzkoy et R. Jakobson); notions Fondamentales de phonologie et phonétique françaises; le processus de communication et les fonctions du langage; 3. Le distributionnalisme américain et l'analyse en constituants immédiats; 4. Le structuralisme français: phonologie, double articulation du langage, analyse sémique, etc. (A. Martinet, M. Gross, B. Pottier); 5. La grammaire générative et ses variantes: Z. Harris, N. Chomsky (le modèle des *Structures syntaxiques*, le modèle standard, la théorie standard étendue, la théorie du gouvernement et du liage), Katz, Fodor et Postal, Lakoff et la sémantique générative, Anderson. Application à l'étude du français.**LANGUE D'ENSEIGNEMENT:** Français**FORME D'ÉVALUATION:** Épreuve écrite**COURSE TITLE: LANGUE FRANÇAISE (SYNTAXE)****NOMBRE DE CRÉDITS:** 4**TYPE DE DISCIPLINE:** de Spécialité**OBJECTIFS DU COURS:** Assimilation des concepts théoriques et opérationnels utilisés en linguistique française. Présentation et analyse des faits de langue. Acquisition des aspects normatifs de la langue et l'expression correcte.**CONTENU DU COURS:** Les types de phrase. Constituants de phrase obligatoires/facultatifs. Description des types de phrase en fonction de divers paramètres: marques morphosyntaxiques, intonation, valeurs pragmatiques. La phrase assertive. La phrase interrogative. La phrase impérative. La phrase exclamative. La phrase négative. La phrase emphatisée. La phrase passive. La phrase impersonnelle.**LANGUE D'ENSEIGNEMENT:** Français**FORME D'ÉVALUATION:** Examen**COURSE TITLE: LITTÉRATURE FRANÇAISE (XIXE SIECLE)****NOMBRE DE CRÉDITS:** 4**TYPE DE DISCIPLINE:** de Spécialité**OBJECTIFS DU COURS:** Initier les étudiants à l'étude des principaux mouvements littéraires enregistrés au XIXe siècle; l'initiation à l'analyse littéraire; l'acquisition des compétences linguistiques et stylistiques.

**CONTENU DU COURS:** Le romantisme. Les théoriciens du romantisme. La poésie romantique: Hugo, Vigny, Musset, Lamartine. Le roman romantique (Hugo). Le théâtre romantique. Le réalisme (Balzac, Stendhal, Flaubert). La poésie parnassienne, Baudelaire. Le naturalisme (Zola); la nouvelle. Le symbolisme. Le théâtre après 1850. L'histoire et la critique littéraire.

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Examen

**COURSE TITLE: TRAVAUX DIRIGÉS (FRANÇAIS)**

**NOMBRE DE CRÉDITS:** 4

**TYPE DE DISCIPLINE:** de Spécialité

**EXERCICES ET TRADUCTIONS GRAMATICALES**

**OBJECTIF DU COURS:** Développer chez les étudiants la capacité de reconnaître divers types de phrases.

**CONTENU DU COURS:** Les constituants obligatoires de phrase: Assertif, Interrogatif, Impératif, Exclamatif. Les constituants facultatifs: Négatif, Passif, Emphase, Impersonnel.

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Vérification écrite

**INTERPRÉTATION DE TEXTES LITTÉRAIRES**

**OBJECTIFS DU COURS:** Une nouvelle approche du texte considéré comme un *fait de langage*.

**CONTENU DU COURS:** Le commentaire composé : l'étude du texte ; la rédaction ; le questionnement du texte ; l'introduction ; la conclusion ; le plan. Les types de textes ; le vers français ; le rythme, la rime. *Boîte à outils* : procédés rhétoriques, figures de styles, prosodie. L'analyse des difficultés concernant le langage (lexique, morphosyntaxe) et le contenu (idées, symboles, messages). Jugements de valeur. Analyses de textes illustrant les principales directions d'évolution de la poésie française au XX<sup>e</sup> siècle. Grille d'interprétation du texte poétique : Lamartine - *Le Lac*. Hugo - *Océan. Le rêve du jaguar*. Verlaine - *Romances sans paroles*. Giraudoux - *Amphitryon* 38.

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Épreuve écrite

**COURSE TITLE: COURS OPTIONNEL A2 : LITTÉRATURE DE VOYAGE**

**NOMBRE DE CRÉDITS:** 2

**TYPE DE DISCIPLINE:** de Spécialité, optionnelle

**OBJECTIFS DU COURS:** s'approprier la thématique de la littérature de voyage ; définir les courants littéraires de cette période ; connaître les représentants de cette littérature.

**CONTENU DU COURS:** Le récit de voyage : histoire du genre ; le récit de voyage imaginaire ; l'expérience du voyage ; l'autre. Le voyageur-écrivain/l'écrivain-voyageur ; la typologie des récits de voyage. Les thèmes du récit de voyage. Les écrivains-voyageurs : le XIX<sup>e</sup> siècle : le voyage littéraire ; l'écriture du moi ; le récit ouvert ; un récit pour un autre ; un parcours initiatique ; le laboratoire de l'écriture. Les écrivains-

voyageurs : le XX<sup>e</sup> siècle : l'altérité ; la poésie du récit de voyage ; voyage et cinéma. L'écriture contemporaine du récit de voyage

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Épreuve écrite

**COURSE TITLE: INTERNSHIP**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** adequate knowledge and understanding of the activity in the practice center; explaining and interpreting specific actions in well-defined contexts; the critical and constructive thinking in assimilating the norms that govern the activity of the institution hosting the internship.

**COURSE CONTENTS:** Collecting and systematizing important data regarding the activity field and specificity of the partner institution hosting the internship. Specifying the mission, organization, structure and program of the partner institution. Studying the documents that establish, regulate and support the activity of the institution. Assisting at specific activities carried out by the tutor or the institution staff. Participating in the tutor's training on the exigencies and difficulties of practicing the specific activities by students. Drawing up / filling in some functional texts specific to the current activities in the institution. Settling the research topic together with the tutor (I.1). Structuring a presentation of the research material. Documentation and data essentialization for the Student Internship Project (II). Group revision of the activities carried out by discussing the benefits and difficulties and filling in the Activity Sheet (I.3) including the day, the time interval and the activity carried out. Making a synthesis report on the personal activity in the internship center and presenting it in front of the tutor in order to be evaluated.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**COURSE TITLE: SPORTS**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Acquisition of minimal sports terminology regarding rules and regulations, practice methods, parameters, dosing, hygiene, physiology of physical effort, planning and effects of various body training, notions of tactics; Acquisition of active strategies to secure effective and continuous feed-back; Facilitating harmonious physical development by constantly acting on the proportionality of muscle groups, preventing the installation of deficient attitudes and correcting physical deficiencies signalled in the segments and the spine; Compliance with professional deontology rules (teacher's code of ethics) based on explicit value options; Team-work spirit development to solve different learning tasks; Application of specific methods to improve personal and professional development plans.

**COURSE CONTENTS:** Complex corrective practice with prophylactic character; Skills. Bilateral sports games; Speed control. Bilateral sports games; Bilateral sports games; Resistance; Bilateral sports games. Force.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** A/R

**3<sup>RD</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: LINGUISTIQUE ROMANE COMPAREE**

**NOMBRE DE CRÉDITS:** 2

**TYPE DE DISCIPLINE:** Fondamentale

**OBJECTIFS DU COURS :** former des compétences théoriques qui permettront la localisation et la définition du domaine de la linguistique romane dans l'ensemble des sciences du langage; assimiler des concepts théoriques et opérationnels du domaine de la linguistique romane; souligner le caractère synthétique du latin en contrastivité avec l'analytisme des principales langues romanes connues;

**CONTENU DU COURS:** 1. L'objet d'étude de la linguistique romane: la Roumanie et ses régions. Classifications des langues romanes: la Roumanie occidentale et orientale, *Romania submersa* et *Romania nova*, *Romania continua* et *discontinua*. 2. Les éléments constitutifs des langues romanes (substrats, strat, superstrats, adstrats). Substrat primaire et secondaire. substrat osco-ombrique, celtique, ligurie, étrusque, grec, mesapic, venet, illyrien, thrace, sicul, sican, ibérique, etc. 3. Le latin. Vocalisme, consonantisme, morphosyntaxe et lexique du latin populaire. 4. Les superstrats des langues romanes: germanique (wisigothique ostrogot, vandal, francique, longobard, burgond), slave, arabe. 5. Le domaine ibéro-romain: la langue espagnole: répartition géographique, premiers documents d'attestation, caractéristiques typologiques (phonétique, morphosyntaxique, lexique). 6. Le domaine gallo-roman: la langue française: répartition géographique, dialectes, première attestation de documents, caractéristiques typologiques (phonétique, morphosyntaxe, vocabulaire). 7. Le domaine balkano-romain: la langue roumaine: répartition géographique, dialectes, première attestation de documents, caractéristiques typologiques (phonétique, morphosyntaxe, vocabulaire).

**LANGUE D'ENSEIGNEMENT:** Roumain

**FORME D'ÉVALUATION :** Examen

**COURSE TITLE: LANGUE FRANÇAISE (LEXICOLOGIE ET SEMANTIQUE)**

**NOMBRE DE CRÉDITS:** 4

**TYPE DE DISCIPLINE:** de Spécialité

**OBJECTIFS DU COURS:** Entraîner les étudiants à comprendre l'importance de l'étude du sens, les notions Fondamentales avec lesquelles opère la sémantique, les mécanismes du sens. Entraîner les étudiants à utiliser de façon consciente les mécanismes d'analyse sémantique.

**CONTENU DU COURS:** La sémantique. L'analyse sémique ou componentielle. Les unités de sens. Les anomalies sémantiques. Formes et causes des changements de sens. La sémantique structurale diachronique. La structuration sémique du lexique. Les relations sémantiques. La présupposition.

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Examen

**COURSE TITLE: LITTÉRATURE FRANÇAISE (XXe SIÈCLE)**

**NOMBRE DE CRÉDITS:** 4

**TYPE DE DISCIPLINE:** de Spécialité

**OBJECTIFS DU COURS:** l'étude du mouvement littéraire français au XXe siècle; l'acquisition des compétences nécessaires pour le débat d'idées, l'analyse, la synthèse, le commentaire de texte; l'approfondissement des connaissances culturelles, des idées contemporaines dans le domaine littéraire, historique, philosophique, artistique; le perfectionnement de l'expression orale et écrite; la formation du sens critique et l'instruction des disponibilités de communication en vue de l'argumentation logique et cohérente des opinions exprimés.

**CONTENU DU COURS:** Les novateurs du roman : Marcel Proust et le roman poétique. André Gide et la « mise en abyme » 2. Le roman problématique et de l'engagement : André Malraux et le roman de la condition humaine. Saint – Exupéry et la foi dans les valeurs traditionnelles. 3. Le roman existentialiste : Jean – Paul Sartre, Albert Camus. 4. Le Nouveau Roman: Alain Robbe – Grillet, Michel Butor, Le nouveau Nouveau Roman. 5. Courants nouveaux dans la poésie: Guillaume Apollinaire et la poésie cubiste. Paul Valéry et la poésie pure. Le dadaïsme et le surréalisme (Tristan Tzara, André Breton). Lignes de force contemporaines : Henri Michaux, Saint – John Perse. 6. Le discours dramatique : Les maîtres (Jean Giraudoux, Paul Claudel). Le théâtre existentialiste (Jean – Paul Sartre, Albert Camus). Les maîtres de l'absurde (Eugène Ionesco, Samuel Beckett).

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Examen

**COURSE TITLE: TRAVAUX DIRIGÉS: TECHNIQUES DE RÉDACTION**

**NOMBRE DE CRÉDITS:** 2

**TYPE DE DISCIPLINE:** de Spécialité

**OBJECTIFS DU COURS:** Identifier et définir les concepts, theories et techniques linguistiques et textuelles dans la rédaction d'un texte dans une langue étrangère.

**CONTENU DU COURS:** Typologie des textes- notions introductives. Le choix du sujet et la documentation. Le plan général. La structure argumentative. La rédaction assistée par l'ordinateur. L'appareil scientifique de la thèse. Les index, les glossaires et les annexes. Techniques de rédaction d'un poster scientifique.

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Épreuve écrite

**COURSE TITLE: THÉÂTRE CONTEMPORAIN****NOMBRE DE CRÉDITS:** 2**TYPE DE DISCIPLINE:** Complémentaire**OBJECTIFS DU COURS:** Initier les étudiants à une approche plurielle du phénomène théâtral. Développer les compétences d'analyse d'un texte dramatique. Développer les compétences d'analyse d'un spectacle théâtral.**CONTENU DU COURS:** Initiation aux grandes théories du théâtre. Comment lire un texte dramatique ? Lexique du théâtre et spécificités du discours dramatique. La double énonciation au théâtre. La violence dans le théâtre contemporain. La réécriture du mythe dans le théâtre contemporain. Du texte à la représentation. L'espace théâtral. Théâtre et temporalité. Les « acteurs » de la représentation théâtrale. Analyser le spectacle théâtral. Applications sur Bernard-Marie Koltès, Roberto Zucco ; Laurent Gaudé, *Médée Kali* ; Éric-Emmanuel Schmitt, *Variations énigmatiques*.**LANGUE D'ENSEIGNEMENT:** Français**FORME D'ÉVALUATION:** Évaluation**COURSE TITLE: COURS OPTIONNEL LANGUE A3:****NIVEAUX DE LANGUE****NOMBRE DE CRÉDITS:** 2**TYPE DE DISCIPLINE:** de Spécialité, optionnelle**OBJECTIFS DU COURS:** Identifier les divers registres d'expression; reconnaître les différences de structuration (lexicale, grammaticale) des niveaux.**CONTENU DU COURS:** Classifications en niveaux – critères. Le système d'oppositions parlé/vs/écrit. Variétés actuelles du français. L'expressivité du français populaire et de l'argot. Langues de spécialité.**LANGUE D'ENSEIGNEMENT:** Français**FORME D'ÉVALUATION:** Vérification**COURSE TITLE: COURS OPTIONNEL LANGUE A4 :****PRAGMATIQUE DE LA QUESTION****NOMBRE DE CREDITS:** 2**TYPE DE DISCIPLINE:** de Spécialité**OBJECTIFS DU COURS:** Présentation des faits de langue concernant l'ordre séquentiel spécifique, fonction des constituants facultatifs auxquels l'interrogation se combine; initiation aux méthodes linguistiques appliquées avec développement de la capacité analytique et synthétique chez les étudiants concernant la distinction des tours interrogatifs français/roumain, selon les registres de la langue; acquisition des aspects normatifs de l'expression correcte visant les emplois de la forme modale du verbe et des morphèmes interrogatifs spécialisés dans les interrogations ainsi que les formulations de la réponse structurée selon la question.**CONTENU DU COURS :** L'étude sémantique de l'interrogation: les relations question-réponse, les conditions de poser une question et de formuler une réponse adéquate et la typologie sémantique des questions et des réponses. La perspective syntaxique: la spécificité de la forme linguistique pour chaque

structure sémantique envisagée. La perspective pragmatique: aspects concernant l'utilisation des questions afin de réaliser un acte de parole autre que l'interrogation; l'expression de l'interrogation sans le recours aux formes grammaticalement consacrées (actes de parole indirects). L'importance de l'interrogation pour l'activité didactique et pour l'activité humaine (la fonction gnoseologique de la question).

**LANGUE D'ENSEIGNEMENT:** Français**FORME D'ÉVALUATION:** Vérification**3<sup>RD</sup> YEAR, 2<sup>ND</sup> SEMESTER****COURSE TITLE: THÉORIES DE LA LECTURE****NOMBRE DE CRÉDITS:** 2**TYPE DE DISCIPLINE:** Fondamentale**OBJECTIFS DU COURS:** Présenter les mécanismes de la lecture et la typologie des lecteurs. Faire comprendre l'évolution des approches de la lecture et les rôles (complémentaires) du texte et du lecteur dans la lecture (plurielle) d'une œuvre.**CONTENU DU COURS :** La lecture – considérations générales. La lecture : effet et/ou processus. Théories de la réception : lecture-réception, présentation diachronique, concepts fondamentaux. Le lecteur implicite. Le lecteur modèle et lecteur empirique. La lecture plurielle. La lecture comme jeu. La lecture intertextuelle. Stéréotypes de la lecture. Le sujet-lecteur.**LANGUE D'ENSEIGNEMENT:** Français**FORME D'ÉVALUATION:** Examen**COURSE TITLE: LANGUE FRANÇAISE (INTRODUCTION À LA PRAGMATIQUE)****NOMBRE DE CRÉDITS:** 2**TYPE DE DISCIPLINE:** de Spécialité**OBJECTIFS DU COURS:** une présentation théorique des principaux phénomènes linguistique qui constituent le domaine de la pragmatique et de leur importance pour l'enseignement, la traduction, etc.; travaux pratiques: d'approfondir par exercices les connaissances théoriques tout en insistant sur les aspects impliqués dans la future activité professionnelle des étudiants (déixis temporelle et spatiale, les actes de langage, analyse du discours). On insiste sur les aspects contrastifs des phénomènes impliqués dans la modalisation et dans l'énonciation.**CONTENU DU COURS:** 1. La déixis: les éléments déictiques et leurs emplois déictiques (gestuels ou symboliques) ou non-déictiques (anaphoriques et non anaphoriques); la déixis de personne, temporelle, spatiale, sociale et de discours; 2. Les implicatures conversationnelles: définition, identification, les maximes (emplois et outrages), propriétés; 3. La présupposition: théories de Frege, Russell et Strawson; propriétés; les principaux activateurs 4. Les actes de langage: les actes locutionnaire, illocutionnaire et perlocutionnaires, théories de Austin, Searle; la pragmatique cognitive**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Examen

**COURSE TITLE: LITTÉRATURE FRANÇAISE ET ARTS VISUELS**

**NOMBRE DE CRÉDITS:** 2

**TYPE DE DISCIPLINE:** de Spécialité

**OBJECTIFS DU COURS:** Initier les étudiants à une approche comparatiste et transversale du texte et de l'image. Discuter les relations qu'entretiennent la littérature et les arts visuels. La présentation de questions théoriques Fondamentales sera accompagnée d'une sélection de textes et d'images du XX<sup>e</sup> et du XXI<sup>e</sup> siècles.

**CONTENU DES COURS:** 1. Cadre théorique : a. La littérature et les autres arts. b. Les arts visuels-définition, formes. c. L'acte créateur pictural et scriptural – une approche poétique. d. Le pictural dans le texte littéraire : une approche poétique. L'ekphrasis. La plasticité du texte littéraire. 2. La littérature et les arts visuels : échanges et transferts : a. Littérature et peinture. b. Littérature et photographie. c. Littérature et dessin.

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Examen

**COURSE TITLE: TRAVAUX DIRIGÉS: LECTURE DU TEXTE CRITIQUE**

**NOMBRE DE CRÉDITS:** 2

**TYPE DE DISCIPLINE:** de Spécialité

**OBJECTIFS DU COURS:** Lire un texte critique et distinguer les traits spécifiques par la comparaison avec d'autres types de textes. Expliquer et interpréter le contenu des textes étudiés. Comprendre les concepts fondamentaux des textes critiques. Structurer un texte scientifique de spécialité.

**CONTENU DU COURS:** Modèles d'analyse littéraire. Univers imaginaire. Conscience créatrice. Suprématie du texte. *Intentio operis*. Écriture et lecture. Écrivains et acte critique.

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Évaluation

**COURSE TITLE: LINGUISTIQUE TEXTUELLE**

**NOMBRE DE CRÉDITS:** 2

**TYPE DE DISCIPLINE:** de Spécialité

**OBJECTIFS DU COURS:** Connaître les critères de typologisation. Caractériser chaque type textuel. Analyser les divers types de texte en fonction des grilles d'analyse.

**CONTENU DU COURS:** Initiation à la l'étude du texte. Critères d'organisation des typologies textuelles. Le texte narratif. Histoire. Les composants de l'histoire. Narration. La modalisation. La focalisation. La voix narrative. Les genres du texte narratif. Le texte descriptif. Généralités. Classification des descriptions. Le texte argumentatif. Critères de définition du texte argumentatif. Le texte injonctif. Grilles d'analyse textuelle. (texte poétique, texte narratif).

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Examen

**COURSE TITLE: COURS OPTIONNEL LITTÉRATURE A3: LA LECTURE INTERMÉDIALE**

**NOMBRE DE CRÉDITS:** 1

**TYPE DE DISCIPLINE:** de Spécialité, optionnelle

**OBJECTIFS DU COURS:** Ce cours se propose d'initier les étudiants à la lecture d'un texte littéraire hybride, de présenter les mécanismes de la lecture intermédiaire (Louvel, 2010) et de développer la capacité des étudiants d'interpréter un texte littéraire qui résulte de la combinaison des mots et des images.

**CONTENU DU COURS:** L'hybridation icono-textuelle et ses effets. Le visible et le lisible dans le texte littéraire hybride. La lecture intermédiaire – une double perception. Le journal photographique et sa lecture : analyse de *L'usage de la photo* d'Annie Ernaux et Marc Marie.

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Évaluation

**COURSE TITLE: COURS OPTIONNEL A3 : LE ROMAN POSTMODERNE ET HYPERMODERNE**

**NOMBRE DE CRÉDITS:** 1

**TYPE DE DISCIPLINE:** de Spécialité

**OBJECTIFS DU COURS:** L'initiation des étudiants à l'étude du roman français et francophone contemporains dans la perspective de la relation modernisme-postmodernisme-hypermodernisme. Le développement de la réflexion critique des étudiants, afin d'acquérir, d'analyser et d'appliquer une série de concepts et une problématique spécifique à la littérature contemporaine.

**CONTENU DU COURS:** Contributions Fondamentales à la théorie du postmodernisme: Jean-François Lyotard, Fredric Jameson, Linda Hutcheon, Ihab Hassan etc. Le Postmodernisme et les arts (architecture, peinture, photographie, vidéo, cinéma). Éléments constitutifs du postmodernisme: une nouvelle superficialité qui se retrouve dans la « théorie contemporaine » et dans une nouvelle culture de l'image, du simulacre; l'affaiblissement de l'historicité, tant dans la relation de l'individu avec l'histoire publique que dans celle avec les nouvelles formes de temporalité privée, etc. Le postmodernisme – caractéristiques: délinéarisation de la narration, écriture fragmentaire/fragmentale; collage; intertextualité; renarrativisation; réhistoricisation; thématization du lecteur et de l'auteur; réécriture du mythe en contexte postmoderne. Du postmodernisme à l'hypermodernisme. Gilles Lipovetsky et les temps hypermodernes. Techniques narratives dans le roman hypermoderne.

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Épreuve écrite

**COURSE TITLE: RESEARCH PAPER INTERNSHIP**

**ECTS CREDITS:** 10

**TYPE OF COURSE:** Specialization

**COURSE COURSE OBJECTIVE(S):** The internship involves guiding the students in the elaboration of the



thesis by the coordinator by documenting in libraries and consulting the specialized bibliography.

**COURSE CONTENTS:** Elaboration and completion of the paper according to the established plan, of the specialty bibliography and in accordance with the writing rules of the graduation thesis.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**ENGLISH LANGUAGE AND LITERATURE (B)  
BACHELOR'S DEGREE**

**1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: ENGLISH (THE VERB PHRASE)**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Specialty course

**COURSE OBJECTIVE(S):** To provide knowledge of English morphology and morpho-syntax relevant to ESL/EFL teaching. This descriptive course focuses on the grammatical categories of the English verb.

**COURSE CONTENTS:** Aspect: durative vs. non-durative opposition. Tense - aspect: uses and values of Present Tense Simple & Continuous, Past Tense Simple & Continuous, Present Perfect Simple & Continuous. Means of Expressing Futurity. Voice. Modality by mood & modal verbs. Modal verbs. Non-finite forms of the verb.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written and oral examination

**COURSE TITLE: ENGLISH CULTURE AND CIVILISATION (THE MIDDLE AGES AND RENAISSANCE)**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Specialty course

**OBJECTIVES:** To offer a contextual approach to the study of medieval and Renaissance English literature, culture and civilization to enable the students' future integration in further research. The course will develop the students' capacity of understanding and analysing aspects of English literature in European context.

**CONTENT:** *Beowulf* & OE Literature: tradition of epic poetry, *The Seafarer* and *The Wanderer*. Battle Poems & *The Dream of the Rood*. Mid.E literature: from the Norman Conquest to Chaucer. 16th Century Poetry & Prose: Thomas Wyatt, Philip Sydney, Edmund Spenser; W. Shakespeare: sonnets, comedies, histories, late plays.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written and oral examination

**COURSE TITLE: ENGLISH LANGUAGE AND LITERATURE IN USE - PHONETICS AND PHONOLOGY - WRITING SKILLS**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Specialty course

**PHONETICS AND PHONOLOGY**

**COURSE OBJECTIVE(S):** The course aims at familiarizing the students with English phonetics, by discussing a few basic notions of phonetics and phonology, and also to analyse the characteristics of different English accents.

**COURSE CONTENTS:** Phonetics and Phonology – an introduction. Vowels. Diphthongs. Stress. Elision. Accents and dialects

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**WRITING SKILLS**

**COURSE OBJECTIVE(S):** This course focuses on principles of organization and standards of clarity and coherence in writing. Students receive the practical assistance needed to formulate a topic, select and organize subtopics, and write orderly and clear expository essays.

**COURSE CONTENTS:** The sentence. The paragraph. The essay. Effectiveness of expression. Narration Description. Definition. Casual analysis. Analogy. Comparison. Contrast.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**1<sup>ST</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: ENGLISH LANGUAGE (LEXICOLOGY AND THE NOUN PHRASE)**

**ECTS CREDITS:** 4

**SEMESTER:** 2

**TYPE OF COURSE:** Specialty course

**OBJECTIVES:** To make the students aware of the fundamentals of English morphology: phonetics and nominal part; to make them acquire new information in sound production and writing in English, morphology (the nominal part) and practice.

**CONTENT:** Phonetic alphabet & transcription in English, phoneme, characteristics of vowels & consonants; vocalic and consonantal combinations used to render sounds in English; the word accent; intonation. Morphology: Nominal Part:: number: agreement; classification according to number. Gender. Pronouns. Adjectives. Numerals.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written and oral examination

**COURSE TITLE: ENGLISH LITERATURE (NEOCLASSICISM AND ROMANTICISM)**

**ECTS CREDITS:** 4

**SEMESTER:** 2

**TYPE OF COURSE:** Specialty course

**OBJECTIVES:** The course aims at presenting the students with the English literature in the 17<sup>th</sup>, 18<sup>th</sup> and early 19<sup>th</sup> centuries against the larger cultural, social and historical background. It tries to develop the students' critical skills and enable them to approach literary texts with a critical eye. It tries to integrate literature with other components of the cultural milieu.

**CONTENT:** Puritan Literature - John Milton – 'Paradise Lost'. The Restoration comedy. The Enlightenment – Alexander Pope – 'The Rape of the

Lock'. Daniel Defoe – 'Robinson Crusoe'. Jonathan Swift – 'Gulliver's Travels'. Laurence Sterne – 'The Life and Opinions of Tristram Shandy, Gentleman'. The Gothic novel – Mary Shelley – 'Frankenstein'. William Blake – 'The Lamb', 'The Tyger', 'The Sick Rose'. William Wordsworth – 'The Solitary Reaper', 'I Wondered Lonely as a Cloud'. Samuel Taylor Coleridge – 'The Ryme of the Ancient Mariner', 'Kubla Kahn'. George Gordon, Lord Byron – 'Childe Harold's Pilgrimage', 'Don Juan'. Percy Bysshe Shelley – 'Ode to the West Wind', 'Prometheus Unbound'. John Keats – 'Ode to a Nightingale', 'Ode on a Grecian Urn'

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written and oral examination

**COURSE TITLE: ENGLISH IN USE – TEXT INTERPRETATION: APPLIED LITERARY THEORY AND GRAMMAR EXERCISES AND TRANSLATION**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Specialty course

#### *APPLIED LITERARY THEORY*

**COURSE OBJECTIVE(S):** The proper knowlegde and understanding of specific notions of the discipline as well as the interpretation of theoretical contents in specific contexts.

**COURSE CONTENTS:** Wuthering Heights. The Strange Case of Dr. Jekyll and Mr. Hyde, The Picture of Dorian Gray, Tess of the d'Urbervilles, The War of the Worlds, Heart of Darkness, Sons and Lovers

To the Lighthouse, Nineteen Eighty-Four, Pygmalion, Death of a Salesman, Lord of the Flies, The British Museum is Falling Down

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

#### *GRAMMAR EXERCISES AND TRANSLATION*

**COURSE OBJECTIVE(S):** to deepen and to systematize the knowledge acquired during the courses of Contemporary English Language; to make students aware of the structure of the English Verbal Phrase; to expose students to a variety of exercises and translations with different degrees of difficulty

**COURSE CONTENTS:** Phrasal Verbs. The Grammatical Categories of the Verb (The Category of Tense, The Category of Aspect, The Tense-Aspect System of English). The Category of Voice. The Category of Mood. Modal Verbs. The Non-Finite Forms of the Verb

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

## 2<sup>ND</sup> YEAR, 1<sup>ST</sup> SEMESTER

**COURSE TITLE: ENGLISH (THE SIMPLE SENTENCE SYNTAX)**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Specialty course

**COURSE OBJECTIVE(S):** to give the students the necessary theoretical frame in order to analyze appropriately any syntactic pattern; to develop students' ability to use different syntactic structures depending on their communicative goals; within each theme both theoretical and practical aspects are given attention, specific knowledge checking being doubled by exercises and applications.

**COURSE CONTENTS:** Sentence types.. Functional Classification of Sentences. The simple sentence Means of Connecting Words. The Phrase. The Noun Phrase. The Verb Phrase. The Adjective Phrase. The Adverbial Phrase. Complex constructions. Independent elements of the sentence. Basic sentence patterns.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: ENGLISH LITERATURE (THE VICTORIANS)**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Specialty course

**COURSE OBJECTIVE(S):** The study of Victorian English literature and of the social, economic and cultural context. Students will familiarise with notions of literary criticism applied to Victorian writers.

**COURSE CONTENTS:** Poets: Alfred, Lord Tennyson, Robert Browning, Gerard Manley Hopkins, Pre-Raphaelites Novelists: Charles Dickens, William Makepeace Thackeray, The Brontës, George Eliot, Thomas Hardy

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: ENGLISH LANGUAGE IN USE: CONVERSATION AND ORAL PRESENTATION AND TEXT INTERPRETATION (POETRY)**

**ECTS CREDITS:** 2

**SEMESTER:** 1

**TYPE OF COURSE:** Specialty course

#### *CONVERSATION AND ORAL PRESENTATION*

**COURSE OBJECTIVE(S):** to improve the students' knowledge of spoken English, to help them acquire oral presentation skills, to teach them fixed phrases (language patterns), namely lexical and grammatical formulae to be used under given circumstances, to make them understand the importance and the impact of non-verbal communication

**COURSE CONTENTS:** presentation skills: the four P's: Prepare, Practice, Present, Process. steps of a presentation (before, during and after the

presentation). the structure of a presentation. non-verbal communication. using materials. oral presentations on a given topic.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Oral examination

#### TEXT INTERPRETATION (POETRY)

**COURSE OBJECTIVE(S):** During this course the students have to learn the steps that they should follow in text interpretation. They have to learn how to identify the devices used by the author, to state an idea suggested by the text and sustain it with arguments from the text. They have to develop their ability to use their previous knowledge and make associations and analogies within the text and with other texts. They should be able to produce their own interpretation of a literary text.

**COURSE CONTENTS:** Species belonging to the genre of poetry. Figures of speech. Imagery. Symbols. Sound features. Standard poetic forms.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** written examination

#### 2<sup>ND</sup> YEAR, 2<sup>ND</sup> SEMESTER

#### COURSE TITLE: ENGLISH (THE COMPOUND AND COMPLEX SENTENCE SYNTAX)

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Specialty course

**COURSE OBJECTIVE(S):** The aim of the course is two fold: (a) to introduce students to a more recent & principled approach to the study of syntax (generative grammar) and to the rigour of scientific argumentation, and (b) to improve students' knowledge and understanding of complex English syntactic structures.

**COURSE CONTENTS:** The syntax of negative sentences: derivation, negative quantifiers, polarity items, emphatic negatives; Sentence coordination: reduction rules; Subordination: Criteria for classifying subordinate clauses; Raising versus control predicates, distribution & syntactic properties of Infinitive Complement clauses; ING - Complements: syntactic properties and distribution; Relative clauses.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** written examination

#### COURSE TITLE: ENGLISH LITERATURE (20<sup>TH</sup> CENTURY)

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Specialty course

**COURSE OBJECTIVE(S):** To familiarize students with the most important writers of the 20<sup>th</sup> century; to develop students' ability to analyse a literary text belonging to modernism within the larger context including historical, social, political, economic and cultural aspects; to develop critical thinking.

**COURSE CONTENTS:** T. S. Eliot -the critic and the poet: *The Music of Poetry* . *Tradition and The*

*Individual Talent*. *The Waste Land* . *The Love Song of J. Alfred Prufrock*; W. B. Yeats – the critic and the poet: *Sailing to Byzantium*, *The Second Coming*, *Easter 1916*, *Leda and the Swan*. D. Thomas: *Before I Knocked*, *And Death Shall Have no Dominion*, *Do not go gentle into that good night*; Aldous Huxley: *Point Counter Point* and *Brave New World*; Virginia Woolf: *Mrs. Dalloway*, *To The Lighthouse*, *The Waves*; James Joyce: *A Portrait of The Artist As A Young Man*, *Ulysses*; Samuel Beckett: *Waiting for Godot*, *Happy Days*

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

#### COURSE TITLE: ENGLISH LANGUAGE IN USE: GRAMMAR AND TRANSLATION AND TEXT INTERPRETATION (THE NOVEL)

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Specialty course

#### GRAMMAR AND TRANSLATION

**COURSE OBJECTIVE(S):** the deepening and the systematization of the knowledge, acquired during the courses of Contemporary English Language; to make students aware of the structure of the English Verbal Phrase; to expose students to a variety of exercises and translations with different degrees of difficulty.

**COURSE CONTENTS:** Nominal Clauses. Active vs. Passive Voice. Values of the active voice. Passive voice: form, usage, values. The subject Clause. Indicative and Subjunctive. The Direct Object Clause. Indicative, subjunctive and infinitive: criteria of choice. Sequence of tenses. Exceptions. Relative Attributive Clauses. Adverbial Clauses of purpose, condition and result. Direct and Indirect Speech. Word Order.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** written examination

#### TEXT INTERPRETATION (THE NOVEL)

**COURSE OBJECTIVE(S):** The objective of this course is to introduce the basic ideas and methods of text interpretation theory and to provide a solid foundation for other courses based on the analysis of literary texts. Topics include points of narrative technique, style, setting, atmosphere, characterization, aspects of the comic, tragic elements, argumentative texts, social comments.

**COURSE CONTENTS:** How to comment upon a literary text; Practical hints on the method of approach to the text. Analysis of the text proper. Point of view. Style. The Point of view. Setting; the building up of atmosphere. Dramatic intensity. The art of suspense. Aspects of the comic. Tragic elements in passages from modern literature. Argumentative texts; the passage as a social document.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

### 3<sup>RD</sup> YEAR, 1<sup>ST</sup> SEMESTER

#### COURSE TITLE: SEMANTICS

ECTS CREDITS: 4

TYPE OF COURSE: Core course

**COURSE OBJECTIVE(S):** The course of this course is to familiarize the students with the basic notions of the vast field of semantics, from structural to cognitive semantics to formal semantics. Special attention is given to interface and conceptual lexical relations in order to help students improve and refine their language skills.

**COURSE CONTENTS:** The introductory chapter discusses the definition and domain of semantics as part of linguistic theory. The second chapter – theories of meaning and theories of reference – draws some distinctions between structuralist and cognitive semantics, offering a brief introduction to the latter. The third chapter focuses on structuralist lexical semantics, presenting in detail the componential and distributional methods of semantic analysis, lexical relations and types of lexical organization. The final chapter represent an introduction to formal semantics.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

#### COURSE TITLE: ENGLISH LITERATURES (AMERICAN LITERATURE)

ECTS CREDITS: 4

TYPE OF COURSE: Specialty course

**COURSE OBJECTIVE(S):** This course is meant to interpret works in the American Literature from the beginning to the present day. The main school of criticism, Hermeneutics is used to introduce a selection of authors and well-known works in the course and seminar activity.

**COURSE CONTENTS:** Elements of culture and civilization. E.A. Poe: *The Philosophy of Composition*; *The Raven*. Nathaniel Hawthorne: *The Scarlet Letter*. Francis Scott Fitzgerald: *The Great Gatsby*. Ernest Hemingway: *A Farewell to Arms*; *The Old Man and The Sea*. William Faulkner: *Light in August*. Eugene O'Neill: *Long Day's Journey into Night*. Arthur Miller: *Death of A Salesman*. Tennessee Williams: *A Streetcar Named Desire*. W. C. Williams: *Selected Poems*

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

#### COURSE TITLE: ENGLISH IN USE – TEACHING METHODOLOGY

ECTS CREDITS: 2

TYPE OF COURSE: Specialty course

**COURSE OBJECTIVE(S):** Adequate knowledge and understanding of the notions specific to applied didactics; explaining and interpreting practical content in well-defined contexts; Critical and constructive reflection in the assimilation of the conceptual and methodological apparatus specific

to the discipline; constructive interpretation and extension of specific differences across the study material, and avoidance of native-language mistakes;

**COURSE CONTENTS:** The learner-centred approach in ELT today; Principles in course design; Teaching skills; Guidelines in ESP (English for specific Purposes);. The market-oriented approach in ELT

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

#### COURSE TITLE: CONTRASTIVE ENGLISH GRAMMAR

ECTS CREDITS: 2

TYPE OF COURSE: Optional

**COURSE OBJECTIVE(S):** The courses offer the advanced students of English insights into problems they are already familiar with but have not yet tackled exhaustively, with an emphasis on a contrastive analysis between English and Romanian; The courses go into further detail and deal with the „sore“ points of the grammatical categories of the parts of speech, focusing on translation equivalence.

**COURSE CONTENTS:** The grammatical categories of the noun and noun determiners (the uses of the articles); A note on –er/-ing compound nouns; The Adjective: the order of adjectives; The Comparison of adjectives. Absolute phrases; It vs. There (the existential use); The Uses of Present Simple and Continuous; Present Perfect; The uses of Past Simple and Continuous; Past Perfect (tips for translation); Means of expressing futurity in English; Expressing habitual actions and generalizations; Constructions that carry an impersonal meaning; Contexts that require the presence of gerunds; Negation

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written and oral examination

### 3<sup>RD</sup> YEAR, 2<sup>ND</sup> SEMESTER

#### COURSE TITLE: INTRODUCTION TO PRAGMATICS

ECTS CREDITS: 3

TYPE OF COURSE: core course

**COURSE OBJECTIVE(S):** to raise awareness of the importance of pragmatic studies in the more general frame of linguistics; to get the students acquainted with basic concepts such as *speech acts*, *implicature*, *presupposition*, *deixis* etc; to foster comprehension of the costs and benefits of strategic options

**COURSE CONTENTS:** The hybrid nature of pragmatics: An archaeology of pragmatic ideas. The American input. The European contribution. Defining pragmatics. Speech act theory. Co-operation and conversational implicature. Grice's *Cooperative Principle*. Strategies of politeness. Presupposition. Deixis. Typology: person deixis,

empathetic deixis, place deixis, time deixis, discourse deixis and social deixis

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** written examination

**COURSE TITLE: INTERTEXTUALITY**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Core course

**COURSE OBJECTIVE(S):** Familiarising students with the theoretical background of this discipline: defining and explaining such notions as text, critical approach of the text, intertextuality, intertextual analysis etc. Helping the students acquire the ability to analyse different texts, from different historical periods, from an intertextual perspective. Familiarising students with the fundamental theoretical texts of the domain

**COURSE CONTENTS:** 1. Introduction into the theory of the text 2. Formalist and structuralist approaches to the text 3. Post-structuralist approaches to the text 4. Defining intertextuality (historical evolution of the concept) 5. Criteria of classification and types of intertextuality 6. Postmodern dimensions of intertextuality (literature, painting, photography, architecture, cinema) 7. (1) Verbal – verbal transfer of signs: aggression within lexical boundaries (anagrams, puns, blends etc); 8. (2) Verbal – verbal transfer of signs: aggression within fixed/ variable textual boundaries (parody, pastiche, collage, travesty etc) 9. (1) Verbal – non-verbal transfer of signs: text illustrations; media intertextuality 10. (2) Verbal – non-verbal transfer of signs: ekphrasis 11. (1) Nonverbal – nonverbal transfer of signs: pictural/photographic intertextuality 12. (2) Nonverbal – nonverbal transfer of signs: architectural/ cinematographic intertextuality 13. Revision

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** written examination

**COURSE TITLE: ENGLISH IN USE – TEXT INTERPRETATION (SHORT STORIES, DRAMA)**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Specialty course

**COURSE OBJECTIVE(S):** Introduction and familiarization of students with various theoretical aspects specific to the respective field; introduction of theoretical notions related to the intertextual analysis of a text analysis of texts belonging to different periods and currents of the English literature from intertextual perspective; adequate use and didactic use of the notions specific to this discipline in well-defined situations; explaining and interpreting the theoretical and practical content in well-defined contexts; Appropriate application and transfer of the basic methods and techniques specific to this discipline;

**COURSE CONTENTS:** General background related to drama analysis (plot, setting, characters, themes, spectacle); Beginnings of English drama :

mediaeval mysteries – text interpretation; Mediaeval miracles and moralities : Everyman; Renaissance drama : Christopher Marlowe, Dr. Faustus (text selection); W. Shakespeare, A Midsummer Night's Dream (text analysis); Metamorphoses of a myth : G. B. Shaw, Pygmalion; The Importance of Being Earnest, Oscar Wilde (cultural context, general themes, text analysis); Waiting for Godot, Samuel Beckett – cultural context, general themes, text analysis; Death of a Salesman, Arthur Miller; Sure Thing, David Ives; Edward Albee : Who's Afraid of Virginia Woolf?; Edward Albee : The Sandbox

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** written examination

**COURSE TITLE: CHALLENGING THE REALIST NOVEL: ORIENTAL PROSE IN EIGHTEENTH-CENTURY ENGLAND**

**ECTS CREDITS:** 1

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** To enable students to situate the realist novel within its historical, social, political and cultural context. To help students understand the value of eighteenth-century British Oriental writings as historical and cultural sources, and to assess their impact on a vast array of perceptions of the East in England at the time. To familiarise students with a period of the developing British Empire when the craze for the East and the Oriental writings were matched with curiosity and enchantment. To assess the impact of eighteenth century Oriental writings on the realist novel and look into different modes of perception. Students should demonstrate an ability to compare and contrast different critical and theoretical approaches to reading texts, and the acquisition of a critical vocabulary. They should also develop an awareness of the relations between texts and the historical moments of their production and reception. The course will help students develop a case study (of their choice) that is based on eighteenth-century English Oriental writings. Students should demonstrate skills in the organisation of a coherent written argument appropriate to an assignment that will contribute to the final mark obtained for this module.

**COURSE CONTENTS:** 1. Introduction. Defining the Field. Eighteenth Century England: The Enlightenment/The Age of Reason vs. "An Age of Plot and Deceit, of Contradiction and Paradox" (Defoe) 2. The Novel in Its Beginnings: Aspects and Issues (the birth of the novel; the role of the Oriental tale in the 18<sup>th</sup>-century as an alternative to the novel) 3. The Business of the 'Chinoiserie' in 18<sup>th</sup>-century Epistolary Style ('chinoiserie': definition and employment of the term; the Oriental style in 18<sup>th</sup> century English art and literature; 18<sup>th</sup>-century enthusiasm for Chinese objects). 4. In Search of Happiness: The 18<sup>th</sup> -century Philosophical Discourse in Prose ("the charms of Oriental



images”, the natural world in the description of the Happy Valley, the gardening practice in 18<sup>th</sup> century England; parody and philosophy) 5. Scheherezading It: *The Arabian Nights* and their Adaptability to the 18<sup>th</sup> century Paradigm (Antoine Galland’s first translation into French; the oral tradition in literature; various versions of the original tales into English; the question of translation) 6. Pseudo-Oriental Tales and Pseudo-Travel Writers in 18<sup>th</sup> century England: The Case of George Psalmanazar (the problem of translation; Oriental tales and English Oriental tales; the “Description of Formosa” and its ethnographic merits) 7. Pseudo-Oriental Tales and Pseudo-Travel Writers in 18<sup>th</sup> century England: The Case of William Beckford

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**FRENCH LANGUAGE AND LITERATURE (B)  
BACHELOR'S DEGREE**

**1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: LANGUE FRANÇAISE (GROUPE NOMINAL)**

**NOMBRE DE CRÉDITS:** 4

**TYPE DE DISCIPLINE:** de Spécialité

**OBJECTIFS DU COURS:** Donner aux étudiants les concepts théoriques et opérationnels et les modèles théoriques découlant du structuralisme, utilisés dans la description du français.

**CONTENU DU COURS:** Le nom – centre du groupe nominal. Les catégories grammaticales du nom: le genre, le nombre et le cas. Les déterminants du nom : les Actualisateurs et les Modificateurs. Les Actualisateurs définis : L'article défini, l'adjectif démonstratif, l'adjectif possessif. Les Actualisateurs indéfinis : l'article indéfini, l'article partitif, l'adjectif indéfini, l'adjectif interrogatif. Les Modificateurs du nom : typologie. L'adjectif épithète : l'accord et la place dans le groupe nominal. Le complément du nom : réalisateurs, rection, valeurs des prépositions. La subordonnée relative : formes et emploi du pronom relatif (formes simple et composée), typologie, emploi du mode. Les substituts du groupe nominal : traits sémantiques et rôle discursif.

**LANGUE D'ENSEIGNEMENT:** Français

**ÉVALUATION:** Examen

**COURSE TITLE: CIVILISATION FRANÇAISE**

**NOMBRE DE CRÉDITS:** 4

**TYPE DE DISCIPLINE:** De Spécialité

**OBJECTIFS DU COURS:** Donner aux étudiants un panorama sur l'histoire et sur la civilisation française afin qu'ils puissent mieux comprendre le contexte historique et les références culturelles de la société française contemporaine.

**CONTENU DU COURS:** Notions de géographie: diversité et unité de la France. Les grands événements dans l'histoire de la France. La révolution française de 1789 et ses symboles. Personnalités politiques qui ont marqué l'histoire de France. Les principales dynasties, Louis XIV, Napoléon Ier. Visages de la France contemporaine : économie, modes de vie, culture et loisirs, éducation. La francophonie.

**LANGUE D'ENSEIGNEMENT:** Français

**ÉVALUATION:** Examen

**COURSE TITLE: TRAVAUX DIRIGÉS (FRANCAIS)**

**NOMBRE DE CRÉDITS:** 2

**TYPE DE DISCIPLINE:** de Spécialité

**PHONÉTIQUE**

**OBJECTIFS DU COURS:** Former la compétence de communication écrite; expliciter les règles de l'expression écrite et la construction progressive des stratégies nécessaires.

**CONTENU DU COURS:** Phénomènes suprasegmentaux: le rythme, l'accent, l'intonation ; la courbe mélodique de la phrase assertive, interrogative, injonctive et exclamative. Le découpage en syllabes et en groupes rythmiques. Le système vocalique du français: caractéristiques ; voyelles orales, voyelles oralo-nasales; les semi-voyelles ; le e instable. Classement des consonnes du français. Phénomènes d'enchaînement : les liaisons et les enchaînements. La transcription phonétique.

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Épreuve orale

**EXERCICES ET TRADUCTIONS GRAMMATICALES**

**OBJECTIFS DU COURS:** La présentation des faits de langue (le domaine de la morphosyntaxe) qui posent le plus de difficultés dans l'acquisition du français; le choix de type d'exercices les plus adéquats.

**CONTENU DU COURS:** Le nom (le genre et le nombre); les prédéterminants du nom (les articles, les adjectifs pronominaux); les adjectifs qualificatifs; les substituts (les pronoms personnels, démonstratifs, possessifs, indéfinis, interro-relatifs).

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Épreuve écrite

**1<sup>ST</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: LANGUE FRANÇAISE (GROUPE VERBAL)**

**NOMBRE DE CRÉDITS:** 4

**TYPE DE DISCIPLINE:** de Spécialité

**OBJECTIFS DU COURS:** Initier les étudiants aux modèles structuraux de description de la phrase (l'analyse en CI et la grammaire des cas).

**CONTENU DU COURS:** Le verbe - centre du groupe verbal (GV). Traits inhérents et traits contextuels du verbe Les catégories grammaticales du verbe : le mode, le temps, l'aspect, la diathèse, le nombre et la personne. Les constructions attributives. L'attribut du sujet. L'attribut de l'objet. Le complément d'objet direct (COD). Le complément d'objet indirect (COI). Le complément prépositionnel. Le groupe verbal à deux compléments : COD et COI. Le groupe verbal à deux compléments : COD et complément prépositionnel. Les constructions infinitives. La subordonnée complétive directe et indirecte.

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Examen

**COURSE TITLE: LITTÉRATURE FRANÇAISE (MOYEN ÂGE ET RENAISSANCE)**

**NOMBRE DE CRÉDITS:** 4

**TYPE DE DISCIPLINE:** de Spécialité

**OBJECTIFS DU COURS:** Présenter les théories et concepts fondamentaux de la théorie et de la critique littéraires modernes. Décrire la relation dialectique entre les phénomènes de culture et de civilisation et les phénomènes littéraires. Présenter les nouvelles contributions de l'histoire, de la théorie et de la critique littéraires à l'étude de la littérature française.

**CONTENU DU COURS:** L'épopée médiévale et rabelaisienne. Le discours poétique entre les formes fixes et les formes libres (les troubadours, les trouvères, les Rhétoriqueurs, la *Pléiade*). Le discours dramatique: l'esthétique du spectacle et du texte dramatique. Du théâtre médiéval au théâtre du XVI<sup>e</sup> siècle. Le discours narratif: du "roman médiéval" (Chrétien de Troyes) au "roman" du XVI<sup>e</sup> siècle.

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Examen

**COURSE TITLE: TRAVAUX DIRIGÉS (FRANÇAIS)**

**NOMBRE DE CRÉDITS:** 2

**TITRE DE LA DISCIPLINE:** de Spécialité

*EXPRESSION ORALE*

**OBJECTIFS DU COURS:** Améliorer la compréhension et l'expression orale des étudiants.

**CONTENU DU COURS:** Travail sur le français parlé contemporain, faits de société, divers thèmes concernant des problématiques de la vie contemporaine des Français (le monde du travail, les loisirs, la vie quotidienne, les problèmes de la société française...).

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Épreuve écrite

*EXERCICES ET TRADUCTIONS GRAMMATICALES*

**OBJECTIFS DU COURS:** La présentation des faits de langue (le domaine de la morphosyntaxe) qui posent le plus de difficultés dans l'acquisition du français; le choix de type d'exercices les plus adéquats.

**CONTENU DU COURS:** Les déterminants obligatoires du verbe (GN2, GN3); la complétive directe; le déterminant infinitival; le groupe adverbial (les circonstants dimensionnels).

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Épreuve écrite

**2<sup>ND</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: LANGUE FRANÇAISE (SYNTAXE)**

**NOMBRE DE CRÉDITS:** 4

**TYPE DE DISCIPLINE:** de Spécialité

**OBJECTIFS DU COURS:** Assimilation des concepts théoriques et opérationnels utilisés en linguistique française. Présentation et analyse des faits de langue. Acquisition des aspects normatifs de la langue et l'expression correcte.

**CONTENU DU COURS:** I. Les compléments circonstanciels (G Adv.). Critères d'identification et de définition. Les circonstants dimensionnels (de lieu, de temps, de quantité). Les circonstants non dimensionnels (de manière, d'instrument, de cause, de conséquence, de but, de condition et de supposition, de concession).

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Examen

**COURSE TITLE: LITTÉRATURE FRANÇAISE (XVII-XVIII SIÈCLES)**

**NOMBRE DE CRÉDITS:** 4

**TYPE DE DISCIPLINE:** de Spécialité

**OBJECTIFS DU COURS:** Présenter les théories et concepts fondamentaux de la théorie et de la critique littéraires modernes. Décrire la relation dialectique entre les phénomènes de culture et de civilisation et les phénomènes littéraires. Présenter les nouvelles contributions de l'histoire, de la théorie et de la critique littéraires à l'étude de la littérature française.

**CONTENU DU COURS:** Grands courants littéraires/artistiques au XVII<sup>e</sup> siècle: classicisme, baroque, préciosité, libertinage. Idées/systèmes philosophiques aux XVII<sup>e</sup> et XVIII<sup>e</sup> siècles. La poésie aux XVII<sup>e</sup> et XVIII<sup>e</sup> siècles: types de poèmes et thèmes essentiels. Le théâtre aux XVII<sup>e</sup> et XVIII<sup>e</sup> siècles: théories, genres dramatiques, particularités de l'écriture dramatique. Le roman aux XVII<sup>e</sup> et XVIII<sup>e</sup> siècles: typologie, particularités de l'écriture romanesque.

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Examen

**COURSE TITLE: TRAVAUX DIRIGÉS (FRANÇAIS)**

**NOMBRE DE CRÉDITS:** 2

**TYPE DE DISCIPLINE:** de Spécialité

*EXERCICES ET TRADUCTIONS GRAMMATICALES*

**OBJECTIF DU COURS:** Développer chez les étudiants la capacité de reconnaître divers types de circonstants, d'employer correctement le mode dans la subordonnée circonstancielle en fonction de la conjonction/locution conjonctive qui l'introduit, de transformer une subordonnée en complément circonstanciel et vice-versa, de construire et d'analyser correctement divers types de phrases.

**CONTENU DU COURS:** Les circonstanciels dimensionnels (le spatio-temporel, la quantité et l'intensité). Les circonstanciels non dimensionnels (la manière, l'instrument, la cause, la conséquence, le but, la concession, la condition, l'hypothèse, la supposition, la concession).

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Épreuve écrite

*ANALYSE DU TEXTE LITTÉRAIRE*

**OBJECTIFS DU COURS:** Identifier et définir les étapes de l'analyse d'un texte littéraire. S'approprier les concepts et les théories visant l'analyse du texte littéraire. Évaluer les concepts et les méthodes d'analyse du texte littéraire.

**CONTENU DU COURS :** Le commentaire composé : l'étude du texte ; la rédaction ; le questionnement du texte ; l'introduction ; la conclusion ; le plan. Les types de textes ; Chateaubriand – *Atala* (Les rives du Méchascebé) ; B. Constant- *Adolphe* ; V. Hugo – *Les Misérables* (La mort de Gavroche) ; Balzac – *Le père Goriot* (La déchéance du Père Goriot) ; G. Flaubert – *Salammbô* (Le défilé de la Hache) ; Mérimée – *Carmen* (La mort de Carmen) ; Maupassant – *La peur*.

**LANGUE D'ENSEIGNEMENT:** Français  
**FORME D'ÉVALUATION:** Épreuve écrite

**2<sup>ND</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: LANGUE FRANÇAISE (SYNTAXE)**

**NOMBRE DE CRÉDITS:** 4

**TYPE DE DISCIPLINE:** de Spécialité

**OBJECTIFS DU COURS:** Assimilation des concepts théoriques et opérationnels utilisés en linguistique française. Présentation et analyse des faits de langue. Acquisition des aspects normatifs de la langue et l'expression correcte.

**CONTENU DU COURS:** Les types de phrase. Constituants de phrase obligatoires/facultatifs. Description des types de phrase en fonction de divers paramètres: marques morphosyntaxiques, intonation, valeurs pragmatiques. La phrase assertive. La phrase interrogative. La phrase impérative. La phrase exclamative. La phrase négative. La phrase emphatisée. La phrase passive. La phrase impersonnelle.

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Examen

**COURSE TITLE: LITTÉRATURE FRANÇAISE (XIX<sup>E</sup> SIÈCLE)**

**NOMBRE DE CRÉDITS:** 4

**TYPE DE DISCIPLINE:** de Spécialité

**OBJECTIFS DU COURS:** Initier les étudiants à l'étude des principaux mouvements littéraires enregistrés au XIX<sup>e</sup> siècle; l'initiation à l'analyse littéraire; l'acquisition des compétences linguistiques et stylistiques.

**CONTENU DU COURS:** Le romantisme. Les théoriciens du romantisme. La poésie romantique: Hugo, Vigny, Musset, Lamartine. Le roman romantique (Hugo). Le théâtre romantique. Le réalisme (Balzac, Stendhal, Flaubert). La poésie parnassienne, Baudelaire. Le naturalisme (Zola); la nouvelle. Le symbolisme. Le théâtre après 1850. L'histoire et la critique littéraire.

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Examen

**COURSE TITLE: TRAVAUX DIRIGÉS (FRANÇAIS)**

**NOMBRE DE CRÉDITS:** 2

**TYPE DE DISCIPLINE:** de Spécialité

**EXERCICES ET TRADUCTIONS GRAMMATICALES**

**OBJECTIF DU COURS:** Développer chez les étudiants la capacité de reconnaître divers types de phrases.

**CONTENU DU COURS:** Les constituants obligatoires de phrase: Assertif, Interrogatif, Impératif, Exclamatif. Les constituants facultatifs: Négatif, Passif, Emphase, Impersonnel.

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** vérification écrite

**ANALYSE DU TEXTE LITTÉRAIRE**

**OBJECTIFS DU COURS:** Une nouvelle approche du texte considéré comme un *fait de langage*.

**CONTENU DU COURS:** Le commentaire composé : l'étude du texte ; la rédaction ; le questionnement du texte ; l'introduction ; la conclusion ; le plan. Les types de textes ; le vers français ; le rythme, la rime. *Boîte à outils* : procédés rhétoriques, figures de styles, prosodie. L'analyse des difficultés concernant le langage (lexique, morphosyntaxe) et le contenu (idées, symboles, messages). Jugements de valeur. Analyses de textes illustrant les principales directions d'évolution de la poésie française au XX<sup>e</sup> siècle. Grille d'interprétation du texte poétique : Lamartine - *Le Lac*. Hugo - *Océan*. *Le rêve du jaguar*. Verlaine - *Romances sans paroles*. Giraudoux - *Amphitryon 38*.

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Épreuve écrite

**3<sup>RD</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: LANGUE FRANÇAISE (LEXICOLOGIE ET SEMANTIQUE)**

**NOMBRE DE CRÉDITS:** 4

**TYPE DE DISCIPLINE:** de Spécialité

**OBJECTIFS DU COURS:** Entraîner les étudiants à comprendre l'importance de l'étude du sens, les notions fondamentales avec lesquelles opère la sémantique, les mécanismes du sens. Entraîner les étudiants à utiliser de façon consciente les mécanismes d'analyse sémantique.

**CONTENU DU COURS:** La sémantique. L'analyse sémique ou componentielle. Les unités de sens. Les anomalies sémantiques. Formes et causes des changements de sens. La sémantique structurale diachronique. La structuration sémique du lexique. Les relations sémantiques. La présupposition.

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Examen

**COURSE TITLE: LITTÉRATURE FRANÇAISE (XX<sup>E</sup> SIÈCLE)**

**NOMBRE DE CRÉDITS:** 4

**TYPE DE DISCIPLINE:** de Spécialité

**OBJECTIFS DU COURS:** l'étude du mouvement littéraire français au XX<sup>e</sup> siècle; l'acquisition des compétences nécessaires pour le débat d'idées, l'analyse, la synthèse, le commentaire de texte; l'approfondissement des connaissances culturelles, des idées contemporaines dans le domaine littéraire, historique, philosophique, artistique; le perfectionnement de l'expression orale et écrite ; la formation du sens critique et l'instruction des disponibilités de communication en vue de l'argumentation logique et cohérente des opinions exprimés.

**CONTENU DU COURS:** Les novateurs du roman : Marcel Proust et le roman poétique. André Gide et la « mise en abyme » 2. Le roman problématique et de l'engagement : André Malraux et le roman de la condition humaine. Saint - Exupéry et la foi dans les valeurs traditionnelles. 3. Le roman existentialiste : Jean - Paul Sartre, Albert Camus. 4. Le Nouveau Roman: Alain Robbe - Grillet, Michel Butor, Le

nouveau Nouveau Roman. 5. Courants nouveaux dans la poésie: Guillaume Apollinaire et la poésie cubiste. Paul Valéry et la poésie pure. Le dadaïsme et le surréalisme (Tristan Tzara, André Breton). Lignes de force contemporaines : Henri Michaux, Saint – John Perse. 6. Le discours dramatique : Les maîtres (Jean Giraudoux, Paul Claudel). Le théâtre existentialiste (Jean – Paul Sartre, Albert Camus). Les maîtres de l'absurde (Eugène Ionesco, Samuel Beckett).

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Examen

**COURSE TITLE: TRAVAUX DIRIGÉS: TECHNIQUES DE RÉDACTION**

**NOMBRE DE CRÉDITS:** 2

**TYPE DE DISCIPLINE:** de Spécialité

**OBJECTIFS DU COURS:** Identifier et définir les concepts, théories et techniques linguistiques et textuelles dans la rédaction d'un texte dans une langue étrangère.

**CONTENU DU COURS:** Typologie des textes- notions introductives. Le choix du sujet et la documentation. Le plan général. La structure argumentative. La rédaction assistée par l'ordinateur. L'appareil scientifique de la thèse. Les index, les glossaires et les annexes. Techniques de rédaction d'un poster scientifique.

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Épreuve écrite

**COURSE TITLE: COURS OPTIONNEL LANGUE B (LANGUE): PRAGMATIQUE DE LA QUESTION**

**NOMBRE DE CREDITS:** 2

**SEMESTRE:** 1er semestre

**TYPE DE DISCIPLINE:** de Spécialité

**OBJECTIFS DU COURS:** Présentation des faits de langue concernant l'ordre séquentiel spécifique, fonction des constituants facultatifs auxquels l'interrogation se combine; initiation aux méthodes linguistiques appliquées avec développement de la capacité analytique et synthétique chez les étudiants concernant la distinction des tours interrogatifs français/roumain, selon les registres de la langue; acquisition des aspects normatifs de l'expression correcte visant les emplois de la forme modale du verbe et des morphèmes interrogatifs spécialisés dans les interrogations ainsi que les formulations de la réponse structurée selon la question.

**CONTENU DES COURS :** L'étude sémantique de l'interrogation: les relations question-réponse, les conditions de poser une question et de formuler une réponse adéquate et la typologie sémantique des questions et des réponses. La perspective syntaxique: la spécificité de la forme linguistique pour chaque structure sémantique envisagée. La perspective pragmatique: aspects concernant l'utilisation des questions afin de réaliser un acte de parole autre que l'interrogation; l'expression de l'interrogation sans le recours aux formes grammaticalement consacrées (actes de parole indirects). L'importance de l'interrogation pour l'activité didactique et pour

l'activité humaine (la fonction gnoseologique de la question).

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Vérification

**3<sup>RD</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: LANGUE FRANÇAISE (INTRODUCTION À LA PRAGMATIQUE)**

**NOMBRE DE CRÉDITS:** 3

**TYPE DE DISCIPLINE:** de Spécialité

**OBJECTIFS DU COURS:** une présentation théorique des principaux phénomènes linguistique qui constituent le domaine de la pragmatique et de leur importance pour l'enseignement, la traduction, etc.; travaux pratiques: d'approfondir par exercices les connaissances théoriques tout en insistant sur les aspects impliqués dans la future activité professionnelle des étudiants (déixis temporelle et spatiale, les actes de langage, analyse du discours). On insiste sur les aspects contrastifs des phénomènes impliqués dans la modalisation et dans l'énonciation.

**CONTENU DU COURS:** 1. La déixis: les éléments déictiques et leurs emplois déictiques (gestuels ou symboliques) ou non-déictiques (anaphoriques et non anaphoriques); la déixis de personne, temporelle, spatiale, sociale et de discours; 2. Les implicatures conversationnelles: définition, identification, les maximes (emplois et outrages), propriétés; 3. La présupposition: théories de Frege, Russell et Strawson; propriétés; les principaux activateurs 4. Les actes de langage: les actes locutionnaire, illocutionnaire et perlocutionnaires, théories de Austin, Searle; la pragmatique cognitive

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Examen

**COURSE TITLE: LITTÉRATURE FRANCAISE ET ARTS VISUELS**

**NOMBRE DE CRÉDITS:** 3

**TYPE DE DISCIPLINE:** de Spécialité

**OBJECTIFS DU COURS:** Initier les étudiants à une approche comparatiste et transversale du texte et de l'image. Discuter les relations qu'entretiennent la littérature et les arts visuels. La présentation de questions théoriques fondamentales sera accompagnée d'une sélection de textes et d'images du XX<sup>e</sup> et du XXI<sup>e</sup> siècles.

**CONTENU DES COURS:** 1. Cadre théorique : a. La littérature et les autres arts. b. Les arts visuels- définition, formes. c. L'acte créateur pictural et scriptural – une approche poétique. d. Le pictural dans le texte littéraire : une approche poétique. L'ekphrasis. La plasticité du texte littéraire. 2. La littérature et les arts visuels : échanges et transferts : a. Littérature et peinture. b. Littérature et photographie. c. Littérature et dessin.

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Examen

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Examen

**COURSE TITLE: TRAVAUX DIRIGÉS: LECTURE DU TEXTE**

**NOMBRE DE CRÉDITS:** 2

**TYPE DE DISCIPLINE:** de Spécialité

**OBJECTIFS DU COURS:** Lire un texte critique et distinguer les traits spécifiques par la comparaison avec d'autres types de textes. Expliquer et interpréter le contenu des textes étudiés. Comprendre les concepts fondamentaux des textes critiques. Structurer un texte scientifique de De Spécialité.

**CONTENU DU COURS:** Modèles d'analyse littéraire. Univers imaginaire. Conscience créatrice. Suprématie du texte. *Intentio operis*. Écriture et lecture. Écrivains et acte critique.

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** évaluation

**COURSE TITLE: COURS OPTIONNEL LITTÉRATURE B  
(LITTÉRATURE): LA LECTURE INTERMÉDIALE**

**NOMBRE DE CRÉDITS:** 1

**TYPE DE DISCIPLINE:** de Spécialité, Optionnelle

**OBJECTIFS DU COURS:** Ce cours se propose d'initier les étudiants à la lecture d'un texte littéraire hybride, de présenter les mécanismes de la lecture intermédiaire (Louvel, 2010) et de développer la capacité des étudiants d'interpréter un texte littéraire qui résulte de la combinaison des mots et des images.

**CONTENU DU COURS :** L'hybridation icono-textuelle et ses effets. Le visible et le lisible dans le texte littéraire hybride. La lecture intermédiaire – une double perception. Le journal photographique et sa lecture : analyse de *L'usage de la photo* d'Annie Ernaux et Marc Marie.

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Évaluation



DEUTSCHE SPRACHE UND LITERATUR/GERMAN  
LANGUAGE AND LITERATURE (B)  
BACHELOR'S DEGREE

1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER

**TITEL DER VERANSTALTUNG: MORPHOSYNTAX**

**ANZAHL DER ECTS-PUNKTE:** 3

**VERANSTALTUNGSART:** Vorlesung + Seminar

**LERNZIELE:** Beschreibung des deutschen Verbs unter morphologischem, syntaktischem und semantischem Aspekt. Aneignung der zur Erarbeitung eigener Lern- und Lehrstrategien notwendigen Kenntnisse. Aneignung der entsprechenden Terminologie.

**INHALTE:** Klassifizierung des deutschen Verbs. Grammatische Kategorien. Vollverben und Hilfsverben. Modalverben. Persönliche und unpersönliche Verben. Relative und absolute Verben. Rektion. Reflexive und reziproke Verben. Valenz und Satzbaupläne. Tätigkeits-, Vorgangs-, Zustandsverben. Aktionsarten. Funktionsverben. Infinitiv und Partizip.

**UNTERRICHTSSPRACHE:** Deutsch

**BEWERTUNG:** Prüfung (schriftlich)

**TITEL DER VERANSTALTUNG : DEUTSCHE  
LITERATUR UND ZIVILISATION**

**ANZAHL DER ECTS-PUNKTE:** 3

**VERANSTALTUNGSART:** Pflichtveranstaltung

**LERNZIELE:** Einführung in die Geschichte der deutschsprachigen Literatur. Überblick über die Entwicklung der verschiedenen literarischen Strömungen und Haltungen. Erwerb von wesentlichen Kennzeichen literarischer Strömungen am Beispiel exemplarisch ausgewählter poetischer Texte. Selbsttätige Erarbeitung von Kenntnissen über die alte deutsche Literatur.

**INHALTE:** Literatur im Mittelalter; Die althochdeutsche Dichtung; Das Hildebrandslied; Das Nibelungenlied; Das ritterliche Epos. W. von Eschenbach: "Parzival"; G. von Strassburg: "Tristan und Isolde"; Der Minnesang. W. von der Vogelweide; Literatur des Spätmittelalters; Humanismus und Reformation. Martin Luther. Narrenliteratur und Volksbücher

**UNTERRICHTSSPRACHE:** Deutsch

**BEWERTUNG:** Schriftliche Prüfung

**TITEL DER VERANSTALTUNG: PHONETIK DER  
DEUTSCHEN SPRACHE. DEUTSCHE SPRACHE  
(SCHRIFTLICHER AUSDRUCK) – PRAKTISCHER  
KURS**

**ANZAHL DER ECTS-PUNKTE:** 3

*Phonetik der deutschen Sprache*

**VERANSTALTUNGSART:** Praktischer Kurs  
(Übungsstunde)

**LERNZIELE:** Angewandte Grundkenntnisse der artikulatorischen Phonetik der deutschen Gegenwartssprache;

Prinzipien der deutschen Rechtschreibung

**INHALTE:** Laute des Deutschen (Artikulationsart und –ort, Stimmhaftigkeit). Auslautverhärtung und Koartikulation.

Wortakzent und Satzmelodie. Alphabet und Rechtschreibung.

**UNTERRICHTSSPRACHE:** Deutsch

**BEWERTUNG:** Mündliche Prüfung

*Deutsche Sprache (Schriftlicher Ausdruck) –  
Praktischer Kurs*

**VERANSTALTUNGSART:** Pflichtveranstaltung

**LERNZIELE:** Entwicklung von Schreibfertigkeiten. Aneignung von Charakteristika der verschiedenen Textsorten. Formulierung von Beschreibungen zu Themen aus dem alltäglichen Bereich. Schriftliche Wiedergabe des Erlebten in knapper und einfacher Form.

**INHALTE:** Die deutsche Rechtschreibung. Die neue amtliche Regelung.; Groß- und Kleinschreibung. Getrennt- und Zusammenschreibung.; Zeichensetzung.; Typologie der Textsorten im Deutschen. Stilistische Besonderheiten der Textsorten.; Kommunikatives Schreiben. Schreiben von Briefen: zum Geburtstag, zur Konfirmation, zu Feiertagen, Briefe zur Verlobung und Vermählung.; Glückwunsch zu persönlichen Erfolgen, zum Schulabschluss, zu Weihnachten und zum Jahreswechseln, Einladungen, Kondolenzbriefe.; Freies, kreatives Schreiben. Tagebuchaufzeichnung, Artikel, Kurzgeschichte.; Kommentar, Reportage, Erlebnis erzählung.; Naturschilderung, Bildbeschreibung, Vorgangsbeschreibung, Referat.; Die Charakteristika verschiedener Textsorten. Der öffentliche Bereich.; Aktenzeichen, Briefe an Bahn und Post, Briefe an das Finanzamt, Briefe an die Polizei.; Der geschäftliche Bereich. Anfrage, Angebot, Kaufvertrag.; Mahnung, Reklamation, Bewerbungsbrief, Lebenslauf.; Zusammenfassende Übungen.

**UNTERRICHTSSPRACHE:** Deutsch

**BEWERTUNG:** Schriftliche Prüfung

1<sup>ST</sup> YEAR, 2<sup>ND</sup> SEMESTER

**TITEL DER VERANSTALTUNG: MORPHOSYNTAX**

**ANZAHL DER ECTS-PUNKTE:** 3

**VERANSTALTUNGSART:** Vorlesung + Seminar

**LERNZIELE:** Systematische Beschreibung der Wortklassen (-konj.) unter morphologischem, syntaktischem und semantischem Aspekt. Aneignung der zur Erarbeitung eigener Lern- und Lehrstrategien notwendigen Kenntnisse. Aneignung der entsprechenden Terminologie.

**INHALTE:** Das Substantiv (Gattungsnamen und Eigennamen. Konkreta und Abstrakta. Valenz. Rektion. Grammatische Kategorien); Das Adjektiv

(Gebrauch. Rektion. Valenz. Semantische Subklassen. Zahladjektive. Grammatische Kategorien); Begleiter und Stellvertreter des Substantivs (Artikel. Personalpronomen. Reflexivpronomen. Interrogativpronomen. Demonstrativpronomen. Possessivpronomen. Relativpronomen. Indefinitpronomen. Pronomen es); Das Adverb (Gebrauch. Semantische Gruppen); Die Modalwörter. Die Partikeln. Die Negationswörter. Die Präpositionen. Die Konjunktionen. Die Satzäquivalente.  
**UNTERRICHTSSPRACHE:** Deutsch  
**BEWERTUNG:** Prüfung (schriftlich und mündlich)

**TITEL DER VERANSTALTUNG : DEUTSCHE LITERATUR UND ZIVILISATION**

**ANZAHL DER ECTS-PUNKTE:** 3  
**VERANSTALTUNGSART:** Pflichtveranstaltung  
**LERNZIELE:** Einführung in die Geschichte der deutschsprachigen Literatur. Überblick über die Entwicklung der verschiedenen literarischen Strömungen und Haltungen. Erwerb von wesentlichen Kennzeichen literarischer Strömungen am Beispiel exemplarisch ausgewählter poetischer Texte. Selbsttätige Erarbeitung von Kenntnissen über die alte deutsche Literatur.  
**INHALTE:** Der Barock; Die Aufklärung; Die Hochaufklärung. Lessing: "Emilia Galotti", "Minna von Barnhelm"; Lessing: "Nathan der Weise". Die Ringparabel; Empfindsamkeit. Sturm und Drang; Der junge Goethe. Anakreontische Dichtung; Goethe: „Die Leiden des Jungen Werthers“; "Götz von Berlichingen"; Schiller: "Die Räuber"; "Kabale und Liebe"  
**UNTERRICHTSSPRACHE:** Deutsch  
**BEWERTUNG:** schriftliche Prüfung

**TITEL DER VERANSTALTUNG: DEUTSCHE SPRACHE (GRAMMATIKÜBUNGEN) – PRAKTISCHER KURS MÜNDLICHER AUSDRUCK/KONVERSATION**

**ANZAHL DER ECTS-PUNKTE:** 3  
*Deutsche Sprache (Grammatikübungen) – Praktischer Kurs*  
**VERANSTALTUNGSART:** Pflichtveranstaltung  
**LERNZIELE:** Aneignen der verbalen Strukturen der deutschen Sprache zum richtigen Ausdruck  
**INHALTE:** Die Konjugation des deutschen Verbs. Hilfs- und Vollverben. Transitive und intransitive Verben. Semantische und kommunikative Leistungen der Funktionsverben. Die deutschen Tempora. Bildung des Perfekts mit „haben“ oder „sein“. Futur I. und II. zum Ausdruck der Vermutung. Die deutschen Genera: Aktiv, Vorgangspassiv, Zustandspassiv, Zustandsreflexiv. Die deutschen Modi: Indikativ, Imperativ, Konjunktiv: Formenbestand und Gebrauchssituationen. Die Bedeutung der Modalverben. Modalähnliche Verben. Der Infinitiv. Das Partizip I. und II. Reflexive Verben.

Präfixverben. Zusammengesetzte Verben. Die Rektion der Verben. Satzmodelle. Satzbaupläne.  
**UNTERRICHTSSPRACHE:** Deutsch  
**BEWERTUNG:** Schriftliche Prüfung

*Mündlicher Ausdruck/Konversation*  
**VERANSTALTUNGSART:** Praktischer Kurs  
**LERNZIELE:** Entwicklung von Sprechfertigkeiten. Aneignung der Funktionen, die sprachliche und nichtsprachliche Mittel in konkreten Situationen haben. Beachtung der sozialen und kulturellen Konventionen.  
**INHALTE:** Übungen, die Kommunikation vorbereiten (Sammeln eines Grundwortschatzes zu einem Thema: um ein Gefallen bitten / Auskunft geben /auf der Post). Übungen, die Kommunikation aufbauen. (Übungen zu Texten und Bildern, die Anlass zu einem Gespräch bieten können). Übungen, die Kommunikation strukturieren. Übungen, die Kommunikation simulieren. Aufgaben- und Übungstypologie (Einstimmung in eine Landschaft, Didaktischer Dialog: Szene, Rollenspiel, Spiel, Unterhaltung)  
**UNTERRICHTSSPRACHE:** Deutsch  
**BEWERTUNG:** Mündliche Prüfung

**2<sup>ND</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**TITEL DER VERANSTALTUNG: SYNTAX**

**ANZAHL DER ECTS-PUNKTE:** 3  
**VERANSTALTUNGSART:** Vorlesung + Seminar  
**LERNZIELE:** Systematische Beschreibung des einfachen und komplexen deutschen Satzes. Aneignung der zur Erarbeitung eigener Lern- und Lehrstrategien notwendigen Kenntnisse. Aneignung der entsprechenden Terminologie.  
**INHALTE:** Der deutsche Satz (Klassifizierung nach Form, pragmatisch-kommunikativer Funktion, Komplexität, Abhängigkeitsbeziehungen, Verbindung); Die Satzglieder und Nebensätze (Prädikat. Prädikativ und Prädikativsatz. Subjekt und Subjektsatz. Objekte und Objektsätze. Adverbialbestimmungen und Adverbialsätze. Sekundäre Satzglieder. Satzgliedstellung. Attribut und Attributsatz )  
**UNTERRICHTSSPRACHE:** Deutsch  
**BEWERTUNG:** Prüfung (schriftlich und mündlich)

**TITEL DER VERANSTALTUNG: DEUTSCHE LITERATUR UND LANDESKUNDE**

**ANZAHL DER ECTS-PUNKTE:** 3  
**VERANSTALTUNGSART:** Vorlesung + Seminar  
**LERNZIELE:** Die Vorlesung soll einen Überblick über die wichtigsten Literaturepochen, Autoren und Einzelwerke des 18. und beginnenden 19. Jahrhunderts geben. Soziale, historische und kulturgeschichtliche Aspekte sollen auch vorgestellt und diskutiert werden.  
**INHALTE:** Klassik. Grundideen. Dichtungstheoretische Schriften. Goethes klassische

Werke. Faust. Zwischen Klassik und Romantik. Friedrich Hölderlin. Heinrich von Kleist. Einführung in die Romantik. Historischer Hintergrund. Ästhetik. Romantische Themen-Konstellationen  
**UNTERRICHTSSPRACHE:** Deutsch  
**BEWERTUNG:** Schriftliche Prüfung

**TITEL DER VERANSTALTUNG: GRAMMATIKÜBUNGEN, ÜBERSETZUNGEN**

**ANZAHL DER ECTS-PUNKTE:** 3

*Grammatikübungen*

**VERANSTALTUNGSART:** Praktischer Kurs (Übungsstunde)

**LERNZIELE:** Grundkenntnisse der Nominalmorphologie der deutschen Gegenwartssprache

**INHALTE:** Das Substantiv. Das Personal-, Possessiv-, Demonstrativ-, Reflexiv-, Relativ-, Interrogativ- und Indefinitpronomen (Deklinationsparadigma und Gebrauch). Der Artikel (Deklinationsparadigma und Gebrauch). Das Adjektiv (Deklinationsparadigma, Komparation und Gebrauch). Struktur der Nominalphrase. Kongruenz.

**UNTERRICHTSSPRACHE:** Deutsch

**BEWERTUNG:** Klausur

*Übersetzungen*

**VERANSTALTUNGSART:** Pflichtveranstaltung

**LERNZIELE:** Aneignung der zum Erkennen der wichtigsten Textsorten und zur Unterscheidung zwischen ihnen notwendigen Kenntnisse. Vertrautmachung mit der Übersetzungsmethode jeder Textsorte.

**INHALTE:** Übersetzung - Theoretische Grundlagen; Grammatische Übersetzungen; Literarische Übersetzungen

**UNTERRICHTSSPRACHE:** Deutsch

**BEWERTUNG:** Schriftliche Prüfung

**2<sup>ND</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**TITEL DER VERANSTALTUNG: Lexikologie der deutschen Sprache**

**ANZAHL DER ECTS-PUNKTE:** 3

**VERANSTALTUNGSART:** Vorlesung + Seminar

**LERNZIELE:** Vermittlung von Grundkenntnissen zur Zusammensetzung des deutschen Wortschatzes und von Grundlagen der deutschen Wortbildung

**INHALTE:** Lexeme, syntaktische Wortverbindungen und idiomatische Wendungen. Komposition. Explizite und implizite Derivation. Konversion und Kurzwortbildung.

**UNTERRICHTSSPRACHE:** Deutsch

**BEWERTUNG:** Klausur

**TITEL DER VERANSTALTUNG: Deutsche Literatur und Landeskunde**

**ANZAHL DER ECTS-PUNKTE:** 3

**VERANSTALTUNGSART:** Vorlesung+Seminar

**LERNZIELE:** Die Vorlesung soll einen Überblick über die wichtigsten Literaturepochen, Autoren und Einzelwerke des 19. und beginnenden 20. Jahrhunderts geben. Soziale, historische und kulturgeschichtliche Aspekte sollen auch vorgestellt und diskutiert werden.

**INHALTE:** Die frühe Romantik. Novalis. Die Hochromantik. Die Spätromantik. E.T.A. Hoffmann. Der poetische Realismus. Literatur der Jahrhundertwende. Expressionismus

**UNTERRICHTSSPRACHE:** Deutsch

**BEWERTUNG:** Schriftliche Prüfung

**TITEL DER VERANSTALTUNG: GRAMMATIKÜBUNGEN. ÜBERSETZUNGEN**

**ANZAHL DER ECTS-PUNKTE:** 3

*Grammatikübungen*

**VERANSTALTUNGSART:** Praktischer Kurs (Übungsstunde)

**LERNZIELE:** Vermittlung von Grundkenntnissen der Morphologie der nicht flektierbaren Wortarten der deutschen Gegenwartssprache

**INHALTE:** Das Adverb (semantische Unterklassen; Konjunkional- und Präpositionaladverbien). Die Präposition

(Rektion und Gebrauch). Die Partikeln (Typologie und Gebrauch). Die Konjunktion (syntaktische und semantische

Unterklassen; Gebrauch). Negationswörter.

**UNTERRICHTSSPRACHE:** Deutsch

**BEWERTUNG:** Klausur

*Übersetzungen*

**VERANSTALTUNGSART:** Pflichtveranstaltung

**LERNZIELE:** Aneignung der zum Erkennen der wichtigsten Textsorten und zur Unterscheidung zwischen ihnen notwendigen Kenntnisse. Vertrautmachung mit der Übersetzungsmethode jeder Textsorte.

**INHALTE:** Übersetzungen von verschiedenen Typen von Texten; Berichtende Formen. Bewerbung - Anschreiben und Lebenslauf; Antwort - Protokoll, Zeitungsbericht; Schildernde Texte: Erlebnis erzählung; Tagebuch; Naturschilderung; Reportage; Beschreibende Formen: Bildbeschreibung; Vorgangsbeschreibung, Referat ; Erläuternde Texte: Kommentar; Interpretation, Essay; Literarische Übersetzungen. Erzählung; Novelle; Roman; Theaterstück und Drama

**UNTERRICHTSSPRACHE:** Deutsch

**BEWERTUNG:** Schriftliche Prüfung

## 2<sup>ND</sup> YEAR, 1<sup>ST</sup> SEMESTER

### TITEL DER VERANSTALTUNG: SEMANTIK DER DEUTSCHEN SPRACHE

**ANZAHL DER ECTS-PUNKTE:** 4

**VERANSTALTUNGSART:** Vorlesung + Seminar

**LERNZIELE:** Vermittlung von Grundlagen der Wortsemantik der deutschen Gegenwartssprache

**INHALTE:** Linguistische Bedeutung. Historischer Bedeutungswandel. Bedeutungsbeziehungen im Wortschatz (Polysemie, Homonymie, Synonymie, Antonymie, Hyponymie). Merkmals- und Prototypensemantik.

**UNTERRICHTSSPRACHE:** Deutsch

**BEWERTUNG:** Klausur

### TITEL DER VERANSTALTUNG: DEUTSCHE LITERATUR UND LANDERSKUNDE

**ANZAHL DER ECTS-PUNKTE:** 4

**VERANSTALTUNGSART:** Vorlesung + Seminar

**LERNZIELE:** Die Vorlesung führt in die deutschsprachige Literatur des 20. Jahrhunderts ein. Dabei sollen die wichtigsten Literaturepochen, Autoren und Einzelwerke dieser Zeit, sowie soziale, historische und kulturgeschichtliche Aspekte vorgestellt werden.

**INHALTE:** Literatur der 20er Jahre. Deutsche Literatur im Exil. Brechts episches Theater. Trümmerliteratur. Die Gruppe 47. Die Literatur seit dem zweiten Weltkrieg in den deutschsprachigen Ländern. Literatur der Bundesrepublik Deutschland. Literatur der Deutschen Demokratischen Republik. Literatur Österreichs seit 1945. Literatur der deutschsprachigen Schweiz seit 1945.

**UNTERRICHTSSPRACHE:** Deutsch

**BEWERTUNG:** schriftliche Prüfung

### TITEL DER VERANSTALTUNG: TEXTINTERPRETATIONEN

**ANZAHL DER ECTS-PUNKTE:** 2

**VERANSTALTUNGSART:** Praktischer Kurs

**LERNZIELE:** Aneignung des zur Textanalyse und Textproduktion notwendigen Instrumentariums.

**INHALTE:** Äußerung und Text (Sprechakte als Textelemente). Textsorten. Beschreibung einzelner Texte: Brieflich - mitteilende Formen; Berichtende Formen; Beschreibende Formen; Erläuternde Texte; Bindende Texte; Erörternde Texte; Schildernde Texte. Textkonexion (Implizite und explizite Mittel der Vertextung). Textstruktur (Makro-, Mikro-, Mediostrukturen). Arbeit mit Texten Textverstehen und Texterschließen.

**UNTERRICHTSSPRACHE:** Deutsch

**BEWERTUNG:** Schriftliche Prüfung

### TITEL DER VERANSTALTUNG: RUMÄNIENDEUTSCHE LITERATUR - WAHLPFLICHTVORLESUNG

**ANZAHL DER ECTS-PUNKTE:** 2

**VERANSTALTUNGSART:** Pflichtveranstaltung

**LERNZIELE:** Die Aneignung der Hauptbegriffe der Disziplin; die Fähigkeit, einen literarischen Text zu verstehen und zu analysieren; die Fähigkeit, die rumäniendeutsche Literatur richtig zu kontextualisieren

**INHALTE:** Geschichte der Literatur der Siebenbürger Sachsen (bis 1918); Geschichte der Literatur der Banater Schwaben (bis 1918); Geschichte der Literatur der Deutschen in der Bukowina und anderen rumänischen Gebieten (bis 1918); Geschichte der rumäniendeutschen Literatur in der Zwischenkriegszeit; Die rumäniendeutsche Literatur nach 1945; Die Aktionsgruppe Banat; Die rumäniendeutsche Literatur nach 1990

**UNTERRICHTSSPRACHE:** Deutsch

**BEWERTUNG:** Kolloquium

### TITEL DER VERANSTALTUNG: GESCHICHTE DER DEUTSCHEN SPRACHE

**ANZAHL DER ECTS-PUNKTE:** 2

**VERANSTALTUNGSART:** Vorlesung + Seminar

**LERNZIELE:** Vermittlung von Grundkenntnissen der Geschichte der deutschen Sprache

**INHALTE:** Sprachwandel. Periodisierung der deutschen Sprache. Vorgeschichte des Deutschen (Indoeuropäisch und Germanisch). Der Name deutsch. Wesentliche Merkmale des Alt- und Mittelhochdeutschen, des Frühneuhochdeutschen und Neuhochdeutschen.

**UNTERRICHTSSPRACHE:** Deutsch

**BEWERTUNG:** Klausur

### TITEL DER VERANSTALTUNG: DEUTSCHE LITERATUR UND LANDERSKUNDE

**ANZAHL DER ECTS-PUNKTE:** 2

**VERANSTALTUNGSART:** Vorlesung + Seminar

**LERNZIELE:** Die Vorlesung soll einen Einblick in den Roman, die Lyrik und das Drama des 20. Jahrhunderts geben. Zentrale Autorinnen und Autoren und Einzelwerke sollen vorgestellt und diskutiert werden. Anhand exemplarischer Texte werden auch gattungsgeschichtliche und -theoretische Fragen beleuchtet.

**INHALTE:** Hermann Hesse. Thomas Mann. Franz Kafka. Friedrich Dürrenmatt. Max Frisch. Thomas Bernhard. Paul Celan. Ingeborg Bachmann

**UNTERRICHTSSPRACHE:** Deutsch

**BEWERTUNG:** Schriftliche Prüfung

### TITEL DER VERANSTALTUNG: TEXTABFASSUNG

**ANZAHL DER ECTS-PUNKTE:** 1

**VERANSTALTUNGSART:** Praktischer Kurs

**LERNZIELE:** Erkennung verschiedener Textsorten mit ihren typischen Merkmalen. Abfassung von schriftlichen Texten anhand von Musterbeispielen.

**INHALTE:** Zum Begriff des Textes. Aufriss einer Textsortensystematik. Beschreibung und Produktion ausgewählter Textsorten. Berichtende und beschreibende Texte: die

Zeitungs- und Gebrauchsanweisung.  
 Ansprechende Texte: der Lebenslauf, die Bewerbung, das Protokoll. Bindende und brieflich-mitteilende Texte: die Verpflichtung, der Antrag, der Vertrag. Der Geschäfts- und Verwaltungsbrief. Der private Brief. Die Erzählung: Einleitung, Spannung, Höhepunkt, Lösung des Höhepunktes, Schluss. Die Gegenstands- und Vorgangsbeschreibung. Die Schilderung. Die Charakteristik. Charaktereigenschaften eines Menschen. Die Erörterung: das Referat, die Rezension, der Leitartikel, das Essay, die Abhandlung.

**UNTERRICHTSSPRACHE:** Deutsch

**BEWERTUNG:** Schriftliche Prüfung

<b>TITEL</b>	<b>DER</b>	<b>VERANSTALTUNG:</b>
<b>RUMÄNIENDEUTSCHE</b>	<b>LITERATUR</b>	<b>-</b>
<b>WAHLPFLICHTVORLESUNG</b>		

**ANZAHL DER ECTS-PUNKTE:** 2

**VERANSTALTUNGSART:** Pflichtveranstaltung

**LERNZIELE:** Die Aneignung der Hauptbegriffe der Disziplin; die Fähigkeit, einen literarischen Text zu verstehen und zu analysieren; die Fähigkeit, die rumäniendeutsche Literatur richtig zu kontextualisieren

**INHALTE:** Anemone Latzina; Richard Wagner; Werner Söllner; Rolf Bossert; Johann Lippert; Herta Müller; Franz Hodjak

**UNTERRICHTSSPRACHE:** Deutsch

**BEWERTUNG:** Kolloquium

LINGUA E LETTERATURA ITALIANA/ITALIAN  
LANGUAGE AND LITERATURE (B)  
BACHELOR'S DEGREE

1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER

**DISCIPLINA : LINGUA ITALIANA (MORFOSINTASSI)**

**NUMERO CREDITI:** 4

**TIPO DELLA DISCIPLINA:** di specialità

**OBIETTIVI DEL CORSO:** L'apprendimento da parte degli studenti delle conoscenze di base della morfologia italiana e delle abilità di esprimersi correttamente in italiano.

**CONTENUTO:** Il verbo. Classificazione. La forma del verbo: attiva, passiva, riflessiva. Le "variabili" del verbo. I verbi di "servizio": i verbi ausiliari, i verbi servili, i verbi fraseologici, i verbi causativi. Il verbo secondo la flessione: le coniugazioni. Uso dei modi e dei tempi: il modo indicativo e i suoi tempi, il modo congiuntivo e i suoi tempi, il modo condizionale e i suoi tempi, il modo imperativo, l'infinito e i suoi tempi, il participio e i suoi tempi, il gerundio e i suoi tempi, il gerundio nelle perifrasi aspettuali.

**LINGUA DI INSEGNAMENTO:** Italiano

**VALUTAZIONE:** Esame

**DISCIPLINA : CIVILTÀ E LETTERATURA ITALIANA  
(SEC. XII-XIV)**

**NUMERO CREDITI:** 4

**TIPO DELLA DISCIPLINA:** di specialità

**OBIETTIVI DEL CORSO:** Gli studenti devono diventare pratici della letteratura italiana. Conoscere e comprendere i momenti fondamentali della letteratura italiana. Conoscere i testi più importanti della letteratura italiana.

**CONTENUTO:** Panorama storico culturale (eventi politici, sociali, religiosi, culturali). La lirica provenzale. Le origini della lingua e della letteratura italiana. La scuola siciliana. La letteratura religiosa del Duecento. Dante e il Dolce Stil Novo (le opere minori e *La Divina Commedia*). Giovanni Boccaccio (le opere minori e *Il Decamerone*). Francesco Petrarca (le opere minori e *Il Canzoniere*).

**LINGUA DI INSEGNAMENTO:** Italiano

**VALUTAZIONE:** Esame

**DISCIPLINA: CORSO PRACTICO**

**NUMERO CREDITI:** 2

**TIPO DELLA DISCIPLINA:** di specialità

**FONETICA**

**OBIETTIVI DEL CORSO:** Acquisizione della padronanza della fonetica, della fonologia e della grafia della lingua italiana.

**CONTENUTO:** Le regole di pronuncia. L'alfabeto italiano. I fonemi dell'italiano. Le vocali. Le consonanti. La scrittura delle consonanti. La lettera "h". Le semiconsonanti e le semivocali. Le lettere straniere. I dittonghi e i trittonghi. Lo iato.

L'accento. La divisione in sillabe. I fenomeni fonetici di collegamento. L'elisione. Il troncamento. La prostesi. Il raddoppiamento fonosintattico. La "d eufonica".

**LINGUA DI INSEGNAMENTO:** Italiano

**VALUTAZIONE:** Verifica

**ESPRESSIONE SCRITTA**

**OBIETTIVI DEL CORSO:** Acquisizione da parte degli studenti delle abilità di esprimersi correttamente in italiano.

**CONTENUTO:** Descrizione di una persona. Descrizione naturale. Lettera amichevole. Lettera ufficiale. Ricetta cucina. Relazione viaggio. Relazione incidente. Lettera protesta. Lettera scusa. Lettera domanda lavoro. Curriculum vitae. Verbale. Saggio.

**LINGUA DI INSEGNAMENTO:** Italiano

**VALUTAZIONE:** Verifica

1<sup>ST</sup> YEAR, 2<sup>ND</sup> SEMESTER

**DISCIPLINA : LINGUA ITALIANA (MORFOSINTASSI)**

**NUMERO CREDITI:** 4

**TIPO DELLA DISCIPLINA:** di specialità

**OBIETTIVI DEL CORSO:** L'apprendimento da parte degli studenti delle conoscenze di base della morfologia italiana e delle abilità di esprimersi correttamente in italiano.

**CONTENUTO:** L'articolo (L'articolo determinativo, l'articolo indeterminativo, l'articolo partitivo, le preposizioni articolate). Il sostantivo (Classificazione, genere, numero, formazione del plurale). L'aggettivo (L'aggettivo qualificativo e gli aggettivi determinativi). Il pronome (Il pronome personale, il pronome personale riflessivo. I pronomi allocutivi di cortesia, i pronomi possessivi, dimostrativi, indefiniti, relativi, interrogativi, esclamativi). L'avverbio. La preposizione. La congiunzione. L'interiezione.

**LINGUA DI INSEGNAMENTO:** Italiano

**VALUTAZIONE:** Esame

**DISCIPLINA : CIVILTÀ E LETTERATURA ITALIANA  
(SEC. XV-XVII)**

**NUMERO CREDITI:** 4

**TIPO DELLA DISCIPLINA:** di specialità

**OBIETTIVI DEL CORSO:** Gli studenti devono diventare pratici della letteratura italiana. Conoscere e comprendere i momenti fondamentali della letteratura italiana. Conoscere i testi più importanti della letteratura italiana.

**CONTENUTO:** Il Quattrocento: caratteri generali, l'umanesimo, Leon Battista Alberti, Lorenzo de' Medici, Angelo Poliziano, Jacopo Sannazaro, Leonardo da Vinci, Luigi Pulci, Matteo Maria Boiardo. Il Cinquecento: caratteri generali, il problema della lingua, l'età della Controriforma, Pietro Bembo, Ludovico Ariosto, Niccolò Machiavelli, Francesco Guicciardini, Benvenuto Cellini, Baldassarre



Castiglione, Torquato Tasso. Il Seicento: caratteri generali, il barocco, Giambattista Marino, Alessandro Tassoni, Galileo Galilei, Tommaso Campanella.  
**LINGUA DI INSEGNAMENTO:** Italiano  
**VALUTAZIONE:** Esame

**DISCIPLINA: CORSO PRACTICO**

**NUMERO CREDITI:** 2  
**TIPO DELLA DISCIPLINA:** di specialità

**ESERCIZI GRAMMATICALI**

**OBIETTIVI DEL CORSO:** Acquisizione da parte degli studenti delle abilità di esprimersi correttamente in italiano.

**CONTENUTO:** I pronomi clitici. Il clitico *ne*. Le perifrasi gerundivali. Perifrasi progressiva. Perifrasi continua. *Andare vs. venire* come modificatori. Il congiuntivo nella frase argomentale. Gli avverbi di frase. Fenomenologia della dislocazione a sinistra. Perifrasi fasali. Perifrasi incoative. Perifrasi continuative. Perifrasi terminative. Perifrasi prospettiva e risolutiva.

**LINGUA DI INSEGNAMENTO:** Italiano  
**VALUTAZIONE:** Verifica

**ESPRESSIONE ORALE**

**OBIETTIVI DEL CORSO:** Acquisizione da parte degli studenti delle abilità di esprimersi correttamente in italiano.

**CONTENUTO:** La presentazione della propria persona. L'invito fatto a un / una collega. Le compere in un negozio. La pensione / l'albergo. La presenza in una città. Il ristorante. Un incidente. I regali di Pasqua o di Natale. Una visita medica. Il tempo libero e i divertimenti.

**LINGUA DI INSEGNAMENTO:** Italiano  
**VALUTAZIONE:** Verifica

**2<sup>ND</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**DISCIPLINA: LINGUA ITALIANA (SINTASSI)**

**NUMERO CREDITI:** 4  
**TIPO DELLA DISCIPLINA:** di specialità  
**OBIETTIVI DEL CORSO:** L'apprendimento da parte degli studenti delle conoscenze di base della sintassi italiana e delle abilità di esprimersi correttamente in italiano.  
**CONTENUTO:** La frase semplice: Il soggetto. Il predicato. Il sintagma. I complementi: Il complemento oggetto. Il complemento predicativo. L'attributo. L'apposizione. I complementi indiretti: di specificazione, di "termine", di agente e di causa efficiente. I complementi di luogo, tempo, mezzo o strumento, modo, causa, compagnia e unione. Altri complementi. Tipi di frase semplice. La sintassi della frase complessa. Proposizioni oggettive, soggettive, causali, finali, consecutive, temporali, comparative, condizionali, concessive, interrogative, relative, modali, esclusive, eccettuative, limitative, incidentali. Discorso diretto

e discorso indiretto. Discorso indiretto libero. La concordanza dei tempi.

**LINGUA DI INSEGNAMENTO:** Italiano  
**VALUTAZIONE:** Esame

**DISCIPLINA : LETTERATURA ITALIANA (SEC. XVIII)**

**NUMERO CREDITI:** 4  
**TIPO DELLA DISCIPLINA:** di specialità  
**OBIETTIVI DEL CORSO:** Gli studenti devono diventare pratici della letteratura italiana. Conoscere e comprendere i momenti fondamentali della letteratura italiana. Conoscere i testi più importanti della letteratura italiana.

**CONTENUTO:** L'Illuminismo; la poesia e la letteratura dell'Arcadia: Giambattista Vico, l'impostazione storico-letteraria dell'Arcadia, gli esponenti (Ghedini, i fratelli Zanotti, Giovan Battista Fagioli, Carlo Antonio Tanzi, Tommaso Crudeli, Minzoni, Paolo Rolli, Pietro Metastasio); Carlo Goldoni («Servitore di due padroni», la «Locandiera», la riforma teatrale, il realismo goldoniano, il linguaggio del Goldoni); Giuseppe Parini (il «Giorno», le «Odi»; umanesimo e poeticità nel Parini, il sensismo); Vittorio Alfieri («Della tirannide», le «tragedie», il contributo alfieriano alla cultura e letteratura italiana ed europea

**LINGUA DI INSEGNAMENTO:** Italiano  
**VALUTAZIONE:** Esame

**DISCIPLINA : CORSO PRACTICO**

**NUMERO CREDITI:** 2  
**TIPO DELLA DISCIPLINA:** di specialità

**ESERCIZI GRAMMATICALI**

**OBIETTIVI DEL CORSO:** Acquisizione da parte degli studenti delle abilità di esprimersi correttamente in italiano.

**CONTENUTO:** Esercizi sull'espressione del soggetto indefinito. Il persona singolare. Il persona plurale. Il persona plurale. Il costrutto condizionale. Il periodo ipotetico. Il soggetto delle frasi all'infinito. Esercizi sulle frasi subordinate al gerundio. Esercizi sulle frasi subordinate al participio. Esercizi sul discorso diretto, il discorso indiretto, il discorso indiretto libero.

**LINGUA DI INSEGNAMENTO:** Italiano  
**VALUTAZIONE:** Verifica

**TRADUZIONI**

**OBIETTIVI DEL CORSO:** La formazione negli studenti delle capacità di trovare le equivalenze migliori, nel processo di traduzione nella lingua romena di un testo in italiano.

**CONTENUTO:** Alessandro Manzoni, il brano *Addio al paese natale*, da *I Promessi Sposi*. Giorgio Bassani, il brano *Corso Ercole d'estate a Ferrara*, da *Il giardino dei Finzi-Contini*. Ippolito Nievo, il brano *Un feudatario e il suo cancelliere*, da *Le confessioni di un Italiano*. Renato Fucini, il brano *La scampagnata*, da *Le veglie di Neri*. Edmondo De

Amicis, il brano *Il ragazzo calabrese*, da *Cuore*. Italo Svevo, il brano *Padre e figlio*, da *La coscienza di Zeno*. Alfredo Panzini, il brano *Vorrei farmi cantoniere ferroviario*, da *La lanterna di Diogene*. Riccardo Bacchelli, il brano *I templi di Pesto*, da *Italia per terra e per mare*. Corrado Alvaro, il brano *Ritorno in Calabria*, da *Itinerario italiano*. Dino Buzzati, il brano *Una cosa che comincia per elle*, da *I sette messaggeri*. Carlo Collodi, il brano *Pinocchio, Geppetto e il pesce Tonno*, da *Le avventure di Pinocchio*.

**LINGUA DI INSEGNAMENTO:** Italiano

**VALUTAZIONE:** Verifica

## 2<sup>ND</sup> YEAR, 2<sup>ND</sup> SEMESTER

### DISCIPLINA : LINGUA ITALIANA (LESSICOLOGIA)

**NUMERO CREDITI:** 4

**TIPO DELLA DISCIPLINA:** di specialità

**OBIETTIVI DEL CORSO:** L'apprendimento da parte degli studenti delle conoscenze di base della lessicologia italiana e delle abilità di esprimersi correttamente in italiano.

**CONTENUTO:** Lessico e dizionario. Lessico e semantica. Significato lessicale e significato grammaticale. La nozione di parola. Il significato delle parole. Ambiguità e polisemia delle parole. Teorie sulla natura del significato. La fraseologia. Caratteri funzionali e strutturali delle locuzioni. Lessico e società. La formazione delle parole. La suffissazione. Gli infiniti sostantivati e altri tipi di passaggio di categoria grammaticale. I derivati a suffisso zero. L'alterazione. La prefissazione.

**LINGUA DI INSEGNAMENTO:** Italiano

**VALUTAZIONE:** Esame

### DISCIPLINA: LETTERATURA ITALIANA (SEC. XIX)

**NUMERO CREDITI:** 4

**TIPO DELLA DISCIPLINA:** di specialità

**OBIETTIVI DEL CORSO:** Gli studenti devono diventare pratici della letteratura italiana. Conoscere e comprendere i momenti fondamentali della letteratura italiana. Conoscere i testi più importanti della letteratura italiana.

**CONTENUTO:** Ugo Foscolo: la poetica, la prosa («Le ultime lettere di Jakopo Ortis»), i sonetti e le odi, i «Sepolcri». Alessandro Manzoni: letteratura romantica e «verità» cristiana. Giacomo Leopardi: la ragione, la lirica e il riso dei moderni. Ippolito Nievo. Giosuè Carducci, Guido Gozzano. Giovanni Pascoli, Antonio Fogazzaro. Luigi Capuana. Federico de Roberto.

**LINGUA DI INSEGNAMENTO:** Italiano

**VALUTAZIONE:** Esame

### DISCIPLINA: CORSO PRACTICO

**NUMERO CREDITI:** 2

**TIPO DELLA DISCIPLINA:** di specialità

**ESERCIZI GRAMMATICALI**

**OBIETTIVI DEL CORSO:** Acquisizione da parte degli studenti delle abilità di esprimersi correttamente in italiano.

**CONTENUTO:** Esercizi sulla forma delle parole. Esercizi sul senso. Esercizi di riconoscimento. Esercizi sulle collocazioni. Esercizi sulla connotazione e sul registro. Giochi con le parole. I prestiti lessicali, i neologismi e gli arcaismi. Esercizi diversi.

**LINGUA DI INSEGNAMENTO:** Italiano

**VALUTAZIONE:** Verifica

### RETROVERSIONI

**OBIETTIVI DEL CORSO:** La formazione negli studenti delle capacità di trovare le equivalenze migliori, nel processo di traduzione nella lingua italiana di un testo in romeno.

**CONTENUTO:** la traduzione in italiano e il confronto con l'originale da: Gabriele D'Annunzio, *Inocentul*, București, Univers, p. 18-19; Giuseppe Tomasi Di Lampedusa, *Ghepardul*, București, Univers, p. 34-35; Umberto Eco, *Numele trandafirului*, Cluj-Napoca, Dacia, 12-13; Roberto Pazzi, *Evanghelia lui Iuda*, București, Leda, 2004, p. 102-105; Susanna Tamaro, *Anima mundi*, București, Univers, p. 16-17; Alessandro Baricco, *Fără sânge*, Iași, Polirom, 59-69.

**LINGUA DI INSEGNAMENTO:** Italiano

**VALUTAZIONE:** Verifica

## 3<sup>RD</sup> YEAR, 1<sup>ST</sup> SEMESTER

### DISCIPLINA: LINGUA ITALIANA: SEMANTICA

**NUMERO CREDITI:** 4

**TIPO DELLA DISCIPLINA:** di specialità

**OBIETTIVI DEL CORSO:** L'apprendimento da parte degli studenti delle conoscenze di base della semantica e delle abilità di esprimersi correttamente in italiano.

**CONTENUTO:** Ritardi e difficoltà nella ricerca sul significato. La lingua come 'macchina per significare'. Tre concezioni globali: La semantica referenzialista; Il significato come costruito mentale; Il significato come sistema di relazioni; Nozioni di base per l'analisi del significato; L'analisi componenziale; Questioni di semantica degli enunciati; La lessicologia semantica. Omonimia. Polisemia. Sinonimia. Iponimia e iperonimia. Serie iponimica e altri sottosistemi lessicali. Antonimia, complementarità e inversione. Innovazione del lessico: Prestiti, Calchi. Traslati: metafora, metonimia e sineddoche. Principio di composizionalità. Denotazione e valore di verità. Connettivi frasali. Conseguenze. Presupposizione.

**LINGUA DI INSEGNAMENTO:** Italiano

**VALUTAZIONE:** Esame

### DISCIPLINA: LETTERATURA ITALIANA (SEC. XX: IL PRIMO NOVECENTO)

**NUMERO CREDITI:** 4

**TIPO DELLA DISCIPLINA:** di specialità

**OBIETTIVI DEL CORSO:** L'approccio ai principali movimenti letterari italiani nell'età studiata, l'evoluzione dei generi letterari, lo studio dei principali scrittori e delle loro opere attestatesi nell'ulteriore sviluppo della letteratura italiana.

**CONTENUTO:** Il Decadentismo, la crisi del positivismo; i crepuscolari; Luigi Pirandello; Italo Svevo; le avanguardie letterarie; le riviste; Benedetto Croce; la poesia italiana (da Aldo Palazzeschi ai Novissimi: Giuseppe Ungaretti, Eugenio Montale, Salvatore Quasimodo, Mario Luzi, Sandro Penna, Pier Paolo Pasolini, Andrea Zanzotto); la narrativa tra le due guerre (Alberto Moravia, Carlo Emilio Gadda, Elio Vittorini, Cesare Pavese, Primo Levi, Dino Buzzati).

**LINGUA DI INSEGNAMENTO:** Italiano

**VALUTAZIONE:** Esame

**DISCIPLINA : INTERPRETAZIONI DI TESTI**

**NUMERO CREDITI:** 2

**TIPO DELLA DISCIPLINA:** Corso pratico

**OBIETTIVI DEL CORSO:** La formazione negli studenti delle capacità di capire e di interpretare i testi scritti in lingua italiana.

**CONTENUTO:** Tratti generali del commentario di un testo. Il testo scientifico. Caratteristiche. Commentario critico di un testo scientifico. Il testo umanistico. Caratteristiche. Commentario critico di un testo umanistico. Il testo storico. Caratteristiche. Commentario critico di un testo storico. Il testo filosofico. Caratteristiche. Commentario critico di un testo filosofico. Il testo letterario. Tipologia, caratteristiche. Comentario di un testo epico. Comentario di un testo lirico. Comentario di un testo drammatico. Comentario di un testo giornalistico.

**LINGUA DI INSEGNAMENTO:** Italiano

**VALUTAZIONE:** Verifica

**DISCIPLINA: LINGUA ITALIANA - CORSO OPZIONALE B (PARTE I)**

**NUMERO CREDITI:** 2

**TIPO DELLA DISCIPLINA:** Corso opzionale

**OBIETTIVI DEL CORSO:** La familiarizzazione degli studenti con le caratteristiche del linguaggio amministrativo italiano.

**CONTENUTO:** 1. Dell'applicazione della legge in generale. 2. I vari rami del diritto. 3. Rapporti civili. 4. Il Parlamento. 5. Il Consiglio dei Ministri. 6. Il Presidente della Repubblica. 7. L'Amministrazione della Giustizia Ordinaria. 8. La Magistratura Ordinaria. 9. Il Pubblico Ministero. 10. Le Regioni, le Province, i Comuni. 11. Del matrimonio. Delle condizioni necessarie per contrarre matrimonio. 12. Dei beni immobili e mobili. Dei frutti.

**LINGUA DI INSEGNAMENTO:** Italiano

**VALUTAZIONE:** Verifica

**3<sup>RD</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**DISCIPLINA : LINGUA ITALIANA (STORIA DELLA LINGUA)**

**NUMERO CREDITI:** 3

**TIPO DELLA DISCIPLINA:** di specialità

**OBIETTIVI DEL CORSO:** La familiarizzazione degli studenti con le direzioni dell'evoluzione dal latino all'italiano e con le relazioni fra l'italiano comune e l'italiano regionale.

**CONTENUTO:** 1. Dal latino all'italiano. Il latino classico e il latino volgare. Le fonti del latino volgare. 2. Dal latino all'italiano: alcuni mutamenti fonetici. Fenomeni del vocalismo. Fenomeni del consonantismo. 3. Dal latino all'italiano: alcuni mutamenti morfologici. La scomparsa del neutro. La scomparsa del sistema dei casi. L'articolo. I pronomi personali. L'aggettivo. Il comparativo e il superlativo. Il verbo: La riduzione delle coniugazioni verbali; La formazione del passato remoto; La formazione dei tempi composti; La formazione del passivo perifrastico; La formazione del futuro; La formazione del condizionale. 4. Dal latino all'italiano: alcuni mutamenti sintattici. L'ordine delle parole nella frase. L'espressione e la posizione del pronome soggetto. L'enclisi del pronome atono. La legge Tobler-Mussafia. 5. I primi documenti dell'italiano. L'indovinello veronese. L'iscrizione murale della catacomba romana di Commodilla. Il Placito di Capua. Il "fumetto" bilingue di San Clemente. 6. Aspetti della "questione della lingua". 6.1. Che cosa si intende per "questione della lingua"? 6.2. Dante, primo teorico del volgare. 6.2.1. Il *De vulgari eloquentia*. 6.2.2. Il *Convivio*. 6. 3. Le *Prose della volgar lingua* di Pietro Bembo. 6.4. Il Vocabolario dell'Accademia della Crusca. 6.5. La soluzione manzoniana alla "questione della lingua". 7. Varietà dell'italiano. 7.1. Le dimensioni della variazione sincronica dell'italiano. 7. 2. Variazione diatopica: italiano regionale. 7. 3. La varietà linguistica in Italia. 7.4. Tra lingua e dialetto dal XVI secolo a oggi. 7. 5. La classificazione dialettale. 7.6. I cinque sistemi dell'italo-romanzo. 7.7. Dialetti fuori d'Italia. 7.8. Le minoranze linguistiche.

**LINGUA DI INSEGNAMENTO:** Italiano

**VALUTAZIONE:** Esame

**DISCIPLINA: LETTERATURA ITALIANA (SEC. XX-XXI: IL SECONDO NOVECENTO)**

**NUMERO CREDITI:** 3

**TIPO DELLA DISCIPLINA:** di specialità

**OBIETTIVI DEL CORSO:** L'approccio ai principali movimenti letterari italiani nell'età studiata, l'evoluzione dei generi letterari, lo studio dei principali scrittori e delle loro opere attestatesi nell'ulteriore sviluppo della letteratura italiana.

**CONTENUTO:** La poesia negli anni '60 (I Novissimi); il neorealismo; Pier Paolo Pasolini, il secondo Moravia, Italo Calvino, Beppe Fenoglio,

Ignazio Silone, Leonardo Sciascia, Antonio Tabucchi, Paolo Volponi, Umberto Eco, Elsa Morante, Claudio Magris. Dario Fo. Dacia Maraini. Vincenzo Consolo.

**LINGUA DI INSEGNAMENTO:** Italiano

**VALUTAZIONE:** Esame

<b>DISCIPLINA : REDAZIONE DI TESTI</b>
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**NUMERO CREDITI:** 2

**TIPO DELLA DISCIPLINA:** Corso pratico

**OBIETTIVI DEL CORSO:** Produzione corretta di testi complessi in lingua italiana.

**CONTENUTO:** Il riassunto. La lettera di presentazione. La lettera ufficiale. La lettera personale. La lettera commerciale. Domanda di impiego. Il curriculum vitae. La relazione. Il verbale. Il saggio. La recensione. L'intervista e l'inchiesta.

**LINGUA DI INSEGNAMENTO:** Italiano

**VALUTAZIONE:** Verifica

<b>DISCIPLINA: LINGUA ITALIANA - CORSO OPZIONALE B (PARTE II)</b>
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**NUMERO CREDITI:** 1

**TIPO DELLA DISCIPLINA:** Corso opzionale

**OBIETTIVI DEL CORSO:** Acquisizione da parte degli studenti delle abilità di esprimersi correttamente in italiano.

**CONTENUTO:** 1. Il processo in Italia. 2. Il processo penale. 3. Ordinamento della Repubblica. 4. Le camere. 5. Il governo. 6. Il Presidente della Repubblica. 7. Costituzione della Repubblica Italiana. 8. La Giurisdizione. 9. La Magistratura. 10. La Pubblica Amministrazione. 11. Delle persone e della famiglia. 12. Della proprietà.

**LINGUA DI INSEGNAMENTO:** Italiano

**VALUTAZIONE:** Verifica

FIELD: LANGUAGE AND LITERATURE  
PROGRAMME TITLE: LENGUA Y LITERATURA  
ESPAÑOLA (B)/SPANISH LANGUAGE AND  
LITERATURE (B)  
BACHELOR'S DEGREE

1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER

COURSE TITLE: DENOMINACIÓN DE LA  
ASIGNATURA: LENGUA ESPAÑOLA –  
MORFOSINTAXIS 1

NÚMERO DE CRÉDITOS: 4

TIPO DE ASIGNATURA: Curso

OBJETIVOS DEL CURSO: los alumnos deben adquirir conocimientos sobre las partes del habla; deben adquirir las destrezas necesarias para expresarse correctamente en español.

TEMARIO: El artículo. El nombre. El adjetivo. El número y el género gramatical. Casos especiales. El pronombre. El verbo. Descripción y formación de los tiempos de indicativo. Irregularidades. La concordancia en indicativo.

LENGUA DE ENSEÑANZA: Español

FORMA DE EVALUACIÓN: Examen

COURSE TITLE: DENOMINACIÓN DE LA  
ASIGNATURA: CIVILIZACIÓN Y LITERATURA  
ESPAÑOLAS

NÚMERO DE CRÉDITOS: 4

TIPO DE ASIGNATURA: Curso

OBJETIVOS DEL CURSO: Habituarse a los alumnos con la cultura y la civilización españolas; Adquisición de los elementos fundamentales de la literatura española; Conocimientos sobre los más representativos textos literarios españoles.

TEMARIO: Circunstancias histórico-culturales de la Edad Media. Orígenes del español. El mester de clerecía. Berceo. La literatura cortesana del siglo XV. El cantar de Mio Cid. Los comienzos de la prosa. Alfonso X el Sabio. La poesía cortesana en la primera mitad del siglo XV. La poesía cortesana en la segunda mitad del siglo XV. Jorge Manrique. La prosa. El cuento. La historiografía. Libros de viajes.

COURSE TITLE: DENOMINACIÓN DE LA  
ASIGNATURA: Curso PRÁCTICO DE LENGUA  
ESPAÑOLA

NÚMERO DE CRÉDITOS: 2

TIPO DE ASIGNATURA: Curso práctico

FONÉTICA

OBJETIVOS DEL CURSO: La asignatura se propone proporcionar a los alumnos los conocimientos básicos de fonética española y la formación de las destrezas necesarias para expresarse correctamente en español.

TEMARIO: Teoría y ejercicios: Las reglas de pronunciación. El alfabeto español. Los fonemas del español. Las vocales. Las consonantes. La

ortografía de las consonantes. Consonantes oclusivas. Consonantes nasales. Consonantes fricativas y africadas. Consonantes líquidas. La letra "h". Las semiconsonantes y las semivocales. Las letras extranjeras. Los diptongos y los triptongos. El hiato. El acento. Reglas de acentuación. La división en sílabas.

LENGUA DE ENSEÑANZA: Español

FORMA DE EXAMINACIÓN: Prueba de finales de semestre

EXPRESIÓN ESCRITA

TEMARIO: Descripción de las personas. Caracterizaciones. Descripción de la naturaleza. Cartas a unos amigos. Cartas oficiales. Recetas culinarias. Relaciones de viaje. Relaciones incidentales. Cartas de protesta. Cartas de excusas. Cartas para pedir trabajo. Curriculum vitae. Peticiones. Documentos oficiales.

LENGUA DE ENSEÑANZA: Español

FORMA DE EXAMINACIÓN: Prueba de finales de semestre

1<sup>ST</sup> YEAR, 2<sup>ND</sup> SEMESTER

COURSE TITLE: DENOMINACIÓN DE LA  
ASIGNATURA: LENGUA ESPAÑOLA –  
MORFOSINTAXIS 2

NÚMERO DE CRÉDITOS: 4

TIPO DE ASIGNATURA: Curso

OBJETIVOS DEL CURSO: los alumnos deben adquirir conocimientos sobre las partes del habla; deben adquirir las destrezas necesarias para expresarse correctamente en español.

TEMARIO: El verbo. Descripción y formación de los tiempos de subjuntivo. Irregularidades. La concordancia en subjuntivo. Si condicional. Ser y estar. Construcciones impersonales. Las perífrasis verbales. Las conjunciones. Las preposiciones.

LENGUA DE ENSEÑANZA: Español

FORMA DE EVALUACIÓN: Examen

COURSE TITLE: DENOMINACIÓN DE LA  
ASIGNATURA: CIVILIZACIÓN Y LITERATURA  
ESPAÑOLAS

NÚMERO DE CRÉDITOS: 4

TIPO DE ASIGNATURA: Curso

OBJETIVOS DEL CURSO: Habituarse a los alumnos con la cultura y la civilización españolas; Adquisición de los elementos fundamentales de la literatura española; Conocimientos sobre los más representativos textos literarios españoles.

TEMARIO: Prerrenacimiento: La Celestina, de Fernando de Rojas. Valores medievales y valores renacentistas de la obra. La Edad de Oro. El nuevo hombre. La relación con Dios. La gran evolución poética al itálico modo. Las corrientes poéticas. Los romances y la lírica tradicional. San Juan de la Cruz. Fray Luis de León. Santa Tereza de Jesús. La autobiografía de un pícaro. Lazarillo de Tormes.

**LENGUA DE ENSEÑANZA:** Español  
**FORMA DE EVALUACIÓN:** Examen

**COURSE TITLE: DENOMINACIÓN DE LA ASIGNATURA:** Curso PRÁCTICO DE LENGUA ESPAÑOLA

**NÚMERO DE CRÉDITOS:** 2  
**TIPO DE ASIGNATURA:** Curso práctico

#### *EJERCICIOS GRAMATICALES*

**OBJETIVOS DEL CURSO:** La asignatura tiene como meta la adquisición de las destrezas necesarias para expresarse correctamente en español; la comprensión de las dificultades de la morfosintaxis española; adquisición de las destrezas necesarias para traducir correctamente al rumano, en aras del crecimiento de la competencia lingüística en el acto de la traducción.

**TEMARIO:** *Ejercicios gramaticales:* El sustantivo: Los géneros común, ambiguo y epicene. El adjetivo. Adjetivos con ser y estar. Los determinativos. Los pronombres. Valor reflexivo y valor recíproco. El verbo. Auxiliares con distintas posibilidades combinatorios. Perífrasis verbal frente a la locución verbal. Construcciones perifrásticas con infinitivo. Perífrasis incoativas; Perífrasis terminativas; Construcciones perfrásticas con gerundio; Construcciones perifrásticas con participio; Locuciones adverbiales. Agrupaciones y locuciones prepositivas. Locuciones conjuntivas. *Expresión oral:* El saludo. La presentación. La casa. La ropa. De compras. La familia. El cuerpo humano. Describir a una persona. Los correos. El teléfono. La comida. Los médicos. Ocio y diversión

**LENGUA DE ENSEÑANZA:** Español  
**FORMA DE EXAMINACIÓN:** Prueba de finales de semestre

#### **2<sup>ND</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: DENOMINACIÓN DE LA ASIGNATURA:** LENGUA ESPAÑOLA - SINTAXIS

**NÚMERO DE CRÉDITOS:** 4  
**TIPO DE ASIGNATURA:** Curso

**OBJETIVOS DEL CURSO:** la adquisición de los conocimientos básicos de sintaxis del español; la capacidad de expresarse correctamente desde el punto de vista sintáctico en español; la destreza de construir una frase en español.

**TEMARIO:** Enunciado y oración. Terminología. El enunciado. Clases de enunciados. El sujeto. Sujeto y predicado. Concordancia del sujeto con el verbo. El predicado. Características. Clases de predicado. Grupos sintácticos. Terminología. Características generales. Categorías sintácticas. El complemento directo. Caracterización semántica. El complemento indirecto. El complemento circunstancial. Caracterización semántica. Oración y conjuntos. Terminología. Oraciones sustantivas. Características. Oraciones adjectivas. Oraciones

subordinadas finales. Las oraciones finales y el sujeto. Oraciones subordinadas consecutivas. Oraciones subordinadas condicionales. Oraciones subordinadas comparativas. Oraciones subordinadas concesivas.

**LENGUA DE ENSEÑANZA:** Español  
**FORMA DE EVALUACIÓN:** Examen

**COURSE TITLE: DENOMINACIÓN DE LA ASIGNATURA:** CURSO PRÁCTICO DE LENGUA ESPAÑOLA

**NÚMERO DE CRÉDITOS:** 2

**TIPO DE ASIGNATURA:** Curso práctico

**OBJETIVOS DEL CURSO:** adquisición de las destrezas necesarias para traducir correctamente del español al rumano, en aras del crecimiento de la competencia lingüística en el acto de la traducción.

**TEMARIO:** *Traducciones:* Estilo directo e indirecto en el relato. Traducción de diálogos. Descripciones. Adecuación de los adjetivos en el contexto. Uso de metáforas para las descripciones. Narración en primera persona. Monólogo interior. Yuxtaposición entre oraciones. El uso de los puntos suspensivos. Narración en tercera persona. Conectores temporales. Exclamaciones, vocativos y apartes. Teatro y lenguaje teatral. El fenómeno del hipébaton, paralelismo y reiteración de elementos en la escritura poético-teatral. *Ejercicios gramaticales:* Ejercicios de pronombres personales complemento. Ejercicios con las preposiciones por y para. Ejercicios de comprensión de texto: búsqueda de sinónimos y antónimos de lexicología del texto. Usos de ser y estar en las oraciones. Acentuación en las palabras monosílabas. Ejercicios con el subjuntivo presente, verbos de voluntad, de petición o mandato y de sentimiento. Relativos quien, quienes, cuyo, cuyos. Adjetivos, ejercicios para enriquecer vocabulario. El gerundio, uso de presente continuo, adverbial. Verbos reflexivos.

Determinantes demostrativos. Pretérito perfecto versus pretérito indefinido. Indefinidos irregulares. El artículo determinado. Condicionales irregulares. Futuros irregulares.

Forma positiva y negativa del imperativo.

**LENGUA DE ENSEÑANZA:** Español  
**FORMA DE EXAMINACIÓN:** Prueba de finales de semestre

**COURSE TITLE: DENOMINACIÓN DE LA ASIGNATURA:** LITERATURA ESPAÑOLA

**NÚMERO DE CRÉDITOS:** 4

**TIPO DE ASIGNATURA:** Curso

**OBJETIVOS DEL CURSO:** perfeccionamiento de los conocimientos de los estudiantes en cuanto a la civilización y literatura españolas.

**TEMARIO:** Lope de Vega. Obra no dramática. La creación del teatro nacional. Sistema dramático de Lope. Tirso de Molina. El enigma biográfico de



Tirso. Caracteres de la dramática de Tirso. La novela picaresca en el siglo XVII. Culteranismo y Conceptismo. Góngora y la lírica barroca. Quevedo. Clasificación de la obra de Quevedo. Calderón de la Barca y el segundo ciclo del teatro áureo. Grandes prosistas del barroco. Baltasar Gracián.

**LENGUA DE ENSEÑANZA:** Español

**FORMA DE EVALUACIÓN:** Examen

**2<sup>ND</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: DENOMINACIÓN DE LA ASIGNATURA: LENGUA ESPAÑOLA - LEXICOLOGÍA**

**NÚMERO DE CRÉDITOS:** 4

**TIPO DE ASIGNATURA:** Curso

**OBJETIVOS DEL CURSO:** adquisición de las principales modalidades de composición del léxico español; adquisición de las técnicas de análisis de un texto y observación de las diferencias entre la lengua escrita y la lengua hablada; adquisición correcta del español de manera autónoma.

**TEMARIO:** Nociones básicas. Léxico y diccionario. Léxicología y semántica. El significado de la palabra. ¿Qué significa exactamente la palabra? Ambigüedad y polisemia de la palabra. Teoría sobre la naturaleza del significado. La fraseología. Caracteres funcionales y estructurales de las locuciones. Neologismos. Formación de palabras. Sufijación. Formación de palabras por composición. Derivación de sufijo cero. Alteraciones. La prefijación. Las abreviaturas y la acronimia.

**LENGUA DE ENSEÑANZA:** Español

**FORMA DE EVALUACIÓN:** Examen

**COURSE TITLE: DENOMINACIÓN DE LA ASIGNATURA: LITERATURA ESPAÑOLA**

**NÚMERO DE CRÉDITOS:** 4

**TIPO DE ASIGNATURA:** Curso

**OBJETIVOS DEL CURSO:** perfeccionamiento de los conocimientos de los estudiantes en cuanto a la civilización y literatura españolas.

**TEMARIO:** Lope de Vega. Obra no dramática. La creación del teatro nacional. Sistema dramático de Lope. Tirso de Molina. El enigma biográfico de Tirso. Caracteres de la dramática de Tirso. La novela picaresca en el siglo XVII. Culteranismo y Conceptismo. Góngora y la lírica barroca. Quevedo. Clasificación de la obra de Quevedo. Calderón de la Barca y el segundo ciclo del teatro áureo. Grandes prosistas del barroco. Baltasar Gracián.

**LENGUA DE ENSEÑANZA:** Español

**FORMA DE EVALUACIÓN:** Examen

**COURSE TITLE: DENOMINACIÓN DE LA ASIGNATURA: Curso PRÁCTICO DE LENGUA ESPAÑOLA**

**NÚMERO DE CRÉDITOS:** 2

**TIPO DE ASIGNATURA:** Curso práctico

**OBJETIVOS DEL CURSO:** adquisición de las destrezas de traducir correctamente del rumano al español, en aras del crecimiento de la competencia lingüística en el acto de la traducción.

**TEMARIO:** Traducciones: Textos literarios. Textos del ámbito lingüístico. Textos del ámbito económico. Textos del ámbito médico. Textos del ámbito jurídico. Particularidades traductológicas y terminológicas. Elaboración de glosarios de términos específicos. *Ejercicios gramaticales:* Ejercicios de pronombres personales complemento. Ejercicios con las preposiciones por y para. Ejercicios de comprensión de texto: búsqueda de sinónimos y antónimos de lexicología del texto. Usos de ser y estar en las oraciones. Acentuación en las palabras monosílabas. Ejercicios con el subjuntivo presente, verbos de voluntad, de petición o mandato y de sentimiento. Relativos quien, quienes, cuyo, cuyos. Adjetivos, ejercicios para enriquecer vocabulario. El gerundio, uso de presente continuo, adverbial. Verbos reflexivos. Determinantes demostrativos. Pretérito perfecto versus pretérito indefinido. Indefinidos irregulares. El artículo determinado. Condicionales irregulares. Futuros irregulares.

Forma positiva y negativa del imperativo.

**LENGUA DE ENSEÑANZA:** Español

**FORMA DE EXAMINACIÓN:** Prueba de finales de semestre

**3<sup>RD</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: DENOMINACIÓN DE LA ASIGNATURA: SEMÁNTICA**

**NÚMERO DE CRÉDITOS:** 4

**TIPO DE ASIGNATURA:** Curso

**OBJETIVOS DEL CURSO:** adquisición de las principales modalidades de expresar los conceptos en español; conocimiento de las principales modalidades de lexicalización en español; adquisición de las técnicas de comparación de las modalidades de lexicalización en diversas lenguas; adquisición correcta del español de manera autónoma.

**TEMARIO:** Atrasos y dificultad en la investigación sobre el significado. La lengua como 'máquina de significados'. Tres concepciones globales. La semántica referencial. Fuerza pragmática. El significado como sistema de relaciones. Nociones básicas para el análisis del significado. El análisis componencial. Los componentes semánticos. Tipos de componentes y relaciones entre los componentes. El estudio del significado. La lexicología semántica. El análisis sémico. Homonimia y polisemia. Las estructuras del léxico.

Cuestiones de semántica de los enunciados. El principio de composición. 'Modismos'. El significado como construcción mental.

**LENGUA DE ENSEÑANZA:** Español

**FORMA DE EVALUACIÓN:** Examen

**COURSE TITLE: DENOMINACIÓN DE LA ASIGNATURA: LITERATURA ESPAÑOLA**

**NÚMERO DE CRÉDITOS:** 4

**TIPO DE ASIGNATURA:** Curso

**OBJETIVOS DEL CURSO:** acostumbrar a los estudiantes a los grandes valores de la literatura española, a la evolución de las corrientes estéticas, al gusto y a los cambios en la evolución de la literatura a lo largo del periodo estudiado; conocer a los principales protagonistas de la escena literaria del periodo estudiado

**TEMARIO:** El siglo XVIII. Los novatores. La Ilustración. Feijoo. Torres. Isla. Luzán. Cadalso. El siglo XIX. Romanticismo y románticos. Larra. Espronceda. Gustavo Adolfo Bécquer. Final del romanticismo: Rosalía de Castro, Campoamor. Núñez de Arce. El florecimiento de la novela. Los novelistas secundarios: Alarcón, Pereda, Valera. Los grandes novelistas: Benito Pérez Galdós, Emilia Pardo Bazán, Leopoldo Alas Clarín.

**LENGUA DE ENSEÑANZA:** Español

**FORMA DE EVALUACIÓN:** Examen escrito y oral

**COURSE TITLE: DENOMINACIÓN DE LA ASIGNATURA: INTERPRETACIONES DE TEXTOS**

**NÚMERO DE CRÉDITOS:** 2

**TIPO DE ASIGNATURA:** Curso práctico

**OBJETIVOS DEL CURSO:** los estudiantes tienen que ser capaces de interpretar diversos textos españoles que pertenecen a la literatura, al estilo periodístico y a los estilos funcionales.

**TEMARIO:** El comentario de textos general. Metodología y forma del mismo. Textos científicos. Características. Texto humanístico. Texto histórico. Texto filosófico. Comentarios de textos literarios: Comentario de un texto épico. Comentario de un texto lírico. Comentario de un texto dramático. Características del lenguaje periodístico. Adecuación del lenguaje.

**LENGUA DE ENSEÑANZA:** Español

**FORMA DE EXAMINACIÓN:** Prueba de finales de semestre

**COURSE TITLE: DENOMINACIÓN DE LA ASIGNATURA: CURSO OPCIONAL DE LITERATURA ESPAÑOLA 1**

**NÚMERO DE CRÉDITOS:** 2

**TIPO DE ASIGNATURA:** Curso opcional

**OBJETIVOS DEL CURSO:** Conocer las principales tendencias de la literatura española del siglo XX, el papel de la creación de Miguel de Unamuno como máximo representante de la Generación del 1898 y de Federico García Lorca, el más representativo creador de la Generación del 1927.

**TEMARIO:** Tradicionalismo y Modernismo en la literatura española del siglo XX. La Generación de 1898. Miguel de Unamuno. Los libros de comentarios, crítica y pensamiento. El teatro de Unamuno. La Generación de 1927. Las vanguardias. La poesía popular de Federico García Lorca. Su lugar en el ámbito de la generación. Génesis y formación de la estructura del *Poema del cante jondo*. El surrealismo: *Poeta en Nueva York*. Federico García Lorca y su lugar en la historia de la literatura española. La trilogía trágica del pueblo español. *Bodas de sangre*, *Yerma*, *La casa de Bernarda Alba*. El teatro. *Mariana Pineda*. Estructura dramática. Espacio y tiempo. Conflicto y tensión. Símbolos dramáticos.

**LENGUA DE ENSEÑANZA:** Español

**FORMA DE EVALUACIÓN:** Prueba de evaluación final

**3<sup>RD</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: DENOMINACIÓN DE LA ASIGNATURA: HISTORIA DE LA LENGUA ESPAÑOLA**

**NÚMERO DE CRÉDITOS:** 3

**TIPO DE ASIGNATURA:** Curso

**OBJETIVOS DEL CURSO:** acostumbrar a los estudiantes a las principales direcciones de evolución del latín al español; acostumbrar a los estudiantes a los principales aspectos de la relación entre el español común el español de diversas regiones de España.

**TEMARIO:** Las lenguas prerromanas: situación lingüística de la España prerromana. La lengua latina en Hispania. Transición del latín al romance. Epoca visigoda. Los germanos. Los árabes y el elemento árabe en español. El primitivo romance hispánico. Primitivos dialectos peninsulares. La expansión castellana. La época alfonsí y el siglo XIV. Alfonso el Sabio. Transición del español medieval al clásico. El español de América. Las lenguas indígenas y su influencia. El español moderno. El siglo XVIII. Extensión y variedades del español actual. El español del Siglo de Oro. La expansión imperial. El clasicismo.

**LENGUA DE ENSEÑANZA:** Español

**FORMA DE EVALUACIÓN:** Examen

**COURSE TITLE: DENOMINACIÓN DE LA ASIGNATURA: LITERATURA ESPAÑOLA**

**NÚMERO DE CRÉDITOS:** 3

**TIPO DE ASIGNATURA:** Curso

**OBJETIVOS DEL CURSO:** acostumbrar a los estudiantes a los grandes valores de la literatura española, a la evolución de las corrientes estéticas, al gusto y a los cambios en la evolución de la literatura a lo largo del periodo estudiado; conocer a los principales protagonistas de la escena literaria del periodo estudiado

**TEMARIO:** El siglo XX. Unamuno y la pérdida de la fe. Baroja y el descontento. La conquista del público. Literatura en torno a 1910. Los poetas de 1927. El tremendismo. Federico García Lorca, Rafael Alberti, Dámaso Alonso, Pedro Salinas, Jorge Guillén, Vicente Aleixandre, Miguel Hernández, León Felipe

**LENGUA DE ENSEÑANZA:** Español

**FORMA DE EVALUACIÓN:** Examen escrito y oral

**COURSE TITLE: DENOMINACIÓN DE LA ASIGNATURA: REDACCIÓN DE TEXTOS**

**NÚMERO DE CRÉDITOS:** 2

**TIPO DE ASIGNATURA:** Curso práctico

**OBJETIVOS DEL CURSO:** presentación de las principales formas de textos escritos y ejercicios a partir de los textos; llevar los ejercicios a la práctica; formar la destreza de expresarse correctamente en producciones escritas.

**TEMARIO:** La lingüística textual. El texto como unidad comunicativa. Texto y pragmática textual. Tipología textual: criterios de clasificación. Tipos de discurso y secuencias. Aplicaciones de la tipología textual. El texto narrativo. El texto descriptivo. El texto expositivo. El texto argumentativo. El texto político. El texto publicitario. El texto judicial. El texto periodístico. El texto conversacional: análisis y redacción. El texto retórico: análisis y redacción.

**LENGUA DE ENSEÑANZA:** Español

**FORMA DE EXAMINACIÓN:** Prueba de finales de semestre

**COURSE TITLE: DENOMINACIÓN DE LA ASIGNATURA: CURSO OPCIONAL DE LITERATURA ESPAÑOLA 2**

**NÚMERO DE CRÉDITOS:** 1

**TIPO DE ASIGNATURA:** Curso opcional

**OBJETIVOS DEL CURSO:** perfeccionar los conocimientos de los estudiantes sobre los grandes mitos literarios españoles.

**TEMARIO:** *La Celestina* – obra de transición entre la Edad Media y el Renacimiento. Obra polifacética. Tradición literaria de la tercera. *Don Juan*. Enigma del nacimiento. Don Juanes españoles. Don Juanes extranjeros. ¿Don Juan seductor? Gregorio Marañón. Camus. Kierkegaard. Otras interpretaciones. *Don Quijote* alrededor del mundo. La locura en la literatura.

*Don Quijote* – Obra cumbre de la literatura universal. Novela polifacética. Personajes. Lenguaje.

**LENGUA DE ENSEÑANZA:** Español

**FORMA DE EVALUACION:** prueba de evaluación final

**LATIN LANGUAGE AND LITERATURE (B)  
BACHELOR'S DEGREE**

**1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: LATIN LANGUAGE.  
MORPHOLOGY**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Core

**COURSE OBJECTIVE(S):** to form the theoretical competences that allow the definition and positioning of morphology within language sciences; to teach the theoretical and operational concepts used in morphology, in general, and in Latin morphology, in particular; to emphasize the synthetic character of the Latin language through contrastivity with the analytics of the main Romance languages; to teach the analysis and interpretation grids of the linguistic phenomena related to the evolution of the Latin language and the necessity of the subsequent reorganization of the morphosyntax of the Romance languages; to form the skills for the morphosyntactic analysis of an utterance.

**COURSE CONTENTS:** Synchrony and History: Introduction to the History of Latin; the transition to the Romance languages. PRELIMINARIES 1. Morphology as part of the language sciences. Operational concepts: affix, morpheme, inflection, paradigmatic axis, vowel / consonant alternation, etc.; 2. The morphological structure of the word; 3. Grammatical categories; 4. Grammatical types; 5. Preposition and case inflection. THE NOUN 1. Morpho-syntactic and semantic characteristics; 2. Classification of the noun by inflection type: 2.1. Noun declension types in classical Latin; 2.2. Types of inflection in late Latin. 2.3. Inflection of the noun: 2.3.1. Grammatical category of gender; 2.3.2. Grammatical category of number; 2.3.3. Grammatical category of case; 2.3.4. The grammatical categories of the noun. THE ADJECTIVE 1. Semantic-syntactic classes of adjectives; 2. Inflection of the adjective: 2.1. Inflection classes; 2.2. Degrees of comparison. THE PRONOUN 1. Defining aspects; 2. The grammatical categories of the pronoun: person, gender, number, case; 3. Inflection of the pronoun: 3.1. Personal pronouns; 3.2. Reflexive pronouns; 3.3. Possessive pronouns; 3.4. Demonstrative pronouns; 3.5. Relative and interrogative pronouns; 3.6. Indefinite pronouns. 4. The discursive behaviour of the pronoun in classical Latin. 5. Types of pronoun inflection in late Latin. (PRE) DETERMINERS OF THE NOUN 1. Pronominal adjectives; 2. The numeral. I. SEMINAR: The main morphological and phonetic features of the Italic substrate. The Etruscan, Greek and Celtic substrate. The morphemic analysis of the Latin word. Short theoretical presentation. Exercises. Nominal inflection types in Latin. Exercises. Inflection of the noun. The grammatical categories of the noun.

Exercises. The degrees of comparison of the adjective (positive, comparative, superlative) in Latin. Exercises. Morpho-syntactic and semantic features of Latin pronouns and adjectives. Exercises. The Anaphoric and Deictic in Pliny the Younger's *Epistle VI*, 16. S.7. The morphosyntax of the nominal group in Romance languages. Short theoretical presentation. Exercises.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: THE HISTORY OF ANCIENT ROME**

**NUMBER OF CREDITS:** 4

**TYPE OF COURSE:** Core

**COURSE OBJECTIVE(S):** for the students to take in the main periods of the history of the Romans; to learn the role of Rome in the Mediterranean basin and the main features of Roman democracy and Roman institutions; to interpret the reasons for the foundation of Rome; to understand the rights of the Roman citizen; to explain and interpret the religion, customs, army; to characterize the main political forms in ancient Rome: the kingdom, republic and empire; to interpret the role of the army, law, politics, and wealth within the Roman state; to compare the Latin civilization with other civilizations in the Mediterranean basin; to exemplify the reception of the Latin civilization in the Romanian civilization; to compare certain Roman politicians and the measures they took; to understand the reforms within the Roman society; to properly use the specific terms referring to Latin civilization, the legacy of the Roman civilization in the European civilization.

**COURSE CONTENTS:** *The Beginnings of Rome. The society and institutions. Customs, way of life, distractions. Economy and politics. The Roman wars. Pax Romana.* SEMINAR: *The legend of the foundation between myth and truth; the Army; Roman Law; Roman religion; Provinces and administrative organization; Civil wars; Roman Science.*

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: PRACTICAL COURSE (LATIN)**

**NUMBER OF CREDITS:** 2

**TYPE OF COURSE:** Core

**PHONETICS**

**COURSE OBJECTIVE(S):** The aims of this course are: to convey the basic notions on the phonological system of classical Latin, first and foremost, but also that of anterior or posterior phases; to pass on the basic knowledge on Latin prosody and metric which are needed to build skills for understanding the mechanisms of chanting Latin verses; to convey the knowledge which is necessary in understanding the importance of knowing Latin phonetics in the study of Romanian and Romance languages.

**COURSE CONTENTS:** Latin—an Indo-European language. The periodization of the evolution of the Latin language. Italic languages, ie common linguistic features. The Latin alphabet. The phonological system of Latin. The vowel system and its evolution. Diphthongs. General rules and special rules for determining the syllable quantity. The consonant system and its evolution. The Stress: definition, types, general and special rules. The Syllable. Phonetic changes. Prosody and metrics. Exercises.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### GRAMMATICAL EXERCISES

**COURSE OBJECTIVE(S):** To introduce first-year students to the descriptive grammar of Latin. This practical course is devoted to Latin morphology; the lessons are devoted to the presentation of the planned grammatical issues, while at the same time solving several exercises and translating texts which have been especially created to have a didactic purpose. Students are required to take part and work hard in solving the exercises which are selected according to the proposed topics of study. During the first semester of the first year, on account of the limited number of Latin language classes in pre-university education, the role of the Latin practical courses is to improve the knowledge of Latin, to help students work correctly with Latin morphology, to translate or create texts in Latin on their own. I have published several Latin textbooks over the years. They contain Latin morphology and syntax exercises, accompanied by answers. Students will often have homework assigned from these textbooks so as to apply the information they learn during class.

**COURSE CONTENTS:** Grammatical exercises in Latin morphology, according to the following schedule:

- 1-2. The Latin noun. Types of inflexion in Latin. Case declensions for the five types of inflection.
3. The Latin adjective. Adjective classes and the corresponding types of inflection. The degrees of comparison.
4. Noun determinants. Latin pronouns and adjectives. Personal and reflexive pronouns. Demonstrative pronouns.
5. Possessive pronouns. Relative Pronouns. Interrogative pronouns. Indefinite pronouns.
6. Latin numerals (inflected and non-inflected forms).
7. The Latin adverb. Adverb formation. The degree of comparison of the adverb.
8. Introduction to the Latin verb morphology. Types of inflection. Morphemic analysis. Grammatical categories.
9. Active and medio-passive inflections.
10. The Indicative and Subjunctive finite moods. Present and perfect tenses.
11. The imperative mood. Non-finite moods. Verbal periphrases.
12. The Verbs *esse*, *posse*, *ferre*, *ire*, *habe*.
13. Latin prefixes and conjunctions.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** examination

**1<sup>ST</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: LATIN LANGUAGE.  
MORPHOLOGY**

**NUMBER OF CREDITS:** 4

**TYPE OF SUBJECT:** Core

**COURSE OBJECTIVE(S):** For the Latin morphology courses and seminars in the 1st year, the objectives are to teach the verbal system through notions that facilitate the correct and stable acquisition of the grammatical forms as well as the understanding of the general linguistic information that students need to learn in order to know and understand the grammar of the language they study. Even if the students already have some grammatical information from the first semester, we will review, in the first meeting, notions such that of the word as a phonetic, morphological and lexical unit, the constituents of the word, such as root, suffix, inflection and vowel alternations: e / o / zero. We will also review the principles of morphemic analysis: switching, allomorphs, zero morph. During the following seminars, the specific concepts for the Latin verbal system will be explained: inflection; the four declensions, specific inflections, the grammatical categories: voice, person, manner, tense, aspect. The difference between *infectum* and *perfectum* will be explained, as well as the tenses that are formed for each of them. We will also examine the finite and non-finite moods, with their specific declensions in the active and passive voice, and deponent and semi-deponent verbs. For deponent and irregular verbs, there will be many examples to make sure they are properly understood.

**COURSE CONTENTS:** 1. Morphology and the other areas of language, differences and specific characteristics. Operational elements. 2. The Numeral in Latin: formation and functions. Classes of numerals and their inflection. The grammatical categories of the verb and their description. 3. The present tense and its characteristic alterations: reduplication, infixes, suffixes, lexical- and aspect-marked verbs: iterative verbs, inchoative verbs, perfective verbs, state verbs, desiderative verbs. Formation of the denominative verbs. 4. and 5. The present tense. Forming present, imperfect and future tenses in the indicative, subjunctive and imperative moods. 6. The verb *sum*, *esse*, *fui*. 7 and 8. Formation of the perfect aspect: root alteration phenomena and specific suffixes. Formation of the perfect indicative and subjunctive, the past perfect and future-in-the-past. 9. Introduction to non-finite moods of the verb. Overview and grammatical categories. Contingencies between noun, adjective and verb. 10. Detailed analysis of the infinitive, participle, gerundive and gerund, supine. The Passive voice in

Latin: formation and functions. Deponent and semi-deponent verbs. 12. Anomalous verbs (irregular: *volo, velle; nolo, nolle; mal, malle; fero, ferre; eo, ire*). 13. The adverb in Latin: classification by meaning and formation type. 14. Comparison between verbal morphology and nominal morphology at formative and functional levels. SEMINAR: 1. Specific introductory notions for Latin morphology and the Latin verbal system: word, root, tense, declensions, suffixes, prefixes. Vowel alternations e / o / zero. 2. The numeral in Latin. Formative analysis of the Latin numerals and exercises with numerals. The Latin verbal system: inflection, the four conjugations and the specific declensions. Specific grammatical categories-voice, aspect, manner, tense, person, number. Infinitum and perfectum. Aspects derived from the infinitum and the perfectum. Finite moods (in the active, passive and middle voices -deponent verbs). Formation, suffixes and declensions. 5. Non-finite / nominal moods: the infinitive, participle, gerundive, gerund, supine. Deponent verbs. 7. Irregular verbs. **LANGUAGE OF INSTRUCTION:** Romanian **ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: LATIN LITERATURE. THEATRE**

**NUMBER OF CREDITS:** 4

**TYPE OF SUBJECT:** Core

**COURSE OBJECTIVE(S):** this course aims: to form a vision of the origins of dramatic arts and the role of this complex literary genre in the field of universal literature; to convey the fundamental notions of dramatic arts and to build a genetic perspective of the descend and evolution of the fundamental dramatic genres, i.e. comedy and tragedy, within Latin literature; to integrate these literary facts into a cultural ensemble governed by specific rules, and to understand in depth the dynamics of Latin literature reflected in the way the dramatic arts were generated and evolved.

**COURSE CONTENTS:** The beginnings of the Greek-Latin dramatic arts: the ritual complex. The dramatic organization: administrative conditions and architecture. The Latin theater: genetic and organizational context. The beginnings of Latin comedy (forms of the folk comic, first adaptations). The Latin comedy: Plautus (overview). The Latin Comedy: Plautus (the system of social roles and dramatic roles). The Latin comedy: Terentius (overview). The Latin comedy: Terentius (character psychology). Poetic / metapoetic features of the comic discourse. The beginnings of the Latin tragedy (Livius Andronicus, Naevius, Ennius). The Latin tragedy: Seneca. Seneca: Roman decadentism and rhetorical psychology. The functions and role of the dramatic genre in Latin culture. Reoccurrences of the dramatic (Greek-) Latin model in universal literature. SEMINAR: The boundary of the dramatic genre, in relation to and in comparison with the epic genre and the lyrical genre. The differences

between comedy and tragedy. The beginnings of theatre in Rome. The transmission of Latin literature and the support they were written on: waxed tablets, papyrus, parchment. Manifestations of the native Latin theatre: Fescennine verses, Saturas, Atellana, the mime. The first Latin playwrights: Livius Andronicus, Cnaeus Naevius, Quintus Ennius. Titus Maccius Plautus: Introduction to the life and opera of Plautus, the comedigrapher. Presentation of the success which the 21 plays by Plautus enjoyed in the Roman world. Influences of the old and new Greek comedy on Plautus. The study of the *Pseudolus* comedies by Plautus, of the most famous play by Plautus and of *Menaechmi*, in order to explain and highlight the *qui-pro-quo* theme and the theme of the double. The study of *Poenulus* and *Bacchides*. The study of *Miles gloriosus*. Publius Terentius Afer: Introduction to the life and work of the Latin writer. The study of Plautus' *Phormio* and *Andria*. Comparison between Plautus and Terentius. Discussion on Terentius' prologues. The study of Terentius' *Eunuchus* and *Hecyra*. L. Annaeus Seneca as a playwright. *Medea*.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: PRACTICAL COURSE (LATIN)**

**NUMBER OF CREDITS:** 2

**TYPE OF SUBJECT:** Core

**GRAMMATICAL EXERCISES**

**COURSE OBJECTIVE(S):** To introduce first-year students to the descriptive grammar of Latin. This practical course is devoted to Latin morphology; the lessons are devoted to the presentation of the planned grammatical issues, while at the same time solving several exercises and translating texts that were especially created to have a didactic purpose. Students are required to take part and work hard in solving the exercises that have been selected according to the proposed topics of study. During the first semester of the first year, on account of the limited number of Latin language classes in pre-university education, the role of the Latin practical courses is to improve the knowledge of Latin, to help students work correctly with Latin morphology, to translate or create texts in Latin on their own. I have published several Latin textbooks over the years. They contain Latin morphology and syntax exercises, accompanied by answers. Students will often have homework assigned from these textbooks so as to apply the information they learn during class. After having learnt the descriptive morphology and applied it in exercises, in the second semester, the students translate and morphosyntactically analyze texts from the Latin authors, especially Caesar. They thus come into contact with the Latin language of the classical writers, with its specificity in word order and in the



construction of a predominantly synthetic linguistic system.

**COURSE CONTENTS:** Grammatical exercises in Latin syntax according to the following schedule:

1. General notions of syntax. 2. Syntax of cases. The Nominative Case. The Vocative Case 3. The Genitive Case. 4. The Dative case 5. The Accusative case 6. The Ablative case 7. Syntax of the sentence. Adverbial clauses. Adverbial clauses with *quod, quia, ut, ne, quin, quominus*. 8. Participial clauses. Relative clauses. 9. Purpose, result, concessive, comparative subordinate clauses. 10. The tense system in Latin. 11. Caesar, *Bellum Gallicum*, I, 1, I, 13 12. Caesar, *Bellum Gallicum*, I, 19, I, 30. 13. Caesar, *Bellum Gallicum*, III, 9, III, 21, III, 27.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### TEXT INTERPRETATION

**COURSE OBJECTIVE(S):** The aim of this practical course is to translate from Latin authors in order to familiarize students with the style and works of the respective writers and to provide them with information about the Roman culture and civilization from the different periods of its history. As the students translate the texts, they will also analyse them from a grammatical and morpho-syntactic point of view. As a result, students will develop their logical understanding of the Latin text as well as their speed in translating and interpreting Latin texts not only grammatically, but also stylistically. The translations from Caesar are meant to familiarize students with the political life of classical Rome, in the 1st century AD, with the stages of the Romanization of Gallia, all the while improving their knowledge of classical Latin.

**COURSE CONTENTS:** Caesar, *Bellum Gallicum*, I, 7. Caesar, *Bellum Gallicum*, I, 8. Caesar, *Bellum Gallicum*, I, 44. Caesar, *Bellum Gallicum*, I, 7. Caesar, *Bellum Gallicum*, II, 4. Caesar, *Bellum Gallicum*, III, 12. Caesar, *Bellum Gallicum*, IV, 1. Caesar, *Bellum Gallicum*, IV, 16. Caesar, *Bellum Gallicum*, IV, 28. Caesar, *Bellum Gallicum*, V, 28. Caesar, *Bellum Gallicum*, VI, 29. Caesar, *Bellum Gallicum*, VI, 40. Caesar, *Bellum Gallicum*, VII, 42.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### 2<sup>ND</sup> YEAR, 1<sup>ST</sup> SEMESTER

**COURSE TITLE: LATIN LANGUAGE. SYNTAX**

**NUMBER OF CREDITS:** 4

**TYPE OF SUBJECT:** Core

**COURSE OBJECTIVE(S):** This course aims: to provide a description of the syntax of Latin from a mainly functional perspective; to highlight the relationship between the morphological value and the syntactic function of the various grammatical classes, as well as the semantic role of the morphological category of the case; to provide

clear and precise tools for the syntactic analysis of the sentence in order to understand and better translate texts.

**COURSE CONTENTS:** Course. The definition of syntax. The sentence: the definition. The syntax and semantics of the sentence: The parts of speech. The structure of the sentence. Types of clauses. Tenses in independent clauses. Moods in independent clauses. Syntactic function, semantic role, form, level. The subject: the definition, subject realization, omitted subject, indefinite subject, absence of the subject. The cases of the subject, the agreement. The predicate: the definition. The verbal predicate: the moods. The nominal predicate, the predicative noun, the ellipse of the copula or of the verbal predicate. Syntax of the agreement. The attributive modifier. The definition. Classification. The attributive noun and pronoun: partitives, possessives, quality, the explanatory function, the subjective genitive and the objective genitive. Uses and evolution in late Latin. The apposition. The adjective and participle as attributive adjectives. Definition. Classification. Direct object: realization, verbal categories requiring direct objects in the accusative, accusative after nonfinite forms of the verb, accusative after transitive phrases consisting of a noun or adjective with *esse*, internal object accusative, infinitive verb as a direct object. Indirect object: realization, verbs used in the dative. Values of the indirect object: benefit or loss, *dativus commodi vel innici*, *dativus ethicus*, *dativus iudicantis*, dative of direction, dative of attribution or addressing. The indirect object with adjectives. Dative of agent: realization as a proper noun or pronoun, either in *dativus auctoris* or the ablative case with or without *ab*. The place adverbial: it indicates staying in place (*ubi?*), direction (*quo?*), crossing (*qua?*), starting point (*where?*). The adverb of cause: preferably realized by a single ablative, competing with the accusative with prepositions (*ob, propter, ex, pra, ab* postclassical).

The time adverbial. It indicates the time of action: *quando*, duration: *quamdiu*, how long the action takes: *quamdudum*, how long the action has been going on for: *ex quo tempore*, how long before the action is over: *quanto tempore*. It modifies verbs and adjectives and is realized as nouns, pronouns, gerund and gerundive constructions; it is used in the dative or accusative, in the genitive or ablative with preposition. The manner adverbial. The measure adverbial: developed from the instrument adverbial. The instrument adverbial. The sociative adverbial, a type of instrument adverbial. Comparison adverbials. The comparative adverbial. The superlative adverbial. The adverb of relation. Seminar: Semantics and syntax of cases. The nominative and vocative. Semantics and syntax of the genitive. Semantics and syntax of the dative. Semantics and syntax of the accusative. Semantics and syntax of the ablative. Word order. Context.

**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: LATIN LITERATURE. PROSE**

**NUMBER OF CREDITS:** 4

**TYPE OF SUBJECT:** Core

**COURSE OBJECTIVE(S):** To offer an overview of the Latin prose in its chronological and aesthetic evolution, in relation to the historical context and the given political and cultural environment. To present the chronological boundaries and the criteria applied for them. To define the main features of the Latin literature and its specific key concepts. To present, describe and contextualize the genres of Latin prose in their evolution. To identify and present the most relevant topics by the authors of Latin prose. To present the literary works which are representative of each genre and theme, as well as their authors. To offer models of literary analysis and criteria of aesthetic ASSESSMENT METHOD(S). To identify the influence that Latin literature had on the European literature and culture.

**COURSE CONTENTS:** Introduction to the study of Latin literature. General overview. The origins of Latin literature. The formation of literary Latin. The periodization of its evolution according to different criteria. The first five centuries of Latin literature - the preliterary period. The historical, social and cultural context. The beginnings of high culture Latin literature. The influence of Greek literature, language and culture. The formation of literary genres. Prose genres: historical prose, oratorical prose, legal prose, philosophical prose, technical prose, didactic and scholarly prose, fiction. The beginnings of Latin historiography: *Historia Graeca*. The first Latin histories. Cato the Elder. The great Latin historiography: representative historians, theory and poetics of the genre. Caesar. Cornelius Nepos. C. Sallustius Crispus. Historical prose in the age of Augustus. Titus Livius. The historical prose of the second century. Tacitus. Other historians of the second century: Suetonius, Florus. Fronto. Historiography in the III-VI centuries. Ammianus Marcellinus. Oratorical Prose. The beginnings of the oratory. Oratory up to Gracchi. Oratory from Gracchi to Cicero. Cicero, a theoretician and practitioner of rhetorical art. Philosophical prose. Cicero. Seneca. Legal prose before and after Gracchi. Didactic and scholarly prose in the first century BC. Varro. Technical Prose. Treaties on agriculture: Cato, Varro, Columella. SEMINAR: Introduction to Latin literature. Methods of studying ancient Latin literature. Overview of Sallustius' work.

*De coniuratione Catilinae*- presentation of the characters, Catilina's murders, mischief, debauchery. Catalina's speech that urges riots and promises. The urge to fight. The end of the war and the death of Catilina.

*Bellum Iugurthinum*-presentation of the characters and of the conflict. The reason behind writing about this war. The development of the conflict. Presentation of the life and work of the Latin writer Titus Livius. Certain events of great interest in the history of Rome: the founding of the city - Romulus and Remus, the abduction of the Sabine women, the law of the 12 Tablets, the decemvirate, the equality of rights between patricians and the plebe, the establishment of the censorship, the invasion of the Gauls. The three wars between the Romans and the Carthaginians: characters, fighting strategies, decisive confrontations. Speeches held during the wars.

Presentation of the life and work of the Latin writer P. Cornelius Tacitus. His conception of writing history. Comments on the events included in Tacitus' major works: *Historiae* and *Annales*. 69 AD, "the year of the four kings"; the type of events contained in *Historiae*. The method of writing annals *without hatred and bias*.

**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: PRACTICAL COURSE (LATIN)**

**NUMBER OF CREDITS:** 2

**RETRANSLATION**

**TYPE OF SUBJECT:** Core

**COURSE OBJECTIVE(S):** to improve the knowledge of Latin, to activate the grammatical structures assimilated in the previous years by means of translation exercises from Romanian into Latin (defined as the target language); to improve the lexical knowledge in Latin, selecting the optimal lexical unit in the given context; to apply and improve the grammatical knowledge by morpho-syntactic analysis of the selected words; to refine Latin lexical knowledge by constructing the lexical families of the words suggested by the teacher, to develop their ability to express themselves in and understand Latin; to acquire different levels of correctness and speed in solving Latin grammar exercises. Because the enrolled students are of different levels, exercises with varying degrees of difficulty have been chosen; I have even innovated by creating texts in Romanian which are to be translated in the manner of Latin writers (Cicero, Caesar, Sallustius). Thus, students will improve their knowledge of the works of Latin writers and will express themselves more readily in Latin.

**COURSE CONTENTS:** 1. Lexical-grammatical exercises in Latin. (Serban 1995: 8) Ex. 1, 2, 3. I translated these exercises into Romanian, while the students will translate them into Latin. (Gason/Lambert 1988: 42). Retranslation exercises from Romanian into Latin by using a lexicon appropriate for the ancient Greek-Roman civilization. I translated these exercises into Romanian, while the students will retranslate them

into Latin. 2. Lexical-grammatical exercises in Latin. (Serban 1995: 8, ex 1) (Șerban 1995: 9, ex 2) (Șerban 1995: 9, ex 1). I translated these exercises into Romanian, while the students will retranslate them into Latin. (Gason / Lambert 1988: 48, p 72, p 73). Retranslation exercises from Romanian into Latin using a lexicon appropriate for the ancient Greek-Roman civilization. 3. Lexical-grammatical exercises in Latin. (Serban 1995: 9, ex 2) (Gason / Lambert 1988: p. 55, p 78, p 79, p 84). Retranslation exercises from Romanian into Latin using a lexicon appropriate for the ancient Greek-Roman civilization. 4. Lexical-grammatical exercises in Latin. Translations based on Ørberg 2005: 84-*Miles Romanus* (The Roman Soldier). Serban 1995: 10, ex. 1, p. 11, ex. 2, p. 11, ex. 3, p. 11, ex. 4. I translated these exercises into Romanian, while the students will retranslate them into Latin.. 5. Lexical-grammatical exercises in Latin. (Bujor/Chiriac 1971: 152-153, *Epoca de aur*), (Bujor/Chiriac 1971: 154-155, *Porumbelul și coțofana*). 6. Lexical-grammatical exercises in Latin. (Bujor/Chiriac 1971:161: *Pământul și zonele lui*). (Bujor/Chiriac 1971: 166-167: *Sclavii la romani*). 7. Lexical-grammatical exercises in Latin. (I created exercises in Romanian to be translated into Latin by the students) (eg 1-11, cf. (Dascălu 2011: 26, ex. 3)). 8. Lexical-grammatical exercises in Latin. (Exercises I created in Romanian to be translated into Latin by the students) (ex. 1-28, cf. *Anexa de Retroversiuni*). 9. Glossary / Grammar Exercises in Latin (Gason / Lambert 1988: 96, Retranslation on the Cyclops), (Gason / Lambert 1988: 102, Retranslation based on Ovidius, *Metamorphosis: Acis and Galatea*). 10. Lexical-Grammatical Exercises in Latin (Gason / Lambert 1988: 109), Retranslation: the dialogue between Cynthia and Glaucus). (Gason / Lambert 1988: 114: retranslation about the Vestals). 11. Lexical-Grammatical Exercises in Latin (Gason / Lambert 1988: 133: about the end of Scipio the African, 187 BC), (Gason / Lambert 1988: 139, retranslation about a father's reproach to his son). 12. Lexical-grammatical exercises in Latin. (Gason / Lambert 1988: 162, retranslation about the wishes of men), (Gason / Lambert 1988: 168, retranslation about a military encounter). 13. Latin-Grammatical Exercises in Latin (Gason / Lambert 1988: 193): Retranslation about a praise to deafness. (Gason / Lambert 1988: 198): retranslation about old age.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### GRAMMATICAL EXERCISES

**TYPE OF SUBJECT:** Core

**COURSE OBJECTIVE(S):** to correctly acquire the Latin grammar, the Latin parts of speech, the minimal syntactic analysis notions at sentence level;

morphosyntactic analysis of certain words and phrases in the Livian texts.

**COURSE CONTENTS:** Titus Livius, *Ab Urbe Condita*, I, 3; Titus Livius, *Ab Urbe Condita*, I, 4; Titus Livius, *Ab Urbe Condita*, I, V; Titus Livius, *Ab Urbe Condita*, I, VI; Titus Livius, *Ab Urbe Condita*, VII, 1; Titus Livius, *Ab Urbe Condita*, VII, 2; Titus Livius, *Ab Urbe Condita*, VII, 3; Titus Livius, *Ab Urbe Condita*, III, 33; Titus Livius, *Ab Urbe Condita*, V, 37; Titus Livius, *Ab Urbe Condita*, V, 47; Titus Livius, *Ab Urbe Condita*, VIII, 1; Titus Livius, *Ab Urbe Condita*, VIII, 2; Titus Livius, *Ab Urbe Condita*, VIII, 40.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** examination

#### 2<sup>ND</sup> YEAR, 2<sup>ND</sup> SEMESTER

<b>COURSE TITLE:</b> LATIN LANGUAGE. SYNTAX
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**NUMBER OF CREDITS:** 4

**TYPE OF SUBJECT:** Core

**COURSE OBJECTIVE(S):** To teach the notions of the syntax of the Latin sentence, from a synchronical point of view, applied to the classical period in the history of Latin. Immixtion with diachronic research will result by report to the evolutionary phases of Latin before or after the period studied here (preclassical Latin, respectively, late Latin, and the emergence of Romance languages). These theoretical aspects will be studied by means of a series of examples, of exercises especially during seminars. **SPECIFIC COURSE OBJECTIVE(S):** - assimilation of the theoretical and operational concepts in the field of syntax, in general, and especially in the field of Latin syntax; - assimilation of the analysis and interpretation grids of the linguistic phenomena related to the evolution of Latin and the necessity of the subsequent reorganization of the morphosyntax of Romance languages; - Acquiring the skills for the morphosyntactic analysis of a statement.

**COURSE CONTENTS:** COURSE: C1. Types of sentences: declarative sentences, interrogative sentences, imperative sentences and exclamatory sentences; C2. Values of moods in independent sentences; C.3. Syntactic relationships (the non-dependency or coordination relationship, the dependency or subordination relationship); C.4. Subordinate object structures: object clauses with the indicative, object clauses with the (completive and indirect interrogation); C.5. Subordinate relative structures: attributive relative clauses and relative adverbial clauses; C.6. Subordinate adverbial structures: purpose, consecutive, causal, comparative, conditional, concessive; C.7. Participial syntactic structures specific to Latin: Relative Participle and Absolute Ablative; C.8. *Consecutio temporum* and the transformation from direct speech into reported speech and the free reported speech. **SEMINAR.** S.1. Presentation of

several textbooks on Latin syntax and of the theories they introduce: Ernout / Thomas, Slușanschi, Touratier, Pinkster. S.2. Types of coordination: asyndetic, syndetic: copulative, disjunctive, adversative, conclusive, causal. Exercises. S.3. Types of subordinate clauses. Adverbial clauses: with *quod*, subjunctive clauses, indirect interrogative. Exercises. S.4. Subordinate clauses: purpose, consecutive, causal, comparative. Exercises. S.5. Subordinate clauses: conditional, time. Exercises. S.6. Subordinate relative clauses. The multivalence of conjunctions: UT, CUM, QUOD. Exercises. S.7. Clauses with verbs in non-finite moods: participial clauses: relative and absolute clauses, and infinitive subordinate clauses. Sequence of tenses. Exercises.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: LATIN LITERATURE. PROSE**

**NUMBER OF CREDITS:** 4

**TYPE OF SUBJECT:** Core

**COURSE OBJECTIVE(S):** To offer an overview of the Latin prose in its chronological and aesthetic evolution, in relation to the historical context and the given political and cultural environment. To present the chronological boundaries and the criteria applied for them. To define the main features of the Latin literature and its specific key concepts. To present, describe and contextualize the genres of Latin prose in their evolution. To identify and present the most relevant topics by the authors of Latin prose. To present the literary works which are representative of each genre and theme, as well as their authors. To offer models of literary analysis and criteria of aesthetic ASSESSMENT METHOD(S). To identify the influence that Latin literature had on the European literature and culture.

**COURSE CONTENTS:** The prose. Lucius Annaeus Seneca: philosophical dialogues, letters, speeches, satirical prose, the treatise on encyclopaedic erudition. The fiction novel. The Latin novel. Petronius: *Satyricon*. Apuleius: *The Golden Ass* or *Metamorphoses*. Rhetorics and erudition: Quintilian: *Institutio oratoria*. Fronto and the obsolete atticism. Aulus Gellius: *Attic Nights*.

The technical prose: Plinius the Elder, Pomponius Mela, Columella, Frontinus. The Roman society in the Late Principality. Genres in the Late Principality: biography, history, oratory and epistolography. Representatives. Erudition and grammar. The last Latin pagan prose writers. Christian literature in prose: Tertullian, Lactantius, Hieronymus, Ambrosius, Augustinus. SEMINAR: Notions on the lecturing of Ancient Latin literature. Cicero's rhetorical and philosophical treatises. Ciceronian oratorical writings. Cicero's letters. The style of his works. Caesar: *De bello gallico*. General overview. Caesar: *De bello civili*. General overview. Configuring Europe following the conflicts under

Caesar's command. The style of his works. The reception of Latin prose writers studied in modern cultures.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: LATIN LANGUAGE. PRACTICAL COURSE.**

**NUMBER OF CREDITS:** 2

**TYPE OF SUBJECT:** Core

**GRAMMATICAL EXERCISES**

**COURSE OBJECTIVE(S):** to improve the knowledge of Latin, by reviewing and consolidating the Latin grammar skills and knowledge acquired during the Latin language practical courses and grammatical exercises in the first year of study. I have selected texts by Latin writers which will be used for grammatical exercises in Latin morphology and syntax. Another aim is to improve lexical knowledge in Latin, the selection of the optimal lexical unit in a given context.

**COURSE CONTENTS:** 1. Seneca, *Litterae ad Lucilium*, 59, 1-2, *Litterae ad Lucilium*, 74, 1-4, 30-34. 2. Tacitus, *Agricola*, 12, Cicero, *De oratore*, II, 41. 3. Sallustius, *De coniuratione Catilinae*, 20, 24, 61. 4. Cicero, *De re publica*, II, 5-6, Titus Livius, *Ab Urbe condita*, V, 54, 4-5. 5. Cicero, *De re publica*, VI, 3 (Somnium Scipionis). 6. Cicero, *De officiis*, I, 1, 1, 2. 7. Tacitus, *Annales*, 2, 69-72. 8. Apicius, VII, 7. 9. Seneca, *De breuitate uitae*, I, II. 10. Seneca, *De breuitate uitae*, III. 11. Seneca, *De prouidentia*, I. 12. Seneca, *De prouidentia*, II. 13. Seneca, *De prouidentia*, III.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**TEXT INTERPRETATION**

**COURSE OBJECTIVE(S):** -the morphosyntactic analysis of certain words, phrases or sentences from the Ciceronian texts; -the appropriate use of Latin grammar, of the Latin parts of speech, of the minimal operational concepts in the morphology of Latin; -the morphosyntactic analysis of certain words, phrases or sentences from the Ciceronian texts; - comments on the ideas in translated texts; placing them into the historical context, interpreting the discourse they are extracted from, commenting on the stylistic means that Cicero used.

**COURSE CONTENTS:** *De imperio Cn. Pompei*, I, 1-2. *De imperio Cn. Pompei*, I, 3; II, 4. *De imperio Cn. Pompei*, II, 5; II, 6. *De imperio Cn. Pompei*, III, 7; III, 8. *De imperio Cn. Pompei*, IV, 9; IV, 10. *De imperio Cn. Pompei*, XXII, 63; XXII, 64. *De imperio Cn. Pompei*, XXIV, 69; XXIV, 70; XXIV, 71. Cicero, *Pro Archia Poeta*, 1. Cicero, *Pro Archia Poeta*, 2-3. Cicero, *Pro Archia Poeta*, 4. Cicero, *Pro Archia Poeta*, 5. Cicero, *Pro Archia Poeta*, 22. Cicero, *Pro Archia Poeta*, 23-24.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**3<sup>RD</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: LATIN LANGUAGE. LEXICOLOGY**

**NUMBER OF CREDITS:** 4

**TYPE OF SUBJECT:** Core

**COURSE OBJECTIVE(S):** This course aims at defining the basic concepts in lexicology: lexicon, vocabulary, lexicology, lexical or derivational morphology, morphem, alomorph, lexeme, affix, derivation, composition; to highlight the etymological structure of the Latin vocabulary: the inherited stock, the loanwords; to highlight the mechanisms of word formation in Latin, to present and explain the main processes of enriching the Latin lexicon through internal sources: derivation and composition.

**COURSE CONTENTS:** Course. The inherited Indo-European stock: The main onomasiological domains of the Indo-European stock which are present in Latin. Common Indo-European patrimony, Indo-European elements belonging to the lateral areas in Latin; Loans from Italic languages. Elements from the Mediterranean substrate. Loans from other languages. Etruscan loanwords. Greek loanwords. Word formation. Terminological and theoretical explanations. Derivation by suffixation. The main simple suffixes used to form nouns and adjectives. The main compound suffixes used to form nouns and adjectives. Derivation by prefixation: Prefixes; the negative prefix; preverbs. Composition: Systems consisting of two lexemes: nominal lexeme + verbal lexeme. The syntematic adjective. The *bahuvrīhi* compounds. Systems that are old fused syntagms. Seminar. Setting the theoretical and conceptual framework of the subject. Characteristics of the Indo-European Latin lexicon. Stylistic registers. The contribution of the loanwords to the creation of literary Latin. Exercises. The criteria for classifying suffixes. Classification of prefixes. Preverbs. Types of compounds. Processes of composition. Exercises

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: LATIN LITERATURE. POETRY**

**NUMBER OF CREDITS:** 4

**TYPE OF SUBJECT:** Core

**COURSE OBJECTIVE(S):** To offer an overview of the Latin poetry in its chronological and aesthetic evolution, in relation to the historical context and to the given political and cultural environment. To present, describe and contextualize the genres of Latin poetry in their evolution. To identify and present the more relevant themes by Latin poets. To present the literary works which are representative of each genre and theme, as well as their authors. To offer models of literary analysis and criteria of

aesthetic **ASSESSMENT METHOD(S)**. To identify the influence that Latin poetry had on the European literature and culture.

**COURSE CONTENTS:** Course: Introduction. The beginnings of high culture literature in Rome coincide with the beginnings of high culture Latin poetry: the historical and cultural conditions under which poetry appeared, the third and second centuries BC. The genres cultivated by Latin poets. The epic genre. The emergence of the high culture epic. Livius Andronicus. Naevius. Ennius. The Roman society in the second- first centuries BC. The lyric genre. The satire. Lucilius. The didactic-philosophical poem. Lucretius. The Roman Alexandrianism. Catullus. The Roman society during Augustus. Vergilius: *Bucolics*, *Georgics*. *Aeneid*: the Roman national epic.

Seminar. Titus Lucretius Carus, *Poemul naturii*. Caius Valerius Catullus, *Carmina*. Vergilius, *Bucolica*. *Georgica*. Vergilius, *Eneida*.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: LATIN LANGUAGE. PRACTICAL COURSE. TRANSLATION**

**NUMBER OF CREDITS:** 2

**TYPE OF SUBJECT:** Core

**COURSE OBJECTIVE(S):** The main objective is to teach literary translation from Latin authors. I have chosen a selection of texts from the Prime Catilinam of the great Latin writer and narrator Marcus Tullius Cicero to outline a more accurate picture of the 1st century BC, but also to provide students with a *terminus comparationis* with Sallustius' monograph written retrospectively, twenty years after the dramatic event.

**COURSE CONTENTS:** Cicero, *Catlinara* I: 1-2) I, 1; 3-4) I, 2-3; 5-6) II, 4; 7) II, 7-8-9; 8-9) XI, 27-28; 10-11) XI, 29-XII, 29; 12-13) XII, 30, XIII, 31, 32, 33.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: OPTIONAL COURSE B: THE DYNAMICS OF LATIN LITERARY GENRES**

**NUMBER OF CREDITS:** 2

**TYPE OF SUBJECT:** Elective

**COURSE OBJECTIVE(S):** To learn and understand the specific notions of the dynamics of literary genres; broad overview of Latin literature, following the dynamics of major genres (historiography, epic) as well as minor ones (elegy); specific functions and characteristics of the Latin historiographical discourse (practice of the identitarian memory and cultivation of a symbolic image); the Latin poem and epic as exceptional symbolic achievements of the identitarian program; understanding the position of the Latin novel on the literary scene: the carnivalesque review of this culture; the function of intimate elegiac discourse:

regaining the suppressed sensory body in favor of the symbolic profile.

**COURSE CONTENTS:** COURSE: The dynamics of Latin literature: major and minor genres. The historiographical discourse and identitarian memory. *Rheum natura* and *Aeneid* as identitarian myths. The Romanesque and carnivalesque: Petronius and Apuleius. The elegiac genre and resurrection of the suppressed emotional body. The intimist elegiac discourse: Catullus, Tibullus, Propertius. Ovid and ex-centering of the elegiac intimism (artifice and theatricality). Seminar: Titus Livius and the concept of history-epic. Lucretius and the illuminist discourse. *Aeneid* as an identitarian myth. Satyricon and the carnivalesque of Latin culture. The Latin Elegy: features of intimist discourse. Catullus, Tibullus, Propertius. Ovid and fake intimacy.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

### 3<sup>RD</sup> YEAR, 2<sup>ND</sup> SEMESTER

#### COURSE TITLE: LATIN. THE HISTORY OF LANGUAGE

**NUMBER OF CREDITS:** 3

**TYPE OF SUBJECT:** Compulsory, specialty

**COURSE OBJECTIVE(S):** This course aims at clarifying the object of the history of Latin, at establishing the phases of the evolution of Latin in relation with historical evolution, at recognizing the features specific to each evolutionary phases.

**COURSE CONTENTS:** Course. Delimitation of the object of study. The Language of Rome. Latin – an Indo-European language. Italic languages. The certified beginnings of Latin: the springs of knowledge, the description of the features of each compartment of language during the 8th-6th centuries B.C. The Latin of the 3rd and 2nd centuries B.C.: historical period, the springs of knowledge, the description of the language during this period, preoccupations for the cultivation of the language, the description of each compartment of the language. Latin during the 2nd -1st centuries B.C.: historical period, the springs of knowledge, the cultivation of the language, the description of each compartment of the language. The 1st-4th centuries A.D.: historical period, the cultivation of the language, the literary-vulgar language, the description of the compartments of the language for each register. Seminar: Latin during the 3rd-2nd centuries B.C., application: legal texts, Plaut, Cato. Latin during the 2nd-1st centuries B.C., application: Cicero, Vergiliu. Latin of the 1st-4th centuries A.D., application: Petronius, Augustinus.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

#### COURSE TITLE: LATIN LITERATURE. POETRY

**NUMBER OF CREDITS:** 3

**TYPE OF SUBJECT:** Core

**COURSE OBJECTIVE(S):** - To offer an overview of the Latin poetry in its chronological and aesthetic evolution, in relation to the historical context and to the given political and cultural environment. To present, describe and contextualize the genres of Latin poetry in their evolution. To identify and present the more relevant themes by Latin poets. To present the literary works which are representative of each genre and theme, as well as their authors. To offer models of literary analysis and criteria of aesthetic **ASSESSMENT METHOD(S)**. To identify the influence that Latin poetry had on the European literature and culture.

**COURSE CONTENTS:** Course: Horace. Horatian lyricism, the epode, ode, satire. Epistles. *Poetic Art*. Roman elegy: Tibullus, Propertius. Ovid. Poetry before the exile. Poetry during the exile. The Roman society in the time of the Early Principality. Poets of the first century BC: Manilius, Phaedrus, Calpurnius Siculus, Caesius Bassus. Stoic poets of the first century. Epos: Lucan. Satire: Persius. Classical poets of the first century. Epigram: Martialis. Poetry of the second century. Satire. Juvenal. The second neoterism. The Roman society between the third-sixth centuries. Literary trends. Poetry in the third century. *Pervigilium Veneris*. The late neoterism: Pentadius. Classical poetry of the fourth- fifth centuries. Ausonius. Claudian. Conclusions on Latin poetry and literature in general. Seminar: Quintus Horatius Flaccus. Albius Tibullus. Sextus Propertius. Publius Ovidius Naso.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

#### COURSE TITLE: LATIN LANGUAGE. PRACTICAL COURSE. TRANSLATION

**NUMBER OF CREDITS:** 2

**TYPE OF SUBJECT:** Core

**COURSE OBJECTIVE(S):** - to develop the students' skills in translating from Latin into Romanian, as well as to increase the speed of their responses, in order to create lasting linguistic automatisms and to increase their interest in classical languages. To improve the knowledge of Latin by repeating and enhancing the Latin grammar skills and knowledge acquired during the previous Latin language courses. I have selected texts from Latin authors for exercises in Latin morphology and syntax. To improve lexical knowledge in Latin, to select the optimal lexical unit in the given context, creating lexical families, etymological interpretations.

**COURSE CONTENTS:** Seneca, *Litterae ad Lucilium*, 59, 1-2, *Litterae ad Lucilium*, 74, 1-4, 30-34. 2. Tacitus, *Agricola*, 12, Cicero, *De oratore*, II, 41. 3. Sallustius, *De coniuratione Catilinae*, 20, 24, 61. 4. Cicero, *De re publica*, II, 5-6, Titus Livius, *Ab Urbe condita*, V, 54, 4-5. 5. Cicero, *De re publica*, VI, 3 (*Somnium Scipionis*). 6. Cicero, *De officiis*, I, 1, I, 2. 7. Tacitus, *Annales*, 2, 69-72. 8. Apicius, VII, 7. 9. Seneca, *De brevitate vitae*, I, II. 10. Seneca, *De*



*breuitate uitae*, III. 11. Seneca, *De prouidentia*, I. 12. Seneca, *De prouidentia*, II. 13. Seneca, *De prouidentia*, III.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

<b>COURSE TITLE: OPTIONAL COURSE. GREEK-LATIN NEOLOGISMS IN ROMANIAN</b>
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**NUMBER OF CREDITS:** 1

**TYPE OF SUBJECT:** Elective

**COURSE OBJECTIVE(S):** - the recent creation of terminology as a linguistic domain, its definition and object of study, as well as the importance of classical languages in the creation of specialist terminology, the initial distinction between popular words, current words - scholarly or high culture terms.

**COURSE CONTENTS:** Course: Introduction to the terminological linguistic domain; the formation of words and combining forms of Greek-Latin origin: affixes and pseudoaffixes, combining forms with an emphasis on the phonetic and morphological adaptation to the modern languages, respectively to the Romanian language. The competition between the Greek element and the ancient element. Explaining the notions of multiple etymology and etymological doublets. Unaltered high culture idioms in specialized discourse. Lexical phenomena such as antonomasia, metonymy, metaphor. Highlighting elements of Greek origin in modern languages. Seminar: Initial differentiation between word and term, then between folk terminology and high culture terminology. Exercises in word formation in medical, legal, philosophical, and natural sciences language. Nominal parts of speech and verbs in scientific terminology.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**FIELD: APPLIED MODERN LANGUAGES**  
**PROGRAMME TITLE: TRANSLATION AND**  
**INTERPRETATION (ENGLISH, FRENCH)**  
**BACHELOR'S DEGREE**

**1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: LANGUE FRANÇAISE (GROUPE NOMINAL)**

**NOMBRE DE CRÉDITS: 4**

**TYPE DE DISCIPLINE:** Fondamentale

**OBJECTIFS DU COURS:** Donner aux étudiants les concepts théoriques et opérationnels et les modèles théoriques découlant du structuralisme, utilisés dans la description du Français.

**CONTENU DU COURS:** Le nom – centre du groupe nominal. Les catégories grammaticales du nom: le genre, le nombre et le cas. Les déterminants du nom : les Actualisateurs et les Modificateurs. Les Actualisateurs définis : L'article défini, l'adjectif démonstratif, l'adjectif possessif. Les Actualisateurs indéfinis : l'article indéfini, l'article partitif, l'adjectif indéfini, l'adjectif interrogatif. Les Modificateurs du nom : typologie. L'adjectif épithète : l'accord et la place dans le groupe nominal. Le complément du nom : réalisateurs, rection, valeurs des prépositionsG. La subordonnée relative : formes et emploi du pronom relatif (formes simple et composée), typologie, emploi du mode. Les substituts du groupe nominal : traits sémantiques et rôle discursif.

**LANGUE D'ENSEIGNEMENT:** Français

**ÉVALUATION:** Examen écrit + oral

**COURSE TITLE: ENGLISH (THE VERB PHRASE)**

**ECTS CREDITS: 4**

**TYPE OF COURSE:** Core

**COURSE OBJECTIVE(S):** To provide knowledge of English morphology and morpho-syntax relevant to ESL/EFL teaching. This descriptive course focuses on the grammatical categories of the English verb.

**COURSE CONTENTS:** Aspect: durative vs. non-durative opposition. Tense - aspect: uses and values of Present Tense Simple & Continuous, Past Tense Simple & Continuous, Present Perfect Simple & Continuous. Means of Expressing Futurity. Voice. Modality by mood & modal verbs. Modal verbs. Non-finite forms of the verb.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written and oral examination

**COURSE TITLE: TYPOLOGIE DU TEXTE**

**NOMBRE DE CRÉDITS: 4**

**TYPE DE DISCIPLINE:** de spécialité

**OBJECTIFS DU COURS:** Entraîner les étudiants à comprendre la typologie textuelle, les différents types et genres de textes, à connaître leur structure en vue de la réalisation d'une bonne traduction dans la langue cible.

**CONTENU DU COURS:** Entrée dans la typologie textuelle : mise à niveau théorique. Types et genres de

textes. Les pratiques textuelles : petite initiation aux principes et techniques d'analyse textuelle. La progression thématique. Écrire un texte. Lire un texte. Lire un texte informatif. Écrire un texte formatif. Lire un texte. Lire un texte argumentatif. Écrire un texte argumentatif. Écrire un texte pour convaincre. Le texte descriptif. La correspondance

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Examen

**COURSE TITLE: CIVILISATION FRANÇAISE**

**NOMBRE DE CRÉDITS: 4**

**TYPE DE DISCIPLINE:** d

**OBJECTIFS DU COURS:** Donner aux étudiants un panorama sur l'histoire et sur la civilisation Française afin qu'ils puissent mieux comprendre le contexte historique et les références culturelles de la société Française contemporaine.

**CONTENU DU COURS:** Notions de géographie: diversité et unité de la France. Les grands événements dans l'histoire de la France. La révolution Française de 1789 et ses symboles. Personnalités politiques qui ont marqué l'histoire de France. Les principales dynasties, Louis XIV, Napoléon I-er. Visages de la France contemporaine : économie, modes de vie, culture et loisirs, éducation. La francophonie.

**LANGUE D'ENSEIGNEMENT:** Français

**ÉVALUATION:** Examen écrit

**COURSE TITLE: THÉORIES GÉNÉRALES DE LA TRADUCTION (FRANÇAIS)**

**NOMBRE DE CRÉDITS: 4**

**TYPE DE DISCIPLINE:** De spécialité

**OBJECTIFS DU COURS:** - initiation aux procédés de la traduction directe et indirecte; - approche théorique des différentes conceptions sur la traduction, telles qu'elles apparaissent chez les linguistes, les didacticiens, les psychologues et les logiciens;- acquisition des théories modernes sur la traduction automatique.

**CONTENU DU COURS:** La traductologie (définition, objet et méthodes, interférences avec d'autres domaines scientifiques). La compréhension en traduction (importance de la compréhension en traduction; importance du sujet en traductologie; hypothèses concernant le processus de compréhension; place de la compréhension dans l'activité traduisante). La typologie des difficultés de compréhension (au niveau lexical, morphologique, morphosyntaxique, syntaxique, pragmatique). Les questions du sens et de la compréhension (le sens linguistique - modèles linguistiques du sens - historique de la question; rapports entre l'analyse sémantique et la compréhension; compréhension selon le type de traduction). Le traducteur: récepteur et destinataire du message (fonctions du traducteur, problèmes terminologiques, traitement intellectuel et détermination de l'information contenue dans le message; activités de documentation déployées par le traducteur; types et sources).L'unité de traduction

(analyse des signes et exégèse des concepts; division du texte de départ en unités de traduction; cohésion des unités de traduction; dilution et concentration des unités); Quelques problèmes pratiques de la traduction (la déverbalisation et la réverbalisation, la liberté et la fidélité en traduction, le transfert culturel); La traduction par équivalences (équivalences cognitives et affectives; le caractère global de l'équivalence; l'explicite et la synecdoque; le génie des langues et la création d'équivalences; comment juger de l'équivalence); Traduction, structuration grammaticale et hétéronymie (traduction et traits distinctifs; traduction et niveaux de comparaison; relations hétéronymiques; fourches lexicales; lexémisation idiosyncrasique; faux amis); La traduction par correspondances (mots choisis délibérément, énumérations, termes techniques, polysémie et actualisation, avatars de la traduction par correspondances); La traduction en langue étrangère (dans quelle langue faut-il traduire?; limites de la traduction; jugements de valeur sur le texte traduit en langue étrangère).

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Examen

#### **COURSE TITLE: TRAVAUX DIRIGÉS (FRANÇAIS)**

**NOMBRE DE CRÉDITS:** 2

**TYPE DE DISCIPLINE:** de spécialité

#### **PHONETIQUE**

**OBJECTIFS DU COURS:** Former la compétence de communication écrite; expliciter les règles de l'expression écrite et la construction progressive des stratégies nécessaires.

**CONTENU DU COURS:** Phénomènes suprasegmentaux: le rythme, l'accent, l'intonation ; la courbe mélodique de la phrase assertive, interrogative, injonctive et exclamative. Le découpage en syllabes et en groupes rythmiques.

Le système vocalique du Français: caractéristiques ; voyelles orales, voyelles oralo-nasales; les semi-voyelles ; le e instable. Classement des consonnes du Français. Phénomènes d'enchaînement : les liaisons et les enchaînements. La transcription phonétique.

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** évaluation

#### **EXERCICES GRAMMATICaux ET LEXICAUX**

**OBJECTIFS DU COURS:** La présentation des faits de langue (le domaine de la morphosyntaxe) qui posent le plus de difficultés dans l'acquisition du Français; le choix de type d'exercices les plus adéquats.

**CONTENU DU COURS:** Le nom (le genre et le nombre); les prédéterminants du nom (les articles, les adjectifs pronominaux); les adjectifs qualificatifs; les substituts (les pronoms personnels, démonstratifs, possessifs, indéfinis, interro-relatifs).

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Épreuve écrite

#### **COURSE TITLE: PRACTICAL COURSE OF ENGLISH**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Language practice

#### **SPEAKING SKILLS**

**COURSE OBJECTIVE(S):** Developing understanding and communication in English in the thematic context of oral expression. Students will be able to use English, at least at B2 level, in their academic work and in future professional activity.

**COURSE CONTENTS:** Introductory questions, Expressing opinions – Talking about photographs, Expressing opinions - Talking about a passage, Describing feelings, Rules and regulations, Discussing pros and cons, Constructing a questionnaire, Discussing proverbs, Expressing likes and dislikes – Fashion and youth, Describing personality - Talking about personal abilities, Describing places, Describing people, Comparing and contrasting, Preparing an interview

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Oral examination

#### **USE OF ENGLISH**

**COURSE OBJECTIVE(S):** Strong knowledge, understanding and proper use of morpho-syntax specific notions and, in particular, of the verb paradigm in English.

**COURSE CONTENTS:** Phrasal Verbs; The Grammatical Categories of the Verb; The Tense-Aspect System of English; The Present Tense Simple and Continuous; The Past Tense Simple and Continuous; The Present Perfect Simple and Continuous; The Past Perfect Simple and Continuous; Means of Expressing Futurity

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

#### **COURSE TITLE: TYLISTIQUE DE LA TRADUCTION (FRANÇAIS)**

**NOMBRE DE CRÉDITS:** 4

**TYPE DE DISCIPLINE:** de spécialité

**OBJECTIFS DU COURS:** Identifier, comprendre et approfondir les principaux procédés stylistiques qui permettent de récupérer, dans l'activité de traduction d'un texte littéraire ou non littéraire les moyens expressifs mis en œuvre par l'écrivain/traducteur ; Développer les compétences d'analyse de la traduction, ainsi que les compétences traductives, des étudiants.

**CONTENU DU COURS:** Les tendances déformantes de la traduction. Les procédés stylistiques de la traduction. Traduction et intertextualité. Traduction et registres de langue. La traduction des figures de style dans les textes littéraires et dans les textes journalistiques. Aspects de l'intraduction.

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Épreuve écrite

**COURSE TITLE: INFORMATICS****ECTS CREDITS:** 2**TYPE OF COURSE:** Specialty**COURSE OBJECTIVE(S):** The course aims at presenting the systems of electronic computing, the Windows system, the methods and commands of computer memory management and the text-editing programmes. The aim of the course is the students' familiarization with computer operation and their acquisition and correct use of theoretical and practical concepts related to computer editing.**COURSE CONTENTS:** The use of a computer is obvious in most domains and this is the reason why the students are presented with introductory elements related to computing techniques and the basic components of an electronic computer. All the operators have to know the notions of file and directory, and how to work with the computer memory. After a presentation of the Windows operation system, students are trained to work with windows and use commands to manage the memory through Windows Explorer. They learn how to use Microsoft Word with a detailed presentation of the menus and the work commands. Students can practise the most useful editing commands and save documents.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Test**COURSE TITLE: SPORTS****ECTS CREDITS:** 3**TYPE OF COURSE:** Required**COURSE OBJECTIVE(S):** Acquisition of minimal sports terminology regarding rules and regulations, practice methods, parameters, dosing, hygiene, physiology of physical effort, planning and effects of various body training, notions of tactics; Acquisition of active strategies to secure effective and continuous feed-back; Facilitating harmonious physical development by constantly acting on the proportionality of muscle groups, preventing the installation of deficient attitudes and correcting physical deficiencies signalled in the segments and the spine; Compliance with professional deontology rules (teacher's code of ethics) based on explicit value options; Team-work spirit development to solve different learning tasks; Application of specific methods to improve personal and professional development plans.**COURSE CONTENTS:** Complex corrective practice with prophylactic character; Skills. Bilateral sports games; Speed control. Bilateral sports games; Bilateral sports games; Resistance; Bilateral sports games. Force.**LANGUAGE OF INSTRUCTION:** Romanian**EVALUARE:** A/R1<sup>ST</sup> YEAR, 2<sup>ND</sup> SEMESTER**COURSE TITLE: CONTEMPORARY ROMANIAN (LEXICOLOGY)****ECTS CREDITS:** 3**TYPE OF COURSE:** Core**COURSE OBJECTIVE(S):** To update the students' knowledge about lexicology and semantics and to complete it with the new research results of the most recent phase of contemporary Romanian, to present and analyse the language facts: the vocabulary dynamics during the last 20 years, the dynamics of the meaning, the means of vocabulary enrichment, semantic relations, deviations from the norm. To acquire normative aspects of language and practise the correct utterance. To familiarize students with the methods used for lexico-semantic analysis: making students sensitive to the contrastive analysis of the facts of language presented and of the effects on translation, the best and creative revaluation of the students' own potential in the scientific activities.**COURSE CONTENTS:** The dynamics of the lexis: borrowings (luxury borrowings, compounding, linguistic calque, necessary borrowings), derivation. The dynamics of the meanings: semantic extension, „de-terminologization“, semantic disagreements. English influence („false friends“, orthography and orthoepy of Anglicisms). Linguistic cliché. Semantic relations. Pleonastic and anacoluthic structures. The writing of compound words. The orthography of Anglicisms. Logos and abbreviations: orthography and orthoepy. Writing with uppercase and with minuscule letters. Repetitive structures. Semantic relations in different types of texts.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Exam**COURSE TITLE: LANGUE FRANÇAISE (GROUPE VERBAL)****NOMBRE DE CRÉDITS:** 4**TYPE DE DISCIPLINE:** Fondamentale**OBJECTIFS DU COURS:** Initier les étudiants aux modèles structuraux de description de la phrase (l'analyse en CI et la grammaire des cas).**CONTENU DU COURS:** Le verbe - centre du groupe verbal (GV). Traits inhérents et traits contextuels du verbe Les catégories grammaticales du verbe: le mode, le temps, l'aspect, la diathèse, le nombre et la personne. Les constructions attributives. L'attribut du sujet. L'attribut de l'objet. Le complément d'objet direct (COD). Le complément d'objet indirect (COI). Le complément prépositionnel. Le groupe verbal à deux compléments: COD et COI. Le groupe verbal à deux compléments: COD et complément prépositionnel. Les constructions infinitives. La subordonnée complétive directe et indirecte.**LANGUE D'ENSEIGNEMENT:** Français**FORME D'ÉVALUATION:** Examen écrit + oral.**COURSE TITLE: ENGLISH LANGUAGE (THE NOUN PHRASE)****ECTS CREDITS:** 4**TYPE OF COURSE:** Core**COURSE OBJECTIVE(S):** Theoretical and practical knowledge of the notions of morphology and

lexicology and their application in analysis to ensure correct expression in various communication situations

**COURSE CONTENTS:** Lexicology vs. morphology. The role of word structure analysis. Derivation and inflection. Determiners. The article as a determiner. The noun. Paradigmatic features. Number variation of nouns. The role of gender in English. The grammatical category of case. The adjective. The numeral. The pronouns. Characteristics and subdivisions

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: RÉCEPTION ET (RE)TRADUCTION DU TEXTE LITTÉRAIRE (FRANÇAIS)**

**NOMBRE DE CRÉDITS:** 4

**TYPE DE DISCIPLINE:** de spécialité

**OBJECTIFS DU COURS:** Analyser et expliquer le concept de *retraduction*. Intégrer le *retraduire* dans le paradigme du *traduire*. Familiariser l'étudiant avec les bases de la théorie de la réception. Permettre à l'étudiant de se positionner, en tant que futur traducteur, dans la posture de lecteur du texte-source ainsi que dans celle de lecteur de la traduction et de la/des retraduction(s) du même texte, en vue de développer une approche critique de la (re)traduction.

**CONTENU DU COURS:** De la traduction littéraire vers la retraduction. Les acceptions du terme *retraduction*. La nature protéiforme de la retraduction. Les motivations de la retraduction. Le texte-source - un texte ouvert. Le traducteur – récepteur/producteur de texte. La retraduction et la lecture plurielle. La relation entre la traduction et la/les retraduction(s) d'un texte littéraire.

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Examen

**COURSE TITLE: TECHNIQUES ET PROCÉDÉS DE LA TRADUCTION (FRANÇAIS)**

**NOMBRE DE CRÉDITS:** 4

**TYPE DE DISCIPLINE:** de spécialité

**OBJECTIFS DU COURS:** initiation aux procédés de la traduction directe et indirecte; approche théorique des différentes conceptions sur la traduction, telles qu'elles apparaissent chez les linguistes, les didacticiens, les psychologues et les logiciens; acquisition des théories modernes sur la traduction automatique.

**CONTENU DU COURS:** Procédés directs de traduction (traduction directe et hétéronymie lexicale, emprunt, calque, traduction littérale); Procédés indirects de traduction (procédés obliques de traduction: modulation, transposition, équivalence et adaptation); Quelques figures de traduction (explicitation; amplification et changement du "sujet", chaîne de causalités); Sémasiologie et onomasiologie dans l'acte traductif (type de démarche dans les dictionnaires; avantages et désavantages, répertoires parallèles et niveaux fonctionnels); L'analyse contrastive et la traduction (interaction entre l'analyse contrastive et la théorie de la traduction; postulats de la traduction; traduction et transcodage; autonomie

constitutive de l'AC et de la TT); Les dictionnaires électroniques (importance, types, avantages, niveaux de description lexicologique); La traduction automatique dans la perspective de la traduction humaine (situation actuelle de la traduction automatique; comment la machine comprend les langues: lexicale, règles de formation, traitement grammatical; similitudes et différences homme-machine; traduction humaine assistée par l'ordinateur).

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Examen

**COURSE TITLE: TRAVAUX DIRIGÉS - FRANÇAIS**

**NOMBRE DE CRÉDITS:** 2

**TYPE DE DISCIPLINE:** de spécialité

**EXERCICES GRAMMATICaux ET LEXICAUX**

**OBJECTIFS DU COURS:** La présentation des faits de langue (le domaine de la morphosyntaxe) qui posent le plus de difficultés dans l'acquisition du Français; le choix de type d'exercices les plus adéquats.

**CONTENU DU COURS:** Les déterminants obligatoires du verbe (GN2, GN3); la complétive directe; le déterminant infinitival; le groupe adverbial (les circonstants dimensionnels).

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Épreuve écrite

**TRADUCTIONS GRAMMATICALES**

**OBJECTIFS DU COURS:** former les habitudes de traduction du domaine roumain-Français et Français-roumain de textes littéraires et fabriqués ayant comme but le transfert correct des substituts (pronominalisations du complément d'objet, du complément circonstanciel, place des pronoms atones et toniques dans la phrase, formes des pronoms et adjectifs pronominaux possessifs et démonstratifs, pronoms relatifs et interrogatifs, pronoms et adjectifs indéfinis); réaliser des traductions visant l'approche contrastive des formes et des valeurs de l'article Français en roumain: défini, indéfini, partitif; suppression de l'article partitif; traduire l'adjectif Français, en tenant compte des diverses valeurs de celui-ci en fonction de la position (antéposé / postposé au nom déterminé), de la fréquence et de la dimension, de la forme (forme analytique / forme synthétique de certains adjectifs pour les degrés de comparaison)

**CONTENU DU COURS:** Traductions centrées sur la problématique des substituts: pronominalisations du sujet et du complément d'objet direct et indirect par des pronoms personnels (formes toniques et atones, formes conjointes et disjointes); observer les conditions d'emploi de chaque catégorie de formes. Pronoms et adjectifs pronominaux possessifs et démonstratifs; pronoms et adjectifs pronominaux indéfinis; pronoms interro-relatifs. Traductions centrées sur la problématique de l'article Français: défini, indéfini, partitif. Forme et valeurs de l'article Français,

approche contrastive de l'article partitif et possibilités de traduction en roumain. Traductions centrées sur la problématique de l'adjectif. Formes et valeurs de l'adjectif Français en fonction de plusieurs facteurs : utilité et fréquence, position par rapport au nom déterminé pour exprimer des valeurs stylistiques. Formes analytiques / formes synthétiques pour l'expression des degrés de comparaison de certains adjectifs (*bon, petit, mauvais*). Traductions centrées sur la problématique de l'adverbe Français. Adverbes de temps, de lieu, de manière en *-ment*. Adjectifs en emploi adverbial dans des contextes typés. Les degrés de comparaison des adverbes, formes synthétiques de certains adverbes (*bien, mal, beaucoup*).

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Épreuve écrite

**COURSE TITLE: ENGLISH IN USE**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Language practice

**GRAMMAR AND VOCABULARY**

**COURSE OBJECTIVE(S):** Strong knowledge, understanding and proper use of morpho-syntax specific notions and, in particular, of the verb paradigm in English.

**COURSE CONTENTS:** 1.The Category of Mood: Realis versus Irrealis; grammatical and lexical means of expressing an irrealis action. The distribution of the subjunctive; Modal Verbs - Formal and semantic characteristics; Deontic and epistemic modalities in use. The Non-Finite Forms of the Verb: The Infinitive; The Present Participle; The Past Participle; The Gerund.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**GRAMMAR TRANSLATION**

**COURSE OBJECTIVE(S):** knowledge and understanding of morpho-syntax specific notions; explaining and interpreting theoretical content in well-defined contexts; explaining and interpreting practical content in well-defined contexts; critical and constructive reflection in the assimilation of the conceptual and methodological apparatus specific to the same discipline; awareness of the distinctive differences between the Romanian language and their impact on the learning process; constructive interpretation and extension of specific differences across the study material, and avoiding native-language mistakes.

**COURSE CONTENTS:** The Noun, Subject-predicate agreement, The Adjective, Quantifiers, Collocations, Pronouns and Pronominal Adjectives

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: LA TRADUCTION COMME MÉDIATION CULTURELLE**

**NOMBRE DE CRÉDITS:** 2

**TYPE DE DISCIPLINE:** Complémentaire

**OBJECTIFS DU COURS:** Le cours a comme objectif l'initiation des étudiants aux problèmes difficiles de la traduction envisagée comme processus de médiation culturelle. D'une part, on privilégie l'analyse des principales difficultés auxquelles les traducteurs sont confrontés lorsqu'il s'agit de trouver des équivalents culturels dans les textes littéraires. D'autre part, il s'agit de comprendre le rôle de médiateur culturel du traducteur/interprète dans l'espace social. En ce sens, on met en relation la fonction d'interprète, qui se situe au niveau linguistique et la fonction de relais entre deux espaces culturels.

**CONTENU DU COURS:** Dans la société contemporaine, la traduction est devenue une nécessité vitale pour le partage des cultures et des connaissances. La médiation interlinguistique entre les nations doit se faire avec un maximum de visibilité, de sérieux et de responsabilité. Le cours propose les axes de réflexion suivants : définition du concept de médiation ; la relation traducteur-interprète ; la spécificité de l'acte de traduction et d'interprétariat ; difficultés et solutions dans la traduction des culture-bounds ; la traduction comme interlocution ; le rôle de médiateur de l'interprète dans l'espace social ; problèmes de la traduction littéraire.

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Épreuve écrite

**COURSE TITLE: INFORMATICS**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Complementary

**COURSE OBJECTIVE(S):** The course aims at developing the students' skill of editing in order to obtain complex documents, by mastering details and commands specific to Microsoft Word. Students are expected to use the menus and the work commands, to work with tables as well as to acquire and correctly utilize theoretical and practical concepts referring to computer editing.

**COURSE CONTENTS:** Computer editing is very useful as it allows the operators to create complex documents on different topics of interest. Students will learn different editing techniques, how to use new pages, how to create the header and the footer for a document, techniques to highlight certain paragraphs and other useful tasks. It is also important for the students to learn new techniques of orthographic and grammar checking of the edited text, through the linguistic attendance offered by the computer applications. To learn different methods regarding the organisation of the information by drawing and using tables.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: INTERNSHIP**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Specialty

**COURSE OBJECTIVE(S):** 1. To analyse and solve problems regarding the correspondance between the



linguistic systems and cultural phenomena of the languages and cultures in contact.2. To familiarize students with diverse types of texts (professional genres) communicated and mediated. 3. To write and edit diverse types of texts specific to the institution/societies.

**COURSE CONTENTS:** The translation of the documents made available to the students by the institution where the internship takes place – application, circular, notification. The activity of the students in the departments of the institution/society where the internship takes place.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

#### COURSE TITLE: SPORTS

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Required

**COURSE OBJECTIVE(S):** Acquisition of minimal sports terminology regarding rules and regulations, practice methods, parameters, dosing, hygiene, physiology of physical effort, planning and effects of various body training, notions of tactics; Acquisition of active strategies to secure effective and continuous feed-back; Facilitating harmonious physical development by constantly acting on the proportionality of muscle groups, preventing the installation of deficient attitudes and correcting physical deficiencies signalled in the segments and the spine; Compliance with professional deontology rules (teacher's code of ethics) based on explicit value options; Team-work spirit development to solve different learning tasks; Application of specific methods to improve personal and professional development plans.

**COURSE CONTENTS:** Complex corrective practice with prophylactic character; Skills. Bilateral sports games; Speed control. Bilateral sports games; Bilateral sports games; Resistance; Bilateral sports games. Force.

**LANGUAGE OF INSTRUCTION:** Romanian

**EVALUARE:** A/R

2<sup>ND</sup> YEAR, 1<sup>ST</sup> SEMESTER

#### COURSE TITLE: LANGUE FRANÇAISE (SYNTAXE)

**NOMBRE DE CRÉDITS:** 4

**TYPE DE DISCIPLINE:** de spécialité

**OBJECTIFS DU COURS:** Assimilation des concepts théoriques et opérationnels utilisés en linguistique Française. Présentation et analyse des faits de langue. Acquisition des aspects normatifs de la langue et l'expression correcte.

**CONTENU DU COURS:** I. Les compléments circonstanciels (G Adv.). Critères d'identification et de définition. Les circonstants dimensionnels (de lieu, de temps, de quantité). Les circonstants non dimensionnels (de manière, d'instrument, de cause, de conséquence, de but, de condition et de supposition, de concession).

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Examen écrit + oral

#### COURSE TITLE: ENGLISH (THE SIMPLE SENTENCE SYNTAX)

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Core

**COURSE OBJECTIVE(S):** to give the students the necessary theoretical frame in order to analyze appropriately any syntactic pattern; to develop students' ability to use different syntactic structures depending on their communicative goals; within each theme both theoretical and practical aspects are given attention, specific knowledge checking being doubled by exercises and applications.

**COURSE CONTENTS:** SENTENCE TYPES. Functional Classification of Sentences. The simple sentence Means of Connecting Words. The Phrase. The Noun Phrase. The Verb Phrase. The Adjective Phrase. The Adverbial Phrase. Complex constructions. Independent elements of the sentence. Basic sentence patterns.

The order of words in the sentence

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

#### COURSE TITLE: ENGLISH CULTURE AND CIVILISATION

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Core

**COURSE OBJECTIVE(S):** Since literature represents a mirror held up to a people's civilisation the students need to know how they (literature and civilisation) are interrelated. They need to know the main writers and how their works reflect the reality of the time.

**COURSE CONTENTS:** The course focuses on the invasions and the Norman conquest reflected in "Beowulf" and "The Battle of Maldon", the social and cultural background reflected in Chaucer's "Canterbury Tales", history and Shakespeare, Medieval drama (Marlowe), Neoclassicism and Alexander Pope, Romanticism (W. Wordsworth, S. Coleridge, W. Blake, P. Shelley, G. Byron).

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

#### COURSE TITLE: THEORY OF TRANSLATION (ENGLISH)

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Speciality

**COURSE OBJECTIVE(S):** to make students aware of the status of translation and of translator in the contemporary world and in the universal frame of human communication; to make students understand that translation theory is an interdisciplinary science; to give students practice in reflective translating and translation evaluation; to expose students to a variety of text-types at different levels of difficulty

**COURSE CONTENTS:** Perspectives on translation and on the translator; Language functions and text-types; Translation methods; The unit of translation:

translation procedures; Culture specific items. The cultural intertraffic; Translation evaluation  
**LANGUAGE OF INSTRUCTION:** English  
**ASSESSMENT METHOD(S):** 70% formal examination, 30% home task assignment

**COURSE TITLE: LANGAGES DE SPÉCIALITÉ (FRANÇAIS)**

**NOMBRE DE CRÉDITS:** 2

**TYPE DE DISCIPLINE:** de spécialité

**OBJECTIFS DU COURS:** Initier les étudiants aux mécanismes spécifiques qui interviennent dans la structuration du discours spécialisé (scientifique et technique) et aux problèmes que pose la traduction.

**CONTENU DU COURS:** Délimitation du champ et définition des concepts; les dimensions des langues de spécialité; description du langage scientifique général et du langage technique: a. la dimension lexicale: statut des unités lexicales, structure (types de dérivation, la composition/les collocations), contenu; b. la dimension grammaticale: types de structures, types de phrases (CI obligatoires/CI facultatifs dans la phrase spécialisée); modèles de description de la phrase spécialisée; c. la dimension pragmatique (paramètres énonciatifs, modalisations préférentielles); le texte spécialisé; d. problèmes spécifiques de traduction du texte spécialisé; application (analyses, exercices).

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Épreuve écrite

**COURSE TITLE: TRAVAUX DIRIGÉS (FRANÇAIS)**

**NOMBRE DE CRÉDITS:** 2

**TYPE DE DISCIPLINE:** de spécialité

**EXERCICES GRAMMATICaux ET LEXICAUX**

**OBJECTIF DU COURS:** Développer chez les étudiants la capacité de reconnaître divers types de circonstanciels, d'employer correctement le mode dans la subordonnée circonstancielle en fonction de la conjonction/locution conjonctive qui l'introduit, de transformer une subordonnée en complément circonstanciel et vice-versa, de construire et d'analyser correctement divers types de phrases.

**CONTENU DU COURS:** Les circonstanciels dimensionnels (le spatio-temporel, la quantité et l'intensité). Les circonstanciels non dimensionnels (la manière, l'instrument, la cause, la conséquence, le but, la concession, la condition, l'hypothèse, la supposition, la concession).

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Épreuve écrite

**EXPRESSION ÉCRITE**

**OBJECTIFS DU COURS:** Former la compétence de communication écrite; expliciter les règles de l'expression écrite et la construction progressive des stratégies nécessaires.

**CONTENU DU COURS:** Stratégies et savoir-faire fondamentaux. Le curriculum vitae, la lettre et le dossier de candidature. Le compte-rendu – condenser l'information. Le bilan de l'information – la synthèse.

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Vérification (épreuve écrite)

**COURSE TITLE: PRACTICAL COURSE OF ENGLISH**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Speciality

**WRITING**

**COURSE OBJECTIVE(S):** The practical course of Writing Practice has as general objective the analysis and description of the specific notions of writing texts.

**COURSE CONTENTS:** Introduction to academic writing; Practical applications and exercises related to the structure of a paragraph; Discussion and analysis of types of essays; Formal and informal writing; Analysis of functional styles – newspaper articles; Analysis of functional styles – business language; Analysis of functional styles – online texts; Figurative language – "Show, don't tell"; Literary essays – how to interpret a literary text; Elements of style 1: figures of speech, voice, point of view, format, tone, mechanics, citations, delivery; Elements of organization 1: purpose, mechanics, paragraphing, arrangement, topic sentences, quotations, transitions; Elements of content: narration, reflection focus, argument, mechanics, analysis, persuasion, paragraph development; Practical applications – literary review; Practical applications – literary essay

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**USE OF ENGLISH**

**COURSE OBJECTIVE(S):** Deepening syntactic concepts acquired in the LEC course through various exercises and activities, both written and oral, leading to the development of language skills (from reference level B1 / B2 to B2 / C1). Developing the ability to achieve correct and stylistically appropriate translations and retroversies, respecting conventions imposed by typology of texts, based on a diversified corpus of texts in both languages, illustrating the problems of grammar and vocabulary approached.

**COURSE CONTENTS:** 1. Sentences Subjects; the Pro-drop parameter; Expletive It and There subjects, Verbs and objects; double object constructions; The Passive Active and passive sentences; the uses of the passive. Passives with modals, infinitives and gerunds. Passives with by-phrases and ergatives  
Passives with get. Finite versus non-finite complement clauses. That-clauses/ Infinitive/Gerunds. The subjects of Infinitives and Gerunds; raising constructions. Participles

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: INFORMATICS**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Complementary

**COURSE OBJECTIVE(S):** The course aims at presenting general information about computers and the

advantages of using computer networks, through the possibility of accessing a gigantic data basis and of sharing the resources in the the computers irrespective of their location in the world. The aim of the course is to develop the students' skills to use the information in the Internet network and to use specific tasks, such as the tasks in the HTML language, to create pages of presentation.

**COURSE CONTENTS:** Types of computer networks that can be used in everyday activities and the multiple advantages offered by the connection to a computer network, especially through the possibilities of sharing the information and resources. General notions about the Internet, the most used computer network in the world, the possibilities of connecting to the Internet and ways of communication by creating an email address. Applications for real time communication and the concept of World Wide Web (WWW), basic notions about the use of HTML language to create pages of presentation.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: TRANSLATION STYLISTICS (ENGLISH)**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Speciality

**COURSE OBJECTIVE(S):** The course provides students with the opportunity to acquire the knowledge of translation stylistics in order to use them as a working tool in the approaches to literary texts.

**COURSE CONTENTS:** The concept of equivalence in translation; The traductivity of a text; Variations of style in poetry and prose; Keeping rhythm and rhyme in translation of poems; Ambiguity and expressivity; Denotation and Connotation; Difficulties in translating archaism, regionalism, and slang; Translator's footprint on the translated text

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

#### **COURSE TITLE: INTERNSHIP**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Specialty

**COURSE OBJECTIVE(S):** 1. The interpretation of the message and of the written and oral linguistic form of the source text ; 2. The translation of the written and oral messages according to the requirements, the rules of the target language, the generic norms and conventions; 3. The application of the principles and ethics of the translator profession.

**COURSE CONTENTS:** The translation of the documents made available to the students by the institution where the internship takes place – forms (invoices, bills), internal order regulations, instructions for use, etc. The activity of the students in the departments of the institution/society where the internship takes place.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

#### **COURSE TITLE: SPORTS**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Required

**COURSE OBJECTIVE(S):** Acquisition of minimal sports terminology regarding rules and regulations, practice methods, parameters, dosing, hygiene, physiology of physical effort, planning and effects of various body training, notions of tactics; Acquisition of active strategies to secure effective and continuous feed-back; Facilitating harmonious physical development by constantly acting on the proportionality of muscle groups, preventing the installation of deficient attitudes and correcting physical deficiencies signalled in the segments and the spine; Compliance with professional deontology rules (teacher's code of ethics) based on explicit value options; Team-work spirit development to solve different learning tasks; Application of specific methods to improve personal and professional development plans.

**COURSE CONTENTS:** Complex corrective practice with prophylactic character; Skills. Bilateral sports games; Speed control. Bilateral sports games; Bilateral sports games; Resistance; Bilateral sports games. Force.

**LANGUAGE:** Romanian

**EVALUARE:** A/R

**2<sup>ND</sup> YEAR, 2<sup>ND</sup> SEMESTER**

#### **COURSE TITLE: CONTEMPORARY ROMANIAN (SYNTAX)**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Specialty

**COURSE OBJECTIVE(S):** To acquire syntax notions. To form abilities of compound sentence analysis (syntactic and morphologic analysis). To acquire new grammar terminology. (cf. *Gramatica Academiei, vol. II, Enunțul*)

**COURSE CONTENTS:** Syntax units : parts of the sentence; phrase, simple sentence, compound and complex sentences. The typology of the parts of the sentence. Classification of the simple and complex sentences. Syntactic relations. Syntactic groups. Syntactic functions. The subject. The predicate. The object. The complements.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

#### **COURSE TITLE: LANGUE FRANÇAISE (SYNTAXE)**

**NOMBRE DE CRÉDITS:** 4

**TYPE DE DISCIPLINE:** de spécialité

**OBJECTIFS DU COURS:** Assimilation des concepts théoriques et opérationnels utilisés en linguistique Française. Présentation et analyse des faits de langue. Acquisition des aspects normatifs de la langue et l'expression correcte.

**CONTENU DU COURS:** Les types de phrase. Constituants de phrase obligatoires/facultatifs. Description des types de phrase en fonction de divers paramètres: marques morphosyntaxiques, intonation,

valeurs pragmatiques. La phrase assertive. La phrase interrogative. La phrase impérative. La phrase exclamative. La phrase négative. La phrase emphatisée. La phrase passive. La phrase impersonnelle.

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** examen écrit + oral

**COURSE TITLE: ENGLISH (THE COMPOUND AND COMPLEX SENTENCE SYNTAX)**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Core

**COURSE OBJECTIVE(S):** The aim of the course is two fold: (a) to introduce students to a more recent & principled approach to the study of syntax (generative grammar) and to the rigour of scientific argumentation, and (b) to improve students' knowledge and understanding of complex English syntactic structures.

**COURSE CONTENTS:** The syntax of negative sentences: derivation, negative quantifiers, polarity items, emphatic negatives; Sentence coordination: reduction rules; Subordination: Criteria for classifying subordinate clauses; Raising versus control predicates, distribution & syntactic properties of Infinitive Complement clauses; ING -Complements: syntactic properties and distribution; Relative clauses.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: TEXT INTERPRETATION LITERARY TRANSLATION VARIABILITY (ENGLISH)**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Core

**COURSE OBJECTIVE(S):** To make students understand literary texts, theories on text interpretation, theories on literary translation seen as an interdisciplinary science; to make them aware of literary translation strategies. Students will work on literary texts and will compare different variants of translation of the same text.

**COURSE CONTENTS:** Types of literary texts; Steps to follow in text interpretation; Reader-oriented theories; Interdisciplinarity and literary translation; Cultural context and translation; Literary translation strategies.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: INTERDISCIPLINARITY AND TRANSLATION STUDIES (ENGLISH)**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Speciality

**COURSE OBJECTIVE(S):** The Interdisciplinary Course in Transductology has as its general objective the analysis and description of the grammatical categories specific to the contemporary English verb, namely, the category of time, aspect, mode, modality and diathesis.

**COURSE CONTENTS:** Translation studies at the interface of disciplines; Translation and linguistics; Translation and discourse analysis; Translation and

intercultural communication; Translation studies and literary theory; Translation studies and language teaching; An integrated approach to translation studies  
**LANGUAGE OF INSTRUCTION:** English  
**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: SPECIALIZED LANGUAGES (ENGLISH)**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Speciality

**COURSE OBJECTIVE(S):** This course is designed to improve student's knowledge regarding special terminology such as medical, legal, economical, technical and scientific terminologies: this purpose can be accomplished after a solid understanding of legal and economic systems from Romania, The United Kingdom and The United States of America because the terms that define this type of notions are quite different and a translation would not be possible without this understanding.

**COURSE CONTENTS:** Legal systems in Romania, the United Kingdom and The United States. Differences in terminology. The course also contains a lot of exercises of all kinds: fill in, multiple choice, translation. Economical systems in Romania, The United Kingdom, The United States of America. Differences in terminology. Types of samples of business letters, emphasizing the strict rules which must be complied with. Technical and scientific terminology:

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: TRAVAUX DIRIGÉS: (FRANÇAIS)**

**NOMBRE DE CRÉDITS:** 2

**TYPE DE DISCIPLINE:** de spécialité

**EXERCICES GRAMMATICaux ET LEXICAUX**

**OBJECTIF DU COURS:** Développer chez les étudiants la capacité de reconnaître divers types de phrases.

**CONTENU DU COURS:** Les constituants obligatoires de phrase: Assertif, Interrogatif, Impératif, Exclamatif. Les constituants facultatifs: Négatif, Passif, Emphase, Impersonnel.

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Épreuve écrite

**TRADUCTION GÉNÉRALE**

**OBJECTIFS DU COURS:** Présentation des problèmes soulevés par l'acte de traduction; reprise, systématisation et actualisation des connaissances antérieures.

**CONTENU DU COURS:** La démarche du traducteur: règles stratégiques et règles tactiques. Les étapes de la traduction: l'approche du texte, l'inventaire des difficultés, la capacité de négocier la version proposée. La compréhension en traduction. La typologie des difficultés de compréhension au niveau lexical, morphologique, syntaxique et pragmatique. La grammaire du texte: remarques sur la distribution des unités grammaticales en classes (parties du discours);

remarques sur les valeurs des formes verbales et la concordance des temps; remarques sur la pronominalisation (convergences et divergences entre les deux langues).

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Vérification

**COURSE TITLE: ENGLISH IN USE**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Speciality

**GRAMMAR AND LEXICAL EXERCISES**

**COURSE OBJECTIVE(S):** - the deepening and the systematization of the knowledge, acquired during the courses of Contemporary English Language; to make students aware of the structure of the English Verbal Phrase;

**COURSE CONTENTS:** Nominal Clauses. Active vs. Passive Voice. The subject Clause. Indicative and Subjunctive. The Direct Object Clause. Indicative, subjunctive and infinitive: criteria of choice. Relative Attributive Clauses. Adverbial Clauses of purpose, condition and result.

Direct and Indirect Speech. Word Order. Inversions. Emphatic constructions.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**GENERAL TRANSLATION SKILLS**

**COURSE OBJECTIVE(S):** To foster translations' skills in translating literary texts, to raise students' awareness of the peculiarities of semantic translation and of expressive texts, to give students exposure to a variety of texts.

**COURSE CONTENTS:** The course deals with bilingual translation (Romanian-English, English-Romanian) of literary texts. A wide range of authors and periods have been chosen so that students might follow the guidelines to be able to assess their own translations. Back-test translation is a favoured method; although time-consuming, its efficiency cannot be questioned

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: MEDICAL LANGUAGE (ENGLISH)**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Complementary

**COURSE OBJECTIVE(S):** To make the students aware of the fundamentals of English medical terminology

**COURSE CONTENTS:** The importance of specialised language in modern society; short introduction in the history of medicine and the importance of an international medical language; sources of modern medical vocabulary: Latin and Greek; similarities between English and Romanian medical terminology; general rules concerning the spelling of medical words; Latin and Greek word-forming elements used in modern English with examples and further explanations; a selection of other Latin and Greek word-forming units of particular importance for a

translator, newspaper person etc. to be. Translations from English into Romanian and vice-versa.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: LANGAGE TECHNIQUE (FRANÇAIS)**

**NOMBRE DE CRÉDITS:** 2

**TYPE DE DISCIPLINE:** Complémentaire

**OBJECTIFS DU COURS:** Initiation des étudiants à la méthodologie d'approche didactique du texte technique; mise à profit des connaissances théoriques et des méthodes d'analyse linguistique.

**CONTENU DU COURS:** La mise en pratique d'une activité de traduction depuis l'établissement d'un cahier de charges, la réalisation de plusieurs modèles de fiches jusqu'à la finalisation. Modèles d'analyse des langues de spécialité: le modèle linéaire, le modèle de dépendance, le modèle d'une grammaire à base sémantique. Analyse du vocabulaire général d'orientation scientifique (VGOS): mots spécifiques au VGOS, mots de premier degré dans le Français fondamental, la dérivation suffixale et préfixale, la fréquence par catégorie grammaticales. Analyse des structures grammaticales du texte technique: les constituants de phrase et les constituants de noyau; analyse des relations casuelles. Réalistes de la cohérence du texte technique.

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Colloque

**COURSE TITLE: INFORMATICS**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Specialty

**COURSE OBJECTIVE(S):** To study the computer working methods that offer the students the possibility of building new pages of presentation in different formats. To allow the acquisition and adequate use of theoretical and practical concepts referring to the creation of presentation pages. To facilitate the students' ability to use html tasks necessary to build presentation pages.

**COURSE CONTENTS:** the course has an essential role in forming the students' skills of building presentation pages in the formats they want. Html tasks necessary to build pages of presentation: editing different types of lists, building internal and external hyperlinks, building sensitive images and defining different sensitive zones within these images, drawing tables of different styles, building mobile text boxes, attaching different types of buttons and building down drop lists and menus.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: INTERNSHIP**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Specialty

**COURSE OBJECTIVE(S):** 1. The interpretation of the message and of the written and oral linguistic form of the source text ; 2. The translation of the written and

oral messages according to the requirements, the rules of the target language, the generic norms and conventions; 3. The application of the principles and ethics of the translator profession.

**COURSE CONTENTS:** The translation of the documents made available to the students by the institution where the internship takes place – forms (invoices, bills), internal order regulations, instructions for use, etc. The activity of the students in the departments of the institution/society where the internship takes place.

**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: SPORTS**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Required

**COURSE OBJECTIVE(S):** Acquisition of minimal sports terminology regarding rules and regulations, practice methods, parameters, dosing, hygiene, physiology of physical effort, planning and effects of various body training, notions of tactics; Acquisition of active strategies to secure effective and continuous feed-back; Facilitating harmonious physical development by constantly acting on the proportionality of muscle groups, preventing the installation of deficient attitudes and correcting physical deficiencies signalled in the segments and the spine; Compliance with professional deontology rules (teacher's code of ethics) based on explicit value options; Team-work spirit development to solve different learning tasks; Application of specific methods to improve personal and professional development plans.

**COURSE CONTENTS:** Complex corrective practice with prophylactic character; Skills. Bilateral sports games; Speed control. Bilateral sports games; Bilateral sports games; Resistance; Bilateral sports games. Force.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** A/R

**3<sup>RD</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: LANGUE FRANÇAISE (APPROCHE CONTRASTIVE)**

**NOMBRE DE CRÉDITS:** 4

**TYPE DE LA DISCIPLINE:** de spécialité

**OBJECTIFS DU COURS:** Relever les points de convergence et de divergence entre les deux structures linguistiques (roumain et Français). Mettre en évidence les difficultés spécifiques des natifs roumains dans l'apprentissage du Français.

**CONTENU DU COURS:** 1. Concepts théoriques de l'analyse contrastive. L'analyse contrastive et la comparaison des langues. Son impact sur la pédagogie des langues. Les niveaux de l'analyse contrastive. L'analyse des erreurs. L'analyse contrastive et la théorie de la traduction. 2. Description contrastive des systèmes linguistiques du roumain et du Français. L'actualisation du nom. Caractérisation et

quantification du nom. La déixis spatiale et temporelle. Les phrases formées avec des constituants obligatoires et avec des constituants facultatifs.

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Examen écrit

**COURSE TITLE: TRADUCTION CONSÉCUTIVE (FRANÇAIS)**

**NOMBRE DE CRÉDITS:** 4

**TYPE DE LA DISCIPLINE:** de spécialité

**OBJECTIFS DU COURS:** Le cours se propose de rendre les étudiants conscients de l'importance de la traduction consécutive.

**CONTENU DU COURS:** Le langage oral, évanescence et hermétique. Le message à traduire en situation: acteurs, cadre. La relation orateur - interprète - public. Manières d'analyse du discours. Techniques de prise de notes. Concentration du texte. La créativité dans la traduction. La spécialisation par domaines.

**LANGUE D'ENSEIGNEMENT:** Français

**TYPE D'EXAMEN:** Examen oral

**COURSE TITLE: CONSECUTIVE TRANSLATION (ENGLISH)**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Speciality

**COURSE OBJECTIVE(S):** To make students aware of the different types of discourse and the importance of coherent, non-ambiguous translations. The course aims at producing consecutive interpreters with advanced knowledge in various fields.

**COURSE CONTENTS:** Consecutive translation: process and outcome. Linguistic variety within discourses. Techniques of selecting information. The importance of memorizing texts. Taking notes and active listening.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: TRAVAUX DIRIGÉS FRANÇAIS: TRADUCTION LITTÉRAIRE**

**NOMBRE DE CRÉDITS:** 2

**TYPE DE DISCIPLINE:** de spécialité

**OBJECTIFS DU COURS:** Initiation des étudiants aux difficultés spécifiques à la traduction littéraire; mise en pratique des procédés de traduction directs et indirects.

**CONTENU DU COURS:** Traduction de textes appartenant à des écrivains représentatifs pour des siècles différents afin de relever les caractéristiques du langage littéraire (Molière, Rousseau, Voltaire, Diderot, Balzac, Stendhal, Flaubert, Proust, Gide, Malraux, etc.). Traduction de textes de la littérature roumaine (Eliade, Cioran, M. Preda, P. Dumitriu). Traduction de textes de critique littéraire en vue de créer chez les étudiants les habitudes d'employer la terminologie critique en roumain et en Français.

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ÉVALUATION:** Épreuve écrite



**COURSE TITLE: ENGLISH IN USE: LITERARY TRANSLATION SKILLS****ECTS CREDITS:** 2**TYPE OF COURSE:** Speciality**COURSE OBJECTIVE(S):** to develop students' awareness and understanding of the lexical, semantic and pragmatic potential of the English language; to identify the features of the basic literary text types according to their genre and function and to find the best ways of translating them into the target language; to offer a contrastive analysis between English and Romanian regarding their structural patterns and stylistic specificity.**COURSE CONTENTS:** Translating prose texts: argumentative texts, expository texts, narrative texts, descriptive texts. Translating poetry. Main issues in translation. Translating drama. Objectives and solutions.**LANGUAGE OF INSTRUCTION:** English**ASSESSMENT METHOD(S):** Written examination**COURSE TITLE: LANGAGE ÉCONOMIQUE (FRANÇAIS)****NOMBRE DE CRÉDITS:** 2**TYPE DE DISCIPLINE:** de spécialité**OBJECTIFS DU COURS:** Initiation des étudiants aux mécanismes spécifiques de structuration des langues de spécialité avec des illustrations des domaines scientifique et technique, initiation et sensibilisation aux difficultés spécifiques à la traduction de spécialité et aux différences de structuration des langues roumaine et Française dans la traduction de spécialité; mise en pratique des procédés de traduction directs et indirects.**CONTENU DU COURS:** 1. Introduction: Lexique commun/lexique scientifique (FF / VGOS). Le langage économique : domaines et sous domaines. 2. L'entreprise et son environnement 3. Politiques. 4. Constitution et organisation de l'entreprise. 5. Organisation interne. 6. Production et commercialisation. Les banques: la terminologie bancaire. 7. La correspondance commerciale: présentation générale de la lettre commerciale, caractéristiques de contenu, zones et structure interne, formules d'introduction et de politesse, différents types de lettres et leurs caractéristiques, la correspondance commerciale par les outils modernes de la communication (courrier électronique, télex, etc.)**LANGUE D'ENSEIGNEMENT:** Français**FORME D'ÉVALUATION:** Épreuve écrite**COURSE TITLE: LANGAGE JURIDIQUE (FRANÇAIS)****NOMBRE DE CRÉDITS:** 2**TYPE DE DISCIPLINE:** de spécialité**OBJECTIFS DU COURS:** sensibiliser les étudiants à la diversité typologique du discours juridique pour mettre en valeur les similitudes, les oppositions (contrastives également) et les éléments constants constituant le fonds commun du langage de droit;

former les habitudes de traduction pour tous les types de textes juridiques en vue d'une traduction correcte et fidèle du contenu d'idées en respectant la forme canonique des énoncés; initier les étudiants à l'utilisation professionnelle des dictionnaires spécialisés, explicatifs, bi- et monolingues, indispensable à l'activité de traduction.

**CONTENUS DU COURS:** La typologie du discours juridique en fonction de tous les messages associés à la réalisation du droit, les modes d'expression et les styles spécifiques, la double appartenance des unités (langue commune/langage technique), l'unité et la pluralité du sens juridique des lexies, les faux-amis, la problématique de la traduction des documents communautaires**LANGUE D'ENSEIGNEMENT:** Français**VÉRIFICATION:** Travail de contrôle (50% permanente, 50% finale).**COURSE TITLE: TERMINOLOGIE****NOMBRE DE CRÉDITS:** 3**TYPE DE DISCIPLINE:** de spécialité**OBJECTIFS DU COURS:** acquisition des concepts théoriques et opérationnels utilisés en terminologie.**CONTENU DU COURS:** 1. Objet de la terminologie. Théorie générale de la terminologie. 2. Concepts et termes. Description des concepts : définition, exercices. 3. Systèmes conceptuels. Termes. 4. Formation des termes. 5. Terminographie. 6. Banques terminologiques. 7. Terminologie. Information. Documentation. 8. Activité terminologique pratique. La terminologie aujourd'hui.**LANGUE D'ENSEIGNEMENT:** Français**ASSESSMENT METHOD(S):** Examen**COURSE TITLE: INFORMATICS****ECTS CREDITS:** 2**TYPE OF COURSE:** Speciality**COURSE OBJECTIVE(S):** The course aims to familiarize students with different computer techniques regarding the possibilities of presenting, in different static or dynamic formats, reports, articles and other materials of interest that contain texts, images, diagrams, tables, enumerations, video or audio files. To familiarize students with the applications dedicated to working with information organized in tables. The aim of the course is the acquisition and adequate use of theoretical and practical concepts referring to the computer technique, the creation of presentation files and of the spreadsheets in electronic format.**COURSE CONTENTS:** Computer applications are useful in most domains of activity. Students are presented with different notions about different useful applications, such as those of presentation and of table calculation. The course contains basic notions about Power Point used in presentation files, insisting on the commands necessary to create the slides. Microsoft Excel application is also presented. It is used

to build spreadsheets, to do different kinds of mathematic calculations and to draw different types of graphics and diagrams based on the information in the built spreadsheets.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: INTERNSHIP**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Specialty

**COURSE OBJECTIVE(S):** 1. To analyse and solve problems regarding the correspondance between the linguistic systems and cultural phenomena of the languages and cultures in contact. 2. The translation of the written and oral messages according to the requirements, the rules of the target language, the generic norms and conventions; 3. The application of the principles and ethics of the translator profession.

**COURSE CONTENTS:** The translation of the documents made available to the students by the institution whwre the internship takes place – application, circular, notification. The activity of the students in the departments of the institution/society where the internship takes place.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**3<sup>RD</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: ENGLISH LANGUAGE (CONTRASTIVE APPROACHES)**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Core

**COURSE OBJECTIVE(S):** - the courses offer the advanced students of English insights into problems they are already familiar with but have not yet tackled exhaustively, with an emphasis on a contrastive analysis between English and Romanian; - the courses go into further detail and deal with the „sore” points of the grammatical categories of the parts of speech, focusing on translation equivalence.

**COURSE CONTENTS:** The grammatical categories of the noun and noun determiners (the uses of the articles); A note on –er/-ing compound nouns; The Adjective: the order of adjectives; The Comparison of adjectives. Absolute phrases; It vs. There (the existential use); The Uses of Present Simple and Continuous; Present Perfect; The uses of Past Simple and Continuous; Past Perfect (tips for translation); Means of expressing futurity in English; Expressing habitual actions and generalizations; Constructions that carry an impersonal meaning; Contexts that requite the presence of gerunds; Negation

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written and oral examination; 20% seminar activity; 20% individual work; 60% examination

**COURSE TITLE: TRADUCTION SIMULTANÉE (FRANÇAIS)**

**NOMBRE DE CRÉDITS:** 2

**TYPE DE LA DISCIPLINE:** de spécialité

**OBJECTIFS DU COURS:** Formation d’interprètes en simultanée.

**CONTENU DU COURS:** Spécificité de la traduction simultanée. Types de mémoire: MLD, MT. Empan mnésique. Techniques de reformulation. Technologies d’appui. La spécialisation par domaines.

**LANGUE D’ENSEIGNEMENT:** Français

**TYPE D’EXAMEN:** Examen oral

**COURSE TITLE: SIMULTANEOUS TRANSLATION (ENGLISH)**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Speciality

**COURSE OBJECTIVE(S):** To make students aware of the different types of discourse and the importance of coherent, non-ambiguous translations. The course aims at producing simultaneous interpreters with advanced knowledge in various fields

**COURSE CONTENTS:** Language functions and types of texts. Aspects of memorizing texts. Selective translations. Roles of the interpreter. Paraphrasing techniques. Ways of improving vocabulary. Assessing source material difficulty.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: ENGLISH IN USE: LITERARY TRANSLATION**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Speciality

**COURSE OBJECTIVE(S):** The practical course of Literary Translation has as a general objective the analysis and description of the literal translation

**COURSE CONTENTS:** Language and Literary Meaning. Meaning and Literary Translation. Translation and Deconstruction of the Literary Text. Questions of Reception. The figurative use of language in Literature. Reading Comparatively. Translation as necessary transformation of literary text. Text analysis

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: BUSINESS LANGUAGE (ENGLISH)**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Speciality

**COURSE OBJECTIVE(S):** The aim of the course is to familiarize students with business English, as well as with strategies used in communicating and negotiating, by means of texts and exercises that will enable them to practice the use of specific lexical items and to discuss different translation issues that occur when dealing with English/ Romanian business vocabulary.

**COURSE CONTENTS:** 1. Brand Management 2. Products and Brands 3. Japanese Style in Decision-Making 4. Corporate Culture 5. Assets, liabilities and the balance sheet 6. Sales and Costs 7. Manufacturing and Services 8. Business across Cultures 9. Issues in International Trade 10. Business Letters 11.

Agreement, Disagreement and Compromise 12.  
Number: Statistics and Assessing Quantity 13.  
Negotiating 14 Test  
**LANGUAGE OF INSTRUCTION:** English  
**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: STYLES FONCTIONNELS (FRANÇAIS)**

**NOMBRE DE CRÉDITS:** 2

**TYPE DE DISCIPLINE:** de spécialité

**OBJECTIFS DU COURS:** Comprendre les théories et les modèles linguistiques cognitives et culturels ; Utiliser les concepts-clés de la sociolinguistique, stylistique et traductologie.

**CONTENU DU COURS:** C1 Le concept de norme. Norme linguistique. La norme comme niveau d'analyse des données linguistiques Définition des notions: registre, style fonctionnel, langue spécialisée, jargon professionnel. Critères de classification. C2. La norme sociolinguistique. Les indicateurs. Les marqueurs. Les rapports de co-variance. C3. Variétés situationnelles. Formel /vs/ informel. Variétés simples et variétés composites. C.4. Variétés fonctionnelles: a) le Français des affaires; b) le langage juridique; c) le langage administratif; d) le langage des médias; le langage scientifique et technique. C.5. La traduction spécialisée: similitudes et différences de structuration des styles en Français et en roumain.

**LANGUE D'ENSEIGNEMENT:** Français

**FORME D'ASSESSMENT METHOD(S):** Examen

**COURSE TITLE: FUNCTIONAL STYLES (ENGLISH)**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Core

**COURSE OBJECTIVE(S):** to raise awareness of language variations in the frame of bilingual communication; to foster comprehension of equivalence of style and register; to equip students with critical thinking skills and compensation strategies with respect to the effective use of functional styles.

**COURSE CONTENTS:** An archaeology of the concept of *communicative competence*. Linguistic variations. Equivalence of linguistic variations in translation. Style, skopos and relevance as translation assessment criteria.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: TRANSLATION EVALUATION**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Complementary

**COURSE OBJECTIVE(S):** To know and adequately understand the notions specific to the quality assessment in translation; to adequately use and didactically exploit the notions specific to the quality assessment in translation in well defined situations; to explain and interpret the theoretical contents of the quality assessment in translation within well defined contexts; to explain and interpret the practical contents of the quality assessment in translation within well defined contexts.

**COURSE CONTENTS:** 1. Quality assessment. Concepts, methodology and necessity. Standards, techniques and good practice of quality evaluation in translation. The European standard SR EN 15038. Assessment reports. 2. Quality assessment for literary translation. Features and specific requirements. Colloquiality, idiomaticity, connotations. 3. The quality assessment in the translation of legal and economic texts. Specific features and requirements. Cooperation with specialits. The quality assessment in the translation of technical and medical texts. Specific features and requirements. Cooperation with specialits.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: INFORMATICS**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Complementary

**COURSE OBJECTIVE(S):** The course aims to present the basic notions regarding the data bases and to familiarize students with different computer techniques concerning the creation, interrogation and use of different types of data bases. The aim is to develop the ability to operate on the computer, to increase the acquisition and adequate use of the theoretical and practical concepts regarding the use of data bases, and the students' familiarization with working on tables in a data basis and the construction of interrogations.

**COURSE CONTENTS:** Using data bases is important for any activity domain. The following aspects are presented: basic notions about Microsoft Access application, elementary notions about data bases. Students have the possibility to practise and deepen the commands used for the creation of a new data basis, to update, to save and close a data basis. Commands for the creation of links between the tables of same data basis and the construction of interrogations

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: RESEARCH PAPER INTERNSHIP**

**ECTS CREDITS:** 10

**TYPE OF COURSE:** Specialty

**COURSE OBJECTIVE(S):** The internship involves guiding the students in the elaboration of the thesis by the coordinator by documenting in libraries and consulting the specialized bibliography.

**CONTENTS:** Elaboration and completion of the paper according to the established plan, of the specialty bibliography and in accordance with the writing rules of the graduation thesis.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**FIELD: COMMUNICATION SCIENCES**  
**PROGRAMME TITLE: COMMUNICATION AND PUBLIC RELATIONS**  
**BACHELOR'S DEGREE**

**1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: INTRODUCTION TO COMMUNICATION SCIENCES**

**ECTS CREDITS: 5**

**TYPE OF COURSE:** Core

**COURSE OBJECTIVE(S):** To initiate the students to communication sciences.

**COURSE CONTENTS:** Communication - the difficulties of a definition; etymology; the theory or theories of communication/the science or sciences of communication; the typology of definitions in communication sciences; the pattern in communication sciences; communication patterns - the elements of the communication process; the functions of oral communication, the functions of written communication, the principles of communication; oral and written communication, non-verbal communication; the functions of non-verbal communication.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: INTRODUCTION TO PUBLIC RELATIONS**

**ECTS CREDITS: 5**

**TYPE OF COURSE:** Specialty

**COURSE OBJECTIVE(S):** Acquiring the basic concepts specific to the domain of social sciences; acquiring the knowledge regarding the significant currents and interpretations of the subject topics; being able to understand and approach those topics critically.

**COURSE CONTENTS:** The history of Public Relations; Elements of organizational theory; The external public relations of an organization; PR campaign types; the relations between an organization and mass-media; the PR professional.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: WRITING TECHNIQUES**

**ECTS CREDITS: 5**

**TYPE OF COURSE:** Specialty

**COURSE OBJECTIVE(S):** Getting the students acquainted with the specificity of the journalistic style, so as to clearly distinguish among its different genres and fully understand their flexible boundaries; to develop the students' competence of decomposing the journalistic text into constituting parts and also of writing journalistic texts according to the requirements of each genre.

**COURSE CONTENTS:** 1. Print media – general aspects of journalistic writing. The contract

with the reader. Making the text legible. 2. Information management. The sources. The genres. From ordinary everyday news to a commentary. 2. Journalistic. The functions of a newspaper. The material one works with. About repetitions, anacolutha, grammatical errors. 3. Writing strategies. Writing and editing. Headlines. Techniques of attracting the readers. 4. From transparent journalism to objectivating genres. The press agency dispatch, the official statement, the press conference, the press kit. The coverage. 5. Types of first person writing. 6. Interactive writing. 7. Narrative journalism. 8. The Deontologic Code. Page layout. Editing. 9. Specialised Lexicon. The characteristics of the journalistic register. The complexity of lexical, grammatical and syntactic structures.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written Exam

**COURSE TITLE: INTRODUCTION TO ANTHROPOLOGY**

**ECTS CREDITS: 4**

**TYPE OF COURSE:** Complementary

**COURSE OBJECTIVE(S):** Getting students acquainted with the main subdomains of social and cultural anthropology. **COURSE CONTENTS:** the specificity of anthropology, its development as a modern science, anthropology and the connected sciences, a brief history of the science, its beginnings or a possible cultural and social para-anthropology, the main currents of social and cultural anthropology - evolutionism, diffusionism, The Culture and Personality School, The French Sociological School, functionalism, structuralism.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: INTRODUCTION TO SOCIOLOGY**

**ECTS CREDITS: 4**

**TYPE OF COURSE:** Complementary

**COURSE OBJECTIVE(S):** Getting the students acquainted with the main directions of research and concepts of general sociology.

**COURSE CONTENTS:** Sociology and society: a brief history; theoretical perspectives in sociology; spontaneous and scientific sociology; sociological imagination; methodology and research methods in social sciences; culture; the structure of culture; social norms and their typology; ethnocentrism, xenocentrism and cultural relativism; culture and subculture, assimilation, accommodation, acculturation; socializing and the construction of the self; theories of the personality genesis; socializing types and stages; socializing agents; status and social role.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: THE HISTORY OF MENTALITIES****ECTS CREDITS:** 4**TYPE OF COURSE:** Specialty**COURSE OBJECTIVE(S):** Getting the students acquainted with the main concepts and principles specific to the domain.**COURSE CONTENTS:** The Braudel "Revolution": time levels – the long term; "the grammar of civilizations"; an operational model of civilisation analysis; the 'transition' generation: G. Duby, P. Chaunu's "historical geology"; Em. Le Roy Ladurie; the last generation's vision ( "for a new social history" - B. Lepetit) and its "terrible children" ("experimental history" – Daniel S. Milo)**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Oral Examination**COURSE TITLE: FRENCH – PRACTICAL COURSE****ECTS CREDITS:** 3+3**TYPE OF COURSE:** Complementary**COURSE OBJECTIVE(S):** acquiring comprehension, speaking and writing competences concerning the basic notions of morpho-syntax and also of French culture and civilisation expressed in the texts proposed; conversation, grammar exercises, writing topics.**COURSE CONTENTS:** Reading, translation, analysis of texts according to the *Parlons français* method (reading, explaining the new words and grammar topics, guided conversation, fill-in and rephrasing exercises, translation, dictation). Conversation and writing topics: *Visite des musées, Spectacles, Au restaurant, La ville et la campagne*. Grammar practice: demonstrative and possessive pronouns and adjectives, personal pronouns as objects.**LANGUAGE OF INSTRUCTION:** French**ASSESSMENT METHOD(S):** Oral Examination**SUBJECT OF STUDY: ENGLISH - PRACTICAL COURSE****ECTS CREDITS** 3+3**TYPE OF COURSE:** Complementary**COURSE OBJECTIVE(S):** to improve the students' knowledge of English, to extend their understanding of different fundamental problems regarding the lexical and syntactic structures of English, to improve and extend their vocabulary. To help them acquire communicative skills, to teach them fixed phrases (language patterns), namely lexical and grammatical structures to be used under given circumstances, to make them understand the importance and the impact of non-verbal communication.**COURSE CONTENTS:** The uses of simple present tense and present tense continuous, the uses of simple past tense and past tense continuous, ways of expressing future time, the adverbial clause of time, modal verbs, the passive voice.**LANGUAGE OF INSTRUCTION:** English**ASSESSMENT METHOD(S):** Oral Examination1<sup>ST</sup> YEAR, 2<sup>ND</sup> SEMESTER**COURSE TITLE: RESEARCH METHODS IN SOCIAL SCIENCES****ECTS CREDITS:** 4**TYPE OF COURSE:** Core**COURSE OBJECTIVE(S):** Getting the students acquainted with the research methods use din social sciences.**COURSE CONTENTS:** Media research methodology. Quantitative and qualitative research methods. Measuring. Research planning: the objectives of research, causality, research strategies, research stages. Data collecting methods. The survey; the interview. The analysis of documents. The case study. Data analysis. Data presentation. Testing hypotheses.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Exam**COURSE TITLE: THE THEORY OF MESSAGE****ECTS CREDITS:** 4**TYPE OF COURSE:** Specialty**COURSE OBJECTIVE(S):** (a) to form a conceptual-theoretical frame and to provide the instruments for message analysis; (b) to get the students acquire the competence of identifying and contextualizing the messages transmitted in the form of various types of discourses.**COURSE CONTENTS:** The definition of the message. The relation message-discourse. Basic messages: the oracular Greek message, the Christian message. The message throughout history: Herodotus' *Histories*. The literary and aesthetic message (Kafka's *An Imperial Message*). Theories of the message. The principles of communication. Communicative and discursive competence. The concept of communication contract. The feed device.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Exam**COURSE TITLE: RECEPTION THEORIES****ECTS CREDITS:** 4**TYPE OF COURSE:** Specialty**COURSE OBJECTIVE(S):** To present the main aspects of media reception theory from a diachronic perspective.**COURSE CONTENTS:** Communication and literary theory (Jauss, Iser, Eco). The Frankfurt School. The hypodermic syringe model. *Preferred reading/oppositional reading*. Mass conviction sociology. The *two step flow of communication* model (Katz and Lazarsfeld). The *Uses and gratifications* model. Stuart Hall and *Cultural Studies*. Text determination (Screen). The 1980s: reception analysis (John Fiske and David Morley).**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE:** AUDIO-VISUAL COMMUNICATION

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Domain course

**COURSE OBJECTIVE(S):** The theoretical approach of the specificity of radiophonic and visual discourse; defining and structuring the journalistic genres from the perspective of audio-visual communication; getting acquainted with the characteristics of performing within the radiophonic and televisual spaces.

**COURSE CONTENTS:** Audio communication in the history of mankind. Audio-visual communication characteristics. The orality of radiophonic discourse. The characteristics of elevated speech. The sender and the receiver of the radiophonic act. The semantic stages of radiophonic discourse. Television – between being in a communicative relation and the stardom source. Telepresence. The relation with the viewer. Media competence. The content of audio-visual communication. Broadcast programming – a basic instrument in communication.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE:** INTRODUCTION TO THE MASS-MEDIA SYSTEM

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Core

**COURSE OBJECTIVE(S):** Initiating the students in the study of the mass-media system.

**COURSE CONTENTS:** Mass media in society: basic concepts (the framing theory, the minimal influence theory etc.). Mass media – a means of communication and social transparency. The social, political, economic and cultural effects of mass-media communication. The democratic role of mass-media. Media and the decision-making process. Mass-media vs. the social, political and economic agents and actors. Mass-media and the citizen. Mass-media and the public: reciprocal influences.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE:** SEMIOTICS

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Domain course

**COURSE OBJECTIVE(S):** To initiate the students in the domain of semiotic concepts, methods and theories.

**COURSE CONTENTS:** Symbolic mediation: from symbol semiotics to symbol sociology. The symbolic construction of reality. The sign – models and taxonomies. The signal. Indexes, icons and symbols. Discourse and interpretation: a symbolic interaction. Signs, symbols, codes: definitions,

models, typologies. Advertising and the symbolic dimension. Advertising and social reconstruction. Sense and context in advertising.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE:** INTERNSHIP

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Specialty

**COURSE OBJECTIVE(S):** The internship period aims at the correct use by the students of their theoretical knowledge during the activities performed within the institutions/companies etc where they were assigned. It is a means of ensuring their future successful employment.

**COURSE CONTENTS:** A. *getting to know the institution/company etc where the internship activities take place:* Knowing the internal organization rules; knowing the general work rules for safety; knowing the type of management; being able to describe the information flows, knowing the procedures of elaborating the basic documents specific to each department. B. *the internship is assessed according to:* the frequency of attendance; the strategy of approaching the tasks and duties mentioned in the subject syllabus; the correctness in applying the method and processing the results, as they appear in the portfolio. C. *the final stage of internship:* the intership period will result in elaborating a portfolio which must include: 1. The description of the entity where the internship activities took place, specifying its name, type of organization, history, main competences, roles and activities, the relational system (3 – 5 pages); 2. A daily description of the practical activities performed under the tutor's supervision.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE:** SPORTS

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Complementary

**COURSE OBJECTIVE(S):** Getting the students acquainted with the domain of physical education and sports, with their basic concepts and main explanatory theories; ensuring the compensatory effects and treatment in relation to intellectual activity, sedentarism, stress and fatigue; aiming at a physical development and at increasing motricity; causing all the students to practise physical exercises and their favourite sports systematically and independently; creating the adequate convictions and routines in practising them.

**COURSE CONTENTS:** Team sports. Bilateral sports. Adjusting to effort. Consolidating the main elements and technical procedures specific to team sports. Assessment of the level of speed and the segmental muscle force by specific tests.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test



**COURSE TITLE: FRENCH – PRACTICAL COURSE****ECTS CREDITS:** 3+3**TYPE OF COURSE:** Complementary**COURSE OBJECTIVE(S):** Acquiring comprehension, speaking and writing competences concerning the basic notions of morpho-syntax and also of French culture and civilisation expressed in the texts proposed; conversation, grammar exercises, writing topics.**COURSE CONTENTS:** Reading, translation, analysis of texts according to the *Parlons français* method (reading, explaining the new words and grammar topics, guided conversation, fill-in and rephrasing exercises, translation, dictation). Conversation and writing topics: *Visite des musées, Spectacles, Au restaurant, La ville et la campagne*. Grammar practice: demonstrative and possessive pronouns and adjectives, personal pronouns as objects.**LANGUAGE OF INSTRUCTION:** French**ASSESSMENT METHOD(S):** Oral examination**SUBJECT OF STUDY: ENGLISH - PRACTICAL COURSE****ECTS CREDITS:** 3+3**TYPE OF COURSE:** Complementary**COURSE OBJECTIVE(S):** To improve the students' knowledge of English, to extend their understanding of different fundamental problems regarding the lexical and syntactic structures of English, to improve and extend their vocabulary. To help them acquire communicative skills, to teach them fixed phrases (language patterns), namely lexical and grammatical structures to be used under given circumstances, to make them understand the importance and the impact of non-verbal communication.**COURSE CONTENTS:** The uses of simple present tense and present tense continuous, the uses of simple past tense and past tense continuous, ways of expressing future time, the adverbial clause of time, modal verbs, the passive voice.**LANGUAGE OF INSTRUCTION:** English**ASSESSMENT METHOD(S):** Oral examination2<sup>ND</sup> YEAR, 1<sup>ST</sup> SEMESTER**COURSE TITLE: NON-VERBAL COMMUNICATION****ECTS CREDITS:** 4**TYPE OF COURSE:** Specialty course**COURSE OBJECTIVE(S):** To present the topics of non-verbal communication, its communicative implications, the analysis of the stimuli (except the verbal ones) present in a situation of communication, user-generated and containing a potential message, beginning with manifest macroscopic behaviour such as appearance, the manner of spatial relating to the others and body movements, and continuing with less evident and momentary activities, such as facial expression,

look, visual contact and intonation.

**COURSE CONTENTS:** 1. Non-verbal communication. Definition. The interdisciplinary approach of non-verbal communication. The (im)portance of non-verbal communication. The principles of non-verbal communication. 2. The structure of non-verbal communication. Its content, duration and control. The functions of non-verbal communication. 3. Paralinguistic expressions. 4. Kinesics (mimics, facial expressions). Oculistics. 5. Proxemics or the perception and use of space. 6. Gestics. Posture. Chromatic communication. 7. Olfactics. Haptics or tactile communication. Chronemics or time perception and significance.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Exam**COURSE TITLE: WRITING PR MATERIALS****ECTS CREDITS:** 4**TYPE OF COURSE:** Specialty course**COURSE OBJECTIVE(S):** a. Theoretical objective: the description of the domain; explaining the main concepts, categories and methods of PR materials writing; evincing the specificity of PR materials and of their types; b. Practical objectives: to present and consolidate the basic ideas making up the know-how of PR materials writing.**COURSE CONTENTS:** 1. The text, the discourse and the message in public relations. 2. PR text authors. 3. Elaborating and realizing PR materials. 4. Elaborating and realizing a press release, a feature article, and a news flash. 5. Elaborating and realizing the written and the spoken part of a press conference. 6. Elaborating and realizing the written and the spoken part of an interview. 7. Elaborating and realizing a biography, a press kit, a speech, a report, a proposal and a letter.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Exam**COURSE TITLE: VERBAL COMMUNICATION****ECTS CREDITS:** 4**TYPE OF COURSE:** Specialty**COURSE OBJECTIVE(S):** The course aims at being a deep analysis of the most important and complex communication code – language-; also, it presents the basic concepts, both methodological and descriptive, used in the domain of communication in general and in verbal communication in particular.**COURSE CONTENTS:** 1. Communication – the complexity of a definition; ; verbal vs. non-verbal communication. a 'communication' typology; 2. The properties and functions of language; 3. Oral communication: structures, characteristics, registers; 4. Conversation analysis. Conversation models (sequential, hierarchic, integrative). Conversational strategies: dialogue; 5. Written communication: the dichotomy *written* – *oral*, the history and typology

of graphic systems, the characteristics and functions of written communication; 6. The competences of the speaking subject (linguistic, communicative, logic, encyclopedic, rhetoric-pragmatic). Grice's conversational maxims (the maxim of quantity, the maxim of quality, the maxim of relation, the maxim of manner). The principles and laws of verbal communication; 7. Electronic communication: metalanguage, characteristics, the language of electronic communication.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: COMMUNICATION AND MEDIA DISCOURSE**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Specialty

**COURSE OBJECTIVE(S):** Initiating the students in the study of media discourse and making them understand the relations between media communication and media discourse.

**COURSE CONTENTS:** Forms of communication; levels of human communication and the basic purposes of communication. Media communication and the socio-discursive practice. Defining the notion of discourse. Media discourse and discourse analysis. The relation communication – sense – media discourse. Verbal communication, language and register. Messages and effects in interpersonal communication; communication barriers. Verbal communication and communicative competence. Semiotic analysis. Content analysis. The linguistic analysis of the discourse. Discourse principles and conversational maxims. Introduction to transactional analysis. Types of conversational transactions. Communication, change, persuasion and manipulation. Manipulation techniques and persuasion laws. Media discourse forms. Discourse structuring. Discourse analysis and the types of media discourse reception. Media, media communication, consumption practices and audience types (theories).

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: THE SOCIOLOGY OF MASS COMMUNICATION**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Specialty

**COURSE OBJECTIVE(S):** getting the students acquainted with mass communication sociology.

**COURSE CONTENTS:** Communication typologies. Methods and techniques of communication analysis – methodological aspects. Communication analysis by using interactive and interrogation techniques and methods (sociological inquiries, surveys, sociological interviews). Quantifying the message information. Mass communication audience. Audience study. Audience indexes. Mass communication effects – characteristics and

typologies.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Colloquium

**COURSE TITLE: PUBLIC RELATIONS MANAGEMENT**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Specialty

**COURSE OBJECTIVE(S):** Initiating the students in PR management.

**COURSE CONTENTS:** Public relations as a management function. Management and organizational culture. The strategic management of PR. The management of organizational issues. Solutions to public demands. Anticipating environmental tendencies. Research and communication based on ethical principles.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: PR STRATEGIES MANAGEMENT**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Specialty

**COURSE OBJECTIVE(S):** Initiating the students in PR strategies management.

**COURSE CONTENTS:** PR strategies. PR strategies management. The PR strategy in the private sector – research, planning, actions, assessment. Strategic uses of PR. The public sector – government's public relations – vs. the public relations in the private sector. Strategic approaches of government's public relations. The stages of a PR strategy. Basic rules in the dialogue with the media. Reputation management. Internal communication and PR.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: LANGUE FRANÇAISE/THE FRENCH LANGUAGE – practical course**

**ECTS CREDITS:** 3+3

**TYPE OF COURSE:** Complementary

**COURSE OBJECTIVE(S):** The acquisition of the basic vocabulary of contemporary French ; the discovery of French culture and civilization through texts full of sociocultural information ; preparation for dialogues (comprehension, oral and written production) ; the acquisition of basic grammar knowledge necessary to form simple sentences ; using such knowledge by means of various exercises appropriate to the level of the students – beginners, involving their creativity ; creating the competence of forming correct structures and eliminating typical errors.

**COURSE CONTENTS:** *L'arrivée en France*. Definite and indefinite article. Present Tense, Indicative Mood. Cardinal numerals. *L'hébergement*. Ordinal numerals. The simple negation. Past Tense. *Faire connaissance*. The partitive article. Quantifiers. Feminine gender. *Une partie de tennis*. Imperative Mood. *Découvrir la ville*. Space

expressions. Expressing an interrogation. Present Tense of the 3-rd group vbs. *Dans les magasins*. Qualifying adjectives. Expressing a comparison. Present Conditional. *Au restaurant*. The partitive pronoun *en*. Negation. *Sortie en ville*. Adverbs of manner. Expressing time. Exclamations. *Projets de week-end*. Future tense. Past Conditional. *Au camping*. Personal pronouns as objects. Interjections.

**LANGUAGE OF INSTRUCTION:** French

**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE:** THE ENGLISH LANGUAGE – practical course

**ECTS CREDITS:** 3+3

**TYPE OF COURSE:** complementary

**COURSE OBJECTIVE(S):** To enrich students' vocabulary, especially in the domain of media and PR, developing their ability to use the terms appropriately, in different contexts and situations; to develop students' ability to understand an oral or a written text, and to discuss on different general or specialized topics; To develop the ability to write in different language registers, observing the constraints required by the nature of the text.

**COURSE CONTENTS:** The course focuses on teaching the basic structures specific to English, and the lexicon elements necessary for a good oral and written communication, along with the developing of all the skills required in different situations of communication. Language Topics. Morphological Aspects. The noun. The article. The adjective. The verb. The categories of mood, tense, aspect, voice. Modal verbs. Direct and Indirect speech. The Simple Sentence. The Complex sentence. Types of subordinates. Characteristics. Debate Topics. Writing Topics. Business letters. Letters of application and resumes. Summarizing an article. Responding to an editorial. Writing an essay.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Oral examination.

**COURSE TITLE:** INTERNSHIP

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Specialty

**COURSE OBJECTIVE(S):** The internship period aims at the correct use by the students of their theoretical knowledge during the activities performed within the institutions/companies etc where they were assigned. It is a means of ensuring their future successful employment.

**COURSE CONTENTS:** A. *getting to know the institution/company etc where the internship activities take place:* Knowing the internal organization rules; knowing the general work rules for safety; knowing the type of management; being able to describe the information flows, knowing the procedures of elaborating the basic documents specific to each department. B. *the internship is*

*assessed according to:* the frequency of attendance; the strategy of approaching the tasks and duties mentioned in the subject syllabus; the correctness in applying the method and processing the results, as they appear in the portfolio. C. *the final stage of internship:* the intership period will result in elaborating a portfolio which must include: 1. The description of the entity where the internship activities took place, specifying its name, type of organization, history, main competences, roles and activities, the relational system (3 – 5 pages); 2. A daily description of the practical activities performed under the tutor's supervision.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**2<sup>ND</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE:** SECTORAL PUBLIC RELATIONS

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Specialty

**COURSE OBJECTIVE(S):** Initiating the students in sectoral PR.

**COURSE CONTENTS:** Introduction to sectoral PR. The theoretical and conceptual frame. Particularities of PR strategies according to the area of activity. The public private sector: for profit and non-profit. PR practice in the public sector and political communication. PR in the volunteering area. National and international PR. The country's public image and the various approaches of the diplomacy. PR role in the NPOs' activity.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE:** ELABORATING A PR PRODUCT

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Specialty

**COURSE OBJECTIVE(S):** Knowing and understanding the specificity of PR products; knowing the types of documents used within an organization; creating the abilities of analysing the feedback of PR products (business/visiting cards, leaflets, flyers, portfolios); developing the interest for developing one's individual level of competence.

**COURSE CONTENTS:** 1. PR products: catalogues, brochures, leaflets, calendars, posters, portfolios, IDs, labels, letterhead documents, invitations, personalised documents, a company's own publications, thank you notes for the clients, etc. 2. Various ways of inserting headers on a page and personalizing them. 3. Designing and using template-type documents. 4. The main principles of the programmes belonging to the category of spreadsheet software. 5. Making a table. Inserting and modifying various types of data in a table. Making diagrams by using a spreadsheet programme. 6. Visiting cards: types and writing techniques; leaflets, portfolios etc.

**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: COMMUNICATION LEGISLATION**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Complementary

**COURSE OBJECTIVE(S):** Initiating the students in communication legislation

**COURSE CONTENTS:** Deontological and legal aspects in communication and PR. General aspects regarding PR activity and legislation. The action of laws and rulings. Freedom of speech and freedom of press. Classified information. The right of reply. Audio-visual communication and the legal status of property in the audio-visual field. The status of broadcast licence and authorization in the matter of audio-visual. Copyrights in press. Author's rights in press. The legal status of advertising. The civil and criminal liability of journalists. Law and ruling texts (Law no 8/14.03.1996, Law 677/2001, Law 504/11.07.2002. Audio-visual Law, Advertising Law no 148/26.07.2012, Law 52/2003)

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: ORGANIZATIONAL SOCIOLOGY**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Complementary

**COURSE OBJECTIVE(S):** Initiating the students in organizational sociology

**COURSE CONTENTS:** 1. Defining the concepts of institution and organization 2. The structure of the organization 3. Organizations as sources of social change 4. Conflicts, power and leadership within the organizations 5. Setting up a non-governmental organization. 6. The active participation of the citizens to social governing by involving themselves in NGOs.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: ORGANIZATIONAL COMMUNICATION**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Specialty

**COURSE OBJECTIVE(S):** Initiation of the students in organizational communication.

**COURSE CONTENTS:** The object of study of organizational communication. Conceptual clarifications. The main theories of organizational communication. The relation communication vs. organization. The functions and factors involved in organizational communication: employee, colleague, chief, subordinate, decision-maker, leader, manager, communication channels, means of communication, communication „barriers“. The typology of organizational communication (internal, external; formal, informal; horizontal, vertical). Communication structures and networks within organizations.

**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: THE MANAGEMENT OF ORGANIZATIONAL CRISIS SITUATIONS**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Specialty

**COURSE OBJECTIVE(S):** Getting the students acquainted with organizational crisis management

**COURSE CONTENTS:** Defining and conceptualizing the crisis. The effects of the crisis. Crisis management. The conceptualization of crisis management. Mechanisms of managing organizational crises – methods and instruments. The stages of organizational crisis management – prevention/preparation, detection, limitation, resolution, acknowledgement. Case studies.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: CULTURE AND COMMUNICATION**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Specialty

**COURSE OBJECTIVE(S):** Understanding the relation culture-communication and the role and importance of culture in communication.

**COURSE CONTENTS:** Culture and communication. Culture - a synthesis of its definitions. The role of culture in communication. Cultural differences. Inter-cultural communication. Cultural models. Cultural processes (acculturation, assimilation, deculturation). Culture shocks. Cultures vs. subcultures. The elements of a culture. Significant cultural patterns. Culture's importance in communication – tendencies (demographic changes/emigration, cultural differences/assimilation vs. multiculturalism or diversity, economic independence/business and global contacts, communication technologies/internet, facebook – “the global village”).

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: SPORTS**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Complementary

**COURSE OBJECTIVE(S):** Getting the students acquainted with the domain of physical education and sports, with their basic concepts and main explanatory theories; ensuring the compensatory effects and treatment in relation to intellectual activity, sedentarism, stress and fatigue; aiming at a physical development and at increasing motricity; causing all the students to practise physical exercises and their favourite sports systematically and independently; creating the adequate convictions and routines in practising them.

**COURSE CONTENTS:** Team sports. Bilateral sports. Adjusting to effort. Consolidating the main elements and technical procedures specific to team sports. Assessment of the level of speed and the segmental muscle force by specific tests.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: LANGUE FRANÇAISE/THE FRENCH LANGUAGE – practical course**

**ECTS CREDITS:** 3+3

**TYPE OF COURSE:** Complementary

**COURSE OBJECTIVE(S):** The acquisition of the basic vocabulary of contemporary French; the discovery of French culture and civilization through texts full of sociocultural information; preparation for dialogues (comprehension, oral and written production); the acquisition of basic grammar knowledge necessary to form simple sentences; using such knowledge by means of various exercises appropriate to the level of the students – beginners, involving their creativity; creating the competence of forming correct structures and eliminating typical errors.

**COURSE CONTENTS:** *L'arrivée en France*. Definite and indefinite article. Present Tense, Indicative Mood. Cardinal numerals. *L'hébergement*. Ordinal numerals. The simple negation. Past Tense. *Faire connaissance*. The partitive article. Quantifiers. Feminine gender. *Une partie de tennis*. Imperative Mood. *Découvrir la ville*. Space expressions. Expressing an interrogation. Present Tense of the 3-rd group vbs. *Dans les magasins*. Qualifying adjectives. Expressing a comparison. Present Conditional. *Au restaurant*. The partitive pronoun *en*. Negation. *Sortie en ville*. Adverbs of manner. Expressing time. Exclamations. *Projets de week-end*. Future tense. Past Conditional. *Au camping*. Personal pronouns as objects. Interjections.

**LANGUAGE OF INSTRUCTION:** French

**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: THE ENGLISH LANGUAGE – practical course**

**ECTS CREDITS:** 3+3

**TYPE OF COURSE:** Complementary

**COURSE OBJECTIVE(S):** To enrich students' vocabulary, especially in the domain of media and PR, developing their ability to use the terms appropriately, in different contexts and situations; to develop students' ability to understand an oral or a written text, and to discuss on different general or specialized topics; To develop the ability to write in different language registers, observing the constraints required by the nature of the text.

**COURSE CONTENTS:** The course focuses on teaching the basic structures specific to English, and the lexicon elements necessary for a good oral and written communication, along with the

developing of all the skills required in different situations of communication. Language Topics. Morphological Aspects. The noun. The article. The adjective. The verb. The categories of mood, tense, aspect, voice. Modal verbs. Direct and Indirect speech. The Simple Sentence. The Complex sentence. Types of subordinates. Characteristics. Debate Topics. Writing Topics. Business letters. Letters of application and resumes. Summarizing an article. Responding to an editorial. Writing an essay.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Oral examination.

**COURSE TITLE: INTERNSHIP**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Specialty

**COURSE OBJECTIVE(S):** The internship period aims at the correct use by the students of their theoretical knowledge during the activities performed within the institutions/companies etc where they were assigned. It is a means of ensuring their future successful employment.

**COURSE CONTENTS:** A. *getting to know the institution/company etc where the internship activities take place:* Knowing the internal organization rules; knowing the general work rules for safety; knowing the type of management; being able to describe the information flows, knowing the procedures of elaborating the basic documents specific to each department. B. *the internship is assessed according to:* the frequency of attendance; the strategy of approaching the tasks and duties mentioned in the subject syllabus; the correctness in applying the method and processing the results, as they appear in the portfolio. C. *the final stage of internship:* the internship period will result in elaborating a portfolio which must include: 1. The description of the entity where the internship activities took place, specifying its name, type of organization, history, main competences, roles and activities, the relational system (3 – 5 pages); 2. A daily description of the practical activities performed under the tutor's supervision.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**3<sup>RD</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: INTRODUCTION TO ADVERTISING**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Core

**COURSE OBJECTIVE(S):** Initiating the students to the basics of advertising

**COURSE CONTENTS:** advertising communication – introductory notions; models of communication in advertising; persuasive advertising; mechanicist advertising; suggestive advertising; projective/integrative advertising; the bicefal model in advertising communication; stereotypes,

motivation, attitudes; advertising strategies; socio-styles in advertising –contrastive analysis Romania – France – England; the classification and analysis of socio-styles and their importance in advertising; past-oriented lifestyles; present-oriented lifestyles; future-oriented lifestyles.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: INTERNAL COMMUNICATION**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Specialty

**COURSE OBJECTIVE(S):** Getting the students acquainted with the domain of internal communication at the level of organizations.

**COURSE CONTENTS:** Internal communication. The theoretical frame. The functions and competences of the internal communication expert. The stages in planning internal communication and the target audience. The channels of internal communication. Study methods in internal communication. Internal communication campaigns. Internal communication in case of crisis.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: EVENT ORGANIZATION**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Specialty

**COURSE OBJECTIVE(S):** Getting the students acquainted with the domain of event organization.

**COURSE CONTENTS:** The concept of event. The structure of the event industry. The impact of events. Planning and coordinating events. Planning and organizing events. Examples of event organization. Communication and etiquette rules in organizing events. Ceremonial speeches. The analysis of different types of events.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: URBAN ANTHROPOLOGY**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Specialty

**COURSE OBJECTIVE(S):** Getting the students acquainted with notions and definitions from the domain of urban anthropology, and with the main tendencies in this field.

**COURSE CONTENTS:** 1. Urban anthropology – a short history. 2. The urban-rural paradigm. 3. The urban space as an identity space. 4. The origin and evolution of Romanian towns.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**3<sup>RD</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: INTERPERSONAL COMMUNICATION**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Specialty

**COURSE OBJECTIVE(S):** Getting the students acquainted with interpersonal communication.

**COURSE CONTENTS:** Interpersonal communication – introductory notions. Methods and techniques in social psychology. The ego Eul in social psychology. Social perception. The attitude and its change. Interpersonal attraction and relationships. Aggressiveness. Pro-social behaviour. Group processes and phenomena. Interpersonal communication and the socio-economic context. The influence of the context on interpersonal communication. The ability to listen and the feedback.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: MEDIA AND PERSONAL IMAGE**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Specialty

**COURSE OBJECTIVE(S):** Defining the components of the image. Establishing personality differences in the public space. The content analysis of the most used journalistic genres to create a public image.

**COURSE CONTENTS:** The image. The public image. Managing the public image. Identity and public image. Mass-media. Mass-media in the public space. The public image in media. Image and power. The attitude towards mass-media. Image crisis. The attitude and behaviour of the public figures in the public space. Journalistic genres used frequently to create a public image.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: EXTERNAL COMMUNICATION AND PUBLIC DISCOURSE**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Specialty

**COURSE OBJECTIVE(S):** Initiating the students in external communication and understanding the importance of public discourse in external organizational communication.

**COURSE CONTENTS:** External communication – introductory notions. Theories of organizations and organizational communication. Theories of public relations. The public of the organization. The organization – image and identity. The planning activity and the PR campaign. The relations of the organization with mass-media. The image of the businessperson.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam



**COURSE TITLE: COMMUNICATION, INTERCULTURALNESS AND CONFLICT MEDIATION**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Specialty

**COURSE OBJECTIVE(S):** Getting the students acquainted to intercultural communication and understanding the importance of interculturalness and intercultural communication in conflict mediation.

**COURSE CONTENTS:** Communication, culture and cultural identity; contact culture; the main sources of error in intercultural communication; the typology of acculturation processes; acculturation-deculturation; acculturation specific to the second generation of immigrants; Geert Hofstede's concept of culture; the characteristic elements of a national culture and of organizational culture; cultural models (The iceberg model, Hoff's model); cultural presuppositions and prejudices; interculturalness and conflict mediation.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: PROFESSIONAL DEONTOLOGY**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Domain course

**COURSE OBJECTIVE(S):** Initiating the students in professional deontology.

**COURSE CONTENTS:** Mass-media deontology-introductory notions. Deontology in mass-media (principles, norms, rules). Professional deontology and print media Romanian laws. Professional deontology and the international laws regarding print media.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: ETHICS AND PERSUASION**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Core

**COURSE OBJECTIVE(S):** Becoming aware of the complexity of the ethical decision-making process in the global, multicultural and technological society of the 21-st century; realizing the potential ethical issues arisen within an organization and also the importance of persuasion.

**COURSE CONTENTS:** 1. Ethics and responsibility in PR practice. 2. The complexity of the ethical decision-making process. 3. Responsibility in advertising and sponsorship. 4. Ethical behaviour and individual responsibility in PR. 5. Legal liability in PR practice. 6. PR and laws. 7. Ethics and persuasion. 8. Persuasion, manipulation, propaganda.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: COMMUNICATION WITH PRINT MEDIA**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Specialty

**COURSE OBJECTIVE(S):** Initiating students in media communication. Understanding the relational strategies to establish and maintain good relations with journalists.

**COURSE CONTENTS:** 1. Intra- and extra-organizational communication instruments (*memo, e-mail, letter, press release, report, proposal*); 2. The necessity of a strong collaboration between the PR expert and the journalist; 3. Theories regarding the conflictual character of these professional relations; 4. The strong and the weak points of the two domains; 5. The rules imposed on the PR expert to communicate with the media efficiently; 6. Types of PR actions and texts in order to communicate with the press; 7. PR- a strategic mission, including in the relationship with the press; 8. The characteristics and role of a spokesperson; 9. The press release and the backgrounders, two instruments insufficiently exploited within the relationship PR - press; 10. Strategies of communicating with the press in a situation of crisis; 11. Writing an invitation and a letter of motivation. Formulating the viewpoint of the organization. Elaborating and writing the general manager's speech for a press conference. Elaborating and analysing a press release. Organizing a press conference.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: DISCURSIVE TECHNIQUES IN ADVERTISING**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Specialty

**COURSE OBJECTIVE(S):** The analysis of the different types of advertising messages; elaborating advertising strategies.

**COURSE CONTENTS:** The global strategy of the advertising discourse. Communicative models: liniary, modular. Media channels. The significant: iconic, linguistic, mixed (the brand, the slogan, the edited material, the logo). The structure of the advertising script. Lexical creativity. Copy-strategies: techniques of elaborating the advertising message. Advertising rhetoric: *ethos vs. pathos*. Rhetoric figures and semantic figures of speech in advertising slogans. Borrowings from other disTYPE OF COURSEs. Advertising rhetoric. Persuasive techniques in advertising discourse. The mirroring strategy. The strategy of association-making. The strategy of dissociation. The strategy of overcoming. The strategy of authority. The pun. The allusion. Irony.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: VISUAL SEMIOTICS****ECTS CREDITS:** 3**TYPE OF COURSE:** Specialty**COURSE OBJECTIVE(S):** Initiating the students in the semiotic analysis techniques of still advertising images. Identifying and interpreting various types of *semeia* which make up an image.**COURSE CONTENTS:** The image as a sign. The image and semiotic theory. The communicative function of the image. The epistemological and esthetic function of the image. The objectives and methods of analysis (Barthes). Advertising images – prototype images. The rhetoric of the image. Rhetoric and advertising (the analysis of the main figures of speech present in still ad images). The stages of the ad image analysis: the visual message, the iconic message, the linguistic message.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Exam**COURSE TITLE: CRITICAL THINKING****ECTS CREDITS:** 3**TYPE OF COURSE:** Domain course**COURSE OBJECTIVE(S):** Cultivating the abilities of critical thinking.**COURSE CONTENTS:** Formal logic and the theory of argumentation. The theory of argumentation and rhetoric. The notion of argumentation: argumentation vs. demonstration; argumentation vs. explanation. Argumentation as a process: argumentation as a social, intellectual and verbal activity; the defining conditions of the argumentative activity. Types of argumentation: factual theses, evaluative theses, actional theses; monologic and dialogic argumentation; arguments pro and against a case; free argumentation and argumentation with pre-established rules. Argumentative texts: identifying the thesis (or theses) within the argumentative text; the segmentation of the argumentative text into logical units. Polysemy, ambiguity; appealing to definitions in argumentation; using expressive language resources. Logical connectors. Evaluating the argumentation.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Exam**COURSE TITLE: PUBLIC RELATIONS IN POLITICAL ORGANIZATIONS****ECTS CREDITS:** 2**TYPE OF COURSE:** Specialty**COURSE OBJECTIVE(S):** Getting the students acquainted with political organizations PR.**COURSE CONTENTS:** Political communicate – specific elemente. Media management in political organizations. Communication policies in a political organization. Creating and promoting a PR product for a political organization. Political media. The relationships between media

organizations and politicians. Political parties and political communication.

**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Oral examination**COURSE TITLE: PUBLIC RELATIONS IN NON-GOVERNMENTAL ORGANIZATIONS (NGOs)****ECTS CREDITS:** 2**TYPE OF COURSE:** Specialty**COURSE OBJECTIVE(S):** Initiating the students in non-governmental organizations PR**COURSE CONTENTS:** NGOs' external communication – specific elements. Media management in NGOs. Communication policies in a NGO. Creating and promoting a PR product for a NGO.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Oral examination**COURSE TITLE: SECTORAL PUBLIC RELATIONS IN THE DOMAIN OF TOURISM****ECTS CREDITS:** 2**TYPE OF COURSE:** Specialty**COURSE OBJECTIVE(S):** Initiating the students in sectoral public relations in the domain of tourism.**COURSE CONTENTS:** Sectoral public relations – economy. The information flow specific to the domains of services, transportation and tourism. Forms of tourism. Romania's policies and strategies in tourism. Communication policies in a travel agency. Creating and promoting a PR product for a travel agency.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Oral examination**COURSE TITLE: RESEARCH PAPER INTERNSHIP****ECTS CREDITS:** 10**TYPE OF COURSE:** Specialty**COURSE OBJECTIVE(S):** The internship involves guiding the students in the elaboration of the thesis by the coordinator by documenting in libraries and consulting the specialized bibliography.**COURSE CONTENTS:** Elaboration and completion of the paper according to the established plan, of the Specialty bibliography and in accordance with the writing rules of the graduation thesis.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Oral examination

FIELD: COMMUNICATION SCIENCES  
PROGRAMME TITLE: JOURNALISM  
BACHELOR'S DEGREE

1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER

**COURSE TITLE: INTRODUCTION TO COMMUNICATION SCIENCES**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Core

**COURSE OBJECTIVE(S):** Initiating students in communication theory.

**COURSE CONTENTS:** Communication-the difficulties of a definition; etymology; Communication theory or theories; The typology of communication definitions; The model in communication sciences; Communication models, elements of the communication process; The functions of oral communication and the functions of written communication, the axioms of communication; Oral communication and written communication, non-verbal communication; Non-verbal communication functions.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: INTRODUCTION TO PUBLIC RELATIONS**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Domain

**COURSE OBJECTIVE(S):** Knowledge, substantiation and differential application of the domain's principles according to context

**COURSE CONTENTS:** Theoretical and terminological preconditions; Classifications and determinations, types of definitions formulated and accepted by the national and international public relations organizations, including PRSA; Key terms for understanding public relations: deliberation, planning, performance, bilateral communication, public interest, managerial dimension; Relevant concepts in defining public relations; The public. Audience categories (classifications); Organizations (terminological classifications, objectives, evolution, purpose, programs for preparation, accommodation and deepening of the main processes, techniques and organizational policies); Management (types of managerial activities according to the Official Statement of Public Relations); Criteria and benchmarks in public relations; Activities and the component parts of public relations; Public affairs and lobby; Techniques used in public relations (written, verbal, visual) Public relations agencies and departments. The spokesman; Press Office (types of activities, general objectives, functionality). Representative of the press office; Press release. Types of communications.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: MULTIMEDIA**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Domain

**COURSE OBJECTIVE(S):** Acquiring the basic concepts of the field, which can easily be transcribed into the professional environment; Acquiring operating skills with dedicated software applications - InDesign, Photoshop; Ability to design a page, taking into account both the aesthetic and the technical criteria; Ability to evaluate the quality of a design and its impact on the communication of the information contained therein; Acquiring the ability to make decisions about the ethical and deontological character of a product.

**COURSE CONTENTS:** Editorial design. Definition and concepts; Introduction to software applications used in industry. Indesign, QuarkExpress, Pagemaker; Basic principles of design; Using an application. Creating a new page; Importing content on the page; Editing content and objects; Fonts, styles, colors; Layout automation; Creating and using a template; What a successful design means; Case studies; Common mistakes in press design. Case studies; Design principles; Printing technologies; Printing media products: from design to the finished product.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: INTRODUCTION TO POLITICAL SCIENCES**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Complementary

**COURSE OBJECTIVE(S):** Familiarizing students with the main political concepts

**COURSE CONTENTS:** Science and politics/the political; Political power, political authority, political legitimacy, political culture, political regime, political system; Democracy, authoritarianism, totalitarianism; State. Definition. Constituent elements. Types of states; The Constitution; The head of state institution; Legislative power; Executive power; Political parties and party systems; Electoral systems and types of voting; Typology of democratic political regimes; Science and politics/the political; Political power, political authority, political legitimacy, political culture, political regime, political system; Democracy, authoritarianism, totalitarianism.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: MEDIA WRITING SKILLS**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Domain

**COURSE OBJECTIVE(S):** Familiarizing students with the the specificity of the media text

**COURSE CONTENTS:** The mediatic text - microstructure and macrostructure. Introductory

elements; Imperative of Journalistic Discursivity: Coherence, Cohesiveness, Credibility/Acceptability, Concision, Fluency; The peculiarities of media language. Typical press mistakes; Types of journalistic discourse (description, story, explanation, argumentation, injunction, prediction, dialogue, figurative, polemic discourse); Descriptive speech. Basic Descriptive Operations. Discursive exigencies of the descriptive; The Law of Alternation. Descriptive approaches; The speech of media information (narrative constructions); Citation Techniques (Direct Style / Indirect Style); Stages of drafting the journalistic text (from the selection of information to writing the attack); The text of the press release. Long texts. Average texts; News. Structure and language; Building large texts. The information block. Connectors and transition elements; The processes of titration in journalism; Editorial secretariat (principles of editing, paging).  
**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: ROMANIAN BETWEEN NORM AND USAGE**

**ECTS CREDITS:** 3  
**TYPE OF COURSE:** Complementary  
**COURSE OBJECTIVE(S):** Updating the spelling, punctuation and normative grammar knowledge and completing them with the new results obtained by the researches devoted to the most recent phase of contemporary Romanian language.  
**COURSE CONTENTS:** Flexible speech parts: normative aspects; Non-flexible speech parts: normative aspects; Agreement in Romanian; Repetition, pleonasm, tautology; Anacoluthon; The topic in a sentence and a phrase; Direct, indirect speech, directly related, indirectly speech; Dicendi verbs. Nomina dicendi; Elliptical Constructions. Incident constructions.  
**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: ENGLISH**

**ECTS CREDITS:** 3  
**TYPE OF COURSE:** Complementary  
**COURSE OBJECTIVE(S):** Familiarizing students with English conversation techniques  
**COURSE CONTENTS:** Identification of the communication parts: issuer and receiver; Barriers of communication, especially when using a foreign language; Message sending and feedback: Difficult or easy in English?; Functions of oral media communication in English; Communication in English in a small group; Public speaking, mass communication in English; Documentation for a sustained interview in English.  
**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: SPORTS**

**ECTS CREDITS:** 2  
**TYPE OF COURSE:** Complementary  
**COURSE CONTENTS:** Bilateral game: basketball, volleyball, football, table tennis, aerobics – girls; Speed running - starts from different positions; Reacomodation with the basketball; Bilateral game: basketball, volleyball, fotabl, table tennis, aerobics – girls; Repetition and consolidation of exercises practiced in the first semester; Repetition and consolidation of taking the ball, stopping, shooting; Bilateral game: basketball, volleyball, fotabl, table tennis, aerobics – girls; Repetition and consolidation of exercises practiced in the first semester; Technical complexes consisting of dribbling, stops, throws from different positions; Bilateral game: basketball, volleyball, football, table tennis, aerobics – girls; Repetition and consolidation of gymnastics elements practiced in the first semester. Technical complexes – bilateral game: basket; Repetition and consolidation of the long jump focusing on detachment; Repetition and consolidation of the dribbling, long distance throw; Bilateral game: basketball, volleyball, football, table tennis, aerobics – girls; Repetition and consolidation of the long jump focusing on landing; 2-3 player passes with running, dribbling and bouncing shots; Bilateral game: basketball, volleyball, football, table tennis, aerobics – girls; Speed running - Repeatig the accelerator running step; Penalty shos - emphasis on the correctness of the execution; Bilateral game: basketball, volleyball, football, table tennis, aerobics – girls; Speed running – repetition of the speed step. Repetition of penetration and demarcation – basket; Bilateral game: basketball, volleyball, football, table tennis, aerobics – girls Speed running - repeating the down start and the launching from the start; Technical complexes with learned elements – basket; Bilateral game: basketball, volleyball, football, table tennis, aerobics – girls; Speed running – repeating arrival and finish; Technical complexes with learned elements – basket Bilateral game: basketball, volleyball, football, table tennis, aerobics – girls; Control test: 50 m speed running; Bilateral game: basketball, volleyball, football, table tennis, aerobics – girls; Control test: length jump, without upsurge; Bilateral game: basketball, volleyball, football, table tennis, aerobics – girls.  
**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Test

**1<sup>ST</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: INTRODUCTION TO MASS-MEDIA SYSTEMS**

**ECTS CREDITS:** 5  
**TYPE OF COURSE:** Core

**COURSE OBJECTIVE(S):** Knowledge and understanding (knowledge and appropriate use of discipline-specific notions); Understanding and knowing the theories about the effects of mass communication and concepts related to the relationship between society, mass media and public opinion.

**COURSE CONTENTS:** Communication, society and mass culture: Characteristics of mass communication, Typology of press institutions; The economic dimension of the media system: Features of media products, Media and the dual products market, Alternative media funding; Socio-cultural functions of the media: Information function, Interpretation function, Linking function, Cultural function, Entertainment function; The role of the press in society: The authoritarian model, The Communist Model, The liberal model, The Public service model; Effects of mass communication: Forms of exerting the influence of the media, The theories of strong effects, The theories of limited effects, o The theories of weak effects; Mass media and social change: Media is the message, Communication and development, Cultural imperialism, globalism and glocalism; Mass media and the political life: From public space to public opinion, The press as the fourth power; The specificity of political communication

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: RESEARCH METHODS IN SOCIAL SCIENCIES**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Core

**COURSE OBJECTIVE(S):** Familiarizing students with the field of scientific research, with its fundamental concepts, with the theoretical and methodological controversies in communication science.

**COURSE CONTENTS:** Positiveist epistemologies vs. constructivist epistemologies; Qualitative Research vs. Quantitative research in communication sciences; The theoretical and conceptual framework of research; Quantitative research in communication sciences; Samples. Types of samples. Validity; The experiment in communication sciences; The survey poll. Investigation through questionnaire; Designing questionnaires; Audience measurement; Qualitative research in communication sciences; The interview; The focus group; Press monitoring; Mixing methods; Interpretation of qualitative data

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: ETHICS AND LEGISLATION IN THE MEDIA**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Core

**COURSE OBJECTIVE(S):** Acquiring the main concepts, theories and good practices used in media law; Familiarizing with legal thinking.

**COURSE CONTENTS:** Sources of communication law; Communication law as a branch of public law; Principles of communication law; Internal and international legal rules on the right to free expression; Regulatory framework for the access to public information; Specific provisions on the access to the media; Legal rules on audiovisual communication; The National Audiovisual Council [CNA]; The confidentiality of information sources; The right to exclusivity; Legal rules on advertising; Legal rules regarding the respect for human dignity and the right to private image in public communication; Legal rules on the right to give a reply; Legal rules on the right of rectification.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: DATA COLLECTION TECHNIQUES**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Specialization

**COURSE OBJECTIVE(S):** Assimilation of the main techniques and methods of collecting information and acquiring the necessary skills for their application.

**COURSE CONTENTS:** Introductory notions. The journalist's working tools; Event, press release, press bomb; The values of news; Pressures on the process of data collecting; Methods of collecting information. Observing; Methods of collecting information. Interviewing; Journalistic sources. Definition. Typologies; Consultation of physical sources; Online documentation sources; Consultation of human sources; Map of the unexpected. Event and journalistic priorities; Institutional communication. Institutional communication techniques and media.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: CONTEMPORARY ROMANIAN IN THE PRESS**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Complementary

**COURSE OBJECTIVE(S):** Addressing the media discourse from the point of view of functional styles and from the perspective of the defining aspects of contemporary Romanian language.

**COURSE CONTENTS:** Lexical dynamics: derivation, composition and thematic composition, change of grammatical value; Dynamics of meaning: semantic extensions, „determinologization“, semantic disonances; Aspects of English influence: necessary loans, “luxury” loans, the linguistic norm, mistakes in the use of Anglicisms; The linguistic cliché: definition, typology, the semantic figures and their transformation into a cliché; Repetitive structures; pleonasm, tautology; “The poignancy of

orality"; The grammar of the journalistic title; Designation in written press; Classified advertisements; Sports language; Semantic fields of the argon; Ways to express the superlative; Violence of media language; Publications for women: shape and background

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: MASS-MEDIA AND POPULAR CULTURE**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Complementary

**COURSE OBJECTIVE(S):** Knowledge, understanding, explanation and interpretation (for example: knowledge and appropriate use of the notions specific to the subject, explanation and interpretation of ideas, projects, processes, and the theoretical and practical contents of the discipline; The course aims to familiarize students with the main areas of culture and popular thinking; The knowledge of the mytho-symbolic features of popular mentality; Explaining the main relationships between culture and civilization; Interpreting the contribution of folk culture to the development of Romanian national culture

**COURSE CONTENTS:** 6 Definitions of Popular Culture; Classes of popular culture. The difference between the folk culture and folklore; Women's clothing and status; Sport and a new conception of time; Food and feeding; The job of the child. Toy; Popular culture with technical support: movie, advertising spot, CD, internet and social networking; New mythology

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: INTERNSHIP – WRITTEN MEDIA INSTITUTIONS**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Specialization

**COURSE CONTENTS:** Collecting field information. Production and writing of written press materials (applied practice of the journalistic genres discussed at courses)

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: SPORTS**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Complementary

**COURSE CONTENTS:** Bilateral game: basketball, volleyball, football, table tennis, aerobics – girls; Speed running - starts from different positions; Reacomodation with the basketball; Bilateral game: basketball, volleyball, fotabl, table tennis, aerobics – girls; Repetition and consolidation of exercises practiced in the first semester; Repetition and consolidation of taking the ball, stopping, shooting; Bilateral game: basketball, volleyball,

fotabl, table tennis, aerobics – girls; Repetition and consolidation of exercises practiced in the first semester; Technical complexes consisting of dribbling, stops, throws from different positions; Bilateral game: basketball, volleyball, football, table tennis, aerobics – girls; Repetition and consolidation of gymnastics elements practiced in the first semester. Technical complexes – bilateral game: basket; Repetition and consolidation of the long jump focusing on detachment; Repetition and consolidation of the dribbling, long distance throw; Bilateral game: basketball, volleyball, football, table tennis, aerobics – girls; Repetition and consolidation of the long jump focusing on landing; 2-3 player passes with running, dribbling and bouncing shots; Bilateral game: basketball, volleyball, football, table tennis, aerobics – girls; Speed running - Repeatig the accelerator running step; Penalty shos - emphasis on the correctness of the execution; Bilateral game: basketball, volleyball, football, table tennis, aerobics – girls; Speed running – repetition of the speed step.

Repetition of penetration and demarcation – basket; Bilateral game: basketball, volleyball, football, table tennis, aerobics – girls Speed running - repeating the down start and the launching from the start; Technical complexes with learned elements – basket; Bilateral game: basketball, volleyball, football, table tennis, aerobics – girls; Speed running – repeating arrival and finish; Technical complexes with learned elements – basket Bilateral game: basketball, volleyball, football, table tennis, aerobics – girls; Control test: 50 m speed running; Bilateral game: basketball, volleyball, football, table tennis, aerobics – girls; Control test: length jump, without upsurge; Bilateral game: basketball, volleyball, football, table tennis, aerobics – girls.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: ENGLISH**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Complementary

**COURSE OBJECTIVE(S):** Familiarizing students with English conversation techniques

**COURSE CONTENTS:** Identification of the communication parts: issuer and receiver; Barriers of communication, especially when using a foreign language; Message sending and feedback: Difficult or easy in English?; Functions of oral media communication in English; Communication in English in a small group Public speaking, mass communication in English; Documentation for a sustained interview in English.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination



## 2<sup>ND</sup> YEAR, 1<sup>ST</sup> SEMESTER

### COURSE TITLE: INTRODUCTION TO ADVERTISING

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Domain

**COURSE OBJECTIVE(S):** Initiating students in the specifics of advertising;

**COURSE CONTENTS:** Advertising communication; Advertising communication models Persuasive advertising; Mechanical advertising; Suggestive advertising; Projective or integrative advertising; Stereotypes, motivation, attitudes; Advertising strategies; Advertising communication - advertising strategies; Socio-styles in advertising-comparative analysis France-Romania-England; Advertising and lifestyles oriented towards the past; Advertising and lifestyles oriented towards the present; Future-oriented advertising and lifestyles; Advertising and socio-styles

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

### COURSE TITLE: GENRES OF WRITTEN MEDIA

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Specialization

**COURSE OBJECTIVE(S):** Familiarizing students with the specifics of journalistic texts; Acquiring the ability to edit different types of press materials.

**COURSE CONTENTS:** The notion of journalistic genre and the importance of the classification of various types of journalistic texts; The news. Definitions. Typology. Archetypal structures; The news. Structure and news plan; The news. Different facts. The agency news. Differences; The account. Definitions. Typology. Narrative matrix of the narrative; The feature. Definitions. Typology. Writing techniques; The portrait. Definitions. Typology. Stages of achievement: from documentation to drafting; The story. Definitions. Typology; Treating information in the report. Style elements; The interview. Definitions. Typology; The interview. Stages of an interview. Documentation. Sources; Question Typology. The interview in the context of the press conference; The press survey. Definitions. Typology. Techniques for conducting a press investigation; Genres of opinion. The editorial; Other types of opinion: the note, the commentary, the analysis, the press magazine.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

### COURSE TITLE: PHOTOJOURNALISM

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Specialization

**COURSE OBJECTIVE(S):** Knowledge of photojournalism elements, from the point of view of communication, aesthetics and composition of the press photo.

**COURSE CONTENTS:** History of photography History of photojournalism; The construction and

the operating principle of visual aids; The light in photography; Framing and composition of the image; Common mistakes in press photos; General rules on press photo; Types of press photo; Elements of making a photo shot; Elements that attract attention in a press photo; First page photo; Using photo editing programs; Evaluation of photos taken by students during the semester.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

### COURSE TITLE: ONLINE WRITING TECHNIQUES

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Specialization

**COURSE OBJECTIVE(S):** Developing theoretical and practical knowledge of computer use necessary for the conduct of basic journalistic activity.

**COURSE CONTENTS:** Introductory course; Text editing programs: Microsoft Office, OpenOffice, Libreoffice; Data processing programs: Microsoft Excel; Online Social Navigation. Using information from the internet; Searching for information. Using Search Engines for Documentation; Data collection/syndication; Management of information resources; Managing and sharing files; Data backup and synchronization systems; Asynchronous communication; Online discussion groups; Collaborative editing. Google Docs, Microsoft Live; Information Archives - Wikipedia & co; Internet archiving. Archive.org; Multimedia product management systems. Picasa, Flickr, Lightroom.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

### COURSE TITLE: PRESS AGENCIES WRITING TECHNIQUES

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Specialization

**COURSE OBJECTIVE(S):** Acquiring the skills to make materials for the press agency

**COURSE CONTENTS:** Agency text - microstructure and macrostructure. Introductory elements; Composition imperatives: consistency, cohesion, credibility/acceptability, concision, fluency; Narrative constructions Agency drafting protocol (from the selection of information to writing the attack); Types of texts

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

### COURSE TITLE: RADIO GENRES AND TEMPLATES

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Specialization

**COURSE OBJECTIVE(S):** Familiarizing students with the specifics of radio communication

**COURSE CONTENTS:** The characteristics of radio communication; Radio journalistic genres. Overview; Radio journalistic genres. The News; Radio journalistic genres. The note and the story; Radio journalistic genres. The interview; Radio

journalistic genres. The reportage; Radio journalistic genres. The commentary; Radio formats. Overview; Radio formats. Adult Contemporary (AC); Radio formats. Contemporary Hit Radio (CHR); Radio formats. Adult Album Alternative (AAA); Radio formats. Full-service; Radio formats. All-news; Radio formats. Talk radio.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: SOCIAL MEDIA**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Specialization

**COURSE OBJECTIVE(S):** Understanding how social networks work and the opportunities they create for journalists; Using the relationship between journalists and consumers and online social networks for better dissemination of journalistic products; Understanding the social impact of online journalism.

**COURSE CONTENTS:** Introduction. The most important social media channels; Economic implications of the social networks. Social media and its relationship with the social networks; Romanian social networks; Socio-demographic social media globally - and in Romania; Creating and managing a Facebook page; Social media campaigns; Advertising administration; Professional profile management; Social media advantages for journalists; Using social media to disseminate information; Using social media to collect information; Business social networks. LinkedIn; Microblogging. Twitter; Search engines. Crawling and index.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: THE PRESS AND ACTUALITIES**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Specialization

**COURSE OBJECTIVE(S):** Explanation and interpretation of the theoretical and applicative contents of the subject *The press and actualities* in well-defined contexts.

**COURSE CONTENTS:** "There are no facts, only interpretations." The press, the news, and the journalistic "truth." Possible definitions of the perceived reality as a journalistic construct; Actuality, reality, representation and discourse. The obsession of the new. Actuality, modernity and postmodernity; Journalism, a particular form of communication. Revision of the fundamental notions, with reference to the current domain/domains. "The tyranny of communication" (Ignacio Ramonet); Press, its reception and its effects. A theoretical circumscription of reception. Reception as a moment of the communicative process. The mediator function of the press; The polysemy of messages and the variability of reception. Reception - between the decoding mechanism and the

availability of openness to otherness. The benefits and risks of receptivity; The tyranny of the present" (cf. Alina Bârgăoanu) and the effects of the news. "The environment is the message" (McLuhan); Reception, an active and conscious process. Forming appropriate reception skills as a form of resistance to manipulation and propaganda. The Importance of citizen journalism and new communication means; Contemporary myths and their impact on public and media discourse; Topical commentary. Specific strategies in opinion journalism; Topical discourse: dialogue, intertextuality, polemics; Forms of intertextuality and dialogism in the comments of the actuality: the quote / the reported discourse and the; The cliché and the stereotype - their role in configuring the topical discourse; Irony as a dialogical and polemical strategy in opinion articles on topical issues; The polyphony / multivocalism, between conscious strategy and unintentional self-subversion in opinion journalism.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

#### **COURSE TITLE: INTERNSHIP – RADIO STATIONS**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Specialization

**COURSE CONTENTS:** Recorded materials; Writing and production of radio materials (applied practice of the journalistic genres discussed at courses).

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

#### **COURSE TITLE: SPORTS**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Complementary

**COURSE CONTENTS:** Bilateral game: basketball, volleyball, football, table tennis, aerobics – girls; Speed running - starts from different positions; Reacomodation with the basketball; Bilateral game: basketball, volleyball, fotbal, table tennis, aerobics – girls; Repetition and consolidation of exercises practiced in the first semester; Repetition and consolidation of taking the ball, stopping, shooting; Bilateral game: basketball, volleyball, fotbal, table tennis, aerobics – girls; Repetition and consolidation of exercises practiced in the first semester; Technical complexes consisting of dribbling, stops, throws from different positions; Bilateral game: basketball, volleyball, football, table tennis, aerobics – girls; Repetition and consolidation of gymnastics elements practiced in the first semester. Technical complexes – bilateral game: basket; Repetition and consolidation of the long jump focusing on detachment; Repetition and consolidation of the dribbling, long distance throw; Bilateral game: basketball, volleyball, football, table tennis, aerobics – girls; Repetition and consolidation of the long jump focusing on landing; 2-3 player passes with running, dribbling and

bouncing shots; Bilateral game: basketball, volleyball, football, table tennis, aerobics – girls; Speed running - Repeatig the accelerator running step; Penalty shos - emphasis on the correctness of the execution; Bilateral game: basketball, volleyball, football, table tennis, aerobics – girls; Speed running – repetition of the speed step.

Repetition of penetration and demarcation – basket; Bilateral game: basketball, volleyball, football, table tennis, aerobics – girls Speed running - repeating the down start and the launching from the start; Technical complexes with learned elements – basket; Bilateral game: basketball, volleyball, football, table tennis, aerobics – girls; Speed running – repeating arrival and finish; Technical complexes with learned elements – basket Bilateral game: basketball, volleyball, football, table tennis, aerobics – girls; Control test: 50 m speed running; Bilateral game: basketball, volleyball, football, table tennis, aerobics – girls; Control test: length jump, without upsurge; Bilateral game: basketball, volleyball, football, table tennis, aerobics – girls.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

## 2<sup>ND</sup> YEAR, 2<sup>ND</sup> SEMESTER

### COURSE TITLE: INTERNSHIP – TV STATIONS

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Specialization

**COURSE CONTENTS:** Video materials; Writing and producing TV materials (applied practice of the journalistic genres discussed in courses).

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

### COURSE TITLE: JOURNALISM ETHICS

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Domain

**COURSE OBJECTIVE(S):** Acquiring the main concepts, theories and good practices used in Journalism ethics; Familiarizing with journalistic deontological thinking.

**COURSE CONTENTS:** The ethics-deontology report; The concepts of Journalistic Deontology; The necessity of journalistic deontology; The elements of the concept of journalistic deontology; Character: the foundation of deontological behaviour; Functions of journalistic deontology; The ethical principles of journalistic conduct; The Principle of Truth; The principle of respect for the person; The intrusion limit; The principle of public interest; Types of ethical codes; Imposed and freely-consented codes; The Ethics Code of the Journalists in Romania, adopted by the Romanian Press Club.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

### COURSE TITLE: TV GENRES AND TEMPLATES

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Specialization

**COURSE OBJECTIVE(S):** Familiarizing students with the specific of audiovisual communication

**COURSE CONTENTS:** Characteristics of the audiovisual message; Television journalistic genres; Techniques for TV editing; Types of TV shows; Designing the content and structure of a TV show; Techniques specific to the production and presentation of TV shows; TV formats. Overview; TV formats. Informative broadcasts; TV formats. Social issues; TV formats. Shows-debate; TV formats. Entertainment shows; TV formats. Cultural shows; TV formats. Reality shows; TV formats. Talk-shows.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

### COURSE TITLE: HISTORY OF THE PRESS

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Specialization

**COURSE OBJECTIVE(S):** Knowledge, understanding, explanation and interpretation; Knowledge and proper use of media history concepts, media genres; Explaining and interpreting the characteristics of the written and audiovisual media; Familiarization of students with the persuasive and manipulative elements that can arise in communication and journalism; Widening the general culture horizon; The formation of conceptual structures about the press as a social and cultural phenomenon; The development of the spirit of analysis and synthesis.

**COURSE CONTENTS:** Introduction. Motivation, principles, strategies, methodology. From the "ephemeris" to the "leaflets" and "almanacs" (the history of the press from the origins to the 15th century); The first forms of press on the Romanian territory; The first newspapers on the Romanian territory; Gutemberg phenomenon; Press in the 17th century (the fight between censorship and freedom of the press – comparison France, the Romanian Provinces); Press in the 18th century (England – Times, France – L'ami du roi, L'ami du roi, Romanian press types); The conflict between philosophers and journalists (Montesquieu, Diderot, Rousseau, Voltaire) – application in the Romanian space; Provincial press; Fundamentals of the Romanian press; Press – literature relations in the space of Romanian culture (19th century – M. Eminescu, I.L. Caragiale, B.P. Hasdeu); Press – literature relations in the space of Romanian culture (20th century); History of television before and after 1989 in Romania; The history of the radio in Romania; International aspects of the free movement of information

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

### COURSE TITLE: SPORT, MEDIA AND SOCIETY

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Specialization

**COURSE OBJECTIVE(S):** appropriate knowledge and use of the concepts of proximity journalism and sports journalism; explanation and interpretation of the characteristics of sports journalism in the audiovisual; amiliarization of the students with the persuasive and manipulative elements that can arise in communication and journalism; the enlargement of the general culture horizon; the formation of conceptual structures about the press as a social and cultural phenomenon; the development of the spirit of analysis and synthesis.

**COURSE CONTENTS:** The influence of sport on the mass-media, the influence of mass-media on sport; Sports editorial board. The role of the sports editor; Sources – credibility and authority; Reporting and investigation in sports journalism – specifics. Sports feature – constituent elements; Sports news and press photo; Functions of journalistic interview and sports journalism; Sports broadcasts. Sports commentator and sports presenter – associations and dissociations.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: ECONOMIC JOURNALISM AND ANALYSIS**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Complementary

**COURSE OBJECTIVE(S):** Creating the skills and abilities needed to conduct specific mass-media activities in the economic field;

**COURSE CONTENTS:** Documentation. Practical application: Identification and use of documentation sources; Journalistic text with economic content. Practical application: analysis on different journalistic texts; Journalistic speech of economic profile. Practical application: analysis on different journalistic texts; Identification of journalistic genres used in economic journalism; Economic journalism – elaboration of articles with economic content.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: MARKETING**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Complementary

**COURSE OBJECTIVE(S):** To familiarize students with marketing strategies and concepts.

**COURSE CONTENTS:** The role of marketing in companies and in society; to help increase the company by creating a high value for customers; make the company responsible in the long run to the community, the whole society and the environment. Marketing specific activities: Presentation; Marketing concepts in contemporary companies: Volume? Quality? Sales? Customer satisfaction?; Analysis of the company's marketing environment. Marketing microenvironment and

macroenvironment: suppliers, interest groups, customers, economic, demographic, technological, ecological, legislative, cultural environment; Marketing research: Research plan; data collection techniques; quantitative and qualitative data analysis methods; experimentation methods; report on research. Marketing information systems; Strategic marketing planning: creating and maintaining a balance between the company's objectives, market resources and opportunities.

Methods of strategic analysis of the company's activity; Elaboration of the strategic plan on four strategic levels: the entire company, divisions, strategic units and, respectively, brands; Customer behaviour analysis:

Patterns of behaviour; Purchase decision process; Segmentation of the market. Criteria and methods of segmentation of the market; Product policy. Product life cycle. Research and development of the new product; Product strategies according to the stages of the life cycle. Product placement strategies on the market; Price. The objectives of the price policy. The price and the constraints of the price legislation. Price policies: penetration policy and "sourcing" policy; Product distribution. Choice of distribution channels.

Management and control of distribution channels; Marketing communication. Mechanisms of the communication process. The mix of marketing communication: advertising, sales promotion, sales force, direct marketing, public relations

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: NATIONAL AND INTERNATIONAL PRESS AGENCIES**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Specialization

**COURSE OBJECTIVE(S):** To familiarize students with the way in which media institutions function; to define mediatic terms; the phases of planning and achievement of the activities in a media institution; to develop abilities to obtain information; to demonstrate the ability to transform the information into news; to identify the components of the agency's materials; to know and acquire the specific qualities of the press agency correspondents; to develop abilities of rapid editing of the news.

**COURSE CONTENTS:** Introductory notions. The beginnings of press agencies; Evolution of press agencies; Presentation of the main agencies and products generated by them; Types of agencies. National and zonal agencies. Image agents. Specialized agencies; Activity in the press agency. Specific features. Organization and functioning, structures and posts; Genres of journalism and products in press agency; Editors' attributions. Editor in the central structure of the agency. The role of the desk. Accreditations and correspondents.

**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: SPORTS**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Complementary

**COURSE CONTENTS:** Bilateral game: basketball, volleyball, football, table tennis, aerobics – girls; Speed running - starts from different positions; Reacomodation with the basketball; Bilateral game: basketball, volleyball, fotbal, table tennis, aerobics – girls; Repetition and consolidation of exercises practiced in the first semester; Repetition and consolidation of taking the ball, stopping, shooting; Bilateral game: basketball, volleyball, fotbal, table tennis, aerobics – girls; Repetition and consolidation of exercises practiced in the first semester; Technical complexes consisting of dribbling, stops, throws from different positions; Bilateral game: basketball, volleyball, football, table tennis, aerobics – girls; Repetition and consolidation of gymnastics elements practiced in the first semester. Technical complexes – bilateral game: basket; Repetition and consolidation of the long jump focusing on detachment; Repetition and consolidation of the dribbling, long distance throw; Bilateral game: basketball, volleyball, football, table tennis, aerobics – girls; Repetition and consolidation of the long jump focusing on landing; 2-3 player passes with running, dribbling and bouncing shots; Bilateral game: basketball, volleyball, football, table tennis, aerobics – girls; Speed running - Repeatig the accelerator running step; Penalty shos - emphasis on the correctness of the execution; Bilateral game: basketball, volleyball, football, table tennis, aerobics – girls; Speed running – repetition of the speed step. Repetition of penetration and demarcation – basket; Bilateral game: basketball, volleyball, football, table tennis, aerobics – girls Speed running - repeating the down start and the launching from the start; Technical complexes with learned elements – basket; Bilateral game: basketball, volleyball, football, table tennis, aerobics – girls; Speed running – repeating arrival and finish; Technical complexes with learned elements – basket Bilateral game: basketball, volleyball, football, table tennis, aerobics – girls; Control test: 50 m speed running; Bilateral game: basketball, volleyball, football, table tennis, aerobics – girls; Control test: length jump, without upsurge; Bilateral game: basketball, volleyball, football, table tennis, aerobics – girls.

**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Test

**3<sup>RD</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: ONLINE MEDIA PRODUCTION**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Specialization

**COURSE OBJECTIVE(S):**

**COURSE OBJECTIVE(S):** Familiarizing students with new communication and information environments and the ability to use them professionally: internet, blogs, social networks, news aggregators, online platforms.

**COURSE CONTENTS:** Internet, technology, virtual communication. Terminology and definitions; New media. The old media; Internet model: from one to many, from many to many; Web 2.0. Mobile internet; The theory of media convergence; Optimization of search engine titles and texts; Social media as a tool for journalism – Facebook; Social media as a tool for journalism – Twitter, LinkedIn; News aggregators and aggregation technologies; Blogging and microblogging; Multimedia and interactive applications; Useful on-line platforms for investigation; Internet law; Ethics of the online environment.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: POLITICAL COMMUNICATION AND JOURNALISM**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Specialization

**COURSE OBJECTIVE(S):** Acquiring the ability to define the central concepts of the subject addressed in the field of political journalism; Knowledge of the basic typologies of political organizations and institutions.

Ability to identify public communication strategies addressed by political actors in social and electoral situations; To identify the basics of the electoral system; To know the principles of structuring an electoral strategy.

**COURSE CONTENTS:** Political journalism – theoretical considerations; Ethics of the political journalist; Mass communication – political instrument; The role of the press and of the political journalism; Political communication and the role of the media in relation to politics; Political marketing – notions, definitions; Manipulating the political message; Press conflict – Power – Opposition; Genres in political journalism; The electoral campaign; Opinion polls; The political blog; The political news in the tabloid media – television and print; Political discourse in the press.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: RADIO PRODUCTION**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Specialization

**COURSE OBJECTIVE(S):** Familiarizing students with the specifics of radio communication

**COURSE CONTENTS:** The main functions of the radio. The characteristics of the radio compared to other media channels; Radio news. Qualities and

features of radio news; Radio news. Structuring and editing radio news. Hierarchization of news in newsletter; Note and narration. Features and ways of drafting. Reporting with the insert; Interview – Investigational conversation. Types of interview, ways of structuring and specific approach. Types of questions; Reportage. Definition and circumscription of radio reportage in the framework of journalistic genres; Types of radio reporting. Ways of approaching and drafting of radio reportage; Documentary. Ways of designing, structuring and editing the radio documentary; Investigation. Ways of structuring and drawing up radio surveys; Show. Types of radio shows (radio programs); Show. Determining the content, structure and summary of a radio show; Show. Conceiving the show performer and comprehension; Techniques for presenting radio programmes; Classification and structure of radio music formats; Conceiving the programme grid of a radio station.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: TV PRODUCTION**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Specialization

**COURSE OBJECTIVE(S):** Familiarizing students with the specifics of audiovisual communication

**COURSE CONTENTS:** The specific nature of television in the mass-media galaxy. Picture-text-music – complementarity and simultaneity; TV news. Typology of television news; TV news. Features and values of TV news. TV news structure; The narrative. The defining elements of the narrative. Structure and way of writing the television story; Live narrative (stand-up) – a test for the TV reporter. Techniques of design and actual realization; Television interview – features. Types of TV interview; Question Plan for a TV interview. Pre-elaborate questions and plan changes during the interview; Non-verbal communication during a TV interview. Mimic and gesture notions; TV reportage. Specificity of television reportage. Designing, structuring and editing TV reportage; TV documentary. Conceiving and editing the television documentary. Specific implementation techniques; TV talk-show. Ways to design and achieve. Choice of themes and guests; Other types of television journalists: commentary, review, pamphlet, survey, press magazine; Types of TV shows. Designing the content and structure of a TV show; Techniques specific to the production and presentation of TV shows.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: WRITTEN PRESS PRODUCTION**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Specialization

**COURSE OBJECTIVE(S):** Knowledge of the principles, mechanisms and techniques of the production process in written press.

**COURSE CONTENTS:** General management notions. The importance of journalism management; Mass communication. Media institutions (specific, organization, decision, flow of information); Organization of mass media units; Strategic thinking in the management of the press institutions; Types of press materials (by type and by institution); Rules for editing press materials (composition, language, based on type and institution); Notion of professional ethics. Freedom of the press. Rights and obligations of the journalist; Planning of current activities and management of strategies within the media companies; The newspaper – a communication project (reality, context, message); Management specifics in audiovisual media; Valorisation and development of organizational culture through managerial activity; Decision-making – an essential factor of management in journalism; Designing the informational system in mass media; Information manipulation and media structures.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: RADIO WORKING TECHNIQUES**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Specialization

**COURSE OBJECTIVE(S):** Familiarizing students with the specifics of radio communication

**COURSE CONTENTS:** Exercises to identify the linguistic phenomena specific to radio communication; Making original texts where the editing rules specific to radio communication are applied; Making original radio materials in which to apply the principles of radio communication; Making original radio shows

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: SOCIAL JOURNALISM**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Specialization

**COURSE OBJECTIVE(S):** Knowledge and understanding of the basic concepts of the specialization

**COURSE CONTENTS:** Social journalism. Terminological delimitations; Public policies and the role of the press in Romania; Social policies and the role of the press in Romania; Civic journalism and the new roles of the journalist in contemporary society; Subdomains of social journalism; Choice of subjects in social journalism and types of texts; Education and education in the press. Selection of topics. Sources. Documentation; Environment and ecology. Selection of topics. Sources. Documentation; Civic journalism and local public administration Niche press and assertion of identity

through mass media in the era of globalization; Social reportage. Characteristics.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: NARRATIVE JOURNALISM**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Specialization

**COURSE OBJECTIVE(S):** Assimilation of several non-fiction writing techniques

**COURSE CONTENTS:** Theoretical circumstances; Subjectivity and authenticity processes; Key-concepts of narrative journalism; Fiction and non-fiction. Limits of discursivity; Narrative structures and perspectives; Large texts; Cyberspace and new narrative possibilities; Memorial writing; Diary writing; Travel notes.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**3<sup>RD</sup> YEAR, 2<sup>ND</sup> SEMESTER**

#### **COURSE TITLE: TV WORKING TECHNIQUES**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Specialization

**COURSE OBJECTIVE(S):** Familiarizing students with the specifics of audiovisual communication

**COURSE CONTENTS:** Exercises for identifying and using the editing techniques specific to the audiovisual communication; Making original texts in which to apply the principles of the descriptive and the narrative; Making original texts where the editing rules specific to audiovisual communication apply; Making original TV material (news, reportages, interviews, etc.)

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: DATA JOURNALISM**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Specialization

**COURSE OBJECTIVE(S):** Providing students with the ability to filter, analyze and interpret large volumes of information, public data. Developing the ability to bring the structure and logic of hard to understand information and to present consumers with relevant information in an explicit and understandable format.

**COURSE CONTENTS:** Definitions and concepts: data journalism. Data and 21st century; Introduction to structured data; Combining data sets; Analysis of data sets; Understand the data; Viewing results; Charts and cartography; Infographics and complex visualizations.; Excel: data entry, basic functions, data views Google Fusion, Google Refine: cleaning data sets and their interpretation; Table: data views; ArcGIS: map creation; Success examples.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: HEALTH JOURNALISM**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Specialization

**COURSE OBJECTIVE(S):** Creating the skills and abilities needed to conduct specific medical mass media activities.

**COURSE CONTENTS:** Theoretical and historical circumstances; European health policies; Romanian health policies; Health system and economic implications; Access to health services; Editorial production in the medical field; Text and medical subject. Linguistic and comprehensive barriers; Medical news; Medical narrative; Press design in health journalism; Legal and deontological norms; Health and mass media policies

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: OPINION PRESS**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Specialization

**COURSE OBJECTIVE(S):** Familiarizing with the type of argumentative writing

**COURSE CONTENTS:** Subjectivity and objectivity – discursive poles of journalism; Opinion – the avatars of a concept; Argumentation techniques in journalistic writing; Persuasion techniques; Editorial – definitions, typology, implementation techniques; Commentary. Bookmarks. Chronicle and analysis. Secondary opinion types

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: CULTURAL JOURNALISM**

**ECTS CREDITS:** 3

**SEMESTER:** 2

**TYPE OF COURSE:** specialization

**COURSE OBJECTIVE(S):** Initiation in the values, structure, practices and techniques specific to journalism

**COURSE CONTENTS:** Elements of general aesthetics. The relationship between production and reception; Elements of general aesthetics. The arts system; Cultural institutions; The genres of cultural journalism (synopsis); Cultural journalism in the written press; Radio-TV cultural journalism.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: JOURNALIST INVESTIGATION AND INQUIRY**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** specialization

**COURSE OBJECTIVE(S):** Familiarizing students with the most important moments in the process of searching, identifying and capitalizing on information, which for some reason are hidden.

**COURSE CONTENTS:** Investigative journalism. Methodological explanations; Investigative



journalism. Historical circumstances; Typology of journalistic investigation; Stages of journalistic investigation; Particularities of documentation in the investigation; Methods of journalistic investigation; Key-interview. Preparation and checking; Journalistic inquiry, border type; Typology of investigations; Portrait – a species of journalistic investigation Drawing up and publishing the text of the investigation.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: RADIO AND TV DEBATES**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Specialization

**COURSE OBJECTIVE(S):** Familiarizing students with the specifics of radio-TV debates

**COURSE CONTENTS:** Introductory notions. From news to debate and vice versa; Choosing the theme for the debate/talk show; Selection of interlocutors and public participation; Themes and stakes in the TV debate; Effective management of televised debate; Constants and variables in the conduct of the radio-TV debates; Debate vs. talk show. Similarities and differences; The history of the talk show; Two decades of talk show in Romania; The radio talk show and the television talk show. Specificities, similarities, differences; From talk show to reality show; The question plan and the proposed objectives. Interviewing techniques.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: MEDIA DISCOURSE ANALYSIS**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Specialization

**COURSE OBJECTIVE(S):** Identification and use of language, methodologies and specialized knowledge in the field of stylistics and media rhetoric.

**COURSE CONTENTS:** (Con)textual of the media after December 22, 1989. Journalism; Circumscribing the mass-media in relation to language. Virtues and servitudes of written, audio, visual media speech; Means of reading (reception) of the text (speech). Style. Styles. Transitive style, reflexive style. Stylistic functionalities: scientific, philosophical, artistic. Factual, documentary, journalistic style; Methods of analysis. Theories of language. Plurality and interdisciplinarity of languages. Languages: economic, political, civic, cultural, artistic, sports, etc. Language as a psychological, ethnic, sociological representation; Language(s) as a system of grammatical signs (lexical, morphosyntax, meaning). Word (phonetic, graphic). Statement. Paragraph. Fragment. Semiotics. Structurality. Peirce. Saussure. Speech acts (John Austin): locutionary, illocutionary, perlocutionary; Speech theories. Definitions and terminology. Documentary discourse (journalistic),

fictional (literary) discourse. Speech and text. Discursive pluralism: political, media, civic. Imagological discourse. Promotional speech; Personalities and idioms in today's Romanian journalism; Species (types) derived from journalistic discourse (language): news; Editorial; Investigation; Interview; Reportage.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: AUDIO-VIDEO MONTAGE**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Specialization

**COURSE OBJECTIVE(S):** Presentation of the theoretical concepts regarding the audio-video montage and development, through practical exercises, of the students' ability to process raw multimedia materials.

**COURSE CONTENTS:** Characteristics of the audio signal. Digital audio digitization; Digital audio signal processing; Audio storage formats; Nonlinear audio montage.; Audacity audio processing environment; Acquisition and conversion of audio signal using soundboard or using other processing methods; Noise reduction filters and sound processing methods in Audacity; Characteristics of the video signal. Digital video digitization; Primary digital processing of the video signal; Work in the studio. Image, light and sound; Video storage formats. Nonlinear video editing; Video capture boards and computer integration. Acquisition of analog vs. digital image; Video editing and montage programmes – VirtualDub, Adobe Premiere; Montage, the place where the news takes the final form; Completion of news produced by students.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: RESEARCH PAPER INTERNSHIP**

**ECTS CREDITS:** 10

**TYPE OF COURSE:** Specialization

**COURSE OBJECTIVE(S):** The internship involves guiding the students in the elaboration of the thesis by the coordinator by documenting in libraries and consulting the specialized bibliography.

**COURSE CONTENTS:** Elaboration and completion of the paper according to the established plan, of the specialty bibliography and in accordance with the writing rules of the graduation thesis.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**FIELD: EDUCATION SCIENCES**  
**PROGRAMME TITLE: PEDAGOGY OF PRIMARY AND PRE-SCHOOL AND EDUCATION (CRAIOVA AND CENTRE OF DROBETA-TURNU SEVERIN)**  
**BACHELOR'S DEGREE**

**1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: FUNDAMENTALS OF PEDAGOGY**

**ECTS CREDITS: 4**

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** Raising students' awareness and their understanding of different concepts and theories in the field of *Pedagogy*; Familiarising students with the specialised pedagogical language by defining the fundamental concepts/notions of pedagogy; Reflective approach to the identification of previous connections between the dimensions, forms and functions of education; proper use of the concepts and theories specific to the subject of Pedagogy; Developing collaborative competences, active participation and involvement to solve borderline education-related situations; Application of appropriate research methods to analyse educational phenomena; Compliance with professional deontology norms based on explicit value options; Team-work spirit development to solve different learning tasks; application of specific methods to improve personal and professional development plans.

**COURSE CONTENTS:** Pedagogy as science; Education - the field of study of pedagogy; Legitimacy and normativity in education; Pedagogical research; Teaching staff roles and competences.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: FUNDAMENTALS OF PSYCHOLOGY**

**ECTS CREDITS: 4**

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** Raising students' awareness and their understanding of different concepts within the field of Psychology as a science and the issue of psychological crisis situations, main theories and models of psychological understanding of the individual as actor involved in the educational management; Acquisition, understanding, and reflective thinking of general psychology-oriented research approaches to understand the human psyche; developing psychology-related research competences to analyse the human psyche; Acquisition of field-related knowledge to study the psychology of abyssal structures and psychoanalysis - a key factor in discovering individuals accomplishment possibilities on a social, professional, and cultural level; Developing of active strategies to secure feed-back.

**COURSE CONTENTS:** Introduction to Psychology; The education process; Psychological mechanisms

and conditions in school education. Effective school learning laws and application models to education and training; Skills development - facilitating factor for school training; Knowledge and psychological characterisation of students' personality.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: CURRICULUM THEORY AND METHODOLOGY**

**ECTS CREDITS: 4**

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** Familiarising students with the interpretation of conceptual curriculum analysis models; developing analysis competences applied to curriculum design models; acquisition of active strategies to secure effective and continuous feedback; Identifying real-life situations to apply curriculum theories; Applying specific design models to develop curricula; Specialised competences training to draft and use curriculum documents while developing analysis and evaluation of curriculum output; compliance with the professional deontology norms (teacher's code of ethics), based on explicit value options; Team-work spirit development to solve different learning tasks; application of specific methods to improve personal and professional development plans.

**COURSE CONTENTS:** 1. Conceptual approaches in the analysis of the curriculum; 2. Structural analysis of the educational curriculum; 2.1. Deliverables of the educational process; 2.2. Curricular CONTENTS; 2.3. The role of other components of the curriculum: training strategies, training intervals, evaluation strategies; 3. Educational curriculum analysis processual perspective; 3. Curriculum design; 3.2. Curriculum implementation; 3.3. Curriculum evaluation; 4. Perspectives on curriculum output; 4.1. Main curricular products: curricula, alternative resource books; 4.2. Auxiliary curriculum products; 4.3. The teacher's competencies and attributions in the evaluation, selection and design of curricular documents

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: CONTEMPORARY ROMANIAN I**

**ECTS CREDITS: 4**

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** Applicable knowledge and understanding of concepts; Theoretical framing and interpreting of the subject content in well-defined contexts; Critical and analytical thinking and the acquisition of the specific conceptual and methodological apparatus; Design and evaluation of specific practical activities; Effective application of research methods, techniques and tools; Increased awareness and positive attitudes towards the field of language theory; Fostering a scientific

environment centred on values, democratic relationships and scientific probity; optimal and creative use of students' potential in scientific activities; Raising students' awareness and receptivity as to actively engage them in the long-life professional development process by assimilating methods and techniques specific to linguistic theory.

**COURSE CONTENTS:** Romanian language macro-system and diasystem; The phonological and grammar system; The lexical system.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: ROMANIAN LITERATURE**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** Customisation of an operative terminological and conceptual apparatus applied to the field of Romanian literature; Framing literature study outcomes, strategies and contents conveyed in the primary and pre-school education; Developing the didactic strategy competence; In-depth knowledge of fundamental elements in literature didactics; updating of previous literary theory knowledge; Familiarising students with classics literary works; developing critical and creative thinking skills to approach classics literary works classics; Adequate knowledge and understanding of the specificity of literature for children, genes and species.

**COURSE CONTENTS:** Introductory Course: Trends and Tendencies in the Second Half of the 19th Century. The era of our great classics. Classicism and Junimism features. Titu Maiorescu and Maiorescianism; Mihai Eminescu's work (overview); I. Creanga's work (overview); The work of I.L.Caragiale (overview); The work of Ioan Slavici (overview); The work of B. St. Delavrancea (overview); The work of M. Sadoveanu (overview).

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: MATHEMATICS - PRIMARY AND PRE-SCHOOL EDUCATION I**

**ECTS CREDITS:** 3

**SEMESTER:** I

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** Applicable knowledge and understanding of concepts; Theoretical framing and interpreting of the subject content in well-defined contexts; Critical and analytical thinking and the acquisition of the specific conceptual and methodological apparatus; Acquisition of active strategies to secure effective and continuous feed-back; Design and evaluation of specific practical activities; The application of research methods, techniques and tools; The application self-assessment learning methods; Compliance with

professional deontology norms based on explicit value options;

**COURSE CONTENTS:** Cognitive thinking, stages of thinking: Concept, content, sphere. Classification of notions. Operations with notions. Elements of bivalent logic. Sentences. Reasoning. General laws of logical thinking; Sets. Sets of numbers. Operations with sets. Properties of sets operations. The characteristic function of a set. Properties. Elements of mathematical logic. Logical operations. Logica quantifiers. Logical predicates. Binary relations. Relationships of order. Relationships of equivalence.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: ENGLISH (FIELD-RELATED/SPECIALISATION)**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Optional, elective

**COURSE OBJECTIVE(S):** Applicable knowledge and understanding of concepts; Rising awareness on the concepts and the phenomenon of globalization and its consequences in terms of education, as well as the role of the English in this process of globalization; Acquisition of feasible techniques to solve different types of lexical and grammatical exercises (Error correction, Gap Filling, Multiple Choice, Word building) and related tasks; Developing language communicative skills (listening; reading comprehension; inferential mechanisms for contextual sense detection; various functional styles writing skills; etc.); Design and evaluation of specific practical activities; Raising students' awareness and receptivity as to actively engage them in the long-life professional development process by assimilating methods and techniques specific to English language.

**COURSE CONTENTS:** Personal data. Personal Relationships. Careers. Our home. At the restaurant. At the bank. Means of transport: underground, bus, taxi, train, airplane. The travel agency. Leisure time activities. Health and hygiene. Sports. Hobbies and pastime activities. Company management and hierarchy. Taking photos.

**LANGUAGE OF INSTRUCTION:** Romanian/ English

**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: FRENCH (FIELD-RELATED/SPECIALISATION)**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Optional, elective

**COURSE OBJECTIVE(S):** Applicable knowledge and understanding of French-related concepts and theories; Development of critical analysis applied to evaluation models of educational programs; Acquisition of active strategies to secure effective and continuous feed-back; Appropriate use of concepts and theories specific to the field of French language; The application self-assessment learning

methods; Comparative analysis of strategies and implementation models for educational projects; Compliance with professional deontology rules based on explicit value options.

**COURSE CONTENTS:** Historique de la didactique du FLE - L'introduction : méthode / méthodologie; La préhistoire de la didactique : les méthodologies traditionnelles et naturelles; La méthodologie de « la méthode directe; La méthodologie active; La méthodologie audio-orale; La méthodologie Structuro-globale audio-visuelle (SGAV); L'approche communicative; L'approche actionnelle.  
**LANGUAGE OF INSTRUCTION:** Romanian/French  
**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: PEDAGOGICAL PRACTICE - PRE-SCHOOL EDUCATION**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** Identification and analysis of curriculum elements based on the carried out activities, structural and procedural approaches; Familiarising students with the specialised pedagogical language by defining fundamental concept/ notions of pedagogy; Implementing models analysis of the curriculum reform directions and strategies, The provisions of the curricular regulatory documents; Development of pedagogic practice-related competences and abilities: analysis, explanation, evaluation, interpretation as integrative approaches for the adaptation, reconstruction, design, implementation and evaluation of the curriculum; Strengthening assessment and interpretation competences related to child behaviour analysis as to outline strategic and pedagogical directions applied to the psychological development of preschool children; Compliance with professional deontology rules based on explicit value options; Team-work spirit development to solve different learning tasks; Application of specific methods to develop personal and professional development plans; Raising critical awareness to education-related issues via academic debates.

**COURSE CONTENTS:** Design of practice activities; introducing the school and class; specific curriculum analysis; critical analysis of the activities carried out; development of a pedagogical practice portfolio; cumulative analysis and presentation of the pedagogical practice portfolio.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: PEDAGOGICAL PRACTICE - PRIMARY EDUCATION**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** Identification and analysis of curriculum elements based on the carried out activities, structural and procedural approaches;

Familiarising students with the specialised pedagogical language by defining fundamental concept/ notions of pedagogy; Implementing of specific analysis models of the curriculum reform directions and strategies, the provisions of the curricular regulatory documents; Development of pedagogic practice-related competences and abilities: analysis, explanation, evaluation, interpretation as integrative approaches for the adaptation, reconstruction, design, implementation and evaluation of the curriculum; Strengthening assessment and interpretation competences related to child behaviour analysis as to outline strategic and pedagogical directions applied to the psychological development of preschool children; Compliance with professional deontology rules based on explicit value options; Team-work spirit development to solve different learning tasks; Application of specific methods to develop personal and professional development plans; raising critical awareness to education-related issues via academic debates.

**COURSE CONTENTS:** Design of practice activities; Introducing the school and class; Specific curriculum analysis; Critical analysis of the activities carried out; Development of a pedagogical practice portfolio; Cumulative analysis and presentation of the pedagogical practice portfolio.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: SPORTS**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Compulsory, elective

**COURSE OBJECTIVE(S):** Acquisition of minimal sports terminology regarding rules and regulations, practice methods, parameters, dosing, hygiene, physiology of physical effort, planning and effects of various body training, notions of tactics; Acquisition of active strategies to secure effective and continuous feed-back; Facilitating harmonious physical development by constantly acting on the proportionality of muscle groups, preventing the installation of deficient attitudes and correcting physical deficiencies signalled in the segments and the spine; Compliance with professional deontology rules (teacher's code of ethics) based on explicit value options; Team-work spirit development to solve different learning tasks; Application of specific methods to improve personal and professional development plans.

**COURSE CONTENTS:** Complex corrective practice with prophylactic character; Skills. Bilateral sports games; Speed control. Bilateral sports games; Bilateral sports games; Resistance; Bilateral sports games. Force.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** A/R

**COURSE TITLE: INTRODUCTION TO SPECIAL PSYCHO-PEDAGOGY****ECTS CREDITS:** 4**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** Raising students' awareness on the importance of psycho-pedagogy within the general framework of the educational process; Knowledge and understanding of the different concepts of psycho-pedagogy as a science and psycho-pedagogical crisis situations, main theories and models of psychological understanding of psychophysical peculiarities of individuals with special educational needs as an integrative factor of special educational management; Acquiring, understanding, explaining and interpreting main psychological research approaches applied to the analysis of different categories of individuals with special needs; Appropriate use of specific concepts and theories applied to the subject of Psycho-pedagogy; The identification of real-life situations of psychological and educational nature and the application of specific field-related theories and methodologies as to adapt the objectives, methods and means of education to special educational requirements.

**COURSE CONTENTS:** Conceptual approaches to special Psycho-pedagogy; The dynamics of mental development of preschool and school children; Children with learning difficulties.

**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Written examination**COURSE TITLE: INFORMATION AND COMMUNICATION TECHNOLOGIES (FIELD-RELATED)****ECTS CREDITS:** 4**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** Applicable knowledge and understanding of different concepts and theories in the field of Information Technology - fundamental concepts, evaluation models and ICT teaching strategies; Developing analytical and critical thinking of the curriculum reform directions and strategies; Acquisition of active strategies for achieving a continuous and continuous feed-back; Appropriate use of field-related concepts and theories; identifying real-life managerial and educational situations as to apply field-related theories and methodologies; Appropriate application/development of ICT assessment tools; The application self-assessment learning methods; comparative analysis of strategies and implementation models for educational projects; Compliance with professional deontology rules based on explicit value options.

**COURSE CONTENTS:** Information and communication technologies; 2. Main tools and technological resources applied to the design and dissemination of educational documents; ICT applications in project development, online learning platforms.

**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Written examination**COURSE TITLE: EARLY EDUCATION****ECTS CREDITS:** 4**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** Acquisition of main theories applied to education, customised contents, the curriculum and the main methodological guidelines specific to Early Education; Application of specialized, psycho-pedagogical and methodological knowledge, as well as methods and tools to evaluate, record, analyse and communicate the results of the evaluation within the design process of the instructive-educational activities in pre-school and primary education; Assisting individual development and social skills of young children/ pupils by implementing effective rules to protect physical and mental health and safety of each preschool child/school pupil/pupil, as appropriate,

**COURSE CONTENTS:** Defining Early Education; Research studies within the field of young and pre-school age; Normative references and principles of early education programs; knowledge of pre-school child; Self-image and self-confidence; Special educational requirements for preschool children; Educational partnerships for the preschool age.

**LANGUAGE OF INSTRUCTION:** Romanian**COURSE TITLE: CONTEMPORARY ROMANIAN II****ECTS CREDITS:** 3**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** Applicable knowledge of the basic operational notions of the discipline to develop a terminological and conceptual apparatus operating in the study of norms/deviations; In-depth knowledge of the standard-literary variant of contemporary Romanian, based on field-related mainstream literature; Appropriate use of methods to understand and analyse theoretical texts; judicious correlation of the elements defining the units of the language, in a dynamic system, subject to permanent renewal; Increased awareness and positive attitudes towards the field of language theory; Fostering a scientific environment centred on values, democratic relationships and scientific probity; Optimal and creative use of students' potential in scientific activities; Raising students' awareness and receptivity as to actively engage them in the long-life professional development process by assimilating linguistic norms.

**COURSE CONTENTS:** Accurate contemporary Romanian - functional reality and prescriptions; Language as academic model. Literary Romanian; Functional style; Accurate - technical term;

Normativity. Ways of enacting. Recent Orthographic Reforms. Initiative, debate, reaction; Dynamics and normalization; Core of the model and marked outlets; Excessive normative discourse; Motivation of norms and regulatory criteria; Language structure and categories of rules; Written language and spoken language; "Antagonist" rules; Exclusive rules of the spoken language.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: MATHEMATICS - PRIMARY AND PRE-SCHOOL EDUCATION II**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** Applicable knowledge and understanding of concepts; Theoretical framing and interpreting of the subject content in well-defined contexts; critical and analytical thinking in the assimilation of the specific conceptual and methodological apparatus; Acquisition of active strategies to secure effective and continuous feedback; Design and evaluation of specific practical activities; The application of research methods, techniques and tools; the application self-assessment learning methods; Compliance with professional deontology norms based on explicit value options; Team-work spirit development to solve different learning tasks; Application of specific methods to improve personal and professional development plans; Developing empathetic behaviour.

**COURSE CONTENTS:** Functions; Injective, surjective and bijective functions; Monotony of functions; Elementary functions

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: ROMANIAN LITERATURE FOR CHILDREN**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** Applicable knowledge and understanding of concepts; Theoretical framing and interpreting of the subject content in well-defined contexts; Critical and analytical thinking in the assimilation of the specific conceptual and methodological apparatus; Design and evaluation of specific practical activities; The application of research methods, techniques and tools; Increased awareness and positive attitudes towards the field of language theory.

**COURSE CONTENTS:** Featuring children's literature; Lyric genre (overview); Epic genre (overview); Short stories (overview); Legend (overview); Feeria, Dramatic poetry and Drama (overview); Revision.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: PEDAGOGICAL PRACTICE - PRE-SCHOOL EDUCATION**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** Identification and analysis of curriculum elements based on the carried out activities, structural and procedural approaches; Familiarising students with the specialised pedagogical language by defining fundamental concept/ notions of pedagogy; Implementation models analysis of the curriculum reform directions and strategies, the provisions of the curricular regulatory documents; Development of pedagogic practice-related competences and abilities: analysis, explanation, evaluation, interpretation as integrative approaches for the adaptation, reconstruction, design, implementation and evaluation of the curriculum; Strengthening assessment and interpretation competences related to child behaviour analysis as to outline strategic and pedagogical directions applied to the psychological development of preschool children; Compliance with professional deontology rules based on explicit value options; Team-work spirit development to solve different learning tasks; Application of specific methods to develop personal and professional development plans; Raising critical awareness to education-related issues via academic debates.

**COURSE CONTENTS:** Design of practice activities; Introducing the school and class; Specific curriculum analysis; Critical analysis of the activities carried out; Development of a pedagogical practice portfolio; Cumulative analysis and presentation of the pedagogical practice portfolio.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: PEDAGOGICAL PRACTICE - PRIMARY EDUCATION**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** Identification and analysis of curriculum elements based on the carried out activities, structural and procedural approaches; Familiarising students with the specialised pedagogical language by defining fundamental concept/ notions of pedagogy; Implementation models analysis of the curriculum reform directions and strategies, the provisions of the curricular regulatory documents; development of pedagogic practice-related competences and abilities: analysis, explanation, evaluation, interpretation as integrative approaches for the adaptation, reconstruction, design, implementation and evaluation of the curriculum; Strengthening assessment and interpretation competences related to child behaviour analysis as to outline strategic and pedagogical directions applied to the psychological development of preschool children;

Compliance with professional deontology rules based on explicit value options; Team-work spirit development to solve different learning tasks; Application of specific methods to develop personal and professional development plans; Raising critical awareness to education-related issues via academic debates.

**COURSE CONTENTS:** Design of practice activities; introducing the school and class; Specific curriculum analysis; critical analysis of the activities carried out; Development of a pedagogical practice portfolio; Cumulative analysis and presentation of the pedagogical practice portfolio.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: ENGLISH (FIELD-RELATED/SPECIALISATION)**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Optional, elective

**COURSE OBJECTIVE(S):** Applicable knowledge and understanding of concepts; Rising awareness on the concepts and the phenomenon of globalization and its consequences in terms of education, as well as the role of the English in this process of globalization; Acquisition of feasible techniques to solve different types of lexical and grammatical exercises (Error correction, Rephrasing, Gap Filling, Multiple Choice, Word building) and related tasks; Developing language communicative skills (listening; reading comprehension; Inferential mechanisms for contextual sense detection; Various functional styles writing skills; etc.); Design and evaluation of specific practical activities; Raising students' awareness and receptivity as to actively engage them in the long-life professional development process by assimilating methods and techniques specific to English language; Fostering a scientific environment centred on values, democratic relationships and scientific probity; Optimal and creative use of students' potential in scientific activities

**COURSE CONTENTS:** Interpersonal communication; Profession and career; The educational system; Environment Protection; Media; Health and illness; Public and private services; Warnings and advices; Cultural offers; Leisure time activities; Youth and society.

**LANGUAGE OF INSTRUCTION:** Romanian/ English

**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: FRENCH (FIELD-RELATED/SPECIALISATION)**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Optional, elective

**COURSE OBJECTIVE(S):** Applicable knowledge and understanding of French-related concepts and theories; Development of critical analysis applied to evaluation models of educational programs; Acquisition of active strategies to secure effective

and continuous feed-back; Appropriate use of concepts and theories specific to the field of French language; The application self-assessment learning methods; comparative analysis of strategies and implementation models for educational projects; Compliance with professional deontology rules based on explicit value options; Developing empathetic and helping-based behaviours.

**COURSE CONTENTS:** Jean Piaget - Psychologie et épistémologie (L'épistémologie génétique; De la psychologie génétique à l'épistémologie; Nécessité et signification des recherches comparatives en psychologie génétique; Le mythe de l'origine sensorielle des connaissances scientifiques; Du rapport des sciences avec la philosophie; Classification des disciplines et connexions interdisciplinaires); Jean Piaget - Le structuralisme (Introduction et position de problèmes; Les structures mathématiques et logiques; Les structures physiques et biologiques; Les structures psychologiques; Le structuralisme linguistique; L'utilisation des structures dans les études sociales; Structuralisme et philosophie).

**LANGUAGE OF INSTRUCTION:** Romanian/ English

**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: CHILD PROTECTION AND ASSISTANCE**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Elective, specialisation

**COURSE OBJECTIVE(S):** Rising students' awareness on the relationship between society, family and children; Critical thinking and interpretation of special regulations on child rights protection; Featuring the role of the social environment in developing children's personality; Identification of the social factors that can cause problems in the physical or mental development of children; Appropriate use of field-related concepts and theories; child protection and children rights; Developing cooperation competences, active participation in discussions, involvement in solving education-related specific issues; Training of field-related competences to apply pedagogical theories as to solve education-related specific situations; The use of appropriate research methods to analyse educational phenomena; compliance with professional deontology rules based on explicit value options; Team spirit development to solve different learning tasks.

**COURSE CONTENTS:** Introduction to Child Assistance and Protection; Child protection and fundamental human rights; Child assistance and protection within and outside the family; Special measures to secure child protection; The influence of the social environment on the development of the children's personality; Child assistance and protection via psycho-pedagogical means; Effects of special child protection measures; School as an assistance environment and social protection;



Assistance and child protection against exploitation and abuse; Methods and techniques to prevent child exploitation. Psycho-pedagogic interventions against child abuse and physical or psychological exploitation.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: ETHICS AND PEDAGOGICAL DEONTOLOGY**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Elective, specialisation

**COURSE OBJECTIVE(S):** Framing the main research directions within the field of Ethics and pedagogical deontology; Familiarising students with specialised pedagogical language by defining the basic concepts/notions related to specific activities in the field of pedagogical ethics and deontology; Training students' communication competences and skills to initiate and maintain fair relationship with all participants within the educational landscape; Critical thinking on the role of pedagogical ethics and deontology; Profiling the modern teacher: motivations and responsibilities.

**COURSE CONTENTS:** Ethics as the philosophical discipline of morality; Categories of Ethics; Social Morality; Fundamentals of social morality in education; The moral virtue in education; The moral duty of the educator; Deontology and Ethics of Authority; Featuring deontology; Deontology and pedagogy. The Deontological Code of the Teacher; Pedagogical requirements in deontological education of teachers; Subjectivism and subjectivity in evaluation

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: SPORTS**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Compulsory, elective

**COURSE OBJECTIVE(S):** Acquisition of minimal sports terminology regarding rules and regulations, practice methods, parameters, dosing, hygiene, physiology of physical effort, planning and effects of various body training, notions of tactics; Acquisition of active strategies to secure effective and continuous feed-back; Facilitating harmonious physical development by constantly acting on the proportionality of muscle groups, preventing the installation of deficient attitudes and correcting physical deficiencies signalled in the segments and the spine; Compliance with professional deontology rules (teacher's code of ethics) based on explicit value options; Team-work spirit development to solve different learning tasks; Application of specific methods to improve personal and professional development plans.

**COURSE CONTENTS:** Complex corrective practice with prophylactic character; Skills. Bilateral sports games; Speed control. Bilateral sports games;

Bilateral sports games; Resistance; Bilateral sports games. Force.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** A/R

**2<sup>ND</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: THEORY AND METHODOLOGY OF INSTRUCTION**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** Applicable knowledge and understanding of different concepts and theories in the field of teaching training theory and methodology; Familiarising students with specialized pedagogical language by defining the basic concept /notions; Systemic and homodynamic analysis (and other approaches) of the educational process; identification and analysis of contemporary teaching methodology trends; Applying appropriate teaching strategies, methods and techniques at the level of learning units; the use of specific forms of organisation at the level of learning units; Designing teaching and educational activities specific to preschool and primary education; compliance with professional deontology rules based on explicit value options; team-work spirit development to solve different learning tasks; application of specific methods to improve personal and professional development plans.

**COURSE CONTENTS:** Introduction to teaching training theory and methodology; The education process; Didactic strategies; Forms of education organization; Designing instructional and educational activities; Didactic communication; The system of teaching principles.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: THEORY AND METHODOLOGY OF EVALUATION**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** Appropriate and logical use of concepts and theories specific to the Theory and Practice of Evaluation; developing specific competences to analyse evaluation strategies and methodologies; Acquisition of active strategies to secure effective and continuous feed-back; Developing assessment and evaluation competences to improve/optimize customised training programmes and the learning process; Applying self-assessment learning methods; compliance with professional deontology rules (teacher's code of ethics) based on explicit value options; Team-work spirit development to solve different learning tasks; Application of specific methods to develop personal and professional development plans; Developing empathetic and helping-based behaviours.

**COURSE CONTENTS:** Classical and modern approaches to education evaluation; Evaluation functions and strategies; Education outcomes: situations and forms of evaluation; The aim of education evaluation; Educational evaluation operations; Evaluation methodology; Distortions in the appreciation of education results. Deontology in the evaluation process.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: DEVELOPMENTAL PSYCHOLOGY**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** Framing the main theoretical approaches to human development; Raising students' awareness on the main paradigms, trends and directions within the field of Developmental Psychology; Critical thinking and analysis of the issue of the psychological development the matrix and education-related aspects; Competence training of specialized psychological language, defining the basic concepts of Developmental Psychology; Identification of real-life situations to apply concrete psychological intervention on the psychic development of schoolchildren; Comparative analysis to better understand the psychological and behavioural identity of each target age; Compliance with professional deontology rules (the teacher's code of ethics), based on explicit value options, specific to a future teacher; Team spirit development to solve different learning tasks; Application of specific methods to increase personal and professional development;

**COURSE CONTENTS:** Introduction to Developmental Psychology Definition. The concept of mental development; Theoretical Perspectives on Human Development. Periodicity of human development; Early development of the child: prenatal period; Physical and mental development in the first three years of life; First childhood (3-6 years); Middle childhood (6-11 years).

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: ROMANIAN LANGUAGE TEACHING METHODOLOGY – PRIMARY SCHOOL**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** Appropriate use of the terminological and conceptual apparatus that operates in the study of Romanian Language Teaching Methodology; Overview of Linguistic and Literary Concepts, Strategies and Contents applied in the Primary School; Developing didactic strategies and competences; Design and evaluation of specific practical activities; the use of investigative and enforcement methods, techniques and tools; Appropriate use of methods to understand and

analyse a theoretical text; Judicious correlation of the fundamental elements of language and literature didactics; fostering a scientific environment centred on values, democratic relationships and scientific probity

**COURSE CONTENTS:** Romanian Language Teaching Methodology. The communicative-functional model; Language and child development. The peculiarities of young children; Romanian language and literature lesson in primary school. Typology and design; Methods applied to Romanian language and literature lessons in the primary cycle; Reading skills development - from letters to sentences; Fundamental aspects of writing acquisition; Romanian language texts in the primary cycle - typology and approaches; Developing writing skills in the primary cycle; Language lexical features – as analysis system and enrichment of individual repertoire; Grammar concepts addressed in the primary cycle; Raising students' awareness on contemporary accurate communications in Romanian; Simultaneous teaching : Romanian language and literature.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: MATHEMATICS TEACHING METHODOLOGY IN PRIMARY SCHOOL**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** Appropriate knowledge and understanding of different concepts/theories/principles /methods /algorithms and computing procedures harmonised with the contents of elementary mathematics; developing correct, rapid and appropriate applicative skills; Appropriate, correct, rapid and consistent use of different concepts/theories/principles/ algorithms/methods/techniques and computing procedures harmonised with the contents of elementary mathematics; self-evaluation methods to improve professional development; comparative analysis of variants and their implementation; Compliance with professional deontology rules based on explicit value options; Team-work spirit development to solve different learning tasks; application of specific methods to develop personal and professional development plans.

**COURSE CONTENTS:** The method of synthesis. The method of analysis. Analytical-synthetic methods; Graphic or figurative methods; The method of reducing to absurd. False hypothesis method; Drive Reduction Method. The method of bringing the same term of comparison; The reverse thinking method; Intermediate Results Method; Issues of dividing a number into direct and inverse proportions. Problems of finding two numbers when knowing their amount and difference; the amount or difference and their ratio; The rule of three. The

rule of three composed; Problems with percentages and interest. Mixed problems; Motion issues; Problems solved using the box principle; Algebra methods. Average computing issues; Non-standard problems; Elements of geometry

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: PEDAGOGICAL PRACTICE - PRE-SCHOOL EDUCATION**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** Identification and analysis of curriculum elements based on the carried out activities, structural and procedural approaches; Familiarising students with the specialised pedagogical language by defining fundamental concept/ notions of pedagogy; Implementation models analysis of the curriculum reform directions and strategies, the provisions of the curricular regulatory documents; Development of pedagogic practice-related competences and abilities: analysis, Explanation, evaluation, interpretation as integrative approaches for the adaptation, reconstruction, design, implementation and evaluation of the curriculum; Strengthening assessment and interpretation competences related to child behaviour analysis as to outline strategic and pedagogical directions applied to the psychological development of preschool children; Compliance with professional deontology rules based on explicit value options; Team-work spirit development to solve different learning tasks; Application of specific methods to develop personal and professional development plans; Raising critical awareness to education-related issues via academic debates.

**COURSE CONTENTS:** Design of practice activities; Introducing the school and class; Specific curriculum analysis; Critical analysis of the activities carried out; Development of a pedagogical practice portfolio; Cumulative analysis and presentation of the pedagogical practice portfolio.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: PEDAGOGICAL PRACTICE - PRIMARY EDUCATION**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** Identification and analysis of curriculum elements based on the carried out activities, structural and procedural approaches; Familiarising students with the specialised pedagogical language by defining fundamental concept/ notions of pedagogy; Implementing specific analysis models of the curriculum reform directions and strategies, the provisions of the curricular regulatory documents; Development of pedagogic practice-related competences and

abilities: analysis, explanation, evaluation, interpretation as integrative approaches for the adaptation, reconstruction, design, implementation and evaluation of the curriculum; Strengthening assessment and interpretation competences related to child behaviour analysis as to outline strategic and pedagogical directions applied to the psychological development of preschool children; Compliance with professional deontology rules based on explicit value options; team-work spirit development to solve different learning tasks; Application of specific methods to develop personal and professional development plans; Increasing critical awareness to education-related issues via academic debates.

**COURSE CONTENTS:** Design of practice activities; Introducing the school and class; Specific curriculum analysis; Critical analysis of the activities carried out; Development of a pedagogical practice portfolio; Cumulative analysis and presentation of the pedagogical practice portfolio.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: THE PHILOSOPHY OF EDUCATION**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Elective, specialisation

**COURSE OBJECTIVE(S):** Identification of the main research directions in the field of the *Philosophy of Education*; Practice of communication skills and fair relationship with all participants in the educational act; Featuring the specific nature of the Philosophy of Education; Profiling the modern teacher: motivations and responsibilities.

**COURSE CONTENTS:** The Philosophy of Education: the science of education; Discourse in the Philosophy of Education; Man - culture - education; Classical highlights in the Philosophy of Education; Education and freedom nowadays; Education and ideology; Human Rights Philosophy.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: COMPARATIVE PEDAGOGY**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Elective, specialisation

**COURSE OBJECTIVE(S):** Appropriate knowledge and understanding of different basic pedagogical concepts, the main theories and models of comparative analysis of education; Developing critical and comparative analysis competences applied to educational systems; Acquisition of active strategies to secure effective and continuous feedback; Appropriate use of the concepts and theories specific to Comparative Pedagogy; Analysis and evaluation of educational aptitudes, by reference to the comparative education methodology; The application self-assessment learning methods; Compliance with the professional deontology

norms (teacher's code of ethics), based on explicit value options; Team-work spirit development to solve different learning tasks; application of specific methods to improve personal and professional development plans.

**COURSE CONTENTS:** The origins and the contemporary status of comparative education; Comparative education methodology; Comparative Analysis of Educational Policies and Educational Systems.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: EDUCATIONAL SOCIOLOGY**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Elective, specialisation

**COURSE OBJECTIVE(S):** Appropriate knowledge and understanding of different concepts and theories in the field of sociology of education; Comparative analysis of the main sociological theories of education; Familiarising students' with the specialized pedagogical language by defining the fundamental concepts/notions of the sociology of education; Appropriate use of field-related concepts and theories within in the field of *Educational Sociology*. Developing cooperation competences to increase students' active participation and their involvement to solve some social-related issues that may occur throughout the process of education. Compliance with professional deontology rules based on explicit value options; Team spirit development to manage different learning tasks.

**COURSE CONTENTS:** Introduction to the study of sociology of education; Research approaches to sociology of education; Sociological theories about education; Educational Institutions and Social Development; Education vs. social problems; Social dimensions of the class of students; Teaching staff status and professionalization: primary and preschool educators.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: ALTERNATIVE EDUCATION**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Elective, specialisation

**COURSE OBJECTIVE(S):** Applicable knowledge and understanding of different concepts and theories in the field of educational alternatives; Comparative analysis of the main educational alternatives; Familiarising students with the specialised pedagogical language by defining the fundamental concept /notions of different pedagogical alternatives; Appropriate use of field-related concepts and theories within the field of *Alternative education*; Developing cooperation competences to increase students' active participation and involvement to solve some social-related issues, which may occur throughout the process of

education; Compliance with professional deontology rules based on explicit value options; Team spirit development to manage different learning tasks.

**COURSE CONTENTS:** Introduction to educational alternatives; Montessori Educational Alternative; *Step by step* Educational alternative; Freinet Educational alternative; Waldorf Educational Alternative; Other educational alternatives. Critical analysis of alternative pedagogical systems.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: SPORTS**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Compulsory, additional

**COURSE OBJECTIVE(S):** Acquisition of minimal sports terminology regarding rules and regulations, practice methods, parameters, dosing, hygiene, physiology of physical effort, planning and effects of various body training, notions of tactics; Acquisition of active strategies to secure effective and continuous feed-back; Facilitating harmonious physical development by constantly acting on the proportionality of muscle groups, preventing the installation of deficient attitudes and correcting physical deficiencies signalled in the segments and the spinee; Compliance with the professional deontology norms (teacher's code of ethics), based on explicit value options; Team-work spirit development to solve different learning tasks; application of specific methods to improve personal and professional development plans.

**COURSE CONTENTS:** Group/class organisation; Remote *Oina*-throwing. Bilateral games. Bilateral sports games; Speed. Bilateral sports.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** A/R

**2<sup>ND</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: EDUCATIONAL RESEARCH METHODOLOGY**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** Framing the main trends in research in education, design, implementation and evaluation of pedagogical research; Acquisition of active strategies to secure effective and continuous feed-back; Appropriate use of specific concepts and theories applied to Educational Research Methodology; Identification of real-life educational situations that can be solved via pedagogical research activities; Compliance with the professional deontology norms (teacher's code of ethics), based on explicit value options; Team-work spirit development to solve different learning tasks; application of specific methods to develop personal and professional development plans; developing empathetic and helping-based behaviours.

**COURSE CONTENTS:** The status and role of pedagogical research; The process of pedagogical research. The research project; The methodology of pedagogical research; Research output capitalisation. The deontology of research; Research and innovation in the educational process  
**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: THE PSYCHOLOGY OF EDUCATION**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** Applicable knowledge and the understanding of different concepts in the field of the Psychology of Education. Application of the main theories and models of teaching and learning to assess pupils' personality, as a factor actively involved in the educational instructive process; Acquisition, understanding, explaining and interpreting the general problems of psychological research of the educational process and of the instructive-educational process; Implementation of evaluation models to develop psychologically-based educational projects, specific to the curriculum field, as related to teaching-learning, behavioural and educational activities.

**COURSE CONTENTS:** Conceptual approaches to Education Psychology; Motivation psychology and learning activity; Learning, behaviour, communication.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: THE PEDAGOGY OF PRE-SCHOOL AND PRIMARY EDUCATION**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** Applicable knowledge and the understanding of different concepts in the field of pedagogy of primary and preschool education; Critical thinking and analysis of psycho-pedagogical core research dimensions in the field of primary and school education; the design of teaching and educational activities specific to pre-school and primary education; In-depth analysis of a specific curriculum and specific customisation strategies applied to specific instructive-educational situations.

**COURSE CONTENTS:** The challenges of postmodern education and perspectives of educational analysis in terms of pedagogy of pre-school and primary education; Curricula specificities in terms of primary and preschool pedagogy; Activities specific to primary education; Assessment technologies in pre-school and primary education; Educational counselling for pre-school and schoolchildren.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: CLASS/GROUP MANAGEMENT**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** applicable knowledge and understanding of different concepts in the field of Educational Management, main theories and managerial models; Developing analytical competences of educational management models, institutional development strategies applied to classroom management; Acquisition of active strategies to secure effective and continuous feedback; Appropriate use of field-related concepts and theories within the field of *Educational Management*; Developing specific skills and competences to develop projects, institutional development programmes, educational marketing plans in compliance with the endorsed structures, while increasing individual managerial creativity; Developing critical analysis competences related to various managerial styles, identifying values and boundaries. Adopting and training particular manifestations of various managerial styles in class leadership, pedagogical practice; Team spirit development to manage different learning tasks.

**COURSE CONTENTS:** Educational management - introductory notions; The status of the school as an organization; Strategies and tools in class/ group management; Professor-manager. Teacher's managerial activities; The school class: a socio-educational group.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: LANGUAGE AND COMMUNICATION TEACHING METHODOLOGY (PRE-SCHOOL AND PRIMARY EDUCATION)**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** Appropriate use of a terminological and conceptual apparatus operating in the study of Language and Communication Teaching Methodology. Framing the aims, strategies and contents of Language and Communication Teaching Methodology in pre-school education; Competence developing to train teaching strategy; Developing group management skills in pre-school education; Transfer and mediation of oral or written messages in communication situations; Continuous assessment of students on the basis of weekly practice tasks (topics to be debated, papers); Continuous updating of professional knowledge; Raising students' awareness to develop aesthetic sensitivity.

**COURSE CONTENTS:** Particularities of pre-school education; Teaching Methodology design: from concept to approach; Experimental activities applied to the field of language and communication; Group management in pre-school education; Assessment of experimental activities applied to the field of language and

communication; Profiling the preschool teacher / the teacher's participation to the long-life professional development.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: PEDAGOGICAL PRACTICE - PRE-SCHOOL EDUCATION**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** identification and analysis of curriculum elements based on the carried out activities, structural and procedural approaches; Familiarising students with the specialised pedagogical language by defining fundamental concept/ notions of pedagogy; Implementing specific analysis models of the curriculum reform directions and strategies, the provisions of the curricular regulatory documents; development of pedagogic practice-related competences and abilities: analysis, explanation, evaluation, interpretation as integrative approaches for the adaptation, reconstruction, design, implementation and evaluation of the curriculum; strengthening assessment and interpretation competences related to child behaviour analysis as to outline strategic and pedagogical directions applied to the psychological development of preschool children; compliance with professional deontology rules based on explicit value options; team-work spirit development to solve different learning tasks; application of specific methods to develop personal and professional development plans; raising critical awareness to education-related issues via academic debates.

**COURSE CONTENTS:** design of practice activities; introducing the school and class; specific curriculum analysis; critical analysis of the activities carried out; development of a pedagogical practice portfolio; cumulative analysis and presentation of the pedagogical practice portfolio.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: PEDAGOGICAL PRACTICE - PRIMARY EDUCATION**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** Identification and analysis of curriculum elements based on the carried out activities, structural and procedural approaches; Familiarising students with the specialised pedagogical language by defining fundamental concept/ notions of pedagogy; Implementing specific analysis models of the curriculum reform directions and strategies, the provisions of the curricular regulatory documents; Development of pedagogic practice-related competences and abilities: analysis, explanation, evaluation, interpretation as integrative approaches for the

adaptation, reconstruction, design, implementation and evaluation of the curriculum; Strengthening assessment and interpretation competences related to child behaviour analysis as to outline strategic and pedagogical directions applied to the psychological development of primary school children; Compliance with professional deontology rules based on explicit value options; team-work spirit development to solve different learning tasks; application of specific methods to develop personal and professional development plans; Raising critical awareness to education-related issues via academic debates.

**COURSE CONTENTS:** Design of practice activities; Introducing the school and class; specific curriculum analysis; Critical analysis of the activities carried out; Development of a pedagogical practice portfolio; Cumulative analysis and presentation of the pedagogical practice portfolio.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: INTERCULTURAL EDUCATION**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Elective, specialisation

**COURSE OBJECTIVE(S):** Applicable knowledge and understanding of different concepts and values in the field of intercultural communication, of the main theories and models of intercultural education analysis; Developing analytical competences to investigate different project models and intercultural education programmes; Acquisition of active strategies to secure effective and continuous feedback; Appropriate use of field-related concepts and theories within the field of *Intercultural education*; Compliance with the professional deontology norms (teacher's code of ethics), based on explicit value options; Team-work spirit development to solve different learning tasks; Application of specific methods to develop personal and professional development plans.

**COURSE CONTENTS:** Educational Approach to Cultural Diversity; The European dimension of intercultural education; The intercultural curriculum

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: NON-FORMAL EDUCATION AND COMMUNITY DEVELOPMENT**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Elective, specialisation

**COURSE OBJECTIVE(S):** Applicable knowledge and understanding of different concepts in the field of non-formal education and community development; Critical thinking and analysis of the general psycho-pedagogical research perspectives in the fields of non-formal education and community development; The design of teaching approaches and instructive-educational activities specific to non-formal education and community

development; Specific curricula analysis in terms of non-formal education and community development.

**COURSE CONTENTS:** The Challenges of Postmodern Education and analysis perspectives of non-formal education and community development; Specific curricula to the fields of non-formal education and community development; Strategies, methods and training techniques in the fields of non-formal education and community development; Educational counseling for non-formal education and community development.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: SPORTS**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Compulsory, additional

**COURSE OBJECTIVE(S):** Acquisition of minimal sports terminology regarding rules and regulations, practice methods, parameters, dosing, hygiene, physiology of physical effort, planning and effects of various body training, notions of tactics; Acquisition of active strategies to secure effective and continuous feed-back; Facilitating harmonious physical development by constantly acting on the proportionality of muscle groups, preventing the installation of deficient attitudes and correcting physical deficiencies signalled in the segments and the spinee; Compliance with the professional deontology norms (teacher's code of ethics), based on explicit value options; Team-work spirit development to solve different learning tasks; application of specific methods to improve personal and professional development plans.

**COURSE CONTENTS:** Group/class organisation; Remote *Oina*-throwing. Bilateral games. Bilateral sports games; Speed. Bilateral sports.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** A/R

**3<sup>RD</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: HISTORY OF EDUCATIONAL IDEAS/PARADIGMS**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory, fundamentală

**COURSE OBJECTIVE(S):** Applicable knowledge and understanding of different concepts and theories in the field of Pedagogy History; Comparative analysis of the main educational alternatives; Familiarising students with the specialised pedagogical language by defining the fundamental concept /notions of different pedagogical alternatives; Appropriate use of field-related concepts and theories within the field of *Pedagogy History*; Developing of specific competences/abilities as to apply pedagogical theoretical models in solving various educational situations; Using appropriate research methods to analyse particular educational phenomena;

Compliance with professional deontology rules based on explicit value options; Team spirit development to manage different learning tasks.

**COURSE CONTENTS:** Education in Antiquity (I); Education in Antiquity (II); Middle Ages, Humanism and Renaissance; Education in the Modern Age (I); Education in the Modern Age (II); Postmodernism; Critical analysis of historical pedagogical theories.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: EDUCATIONAL AND SOCIAL POLICIES**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** Framing the main research directions in the field of Educational and Social Policies; Familiarising students with specialised pedagogical language by defining the fundamental concepts/concepts of different activities in the field of Educational and Social Policies; Developing interpersonal communication skills and to initiate and maintain fair relationships with all participants in the educational process; Developing students' critical thinking on educational and social policies; Profiling the modern teacher: motivations and responsibilities.

**COURSE CONTENTS:** Educational policies; Categories of Educational Policies; Social Morality; Fundamentals of social morality in education; The moral virtue in education; The moral duty of the educator; Deontology and Ethics of Authority; Fundamentals of deontology; Deontology and pedagogy. Teachers' Deontological Code; Pedagogical requirements in deontological education of teachers; Subjectivism and subjectivity in evaluation.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: SCIENCES AND SCIENCES TEACHING METHODOLOGY (PRIMARY AND PRE-SCHOOL EDUCATION)**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** Applicable and understanding of the different concepts and theories in the field of Mathematics; Acquisition of with fundamental concepts, evaluation models and strategies of mathematics teaching in primary and pre-school education; Developing analytical skills to design evaluation models of educational programs; Acquisition of active strategies to secure effective and continuous feed-back; Appropriate use of field-related concepts and theories; Identifying real-life managerial and educational situations as to apply field-related theories and methodologies; appropriate application/development of Mathematics assessment tools; the application self-assessment learning methods; comparative analysis



of strategies and implementation models for educational projects; Compliance with professional deontology rules based on explicit value options; Team spirit development to manage different learning tasks.

**COURSE CONTENTS:** The psycho-pedagogical fundamentals of Mathematics teaching in pre-school education; National Curriculum for Mathematics for Pre-school Education; Types and forms of organisation of mathematical activities; Methods and procedures applied to mathematical activities; Teaching resources specific to mathematical activities; Mathematical didactic games; Evaluation in pre-school education; The psycho-pedagogical and methodological basis in the formation of the notion of natural number.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: MAN AND SOCIETY TEACHING METHODOLOGY (PRIMARY AND PRE-SCHOOL EDUCATION)**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** Featuring and investigating main motivations of the *Man and Society* syllabus; The analysis of the cognitive, axiological and attitudinal characteristics promoted by the syllabus *Man and Society*; Applying principles, models and methods to real-life situations; Developing multidisciplinary research skills and competences; Establishing the principle of reciprocity and interconnection of actions and events in pre-school education.

**COURSE CONTENTS:** The role of the individual in the society; Human rights; Tolerance; Society vs Society; The role of the pupil in the society; The role of the teacher in the society; The role of the school in the society; Pre-school integration into society.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: THE PSYCHO-PEDAGOGY OF THE GAME**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** Applicable knowledge and understanding of different concepts and theories within the field of the Psycho-pedagogy of the Game; Compliance with official curriculum documents for the design of educational activities; Using appropriate methods and tools to outcome evaluation; Compliance with professional deontology rules based on explicit value options; Team-work spirit development to solve different learning tasks; application of specific methods to improve personal and professional development plans.

**COURSE CONTENTS:** The Game - psychological and pedagogical valences; Classification of games;

Structure and types of play activities performed in pre-school education; Design and development of sciences-related games; Game play in speech development and other instructional-educational activities; The methodology of adjacent activities (views, auditions, sitting); Playing during school.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: PEDAGOGICAL PRACTICE - PRE-SCHOOL EDUCATION**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** Introducing students to the main activities carried out by pre-school teachers; Teaching staff job description; Analysis of the main curricular documents; Design of the necessary tools applied to pre-school teaching; Compliance with professional deontology rules based on explicit value options; Team spirit development to manage different learning tasks.

**COURSE CONTENTS:** Introduction to education institutions (Normal/afterschool schedule kindergartens), i.e. the study of educational management documents; Active participation to educational activities, lessons taught by practice tutors and colleagues; Delivery of 3 lessons in partnership or individually, the design of different types of activities; Performing school activities; Design and development of extracurricular activities; Curriculum study in Pre-school Education.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: THE MANAGEMENT OF EDUCATIONAL PROGRAMMES AND PROJECTS**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Elective, specialisation

**COURSE OBJECTIVE(S):** Appropriate knowledge and

understanding of the different concepts in the field of The Management of Educational Programmes and Projects, the main theories and design models and the project cycle management; Developing analytical competences applied to project design and management models in the field of educational projects; Appropriate use of field-related concepts and theories in the field of *The Management of Educational Programmes and Projects*; Identification of real-life managerial and educational situations, and implementing the appropriate theories and methodologies specific to project design and management; Application of specific methods to develop a personal and professional development plan.

**COURSE CONTENTS:** Conceptual approaches to management via educational projects; Managerial milestones in the field of educational projects; Managerial operational strategies and tools specific to different types of educational projects.

**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: PSYCHO-PEDAGOGIC ASSISTANCE OF GIFTED CHILDREN**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Elective, specialisation

**COURSE OBJECTIVE(S):** Acquisition of the main theories within the field of education, specific contents and curricula; Applicable knowledge of the main methodological guidelines specific to the disciplines of Special Psycho-Pedagogy; Application of specialised, psycho-pedagogical and methodological knowledge, as well as methods and tools for evaluation, recording, analysis and communication of the results of the evaluation in the realisation of the instructive-educational activities within the field of psycho-pedagogy of excellence; Developing skills/competences as to apply pedagogical theoretic strategies to solving specific educational situations; Customisation of teaching strategies and teaching methods, applied to specific organisation forms of the instructive-educational process addressing to gifted children, capable of high performance by accelerating in-depth study in multiple forms, setting up groups or special classes and differentiated and individualized study modules.

**COURSE CONTENTS:** Excellent ability. Conceptual delimitations.

Talent, Gifting, High Skills; Contemporary theories and models of superior endowment; Characteristics of gifted children; The issue of identifying gifted children; Differentiated and personalized curricula; Psycho-pedagogical counselling of gifted children.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: HISTORY AND HISTORY TEACHING METHODOLOGY**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** Appropriate use of specialised language to design specialised knowledge teaching activities; The practice of democratic attitudes and actions; Resorting lifelong learning resources; Applicable knowledge of basic notions of history and practical training; Applying contemporary main teaching and learning to deliver interactive history lessons; Appropriate methods and techniques to evaluate pupils' outcomes.

**COURSE CONTENTS:** What is history ?; The role and the importance of the history teacher; History Syllabus; History Resource Books; Alternative methods for history teaching: museums, excursions, interviews; The History Lab; Sources and resources in history; Evaluation within the discipline of history; The role of events; The role of personalities; History and the Society; How do we learn history?

**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Written examination

**3<sup>RD</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: INTEGRATION AND INCLUSION AT YOUNG AGES (EARLY EDUCATION AND PRIMARY EDUCATION)**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** Raising students' awareness on the importance of *integration* and *inclusion* of young children within the general framework of the educational process; applicable knowledge and understanding of the different concepts of *inclusion*. Featuring t main theories and models of psychological understanding applied to the psychophysical particularities of people with special educational needs, as a factor involved in special educational management; Appropriate use of field-related concepts and theories within the filed of *Integration and inclusion at younger ages*; Identification of real-life situations of psychological and educational nature as to apply appropriate theories and methodologies specific to the discipline, in order to adapt the objectives, methods and means of education to the educational needs of pupils with special educational needs.

**COURSE CONTENTS:** Introduction to *Integration and Inclusion at Younger Ages*; The dynamics of mental development of preschool and school children; Students with special educational needs.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: PEDAGOGICAL PRACTICE – PRIMARY EDUCATION**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** : identification and analysis of curriculum elements based on the carried out activities, structural and procedural approaches; Familiarising students with the specialised pedagogical language by defining fundamental concept/ notions of pedagogy; Implementing of specific analysis models of the curriculum reform directions and strategies, the provisions of the curricular regulatory documents; development of pedagogic practice-related competences and abilities: analysis, explanation, evaluation, interpretation as integrative approaches for the adaptation, reconstruction, design, implementation and evaluation of the curriculum; strengthening assessment and interpretation competences related to child behaviour analysis as to outline strategic and pedagogical directions applied to the psychological development of preschool children; compliance with professional deontology rules based on explicit value options; team-work spirit development to solve different

learning tasks; application of specific methods to develop personal and professional development plans; raising critical awareness to education-related issues via academic debates.

**COURSE CONTENTS:** Introduction to education institutions (Normal/after-school schedule kindergartens), i.e. the study of educational management documents; Active participation to educational activities, lessons taught by practice tutors and colleagues; Delivery of 3 lessons in partnership or individually, the design of different types of activities; Performing school activities; Design and development of extracurricular activities; Curriculum study in Primary School Education.

**OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: GEOGRAPHY AND GEOGRAPHY TEACHING METHODOLOGY**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** Applicable knowledge and correct use of the terminology specific to the field of geography and geography teaching methodology in different contexts; Setting effective goals to design successful teaching activities; Developing specific skills and competences to effectively apply the basic methods and principles in teaching geography; The application self-assessment learning methods; Team-work spirit development to solve different learning tasks; application of specific methods to improve personal and professional development plans.

**COURSE CONTENTS:** Introduction to geography teaching methodology; The geography study deliverables in school; School curricula for geography; Design of geography-teaching activities; Geography lesson; Methods of geography teaching-learning-evaluation; Elements of geography: local and close horizons.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: PLASTIC EDUCATION AND PLASTIC EDUCATION TEACHING METHODOLOGY (PRE-SCHOOL AND PRIMARY EDUCATION)**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** Applicable knowledge of the subject matter and the importance and tasks of teaching activities focused on the development of practical skills; Identification of elementary psycho-pedagogical notions and methodology of practical activities specific to plastic education; acquisition of the basic elements for the practical application of the theoretical framework; Customisation of resources, techniques and working methods to the field of plastic education; Application of specialised,

psycho-pedagogical and methodological knowledge, as well as evaluation methods and tools in the design of the instructive-educational activities within the field of plastic education; Strategic use of practical skills to solve various educational situations; Compliance with professional deontology rules based on explicit value options.

**COURSE CONTENTS:** Aesthetic education and plastic arts education; Artistic and plastic creativity; The main elements of artistic and plastic language; Plastic composition; Methods and procedures used in plastic education in kindergarten and primary school; Didactic aspects of artistic-plastic technology issues and expression problems; Didactic design and children performance evaluation.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: MUSICAL EDUCATION AND MUSICAL EDUCATION TEACHING METHODOLOGY (PRE-SCHOOL AND PRIMARY EDUCATION)**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** Familiarising students with musical language elements necessary to play and listen to music; Developing musical education to increase methodical strategies; Developing specific skills and competences to design different types of musical education activities organised in kindergartens and primary schools; Training the solfeigery skill; Developing creative competences related to children's music education (classroom and non-class); Stimulating the spirit of responsibility towards the music and arts, developing children's aesthetic sensitivity via music.

**COURSE CONTENTS:** Fundamental elements of Music Theory; Introduction to the subject of Music Education; Concepts and teaching methodology aspects related to the teaching of music; Teaching-learning methods in musical education; Lesson design and stages; Teaching strategies and resources necessary for musical education activities; Teaching music to pre-school children.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: TEACHING METHODOLOGY OF PHYSICAL AND PSYCHOMOTOR EDUCATION (PRE-SCHOOL AND PRIMARY EDUCATION)**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** Acquisition of minimal sports terminology regarding rules and regulations, practice methods, parameters, dosing, hygiene, physiology of physical effort, planning and effects of various body training, notions of tactics; Acquisition of active strategies to secure effective

and continuous feed-back; Facilitating harmonious physical development by constantly acting on the proportionality of muscle groups, preventing the installation of deficient attitudes and correcting physical deficiencies signalled in the segments and the spine Compliance with the professional deontology norms (teacher's code of ethics), based on explicit value options; Team spirit development to manage different learning tasks.

**COURSE CONTENTS:** Theoretical notions of physical education: physical education, physical development, motricity, motor capacity Evidence and evaluation in school physical education: pre-school and primary school education; Teaching physical education in primary school - growth and development particularities of younger children, curriculum provisions, the particularities of the physical education lessons in primary education; The methodology of learning units design; The importance of motion games in the physical education lessons in pre-school and primary education; Training methods in physical education and sports.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

<b>COURSE TITLE: HANDICRAFT TEACHING METHODOLOGY</b>
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**ECTS CREDITS:** 2

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** Applicable knowledge and understanding of different concepts and theories within the field of Handicraft Teaching Methodology; Comparative analysis of the main pedagogical models in Handicraft Teaching Methodology; Developing collaborative competences, active participation and involvement to solve borderline education-related situations; Application of appropriate research methods to analyse educational phenomena; compliance with professional deontology norms based on explicit value options

**COURSE CONTENTS:** Introduction to the subject of "Handicraft Teaching Methodology" and "Handicraft"; The design of teaching activities applied to the subject of "Handicraft Teaching Methodology"; Teaching and learning outcomes evaluation; Developing children's creativity and aesthetic sensitivity within "Handicraft Teaching Methodology"; The relationship between practical skills and decorative art; The art of collage; Collage Execution Procedures; The art of modelling; The art of wires; puppets; Three dimensional objects; Waste objects; Manufacture of teaching materials for pre-school and primary education.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

<b>COURSE TITLE: PEDAGOGICAL PRACTICE - PRE-SCHOOL EDUCATION</b>
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**ECTS CREDITS:** 2

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** Introducing students to the main activities carried out by pre-school teachers; Teaching staff job description; Analysis of the main curricular documents; Design of the necessary tools applied to pre-school teaching; Compliance with professional deontology rules based on explicit value options; Team spirit development to manage different learning tasks.

**COURSE CONTENTS:** Introduction to education institutions (Normal/afterschool schedule kindergartens), i.e. the study of educational management documents; Active participation to educational activities, lessons taught by practice tutors and colleagues; Delivery of 3 lessons in partnership or individually, the design of different types of activities; Performing school activities; Design and development of extracurricular activities; Curriculum study in Pre-school Education.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

<b>COURSE TITLE: PEDAGOGICAL PRACTICE - PRIMARY EDUCATION</b>
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**ECTS CREDITS:** 2

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** identification and analysis of curriculum elements based on the carried out activities, structural and procedural approaches; Familiarising students with the specialised pedagogical language by defining fundamental concept/ notions of pedagogy; Implementing of specific analysis models of the curriculum reform directions and strategies, the provisions of the curricular regulatory documents; development of pedagogic practice-related competences and abilities: analysis, explanation, evaluation, interpretation as integrative approaches for the adaptation, reconstruction, design, implementation and evaluation of the curriculum; strengthening assessment and interpretation competences related to child behaviour analysis as to outline strategic and pedagogical directions applied to the psychological development of preschool children; compliance with professional deontology rules based on explicit value options; team-work spirit development to solve different learning tasks; application of specific methods to develop personal and professional development plans; raising critical awareness to education-related issues via academic debates.

**COURSE CONTENTS:** Introduction to education institutions (Normal/afterschool schedule kindergartens), i.e. the study of educational management documents; Active participation to educational activities, lessons taught by practice tutors and colleagues; Delivery of 3 lessons in

partnership or individually, the design of different types of activities; Performing school activities; Design and development of extracurricular activities; Curriculum study in Primary School Education.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: THE PSYCHO-PEDAGOGY OF CREATIVITY**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Elective, specialisation

**COURSE OBJECTIVE(S):** Raising students' awareness on the importance of Psycho-pedagogy Creativity within the general framework of the educational process; Applicable knowledge and understanding of different concepts in the field Psycho-pedagogy Creativity as science and psycho-pedagogical crisis situations. Critical thinking and analysis of the main theories and models applied to psychological understanding of the individual psychophysical peculiarities; Appropriate use of field-related concepts and theories within the field of *Psycho-pedagogy of Creativity*; Identification of real-life situations of psychological and educational nature and the application of specific theoretical knowledge and methodologies as to customise objectives, methods and means of education to special educational requirements.

**COURSE CONTENTS:** Conceptual approaches to Psycho-pedagogy Creativity; The dynamics of mental development of pre-school and school children; Developing children creativity.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: THE EDUCATION OF CHILDREN WITH SEN**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Elective, specialisation

**COURSE OBJECTIVE(S):** Raising students' awareness on the importance of *inclusive education for pupils with special educational needs* within the general framework of the educational process; Applicable knowledge and understanding of the different concepts of *inclusive education*. Critical thinking and analysis of the main theories and models applied to psychological understanding of the individual psychophysical peculiarities, and particularly of educational needs as a factor involved in special educational management; Appropriate use of field-related concepts and theories within the field of *Education for pupils with special educational needs*; Identifying real-life situations of psychological and educational nature and the application of theories and methodologies objectives as to customise specific methods and means of education to the educational requirements of pupils with special educational needs.

**COURSE CONTENTS:** Introduction to inclusive education of pupils with special educational needs; The dynamics of mental development of pre-school and school children; Students with special educational needs.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: RESEARCH PAPER INTERNSHIP**

**ECTS CREDITS:** 10

**TYPE OF COURSE:** Specialization

**COURSE OBJECTIVE(S):** The internship involves guiding the students in the elaboration of the thesis by the coordinator by documenting in libraries and consulting the specialized bibliography.

**CONTENTS:** Elaboration and completion of the paper according to the established plan, of the specialty bibliography and in accordance with the writing rules of the graduation thesis.

**TEACHING LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**FIELD: MUSIC**  
**PROGRAMME TITLE: MUSIC STUDIES**  
**BACHELOR'S DEGREE**

**1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER AND 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: THEORY, SOLFEGGIO, DICTAT**

**ECTS CREDITS: 3/SEMESTER**

**TYPE OF COURSE:** Compulsory, core

**COURSE OBJECTIVE(S):** The Theory, solfeggio, dictat syllabus aims at training the musician-teacher and build-up a comprehensive applicable knowledge of the compositional languages that frame the different musical styles. The investigation objectives focus, on the one hand, on the systemic approach of a vast informational field and, on the other hand, the interference featuring of the vocabulary - syntax - morphology triad. Special attention within the musical language evolution overview is paid to the music of the 20<sup>th</sup> century, since this creative era - an unprecedented stylistic density boost throughout the history of music - encompasses its own axiological decantation. The course deliverables are secured by a direct and sustainable connection with the musical text via the solfeggio and the dictat, as perception and representation complementary techniques for sound image production – an essential toolkit of any musician.

**COURSE CONTENTS:** The sound as music raw; The physical basics of music; The physiological basics of music; The acoustic- mathematical organisation of sound resources; Musical notation; Novel trends in contemporary musical notation; Morphological elements of the melody; Theory of musical intervals; New ideas and principles in the theory of musical intervals drawn from contemporary creation; Intonational musical systems; Musical dynamics; Instrumentation elements;

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: HARMONY**

**ECTS CREDITS: 3/SEMESTER**

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** The study of Harmony together with the other theoretical subjects enables students to grasp the stylistic peculiarities of different creation eras: Baroque, Classicism and Romanticism. The understanding of Tonal-Functional Harmony principles, harmonic hearing training, along with the development of harmonic analysis competence are set as course main objectives, focusing on different harmonic aspects - harmonic harmonies, melodic notes, the technique of sequence, diatonic modulations, Chromatic harmony - altered tunes – specific for a certain musical piece; The course deliverables are secured by a direct and sustainable connection with the musical text via the solfeggio and the dictat, as perception and representation complementary

techniques for sound image production – an essential toolkit of any musician.

**COURSE CONTENTS:** Diatonic harmony; Three - sound tunes; The first inversion of main chord parameter values; Chopped bass elements; The second inversion of main chord parameter values; The dominant seventh chord; The dominant canrenone chord; Secondary chord their functions in major and minor; The seventh chord on I and IV in major; Harmonic sequences;

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: HISTORY OF MUSIC**

**ECTS CREDITS: 3/SEMESTER**

**TYPE OF COURSE:** Compulsory, core

**COURSE OBJECTIVE(S):** The History of music syllabus aims at training the musician-teacher and build-up a comprehensive applicable knowledge of the compositional languages that frame the different musical styles. The investigation objectives focus, on the one hand, on the systemic approach of a vast informational field and, on the other hand, the interference featuring of the vocabulary - syntax - morphology triad. Familiarising students with different music eras; Applicable acquisition of composers' stylistic characteristics specific to different music periods; information acquisition regarding composers' life and work specific to different music periods throughout the history of music; applicable knowledge of musical instruments emergence and evolution, main forms and genres of instruments and specific features; The course deliverables are secured by a direct and sustainable connection with most representative genres specific to certain historical periods, clearly defined and accompanied by specific features and appropriate examples. Featuring musical instruments and their action mode, accompanied by remindful images.

**COURSE CONTENTS:** Introduction to the History of Music; Musical cultures in Ancient Times; The evolution of instruments in Ancient Times and the development of voice performance; Greek tragedy – as a syncretic artistic manifestation; Music in the Middle Ages; Ars Antiqua Medieval religious voice genres Medieval folklore art; Renaissance in the European countries; The music of the Middle Ages/evolution of religious and folklore voice and instrumental genres; Evolution of musical language and polyphonic genres from the Renaissance to Baroque; The instrumental genres of the Baroque; The musical Baroque; Baroque Opera

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: MUSICAL EDUCATION SYSTEMS**

**ECTS CREDITS: 2-1<sup>ST</sup> SEMESTER/3-2<sup>ND</sup> SEMESTER**

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** The course focuses on two main directions. The first focuses on the history of evolution, the art of teaching music, including the

adaptation of methods to the level of the technology of the time. The second main direction of the course focuses on the teaching of the subject, starting with the general notions of the importance of music and music education in child's development and then continuing with to the applicative part on the lesson design, the specific teaching methods, specialized exercises imposed by the subject specificity, the integration of the pupil into collective social-musical activities such as the choir and the instrumental ensembles

**COURSE CONTENTS:** Classification of music education systems; The school repertoire in the context of the changes made by the active musical school; New resources in music education; The musical play dramatized as a playful ideal; Active music audition; Ambient music theories and music education; Active music audition; Montessori, Martenot, Kabalevski, Suzuki methods; Solfegiating in the 11th-17th centuries; Relative solmization; Slomization in Guido d'Arezzo's view; Expansion of solmization: Bocedization and naming sounds after Gibelius; New means (methods) of making musical writing – reading accessible in the 18th-19th centuries; Notation and numerical reading of musical scores; Other methods used in musical initiation until the 19th century; Methods of reading and musical notation in the musical active school of the 20th century; The rhythm as a starting point in Orff-Schulwerk musical education; Universal ethnosonic procedures: Kodaly method; Edlund method of "atonal" solfegiating;

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

#### **COURSE TITLE: CHOIR CONDUCTING**

**ECTS CREDITS:** 3-1ST SEMESTER/2-2ND SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** The theoretical and psychological training of the conductor; acquiring conducting technique, competences and skills for conducting the choral ensemble; acquiring an appropriate and gradual repertoire as regards its complexity and difficulty; acquiring evolved musical thinking; developing artistic – musical sensitivity; forming in-depth stylistic culture. The course deliverables are ensured by the direct, permanent connection with the musical text through choral singing, complementary techniques of choir conducting, an indispensable undertaking to every musician.

**COURSE CONTENTS:** On the conducting apparatus. Music and gesture; Human voice, a musical instrument in the superlative; The choir. A choir singer's qualities; About choral construction. Voice selection criteria; Choral setting; Acoustics notions; Choral sonority; Breathing and its physiological and artistic aspects; Recitation, declamation and singing. The dialectical and aesthetic relationship between vowels and consonants; Vowel emission. Notions of timbrology;

About voice registers. Registry homogenization; Vocal ambitus. Evaluating one's own voice according to the stated criteria; Choral intonation; Tuning from a choral perspective; Criteria of choral expressiveness: homogeneity, suppleness, agility, rhythmic discipline, etc; Choral attack and cut-off; Diction and articulation in choral singing; Aspects of the rhythm in the choral texture. Omophony and imitative polyphony; Dynamics, the essential dimension of choral performance. Agogics, another essential dimension of interpretation; On sound balance and choral registration.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

#### **COURSE TITLE: CHORAL ENSEMBLE**

**ECTS CREDITS:** 2/SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** Developing students' skills to sing in the choir; opening up new horizons of musical knowledge. Operational Objectives: special vocal preparation by choral warm-ups, performed at the beginning of the rehearsal (10-15 minutes), for the improvement of singing technique, homogenization and integration in the vocal part and in the ensemble, respectively; complex repertory accumulation with a vast stylistic area, including musical works from the Renaissance and up to contemporary Romanian and universal music, taking into account all genres of a cappella choral music with instrumental or vocal-symphonic accompaniment. The semestrial concerts prepare students for their future artistic practice as teachers.

**COURSE CONTENTS:** Respiratory gymnastics; Solfegiating and learning one or more pieces; Warm-ups for easing the singing; acquiring a repertoire from the universal choral literature – E.g. the Renaissance, the Baroque; Homogenization and balance between voices; acquiring a repertoire from the universal choral literature – E.g. the Renaissance, the Baroque; Rhythmic precision; acquiring a repertoire from the universal choral literature – E.g. the Renaissance, the Baroque; Starting the rehearsals for the project concert; The Renaissance polyphonic and homophone works; Stylistic framing specific to each work; Tackling various sound plans; acquiring a repertoire from the Renaissance choral literature; Acquiring a repertoire from the Renaissance music creations; acquiring a repertoire from the Renaissance choral literature; Baroque choral works. The translation of texts; The text-music connection; Tackling melodic line tensions in line with the significance of the literary content; Working over the studied repertoire.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

#### **COURSE TITLE: CHORAL CANTO**

**ECTS CREDITS:** 2/SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** Developing students' vocal



skills; Forming the artistic singing skills; Developing artistic- musical sensitivity.

**COURSE CONTENTS:** The anatomic - physiological bases of the vocal apparatus; The respiratory system; Artistic breathing; Costal breathing; Abdominal breathing; Mixed breathing; Guiding principles in artistic breathing; Artistic breathing in the choral singing; Vibratory-phonatory organ; Vocal emission; The resonating organ; The articulatory organs; The organ of hearing; The nervous system; Theories of vocal sound formation; Physical and physiological characteristics of the vocal sound; intensity; The sound pitch; voice timbre; The attack of the vocal sound; *Coup de glotte* (hard attack); Soft aspirated attack; Mental preparation of the attack; Vocal thresholds; strong treble; Vocal vibrato; Voice texture; functional dysphonia; Vocal hygiene; warm-ups

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

#### **COURSE TITLE: FOLKLORE MUSIC**

**ECTS CREDITS:** 3/SEMESTER

**TYPE OF COURSE:** Optional, field-related

**COURSE OBJECTIVE(S):** To familiarise students with the field of folklore; applicable knowledge of the rhythmic-melodic elements of musical folklore; to familiarise students with Romanian customs and traditions; applicable knowledge of the elements of morphology; applicable knowledge of organology and popular Harmony; to familiarise students with occasional and free genres

**COURSE CONTENTS:** Folklore lyrics; Romanian musical vernaculars; Free Genres. Folklore; The repertoire; The song. The *doina*; The *ballad*; The old style of Romanian folklore songs; The contemporary style of Romanian Folklore songs; The Romance; The urban folklore; The dance repertoire; The melodic structure of Romanian folklore dances; The architectural form of the Romanian folklore music;

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

#### **COURSE TITLE: ART INTERNSHIP**

**ECTS CREDITS:** 3/SEMESTER

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** The objectives of the internship are accomplished collectively as students are organised in groups to perform within the concerts organised by the department, to attend the Performance Season organised by the Department of Arts, and the Concerts Season of the "Oltenia" Philharmonic of Craiova and the Romanian Opera of Craiova, to perform within other performance seasons organised by different national and international culture institutions. Students shall also take part in the festivals organised by the University of Craiova or other festival the University is invited. The semester internship hours can be completed during the semester, the written examination

sessions, or within the internship sessions as indicated in the university calendar.

Each semester concert is aimed at integrating and preparing our students for their future art internships as teachers.

**COURSE CONTENTS:** The content of the Art Internship is tuned with the performances agenda organised at by the Music Department, identical for all concurrent academic years.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

#### **COURSE TITLE: MUSICAL HEARING EDUCATION**

**ECTS CREDITS:** 2/SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** Forming teachers/musicians able to graphically render various types of sound configurations. Developing melodic, harmonic and polyphonic musical hearing.

**COURSE CONTENTS:** Musical dictates (melodic, harmonic, polyphonic); Practical activities for recognizing simple intervals, as well as tight trisons.

**LANGUAGE OF INSTRUCTION:** Romania

**ASSESSMENT METHOD(S):** Test

#### **COURSE TITLE: COMPLEMENTARY PIANO**

**ECTS CREDITS:** 1/SEMESTER

**TYPE OF COURSE:** Compulsory, complementary

**COURSE OBJECTIVE(S):** Familiarization with a complex instrument, always present in the musician's activity as well as the practical application of the knowledge of musical forms, harmony, counterpoint. Obtaining basic technical skills, aiming at the piano performance with both hands. The semestrial programmed concerts prepare students for their future artistic practice as teachers.

**COURSE CONTENTS:** The sonority and timbre possibilities of the instrument; Anatomical and physiological notions needed by a pianist; Preliminary exercises without piano, piano hand movement, relaxation of the arm; Moving the hand and placing it on the keyboard; Distributions of movements: shoulder, arms, active attacks of the arms; Elbow, poignet, fingers; The touch as a basic element of piano technique. - Singing with both hands; Dynamic adjustment, Weight-control ratio in dynamic drawing; Totalization and accommodation movements; Fixed hand exercises; Exercises with the free hand; Coordination movements; The parallel movement to the octave; The legato singing. The laws of singing. Cantilena; Thirds, sixths, parallel decads in legato; Sudden changes in dynamics; Staccato singing. Staccato laws. Legato and staccato in various styles;

**LANGUAGE OF INSTRUCTION:** Romania

**ASSESSMENT METHOD(S):** Test

#### **COURSE TITLE: ITALIAN LANGUAGE**

**ECTS CREDITS:** 1/SEMESTER

**TYPE OF COURSE:** Compulsory, complementary

**COURSE OBJECTIVE(S):** Applicable knowledge and understanding of specific Italian morphology concepts; theoretical and practical content acquisition of Italian as academic subject; applicable basic knowledge of Italian language and communication.

**COURSE CONTENTS:** Essere – indicativo presente; nomi e aggettivi in –o; nomi e aggettivi in –a; avere- indicativo presente; le tre coniugazioni – indicativo presente; articoli con nomi e aggettivi maschili/femminili che cominciano per vocale; aggettivi e pronomi possessive; i verbi servili; passato prossimo; futuro semplice e anteriore - riflessivi e pronominali; pronomi diretti; pronome partitivo ne; imperfetto e trapassato prossimo; pronomi diretti con i tempi composti.

**LANGUAGE OF INSTRUCTION:** Italian

**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: GERMAN LANGUAGE**

**ECTS CREDITS:** 1/SEMESTER

**TYPE OF COURSE:** Compulsory, elective

**COURSE OBJECTIVE(S):** Applicable knowledge and understanding of specific German in use concepts; Proper application and transfer of specific elementary techniques in German language dialogues; Creative and innovative use of analysis tools to formulate solutions to typical written and oral communication.

**COURSE CONTENTS:** Familie und Freunde (Text – Wortschatz zum Text); Grammatik (Das Verb: der Indikativ Präsens); Deutschland, ein Land im Herzen Europas (Text – Wortschatz zum Text); Grammatik (die Modalverben – Konjugationsformen der Modalverben im Präsens); Die Jugendlichen und ihre Probleme (Text – Wortschatz zum Text); Grammatik (Das Verb – Präteritum: Bildung der Präteritum); Die schönsten Städte der Welt (Text – Wortschatz zum Text); Grammatik (Das Verb – Perfekt: Bildung des Perfekts); Deutschland, ein Land der Musik Welt (Text – Wortschatz zum Text); Grammatik (Das Verb – Plusquamperfekt: Bildung des Plusquamperfekts; Freies, kreatives Schreiben. Tagebuchaufzeichnung, Artikel, Kurzgeschichte.

**LANGUAGE OF INSTRUCTION:** German

**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: COMPUTER-ASSISTED MUSIC EDUCATION**

**ECTS CREDITS:** 2/SEMESTER

**TYPE OF COURSE:** Optional, complementary

**COURSE OBJECTIVE(S):** The role of “Computer-assisted Music Education science in music” in the curriculum - for the first academic year within the Bachelor’s programme, specialisation: Music Performance, study directions: Canto and Instruments is justified by: 1. The contemporary leading role of computing systems - information technology in general - both hardware and

software, since microprocessor-based systems are encounter in all fields of activity, including arts, as Computer-assisted Music Education-assisted tools applied to usual creation or research activities. 2. The lack of Computer-assisted Music Education science subject in the art high schools curricula. Hence, students will be initiated in Computer-assisted Music Education use on the assumption that they do not have previous trained skills. The syllabus is aimed at developing students’ knowledge and skills on how to use a Computer-assisted Music Education, effortlessly and efficiently, for personal needs.

**COURSE CONTENTS:** Introduction; Didactic means in the field of music education; Multimedia applications used in music didactics; Educational websites; Multimedia CDs/DVDs; Educational software; practice-based software; interactive educational software; educational simulation software; educational software for knowledge assessment;

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: JAZZ**

**ECTS CREDITS:** 2/SEMESTER

**TYPE OF COURSE:** Optional, complementary

**COURSE OBJECTIVE(S):** Knowledge and understanding of the role and place of this subject in the context of general culture subjects; knowledge and understanding of the role played by the two musical genres in the musical evolution of the 19th, 20th and 21st centuries, and analytical and synthetic judgments about the artistic phenomenon in general and especially the musical one; In the syllabusstructure of Jazz, competencies are more specific, being structured on years of study and they correspond to the level of student development. Learning contents are organized in accordance with each specific competence.

**COURSE CONTENTS** Operating with terms and concepts specific to the art and culture of the history of Jazz for approaching artistic creations. Fundamental operational concepts: art, culture, civilization, creation, reception, style, ethos, catharsis, prosody, syncretism. Notions and concepts specific to the analysis, commenting and comparison of musical creations. Elements of musical language: monody, heterophony, homophony, polyphony, modal and tonal systems, musical genres and creative styles. Recognizing defining characteristics of the approached artistic creations, according to the specific language elements, in relation to the artistic era and style. The origins of jazz, the historical context of the appearance of jazz music (the African heritage). Introduction to *the history of Jazz*, Ragtime and New Orleans, Blues and its subgenres: Urban Blues, Boogie-woogie and Big Band Blues, Swing - the classical jazz period. The spread of swing genre in Europe. Bebop - the first step towards modern

jazz, Cool Jazz - Jazz movement developed during the second world conflagration. Differentiating some representative themes of the studied genres: Ragtime, Blues, Swing, Bebop, Cool Jazz language: monody, heterophony, homophony, polyphony, modal and tonal systems, musical genres and creative styles. Recognition of the defining characteristics of the artistic creations approached, depending on the specific language elements, according to the artistic style and age. The origins of jazz: historical context and jazz emergence (the African heritage). Introduction to Jazz History, Ragtime and the New Orleans area, Blues further sub-genres: *Urban Blues*, *Boogie-woogie* and *Big Band Blues*, Swing - the classical jazz period. Promoting the swing genre in Europe. Bebop - the first step towards modern jazz, Cool Jazz – the jazz movement developed during the second world conflagration. Differentiating some representative themes of the studied genres: Ragtime, Blues, Swing, Bebop, Cool Jazz

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

#### **COURSE TITLE: SPORTS**

**ECTS CREDITS:** 3/SEMESTER

**TYPE OF COURSE:** Compulsory, complementary

**COURSE OBJECTIVE(S):** Developing a set of core values, attitudes and beliefs in relation to the act of physical, expressive and artistic education; beliefs and habits development on systematic physical exercise practice; training the ability to apply specific concepts and procedures of expressive motricity in different professional contexts.

**COURSE CONTENTS:** Description of gymnastic exercises: fundamental positions and main derivatives; Front and group exercises; Applicable knowledge of body positions; General physical development exercises; Natural-applied skills - categories, exercises and methodical recommendations; Positions and movements of the arms, legs, body and head; In-depth study of arms and shoulders movement expressiveness in a static and dynamic regime with various justifications; Applicable knowledge of equilibrium-based static elements ; In-depth study of leg movement expressiveness with various justifications; Applicable knowledge of equilibrium-based static elements; Applicable knowledge of mobility elements; Natural movements in stage adaptation via the synergic actuation of the body with emphasis on static flexibility with various justifications; Stage-roll practice; Combinations of acrobatic elements; Applicable knowledge of strength and balance; Natural movements in scenic adaptation via the synergic actuation of the body with emphasis on movement and form initiation in the context of focalisation and memorisation; In-depth study of the correlations between the forms of movement and postures on different levels and directions with emphasis on the plastics of the movement; Creative

exercises to adapt natural movements with emphasis on imagination, coordination and representation; Partner relationship exercises based on coordination and synchronisation of movements, the control and perception of the kinetic message; Lateral twists practice; Complementary exercises for mobility development; Movements practicing based on remedial actions; Stage-jump practice - developing the muscle sense for stage jumps - Technical execution and methodical learning of jumping; The design of acrobatic lines; Leaps practice; In-depth study of gestures and their contextualisation. Creative exercises to adapt natural movements and acrobatic combinations for stage performance.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test (A/R)

#### **COURSE TITLE: INTERNSHIP**

**ECTS CREDITS:** 3/2<sup>ND</sup> SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** The objectives of the internship are accomplished collectively as students are organised in groups to perform within the concerts organised by the department, to attend the Performance Season organised by the Department of Arts, and the Concerts Season of the "Oltenia" Philharmonic of Craiova and the Romanian Opera of Craiova, to perform within other performance seasons organised by different national and international culture institutions. Students shall also take part in the festivals organised by the University of Craiova or other festival the University is invited. The semester internship hours can be completed during the semester, the Written examination sessions, or within the internship sessions as indicated in the university calendar. Each semester concert is aimed at integrating and preparing our students for their future art internships as teachers.

**COURSE CONTENTS:** The content of the Art Internship is tuned with the performances agenda organised at by the Music Department, identical for all concurrent academic years.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

#### **2<sup>ND</sup> YEAR, 1<sup>ST</sup> SEMESTER AND 2<sup>ND</sup> SEMESTER**

#### **COURSE TITLE: THEORY, SOLFEGGIO, DICTAT**

**ECTS CREDITS:** 3/SEMESTER

**TYPE OF COURSE:** Compulsory, core

**COURSE OBJECTIVE(S):** The Theory, solfeggio, dictat syllabus aims at training the musician-teacher and build-up a comprehensive applicable knowledge of the compositional languages that frame the different musical styles. The investigation objectives focus, on the one hand, on the systemic approach of a vast informational field and, on the other hand, the interference featuring of the vocabulary - syntax - morphology triad. Special attention within the musical language evolution

overview is paid to the music of the 20<sup>th</sup> century, since this creative era - an unprecedented stylistic density boost throughout the history of music - encompasses its own axiological decantation. The course deliverables are secured by a direct and sustainable connection with the musical text via the solfeggio and the dictat, as perception and representation complementary techniques for sound image production – an essential toolkit of any musician.

**COURSE CONTENTS:** Introduction to the theory of modes; Oligocorders - primary melodic systems; Pentatonic modes; Pentacord and hexacordial modes; Ancient Greek modes; Western medieval modes; Byzantine modes; Popular heptacordic modes; Popular diatonic modes; Popular chromatic modes; Modulation in modes; Other modal systems used in the peoples' music; Tonality: *General principles deriving from the notion of tonality; General principles deriving from the notion of scale; General principles deriving from the notion of chord*; The diatonic tone system; The chromatic tone system; Modulation; Widening the classic concept of tone and mode; Atonal Systems; Other intonational systems and processes used in contemporary creation.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

#### **COURSE TITLE: HARMONY**

**ECTS CREDITS:** 3/SEMESTER

**TYPE OF COURSE:** Compulsory, core

**COURSE OBJECTIVE(S):** The study of Harmony together with the other theoretical subjects enables students to grasp the stylistic peculiarities of different creation eras: Baroque, Classicism and Romanticism. The understanding of Tonal-Functional Harmony principles, harmonic hearing training, along with the development of harmonic analysis competence are set as course main objectives, focusing on different harmonic aspects - harmonic harmonies, melodic notes, the technique of sequence, diatonic modulations, Chromatic harmony - altered tunes – specific for a certain musical piece; The course deliverables are secured by a direct and sustainable connection with the musical text via the solfeggio and the dictat, as perception and representation complementary techniques for sound image production – an essential toolkit of any musician.

**COURSE CONTENTS:** Diatonic modulation; Modulation to the dominant; Subdomain modulation; Modulation in the minor relative; Modulation in the minor relatives of dominance and subdominant; Diatonic modulation from minor to first-degree tones; Modulation to the dominant; Modulation to the subdominant; Modulation to the major relative; Modulation to the major relative dominant and subdominant; Diatonic modulation from major to distant tones; Diatonic modulation from minor to distant tones;

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

#### **COURSE TITLE: POLYPHONY (COUNTERPOINT AND FUGUE)**

**ECTS CREDITS:** 3/SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** The knowledge and acquirement of the techniques specific to polyphonic writing aim at correctly and accurately analyzing the works of the Renaissance and Baroque composers from an artistic, aesthetic and stylistic point of view. Developing polyphonic hearing and thinking. Acquiring a minimal Renaissance and Baroque repertoire. The course deliverables are ensured by a direct and sustainable connection with the musical text through analyzing some contrapuntal works, by the use of complementary working techniques in vocal contrapuntal themes.

**COURSE CONTENTS:** The object and importance of the study. Brief history of polyphony; Periodization of the Renaissance and Polyphony: Renaissance schools, Palestrinian style characteristics; Melody: modes and intervals; the role of intervals in melodic line construction; Graduality and leaps; Gradual melody; The melodic arch: beginning, climax, ending; Ensuring melodic fluency by avoiding symmetry; Dissonance through the changing note (embroidery) on a quarter, eighth, by the cambiata, by anticipation; Discussing expressive dissonances; Dissonance by ornamental delay; Counterpoint without a cantus firmus; Overlays of melodic-ornamental notes; Simple, ornamented and combined delays; Principles of the technique of three and four-voice counterpoint.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

#### **COURSE TITLE: FORMS AND MUSICAL ANALYSES**

**ECTS CREDITS:** 2/SEMESTER

**TYPE OF COURSE:** Compulsory, core

**COURSE OBJECTIVE(S):** The course aims at going over the most significant stages of the evolution of musical language, developing students' analytical thinking on the organization of music by morphology and musical structure analyzes of the types of form patterns that revolved in the historical musical context. By means of the practical works, students will be able to develop skills in the field of musical analysis. Courses will include examples of musical materials from the most important stylistic periods provided by the professor, thus students will benefit, at the same time, from the opportunity to analyze the related scores. The course deliverables are ensured by a direct and sustainable connection with the musical text through the analysis of some tonal - harmonic works, by the use of complementary working techniques in form themes.

**COURSE CONTENTS:** Introduction to the study of

musical forms; figure, cell and evolution of musical discourse on the basis of figure and cell; Musical motif, phrase and period, definitions, classifications, analyzes, evolution of musical articulation; strophic forms, definitions, classifications, principles of construction; the evolution of the principle of refrain from the beginning (primitive and folk music) to Baroque music; Baroque, classical, romantic rondo in the 20th century; Baroque concerto; Variational principle, generalities, history, definitions, classifications.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

### COURSE TITLE: HISTORY OF MUSIC

**ECTS CREDITS:** 2/SEMESTER

**TYPE OF COURSE:** Compulsory, core

**COURSE OBJECTIVE(S):** The History of music syllabus aims at training the musician-teacher and build-up a comprehensive applicable knowledge of the compositional languages that frame the different musical styles. The investigation objectives focus, on the one hand, on the systemic approach of a vast informational field and, on the other hand, the interference featuring of the vocabulary - syntax - morphology triad. Familiarising students with different music eras; Applicable acquisition of composers' stylistic characteristics specific to different music periods; information acquisition regarding composers' life and work specific to different music periods throughout the history of music; applicable knowledge of musical instruments emergence and evolution, main forms and genres of instruments and specific features. The course deliverables are ensured by a direct and sustainable connection with most representative genres specific to certain historical periods, clearly defined and accompanied by specific features and appropriate examples. Featuring musical instruments and their action mode, accompanied by remindful images. The course deliverables are secured by a direct and sustainable connection with the musical text by analyzing some tonal-harmonic works, by using complementary working techniques in form themes.

**COURSE CONTENTS:** The transition from the Baroque to Classicism/School of Mannheim/Representatives; Classicism: Defining the movement/Stylistic landmarks; Composers: *J. Haydn, W.A. Mozart, L.van Beethoven*; Aspects of Romanticism in Beethoven's creation; The classic-romantic transition made by Beethoven; Romanticism/Defining the movement and periodization/Stylistic aspects and specific musical genres; Composers: *Fr. Schubert, N. Paganini, F. Mendelssohn - B., Fr. Chopin* in the Romantic stylistic context; The great Romantics: *H. Berlioz, Fr. Liszt, R. Schumann*; Program music/Genres of program music: programmatic symphony and the symphonic Poem; French and Italian Romantic opera in the

first and second half of the 19th century; German Romantic opera at the beginning of the 19th century: *G.J. Vogler, E.T.A. Hoffmann, L. Spohr, C.M. von Weber*; Richard Wagner and the Wagnerian musical drama/ Wagnerian stylistic features; Late Romanticism: *J. Brahms, A. Bruckner*; Thenational Schools in the 19th Century (Russian, Czech, Norwegian, Spanish)

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

### COURSE TITLE: MUSICAL AESTHETICS

**ECTS CREDITS:** 2/SEMESTER

**TYPE OF COURSE:** Compulsory, core

**COURSE OBJECTIVE(S):** knowledge and understanding of the privileged position occupied by this discipline of synthesis among the specialized subjects; formulating analytical and synthetic judgments about the artistic phenomenon in general and the musical phenomenon in particular; enlarging upon the fundamental aspects of the artistic phenomena, insisting on the components of the musical phenomenon (creation - interpretation - reception); knowledge and evaluation of artistic values in cultural life; making connections (sensitively and logically motivating) the phenomenon of artistic reception with the creation of aesthetic taste by developing the critical spirit for the analysis of the work of art; Both types of objectives, combined, aim at developing the skills to discover and understand the true value of works of art; the deliverables of the course are ensured by the direct and permanent connection with the musical text.

**COURSE CONTENTS:** Difficulties in defining the subject of aesthetics or On the duality of aesthetics in W. Tatarkiewicz's vision; status, problems and methods of research in the context of Post-modernism; the legitimacy of the phrase "Aesthetics of the Arts"; aesthetic object and aesthetic experience; definitions and conceptual clarifications in the vision of aesthetists Jean Grenier, Mikel Dufrenne and Dabney Townsend. Mutations or consistencies of the concept of harmony (perfection) throughout cultural eras; Stages in the evolution of aesthetic ideas; The Baroque as a type of existence; the relationships between arts in the Baroque; Classicism aesthetic postulates; music outlooks of the classical German philosophers: Kant, Fichte, Schelling and Hegel; classical and modern aspects in Mozart's creation; aesthetic postulates of Romanticism; Schopenhauer and the music understood as a direct picture of the world; aesthetic filiations in the thinking and creation of Schumann, Liszt, Wagner and Nietzsche; modern and post-modern aesthetics; Debussy and the Impressionist vision of music; T.W. Adorno and the philosophical foundations of new music; Roman Vlad about modernity and tradition in contemporary music; aesthetic categories in E. Moutsopoulos' vision; traditional, determinative and

final categories; Artistic creation and its possible meanings; aspects of the relationship between the creator and the work in the contemporary era.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

#### **COURSE TITLE: CHOIR CONDUCTING**

**ECTS CREDITS:** 2/SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** The theoretical and psychological training of the conductor; acquiring conducting technique, competences and skills for conducting the choral ensemble; acquiring an appropriate and gradual repertoire as regards its complexity and difficulty; acquiring evolved musical thinking; developing artistic – musical sensitivity; forming in-depth stylistic culture. The course deliverables are ensured by the direct, permanent connection with the musical text through choral singing, complementary techniques of choir conducting, an indispensable undertaking to every musician.

**COURSE CONTENTS:** The choir conductor. Brief history of the art of conducting; Specific training of choir conductor; The human dimension of the conductor; The conductor- musician and manager; The conducting technique. General notions; The conducting gesture; The position of the conductor; On artistic beating time; The hand- the most intelligent and expressive organ of the human body; Conductor's mimics, non-verbal language ; Conductor's corporality; Beating time exercises in composite measures; About beating time and conducting; Arm independence during conducting; Beating time of composite measures; Beating time of alternative measures; Expression of pauses; Crasis and anacrusis; Other means of attack; Sonority cut-off; Fermata. Caesura; Beating time by subdivision; Beating in "1"; Beating by cumulating 6/8; Beating by cumulating 9/8; Beating by cumulating 12/8;

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

#### **COURSE TITLE: CHORAL ENSEMBLE**

**ECTS CREDITS:** 1/SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** Developing students' skills to sing in the choir, opening up new horizons of musical knowledge. Operational Objectives: special vocal preparation by choral warm-ups, performed at the beginning of the rehearsal (10-15 minutes), for the improvement of singing technique, homogenization and integration in the vocal part and in the ensemble, respectively; complex repertory accumulation with a vast stylistic area, including musical works from the Renaissance and up to contemporary Romanian and universal music, taking into account all genres of a cappella choral music with instrumental or vocal-symphonic accompaniment.

**COURSE CONTENTS:** Acquiring a repertoire from the universal and Romanian choral literature; Warm-ups for intonation, ambitus and easeful singing; Acquiring a repertoire from the universal and Romanian choral literature; Homogenizing emission and balancing voices within the ensemble; Acquiring a repertoire from the universal and Romanian choral literature; Exercises for support and legato; Acquiring a repertoire from the universal and Romanian choral literature; Developing harmonic hearing and vertical stretching exercises; Acquiring a repertoire from the universal and Romanian choral literature; Developing agility in interpretation; Acquiring a repertoire from the Renaissance choral literature; The verge of the Renaissance vocal polyphony – the 16th and 17th centuries; Acquiring a repertoire from the Renaissance choral literature; Pre-classical choral pieces; Acquiring a repertoire from the Baroque choral literature; A capella and vocal-symphonic classical choral works; Acquiring a specific repertoire - 3 weeks. Starting the rehearsals for the project concert – *Ver Academica* - consisting of the interpretation of a repertoire of 10-15 pieces of Romanian and universal creation, or of a classical vocal-symphonic work; Romantic dynamics; Articulation of forms and musical phrasing in Romantic works; Acquiring a specific repertoire; Choral works by Romanian composers. Rehearsals for the concert project - *Ver Academica* - 2 weeks. Project concert: *Ver Academica*

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

#### **COURSE TITLE: FOLKLORE MUSIC**

**ECTS CREDITS:** 2/SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** Acquiring knowledge of the rhythmic-melodic elements of musical folklore; acquiring knowledge of Romanian customs and traditions; acquiring knowledge of the elements of morphology; acquiring knowledge of organology and folk harmony; acquiring knowledge of occasional and non-occasional genres

**COURSE CONTENTS:** Folk lyrics ; Romanian musical ranges ; Non-occasional genres. The folklore; The repertoire; The song proper. The doina; The ballad; The old style of the Romanian folk song; The contemporary style of the folk song; The song; The romance; The urban folklore; The dance repertoire; The melodic structure of Romanian folk dances; The architectural form of the Romanian folk music

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

#### **COURSE TITLE: MUSICAL HEARING EDUCATION**

**ECTS CREDITS:** 2/SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** Forming teachers/musicians able to graphically render

various types of sound configurations. Developing melodic, harmonic and polyphonic musical hearing.

**COURSE CONTENTS:** Musical dictates (melodic, harmonic, polyphonic); Practical activities for recognizing simple intervals, as well as tight trisons

**LANGUAGE OF INSTRUCTION:** Romania

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: ART INTERNSHIP**

**ECTS CREDITS:** 3/SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** The objectives of the internship are accomplished collectively as students are organised in groups to perform within the concerts organised by the department, to attend the Performance Season organised by the Department of Arts, and the Concerts Season of the "Oltenia" Philharmonic of Craiova and the Romanian Opera of Craiova, to perform within other performance seasons organised by different national and international culture institutions. Students shall also take part in the festivals organised by the University of Craiova or other festival the University is invited. The semester internship hours can be completed during the semester, the written examination sessions, or within the internship sessions as indicated in the university calendar. Each semester concert is aimed at integrating and preparing our students for their future art internships as teachers.

**COURSE CONTENTS:** The content of the Art Internship is tuned with the performances agenda organised at by the Music Department, identical for all concurrent academic years.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: MUSICAL SEMIOTICS**

**ECTS CREDITS:** 3/SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** Knowledge and understanding of the role and place occupied by this subject of synthesis in the context of general culture subjects; knowledge and understanding of the semiotic theory of formalized languages (from logic to different grammatological systems), including the study of musical systems; the formulation, with the help of semiotic thinking, of analytical and synthetic judgments about the artistic phenomenon in general and especially about the musical phenomenon; Acquiring and developing the skill to make multiple interdisciplinary connections and link them with the help of working means specific to Semiotics.

**COURSE CONTENTS:** Orientation towards a logic of humanistic culture in general and especially of musical culture. The general framework of Semiotics. Aims and limits of Semiotics - natural and epistemological limits; Theory of Semiotics Codes. The significant as a cultural unity; the interpreter and Code Theory. Sign function; content

and expression in the theory of sign production; denotation and connotation, content and referent. Semantic system - semantic marks; connotative and denotative marks; combinatorial rules and componential analysis; The theory of sign production. The productive process and the process of producing signs; Family of signs: indices, icons, symbols. Semiotic and factual judgments; Structuralism and Semiotics; the notion of structure and the Structuralist approach (Claude Lévi-Strauss); The Saussurean dyadic model (Ferdinand de Saussure). Pierce's theory of the triadic structure of the sign (Charles Sanders Peirce); The theory of significance and communication in achieving the act of musical culture. Communication systems and their codes; the relationship of information - communication - meaning in the act of transmitting the information as well as relationship of creator-interpreter - receiver (the public); Theory of languages in science and art. Natural and artificial languages; scientific and poetic/lyrical languages. The languages of the arts in relation to the other (scientific) languages; The difference between language and speech. Language as a social system and the importance of the difference word/language (parole/langue), language system/language (langue/langage) in Saussurian theory; Language signs (Th. A. Sebeok). Language and writing - two distinct and independent sign systems; Openness, information, communication in information theory. Open work (Eco) and the production of artistic signs; Communication and significance (Jean-Marie Klinkenberg). Information, redundancy and noise; Channel and code and their importance in transmitting information. Variety of channels - variety of codes - variety of information; synchrony and diachrony in receiving the message; Structure of the communication process; communication within non-formal groups, in formal surroundings and in local communities (Denis Mcquail). Current trends in communication theory: communication theory and social theory.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: COMPLEMENTARY PIANO**

**ECTS CREDITS:** 1/SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** Addressing more complex issues that trigger the anticipation and control of inward hearing, absolutely necessary tools in deciphering a musical text. Going through a differentiated repertoire meant to develop the tracking capability of polyphonic structures (Bach, Purcell, Haendel), of the harmonic relations typical for Classicism (Clementi, Diabelli, Mozart) and the approach of romantic or modern pieces that will open up new horizons of knowledge from a stylistic point of view.

**COURSE CONTENTS:** The technical solution of the legato and staccato; Independent voice



management;  
3; Music imagination; The piano exercise; Repeating a musical piece as a means of stamping conditioned reflexes; The rare exercise of rapid fragments; Accomodation and totalisation movements in the rare exercise; Rhythmic variants: punctuated exercises; Development of fast singing and pearl; their analysis; Polyphony and its basic aspects; Technique development: exercises with punctuated notes; Achieving optimal sonority in finger techniques; Changing the position of the hand; Compound movement of fingers and arms; Major scale with sharps; Minor scale with sharps; The role of the arm and hand position changes in scale playing; Expansion of the technical activity space; Martellato.

**LANGUAGE OF INSTRUCTION:** Romania

**ASSESSMENT METHOD(S):** Test

#### **COURSE TITLE: ITALIAN LANGUAGE**

**ECTS CREDITS:** 1/SEMESTER

**TYPE OF COURSE:** Optional, complementary

**COURSE OBJECTIVE(S):** Knowledge and proper understanding of specific Italian morphology concepts; explaining and interpreting theoretical and practical content of Italian as academic subject; acquiring basic knowledge of Italian language.

**COURSE CONTENTS:** G. Rossini – da „Il barbiere di Siviglia” – Largo al factotum; G. Rossini – da „Il barbiere di Siviglia” – Una voce poco fa; W.A. Mozart da „Le nozze di Figaro” – Non più andrai; W.A. Mozart da „Don Giovanni – Mi tradi quell’anima ingrata; V. Bellini – da „La sonnambula” – Ah, non credea mirarti; G. Donizetti – da „L’elisir d’amore” – una furtiva lagrima; G. Verdi – da „Rigoletto” – La donna è mobile; G. Verdi – da „Il trovatore” – Tacea la notte placida; G. Verdi – da „Il trovatore” – Di quella pira; P. Mascagni – da „Cavalleria rusticana” – Mamma quel vino è generoso; G. Puccini – da „Tosca” – Vissi d’arte; R. Leoncavallo – da „I pagliacci” – vesti la giubba; G. Puccini – da „La Bohème”- Che gelida manina; G. Puccini – da „Gianni Schicchi” – O mio babbino caro

**LANGUAGE OF INSTRUCTION:** Italian

**ASSESSMENT METHOD(S):** Test

#### **COURSE TITLE: GERMAN LANGUAGE**

**ECTS CREDITS:** 1/SEMESTER

**TYPE OF COURSE:** Optional, complementary

**COURSE OBJECTIVE(S):** Acquiring and properly using the notions specific to the practical German course.

Appropriately applying and transferring specific elementary techniques in designing statements and dialogues in German; Creative-innovative application of analysis tools in formulating solutions to specific problems in the field of written and oral expression

**COURSE CONTENTS:** Familie und Freunde (Text –

Wortschatz zum Text); Grammatik (Das Verb: der Indikativ Präsens); Deutschland, ein Land im Herzen Europas (Text – Wortschatz zum Text); Grammatik (die Modalverben – Konjugationsformen der Modalverben im Präsens); Die Jugendlichen und ihre Probleme (Text – Wortschatz zum Text); Grammatik (Das Verb – Präteritum: Bildung der Präteritum); Die schönsten Städte der Welt (Text – Wortschatz zum Text); Grammatik (Das Verb – Perfekt: Bildung des Perfekts); Deutschland, ein Land der Musik Welt (Text – Wortschatz zum Text); Grammatik (Das Verb – Plusquamperfekt: Bildung des Plusquamperfekts; Freies, kreatives Schreiben. Tagebuchaufzeichnung, Artikel, Kurzgeschichte

**LANGUAGE OF INSTRUCTION:** Geman

**ASSESSMENT METHOD(S):** Test

#### **COURSE TITLE: JAZZ AND POP**

**ECTS CREDITS:** 2/SEMESTER

**TYPE OF COURSE:** Optional, field-related

**COURSE OBJECTIVE(S):** Developing students’ ability to valorize, in their own axiological system, based on the theoretical knowledge, the studied musical works and composers; developing communication skills in a specialized language; helping future artists to define their own creative personality, by reference to fundamental artistic styles and major representatives of national and universal culture;

**COURSE CONTENTS:** Jazz creation during the late 19th century to the fourth decade of the 20th century. Description of jazz songs from the end of the 19th century to the fourth decade of the 20th century from a stylistic perspective. Genres and forms of the classical jazz period. The stylistic diversity of jazz music at the end of the 19th century and the beginning of the 20th century. Establishing links between moments in jazz history and contextual historical, cultural and social events between the end of the 19<sup>th</sup> century and the beginning of the 20th century. Information on the representative personalities’ artistic biography and creation. The place of music in the American historical and cultural context. Formulating opinions on different forms of artistic expression manifested in music, literature, and dance. Forms of musical, literary and plastic choreographic artistic expression manifested in mono or interdisciplinary vision.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

#### **COURSE TITLE: SPORTS**

**ECTS CREDITS:** 3/SEMESTER

**TYPE OF COURSE:** Compulsory, complementary

**COURSE OBJECTIVE(S):** Developing a set of values, attitudes and beliefs in relation to physical, expressive and artistic education; acquiring the beliefs and habits of practicing physical exercises in a systematic way; the ability to apply specific concepts and procedures of expressive motricity in various professional contexts.

**COURSE CONTENTS:** Describing gymnastics exercises: basic positions and their main derivatives; Front and formation exercises; Learning body positions; exercises for general physical development; Natural-applicative skills - categories, exercises and methodical recommendations; Positions and movements of the arms, legs, trunk and head; Studying the expressiveness of arm and shoulder movements in static and dynamic regimen having various justifications; Learning balance static elements; Studying the expressiveness of leg movements having various justifications; Learning balance static elements; Learning mobility static elements; Natural movements for stage adaptation by synergistic action of the body with emphasis on static flexibility having various justifications; Learning how to perform rolls; Combinations of acrobatic elements; Learning strength and balance elements; Natural movements for stage adaptation by synergistic action of the body with emphasis on movement and form initiation in relation to focus and memorization; Studying the correlations between movement forms and postures on different levels and directions with emphasis on movement flexibility; Creative exercises of adapting natural movements with emphasis on imagination, coordination and representation; Partner interaction exercises based on movement coordination and synchronization, the conduct and perception of the kinetic message; Learning how to perform side rolls; Complementary exercises for mobility development; Learning movements based on straightening actions; Learning how to perform jumps - developing muscular sense for jumping stages - execution technique and methods for learning several jumps; Making-up acrobatic lines; Learning how to perform leaps; Studying gestures and gesticulation and contextualizing them to some given justifications. Creative exercises for adapting natural movements and acrobatic combinations, as well as adjusting them to the stage space in order to prepare the performance.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test (A/R)

**COURSE TITLE: INTERNSHIP**

**ECTS CREDITS:** 3/2<sup>ND</sup> SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** The objectives of the internship are accomplished collectively as students are organised in groups to perform within the concerts organised by the department, to attend the Performance Season organised by the Department of Arts, and the Concerts Season of the "Oltenia" Philharmonic of Craiova and the Romanian Opera of Craiova, to perform within other performance seasons organised by different national and international culture institutions. Students shall also take part in the festivals organised by the University of Craiova or other festival the University is invited. The semester internship hours can be completed

during the semester, the written examination sessions, or within the internship sessions as indicated in the university calendar. Each semester concert is aimed at integrating and preparing our students for their future art internships as teachers.

**COURSE CONTENTS:** The content of the Art Internship is tuned with the performances agenda organised by the Music Department, being identical for all concurrent academic years.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**3<sup>RD</sup> YEAR, 1<sup>ST</sup> SEMESTER AND 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: THEORY, SOLFEGGIO, DICTAT**

**ECTS CREDITS:** 3/SEMESTER

**TYPE OF COURSE:** Compulsory, core

**COURSE OBJECTIVE(S):** The Theory, solfeggio, dictat syllabus aims at training the musician-teacher and build-up a comprehensive applicable knowledge of the compositional languages that frame the different musical styles. The investigation objectives focus, on the one hand, on the systemic approach of a vast informational field and, on the other hand, the interference featuring of the vocabulary - syntax - morphology triad. Special attention within the musical language evolution overview is paid to the music of the 20th century, since this creative era - an unprecedented stylistic density boost throughout the history of music - encompasses its own axiological decantation. The course deliverables are ensured by a direct and sustainable connection with the musical text via the solfeggio and the dictat, as perception and representation complementary techniques for sound image production – an essential toolkit of any musician.

**COURSE CONTENTS:** Introduction to the theory of rhythm; Musical rhythm and its relation to the elements that generate it; The constitutive elements of musical rhythm; rhythmic; Ancient poetic rhythms; Specific rhythms in Romanian folk music; Methods (means) of developing rhythm forms; Metrics; New and complex metrics framework; Transposition; Non-chord notes; Ornamental notes; Elements of musical syntax.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: POLYPHONY (COUNTERPOINT AND FUGUE)**

**ECTS CREDITS:** 3/SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** The knowledge and acquirement of the techniques specific to polyphonic writing aim at correctly and accurately analyzing the works of the Renaissance and Baroque composers from an artistic, aesthetic and stylistic point of view. Developing polyphonic hearing and thinking. Acquiring a minimal Renaissance and Baroque repertoire. The course

deliverables are ensured by a direct and sustainable connection with the musical text through analyzing some contrapuntal works, by the use of complementary working techniques in vocal contrapuntal themes.

**COURSE CONTENTS:** Introduction to the Baroque era. Comparison with the Renaissance era. The Baroque music schools; The Baroque and polyphony. Bach's style, the quintessence of an entire era; The monorhythmic melody with chord notes (arpeggiata); Completing the arpeggios by melodic-ornamental notes; The polyrhythmic melody; Modal inflections of the melodic line; Methods for developing the melodic material; The counterpoint with general bass lines. Consonant ratios; Overlays of melodic-ornamental notes; Shifting dissonance (embroidery); Dissonance by anticipation; Dissonance by appoggiatura; Dissonance by delay (suspension); General view on instrumental counterpoint dissonances; The counterpoint with ornamented bass; completing the general bass with melodic-ornamental notes; Completing the general bass with delays and appoggiaturas; The double counterpoint (invertible); Imitation; Canon; Principles of instrumental counterpoint for 3, 4 and more voices; Evolution of contrapuntal technique from Palestrina and Bach up to the 20th century

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

#### **COURSE TITLE: MUSICAL FORMS AND ANALYSES**

**ECTS CREDITS:** 3-1<sup>ST</sup> SEMESTER/2-2<sup>ND</sup> SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** The course aims at going over the most significant stages of the evolution of musical language, developing students' analytical thinking on the organization of music by morphology and musical structure analyzes of the types of form patterns that revolved in the historical musical context. By means of the practical works, students will be able to develop skills in the field of musical analysis. Courses will include examples of musical materials from the most important stylistic periods provided by the professor, thus students will benefit, at the same time, from the opportunity to analyze the related scores. The course deliverables are ensured by a direct and sustainable connection with the musical text through the analysis of some tonal - harmonic works, by the use of complementary working techniques in form themes.

**COURSE CONTENTS:** Fugue: Crystallization of the fugue form. Fugue in Baroque music, definition, classifications; Fugue theme, fugue responses, the countersubject, fugue exposition, exposition types; Expository episode, median reprises, episode art in the Baroque fugue; Double fugue and bithematic fugue; The fugue in other stylistic periods of music history; Sonata. Crystallization of the sonata form, the; Baroque sonata; The sonata of Viennese classics, definition, pattern; Beethoven's sonata: the

development of the second thematic group, the appearance of the third theme, Beethoven's codes; The form of sonata in Romanticism; The form of sonata in the 20th century; Rondo-sonata, or sonata-rondo; Other combinations of form principles: fugue-sonata, variations-sonata, etc. Definitions, classifications, simple succession genres, the suite, the concertante genre, symphonic sonata genres; Cyclic thinking and gender-based form: the cyclic form in Beethoven's creation, the leitmotif in Wagner's creation, Liszt's Sonata in B minor

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

#### **COURSE TITLE: HISTORY OF MUSIC**

**ECTS CREDITS:** 3-1<sup>ST</sup> SEMESTER/ 2-2<sup>ND</sup> SEMESTER

**TYPE OF COURSE:** Compulsory, core

**COURSE OBJECTIVE(S):** Acquiring knowledge regarding the periods in the history of music; acquiring the stylistic features of the compositions of each period; acquainting students with the composers' life and creation in each era of the history of music; acquiring knowledge of the emergence and evolution of musical instruments and the main instrument forms and genres, along with their characteristics. The course deliverables are ensured by a direct and sustainable connection with the musical text through the analysis of some tonal - harmonic works, by the use of complementary working techniques in form themes.

**COURSE CONTENTS:** The late Romantics: G. Mahler, O. Respighi, M. Reger, H. Wolf; The 20th century movements/ Impressionism/Definition of the movement/Stylistic elements/Musical forms and genres; Cl. Debussy/symphonic and chamber music; Pelleas and Melisande – the lyrical masterpiece of the 20th century; M. Ravel/style elements in symphonic and chamber music; The French tradition of Impressionist music: L. Niedermeyer and G. Faure; Other Impressionists: A. Roussel, P. Dukas; Erik Satie and "Les Six"; Expressionism and P. Hindemith; The Strauss family; Realism and Naturalism/ Definition of the movements/ representatives/ reference opus numbers; Atonality, Dodecaphonism, Serialism/ Stylistic-aesthetic aspects in Arnold Schonberg's creation; Second Viennese School/the other two representatives: Anton Webern and Alban Berg; Modern national schools/the Russian school (I. Stravinski, S. Prokofiev, A. Hacıaturian); Modern national schools/the Spanish national school (M. de Falla)/the Polish school (K. Zsيمانovski)/the Czech school (L. Janacek, B. Martinu); the Finnish school (J. Sibelius); the Hungarian school (B. Bartók, Z. Kodály); Romanian music. The origins of Romanian music. Vocal and instrumental music from Antiquity to the 15th century; Religious and secular music in the 15th-18th centuries; Romanian musical life in the 19th century; Musical genres and their representatives in the 19th century; Vocal music in

the 19th century; George Enescu/Enescian Symphonies; George Enescu/Chamber music; George Enescu/Vocal-symphonic creation; George Enescu/Instrumental opus numbers; George Enescu/Opera Oedipe; Stylistic features of the Enescian creation; Romanian music of the 20th century. Specific genres and representatives

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

#### **COURSE TITLE: CHOIR CONDUCTING**

**ECTS CREDITS:** 3-1ST SEMESTER/2-2ND SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** The theoretical and psychological training of the conductor; acquiring conducting technique, competences and skills for conducting the choral ensemble; acquiring an appropriate and gradual repertoire as regards its complexity and difficulty; acquiring evolved musical thinking; developing artistic – musical sensitivity; forming in-depth stylistic culture. The course deliverables are ensured by the direct, permanent connection with the musical text through choral singing, complementary techniques of choir conducting, an indispensable undertaking to every musician.

**COURSE CONTENTS:** Dynamics. The amplitude of the conducting gesture and its correlation with the expressive intentions of music; Conducting accent markings; Agogics. The importance of metronome indications; The technique of tempo changes. Agogics elasticity as an expressive opportunity; Tempo and rhythm in choral interpretation; The interpretation of choral pieces with accompaniment; The interpretation of choral pieces with soloists; On the non-tempered intonation of the choir.; Notions of tempered and non-tempered tuning of the choral ensemble; Nuancing contrapuntal works; Notions of phrasing and expression; Cruis and anacrusis; Means of attack and cut-off of the choral sound; Methods for studying choral works; On compositional styles in the history of music; The stylistic peculiarities of the Renaissance polyphony; Baroque music; Martellato technique; The vocal (choral) creation of composers Bach and Haendel; The balance of classical music – a particularity of Haydn's and Mozart's creation; The defining features of Romanticism music: Schubert, Mendelssohn - Bartholdy, Liszt, Dima; Postromantism and Neoclassicism: Brahms, Bruckner; National schools and choral singing: Ceaikovsky, Dvořak, Drăgoi; Great conductors throughout the history of music

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

#### **COURSE TITLE: CHORAL ENSEMBLE**

**ECTS CREDITS:** 2/SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** Developing students' skills to sing in the choir; opening up new horizons of

musical knowledge. Operational Objectives: special vocal preparation by choral warm-ups, performed at the beginning of the rehearsal (10-15 minutes), for the improvement of singing technique, homogenization and integration in the vocal part and in the ensemble, respectively; complex repertory accumulation with a vast stylistic area, including musical works from the Renaissance and up to contemporary Romanian and universal music, taking into account all genres of a cappella choral music with instrumental or vocal-symphonic accompaniment. The semestrial concerts prepare students for their future artistic practice as teachers.

**COURSE CONTENTS:** Respiratory gymnastics; Solfegiating and learning one or more pieces; Warm-ups for easing the singing; acquiring a repertoire from the universal choral literature – E.g. the Renaissance, the Baroque; Homogenization and balance between voices; acquiring a repertoire from the universal choral literature – E.g. the Renaissance, the Baroque; Rhythmic precision; acquiring a repertoire from the universal choral literature – E.g. the Renaissance, the Baroque; Starting the rehearsals for the project concert; The Renaissance polyphonic and homophone works; Stylistic framing specific to each work; Tackling various sound plans; acquiring a repertoire from the Renaissance choral literature; Acquiring a repertoire from the Renaissance music creations; acquiring a repertoire from the Renaissance choral literature; Baroque choral works. The translation of texts; The text-music connection; Tackling melodic line tensions in line with the significance of the literary content; Working over the studied repertoire.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

#### **COURSE TITLE: THE THEORY OF INSTRUMENTS AND ORCHESTRATION**

**ECTS CREDITS:** 2-1<sup>ST</sup> SEMESTER/1-2<sup>ND</sup> SEMESTER

**TYPE OF COURSE:** Optional, field-related

**COURSE OBJECTIVE(S):** Acquiring knowledge of constructive principles and general characteristics of musical instruments used in musical practice. Acquainting students with how to place and use them in instrumental ensembles.

**COURSE CONTENTS:** Principles of acoustics: The noise; the sound - noise relationship, Musical sound and its components, Relationships of interdependence between musical sound components, Oscillator, resonator, and the relationship between them, Sound sources - definition, typologies. Classification of instruments. Woodwind instruments - Constructive principles and general characteristics: The flute, Instruments of the flute family: small flute, alto flute, bass flute, Labial folk instruments: the pan-pipe, the shepherd's pipe, whistles, the long shepherd's pipe, the ocarina, the siren. Double-reed instruments: the oboe: Instruments of the oboe family: small oboe, oboe

d'amore, English horn, bass oboe, The bassoon, The contrabassoon and the sarrusophone, Simple-reed instruments: the clarinet, Small clarinet, alto clarinet, basset clarinet, bass clarinet, contrabass clarinet; The saxophone and the tarogato, Brasswind instruments - constructive principles and general characteristics; "Harmony" instruments; chromatic instruments; The horn, the cornet and the trumpet. Trumpet types; Trombones, saxhorns or the flugelhorn, the tube; Folk instruments with embouchure and other instruments with embouchure; Polyphonic aerophone instruments: the organ; The reed organ, the accordion, the free-reed keyboard, the harmonica, the bagpipe; Chordophone instruments; Bowed instruments: the violin, the viola, the cello, the double bass Stringed instruments: the harp, the lyre, the guitar, the lute, the Hawaiian guitar; Stringed instruments: the mandolin, the cobza, the banjo, the zither, the clavichord; Stringed instruments: the piano, the cimbalom

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: TRANSCRIPTIONS, REDUCTIONS AND MUSICAL ARRANGEMENTS**

**ECTS CREDITS:** 2-1<sup>ST</sup> SEMESTER/1-2<sup>ND</sup> SEMESTER

**TYPE OF COURSE:** Optional, field-related

**COURSE OBJECTIVE(S):** Acquiring knowledge of working principles and general characteristics of the elements used to make musical arrangements either by transcriptions or reductions. Acquainting students with how to place and use them in the obtained scores.

**COURSE CONTENTS:** Elements necessary for transcription; knowledge of the instrument from which the transcription is made, as well as of the instrument for which the transcription is made; Notions of musical transposition; Notions of instrumentation; Notions of classical and modal harmony; Notions of the; Renaissance and Baroque polyphony; Notions of instrumental arrangements in various combinations; Notions of choral arrangements in various combinations.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: CHORAL ARRANGEMENTS**

**ECTS CREDITS:** 2/SEMESTER

**TYPE OF COURSE:** Optional, field-related

**COURSE OBJECTIVE(S):** By its applicability, the course - along with other subjects such as: music theory, counterpoint, musical forms and analyses, has the role of developing creative imagination and fantasy, qualities that, being based on authentic criteria of artistic values, will contribute to developing the personality of future music teachers.

**COURSE CONTENTS:** Musical arrangements for children; Melody with rhythmic accompaniment; Melody with rhythmic accompaniment, combined with different sound timbres; Orff Instruments;

Melody with rhythmic polyphony; Melody with "orchestral" accompaniment; Melody with ison like accompaniment; Choirs for equal voices; Choral arrangement for two voices - alternating the melody between two voices; ison (pedal sound); free counterpoint (mirror motion); Choral arrangement for two voices - counterpoint note against note; two notes against note; imitation; Choral arrangement for three voices - alternating melody elements processed between voices; pedal sound (ison), free counterpoint; Choral arrangement for three voices - imitation; Choral arrangement for four equal voices - combination of different homophonic and polyphonic techniques; Choral arrangement for six equal voices - modern harmonic effects (a capella choirs and choirs with instrumental accompaniment); Choral arrangement with instrumental (piano, chamber ensemble) or orchestral accompaniment; The mixed choir - historical incursion; The Choir - etymology; The spoken choir; The choir proper; Choral art in Ars Antiqua; The 16th century choral art; The 17th-century choral art; The accompanied choir; The 18th century choral art; The 19th century choral art, The 20th century choral art; Romanian choral art; Romanian choral art - Tudor Jarda; Romanian choral art - Sigismund Toduță; Romanian choral art - George Enescu; Romanian choral art - heterophony

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

COURSE TITLE:	SPECIFIC	MUSICAL
<b>ARRANGEMENTS</b>		

**ECTS CREDITS:** 2/SEMESTER

**TYPE OF COURSE:** Optional, field-related

**COURSE OBJECTIVE(S):** By its applicability, the course - along with other subjects such as: music theory, counterpoint, musical forms and analyses, has the role of developing creative imagination and fantasy, qualities that, being based on

**COURSE CONTENTS:** Musical arrangements for different ensembles (choral or orchestral ensembles with handcrafted instruments); Creations for children with rhythmic accompaniment; Melodic creation with rhythmic accompaniment, combined with different sound timbres; Musical systems based on the creation for children in Carl Orff's vision; Melodic creation with advanced rhythmic polyphony; Melodic creation with "orchestral" accompaniment based on handcrafted instruments; Melodic creation with held sound accompaniment; Choirs for equal voices; Vocal arrangement for two voices - alternating the melody between two voices; ison (pedal sound); free counterpoint (mirror motion); Vocal arrangement for two voices - Counterpoint note against note; two notes against note; imitation; Choral arrangement for three voices - alternating melody elements processed between voices; pedal sound (ison), free counterpoint; Choral arrangement for three voices -

by imitative process; Choral arrangement for four equal voices - the combination of different homophonic and polyphonic techniques; Choral arrangement for six equal voices – modern harmonic effects (a capella choirs and choirs with instrumental accompaniment)

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: SCORE READING**

**ECTS CREDITS:** 2-1<sup>ST</sup> SEMESTER/1-2<sup>ND</sup> SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** Acquainting students with key signature reading: C, G and F. Transposing instruments. Using enharmony for transposition reading.

**COURSE CONTENTS:** Acquainting students with key signature reading: C, G and F (General notions); Key signature reading: Alto, G and F for two voices; Key signature reading: Tenor, G and F for two voices;

Combining Alto, Tenor, G and F keys for two voices; Key signature reading: Sopran, G and F for two voices; Key signature reading: Mezzosopran, G and F for two voices; Combining Sopran, Mezzosopran, G and F keys for two voices; Key signature reading: Alto, G and F for three and four voices; Key signature reading: Tenor, G and F for three and four voices; Combining Alto, Tenor, G and F for three and four voices; Key signature reading: Sopran, G and F for three and four voices; Key signature reading: Mezzosopran, G and F for three and four voices; Combining Sopran, Mezzosopran, G and F keys for three and four voices

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: ART INTERNSHIP**

**ECTS CREDITS:** 3/SEMESTER

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** The objectives of the internship are accomplished collectively as students are organised in groups to perform within the concerts organised by the department, to attend the Performance Season organised by the Department of Arts, and the Concerts Season of the "Oltenia" Philharmonic of Craiova and the Romanian Opera of Craiova, to perform within other performance seasons organised by different national and international culture institutions. Students shall also take part in the festivals organised by the University of Craiova or other festival the University is invited. The semester internship hours can be completed during the semester, the written examination sessions, or within the internship sessions as indicated in the university calendar. Each semester concert is aimed at preparing students for their future artistic practice as teachers.

**COURSE CONTENTS:** The content of the Art Internship is tuned with the performances agenda

organised by the Music Department, being identical for all concurrent academic years.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: INTRODUCTION TO ARTS MANAGEMENT**

**ECTS CREDITS:** 2-1<sup>ST</sup> SEMESTER/1-2<sup>ND</sup> SEMESTER

**TYPE OF COURSE:** Compulsory, core

**COURSE OBJECTIVE(S):** Knowledge and understanding of the concept of management; knowledge of the definition and foundations of management; knowledge and understanding of the connections between management and culture; knowledge and understanding of cultural components and the relevance of cultural values to managers in the field of arts; knowledge and understanding of the management system as well as of organization as the object of management; knowledge of the typology of cultural agents; knowledge and understanding of the organization of the theatre as cultural institution and the particularities of the theater management system; the ability to identify and apply management methods in professional activity in order to achieve greater efficiency and effectiveness.

**COURSE CONTENTS:** Theoretical foundations of management; The connection between management and culture; Cultural components and relevance of cultural values for managers in the field of arts; The evolution of the concept of management; Theoretical foundations of management; The management system; Organization as the object of management; Cultural agents (definition, classification criteria and types); Organization of cultural theatre institution; The particularities of theater management system; Management systems in theater institutions; Managerial creativity and methods of stimulating cultural artistic creativity; Decision and decision-making process; Managers and the managing style.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: JAZZ AND POP**

**ECTS CREDITS:** 2-1<sup>ST</sup> SEMESTER/1-2<sup>ND</sup> SEMESTER

**TYPE OF COURSE:** Optional, field-related

**COURSE OBJECTIVE(S):** Jazz originated in the blending of various musical traditions of the black slaves from Africa. The African-American communities formed in the new world actually became the cradle of jazz music, which gradually evolved as it came into contact with local traditions. From the combination of this heterogeneous complex, the American space being a multicultural area due to the ethnic amalgam of its population, European colonists and Indian natives, a new musical genre was gradually formed, with a stylistic, unique personal touch. Using musical information and research techniques by means of musical

elements (acquired by audition, memorized and reproduced); using scores and specialized materials (various sources of information, from the dictionary to the internet).

**COURSE CONTENTS:** Operating with terms and concepts specific to *Jazz history* between the end of the second world conflagration and the beginning of the 21st century. Free jazz - the homonym of Aleatorism, ambiguity at the level of the artistic creation. The Fusion concept - fusion of *blues, bop, rock* and *funk* repetitive rhythm. Bossa-nova - South American hybrid musical genre. Recognizing stylistic elements specific to the creative diversity of the 20th century in the auditioned works. The jazz creation of the 20th century - diversity and modern means of creation. Contemporary era - interpretation and diffusion of music. Correlating *Jazz history* with historical and social events of the Second Half of the 20th century and the beginning of the 21st century. The concepts of Free jazz, Jazz fusion, Jazz-rock, Smooth Jazz movement, Afro-Cuban jazz - Salsa genre in Cuban music, Afro-Brazilian jazz – the origins of Brazilian samba

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

#### **COURSE TITLE: HISTORY OF JAZZ**

**ECTS CREDITS:** 2-1<sup>ST</sup> SEMESTER/1-2<sup>ND</sup> SEMESTER

**TYPE OF COURSE:** Optional, complementary

**COURSE OBJECTIVE(S):** Developing students' ability to valorize, in their own axiological system, based on the theoretical knowledge, the studied musical works and composers; developing communication skills in a specialized language; helping future artists to define their own creative personality, by reference to fundamental artistic styles and major representatives of national and universal culture;

**COURSE CONTENTS:** Identifying the common elements and those that differentiate Romanian and universal works composed in the same period - Ethno-jazz in the Carpathian-Danubian-Pontic space; Recognizing folk sources and North American influences in Romanian vocal and instrumental jazz creations. Styles in Romanian and universal jazz creations; The folklore in the evolution of Romanian jazz - ethno-jazz; Making judgments about the jazz creation of the 20th century and the representative composers of universal and national music. General features of the 20th century jazz music; Biography and works of representative personalities; The ethno-jazz idiom in Carpathian-Danubian-Pontic space - representatives: Emil și Mihai Berindei, Jancsi Korossy, Rihard Oschanitzki, Johnny Răducanu, Aura Urziceanu, Eugen Ciceu, Marius Popp, Mircea Tiberian

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

#### **COURSE TITLE: RESEARCH PAPER INTERNSHIP**

**ECTS CREDITS:** 0-10

**TYPE OF COURSE:** Compulsory, domain course

**COURSE OBJECTIVE(S):** To create and develop the students' competences necessary to elaborate summative papers, both theoretical and applied in nature, based on the knowledge, understanding and use of the concepts, theories, methods and techniques of research specific to the domain.

**COURSE CONTENTS:** Establishing the research topics; Discussions about the various aspects of the graduation thesis: title, structure, layout, the use of bibliographical sources, graphics, tables, figures, etc; Setting the deadlines for each stage of graduation thesis elaboration; Reaching an agreement regarding the theoretical and methodological aspects specific to each research topic; Preparing the students to perform empirical research: details regarding the presentation of the organization where the empirical research will take place, clarifications regarding the research methods and the interpretation of the results; Checking the degree of achieving the proposed objectives by the students in elaborating the thesis; Discussions about the manner of formulating the conclusions derived from the research, identifying the limitations and the future directions of research; Discussions about the manner of defending the theses in front of the board of examiners during the graduation papers presentation session.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**BIBLIOGRAPHY:** The references indicated by the advisor of the paper according to the chosen topic.



**FIELD: MUSIC**  
**PROGRAMME TITLE: VOCAL PERFORMANCE (CANTO)**  
**BACHELOR'S DEGREE**

**1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER AND 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: THEORY, SOLFEGGIO, DICTAT**

**ECTS CREDITS: 4/SEMESTER**

**TYPE OF COURSE:** Compulsory, core

**COURSE OBJECTIVE(S):** The Theory, solfeggio, dictat syllabus aims at training the musician-teacher and build-up a comprehensive applicable knowledge of the compositional languages that frame the different musical styles. The investigation objectives focus, on the one hand, on the systemic approach of a vast informational field and, on the other hand, the interference featuring of the vocabulary - syntax - morphology triad. Special attention within the musical language evolution overview is paid to the music of the 20<sup>th</sup> century, since this creative era - an unprecedented stylistic density boost throughout the history of music - encompasses its own axiological decantation. The course deliverables are secured by a direct and sustainable connection with the musical text via the solfeggio and the dictat, as perception and representation complementary techniques for sound image production – an essential toolkit of any musician.

**COURSE CONTENTS:** The sound as music raw; The physical basics of music; The physiological basics of music; The acoustic- mathematical organisation of sound resources; Musical notation; Novel trends in contemporary musical notation; Morphological elements of the melody; Theory of musical intervals; New ideas and principles in the theory of musical intervals drawn from contemporary creation; Intonational musical systems; Musical dynamics; Instrumentation elements;

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: HARMONY**

**ECTS CREDITS: 4/SEMESTER**

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** The study of Harmony together with the other theoretical subjects enables students to grasp the stylistic peculiarities of different creation eras: Baroque, Classicism and Romanticism. The understanding of Tonal-Functional Harmony principles, harmonic hearing training, along with the development of harmonic analysis competence are set as course main objectives, focusing on different harmonic aspects - harmonic harmonies, melodic notes, the technique of sequence, diatonic modulations, Chromatic harmony - altered tunes – specific for a certain musical piece; The course deliverables are secured by a direct and sustainable connection with the

musical text via the solfeggio and the dictat, as perception and representation complementary techniques for sound image production – an essential toolkit of any musician.

**COURSE CONTENTS:** Diatonic harmony; Three-sound tunes; The first inversion of main chord parameter values; Chopped bass elements; The second inversion of main chord parameter values; The dominant seventh chord; The dominant canrenone chord; Secondary chord their functions in major and minor; The seventh chord on I and IV in major; Harmonic sequences;

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: HISTORY OF MUSIC**

**ECTS CREDITS: 4/SEMESTER**

**TYPE OF COURSE:** Compulsory, core

**COURSE OBJECTIVE(S):** The History of music syllabus aims at training the musician-teacher and build-up a comprehensive applicable knowledge of the compositional languages that frame the different musical styles. The investigation objectives focus, on the one hand, on the systemic approach of a vast informational field and, on the other hand, the interference featuring of the vocabulary - syntax - morphology triad. Familiarising students with different music eras; Applicable acquisition of composers' stylistic characteristics specific to different music periods; information acquisition regarding composers' life and work specific to different music periods throughout the history of music; applicable knowledge of musical instruments emergence and evolution, main forms and genres of instruments and specific features; The course deliverables are secured by a direct and sustainable connection with most representative genres specific to certain historical periods, clearly defined and accompanied by specific features and appropriate examples. Featuring musical instruments and their action mode, accompanied by remindful images.

**COURSE CONTENTS:** Introduction to the History of Music; Musical cultures in Ancient Times; The evolution of instruments in Ancient Times and the development of voice performance; Greek tragedy – as a syncretic artistic manifestation; Music in the Middle Ages; Ars Antiqua Medieval religious voice genres Medieval folklore art; Renaissance in the European countries; The music of the Middle Ages/evolution of religious and folklore voice and instrumental genres; Evolution of musical language and polyphonic genres from the Renaissance to Baroque; The instrumental genres of the Baroque; The musical Baroque; Baroque Opera

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: CANTO (INDIVIDUAL)**

**ECTS CREDITS: 5/SEMESTER**

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** The canto course is the basic study subject in the formation of students as future lyrical artists (soloists and choristers), concert performers, vocal pedagogues with a highly professional training, able to reproduce the vocal musical creation in all the complexity of its genres and modalities of expression. Since the art of singing is a complex process, the course will follow both the development of individual vocal aptitudes as well as the implementation of vocal technique elements and the formation of associative bonds between the breathing - vibration - resonance segments, as well as resistance to a sustained effort.

**COURSE CONTENTS:** Anatomy of the natural vibrator - the larynx; Functions of the larynx; Description of the respiratory act; Main organs and anatomical parts active in breathing; the muscular forces involved in breathing; Breathing types; Respiratory gymnastics; Practical studies will be conducted according to the specifics of the student's voice and possibilities: from simple to complex; Respiration and respiratory gymnastics adapted to singing (exercises for breathing discipline, exercises to increase time in the expiratory stage of breathing, exercises for sound exhaling on simple vocalizations); Sound attack, support. Exercises on kept sounds; voice applications on the same level; neighboring ascending or descending sounds; Imposing Exercises on small intervals to quints and small arpeggios; Linking sounds. Legato, portamento Exercises on third, quints and small arpeggios; Articulation (the study of vocals A, E, I, O, U, the study of consonants); Vocalisation - vocals per second, third, quints, octave and nonna. Small and large arpeggios; Study of simple ornaments (aphiatry, mordent); Anatomy of the resonator cavity; Functions of the pharynx; Auditory control of phonation in singing; The voice and its registers; Some issues that may affect voice quality

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: CANTO ACCOMPANIMENT (INDIVIDUAL)**

**ECTS CREDITS:** 1/SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** Closely linked to the study of singing, the course of the study subject Canto Accompaniment (Individual) contributes to the formation and finalization of the personality of the lyric artist and the highly qualified vocal pedagogue. The problem addressed in this study subject is the gradual and complex development of the talent of the future singer. The course is individual, each student presenting his/her own psychosomatic, phonatory and artistic structure. The realization of interpreting a musical piece results from the combination of the teacher's and co-interpreter's explanations with the individual study

and the contribution of the student's personality. Like the canto study subject, the study material (repertoire) is allocated to the difficulty it contains by years of study.

**COURSE CONTENTS:** Accompanied technical studies; Parts of the work of the composers of the Baroque era; Simple lieder from the creation of classical and romantic composers; Parts of the Romanian composers' creation from the end of the XIXth century and the beginning of the XXth century.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: STAGE MOVEMENT**

**ECTS CREDITS:** 2/SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** The ultimate goal of the Stage Movement study subject is to educate an emotional plastic language in the student, maximizing its own structure.

**COURSE CONTENTS:** Control and straightening of the static and moving body. Correct posture; Exercises for balance and loss of balance; Expansion and relaxation. Wall drops with a relaxed body; Exercises for posture and walking; Suppleness, acrobatics for the development of joint mobility, of dexterity; Exercises with the chair: sitting-lifting; Strains, relaxations: partial-total, simultaneous-successive; Walking, running, stopping, turning in different conditions. Improvisation on this subject; Dragging, climbing, rolling, jumping; Space orientation with communication issues with the partner; Development of shoulders, arms and hands mobility. Improvisation on music; Ascending and descending on the ladder. Technical and applicative; Fall-drops on and out of the chair; Twist-drops. Possibly with hands, legs or eyes bounds; Exercises for memory development; Exercises with the seat, solved with a partner. Coordination with objects; Rolls and drops from height

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: THE TECHNIQUE OF SPEECH AND DECLAMATION IN LIED AND OPERA**

**ECTS CREDITS:** 2/SEMESTER

**TYPE OF COURSE:** Compulsory, complementary

**COURSE OBJECTIVE(S):** The study subject is structured into two fundamental components: „the technique of stage speech” (course) and „the art of speech” (individual practical works) which takes place in parallel during six semesters. The first two semesters are dedicated to professional breathing, the next two to vocal forces, and the last two to stylistic refinements.

The modeling of scenic speech contributes with concepts, definitions and norms (basic) that lead to the completion of the student's native qualities.

**COURSE CONTENTS:** 1. The respiratory system. The fonator system. Its breathing and physiology; The capital role of professional breathing. Pulmonary ventilation: Expiration, Retention, Inspiration; The diaphragm. The fundamental contribution of the diaphragm in voice transmission and its physiology; The correct, professional respiration mechanisms. Respiratory and diaphragmatic gymnastics; The soundtrack of the acoustics of the Romanian language sound. Emission and propagation of sounds. Euphony. Gradual transition from melodic incantation to speech; The linguistic system: the phonetic and phonological level. Positional vocal scheme according to aperture. Staccato and legato; Recitation. Texts from the poetry of M. Sorescu and/or N. Stănescu adapted to the learner's temperamental, emotional and intellectual structure; In the positional vocal scheme, joinings will be performed according to the consonant rule with two vocals: Vocal - Consonant - Vocal. It will work with different combinations and permutations of registers, tempos and different vocal intensities: suites of syllables based on bilabials; suites of syllables based on labio-dentals; suites of syllables based on dentals; suites of syllables based on prepalatals; suites of syllables based on palatals; suites of syllables based on larynx; recitation based on lyrical lyrics (elegy, ode, pastel, satire, sonnet, rondel, gazello, or glossa) that correspond to the level of the student's cultural experience.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

#### **COURSE TITLE: ART INTERNSHIP**

**ECTS CREDITS:** 3/SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** The objectives of the internship are accomplished collectively as students are organised in groups to perform within the concerts organised by the department, to attend the Performance Season organised by the Department of Arts, and the Concerts Season of the "Oltenia" Philharmonic of Craiova and the Romanian Opera of Craiova, to perform within other performance seasons organised by different national and international culture institutions. Students shall also take part in the festivals organised by the University of Craiova or other festival the University is invited. The semester internship hours can be completed during the semester, the written examination sessions, or within the internship sessions as indicated in the university calendar.

Each semester concert is aimed at integrating and preparing our students for their future art internships as teachers.

**COURSE CONTENTS:** The content of the Art Internship is tuned with the performances agenda organised at by the Music Department, identical for all concurrent academic years. Seminar: The

content of the Art Internship is tuned with the performances agenda organised at by the Art Department, identical for all concurrent academic years.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

#### **COURSE TITLE: COMPLEMENTARY PIANO**

**ECTS CREDITS:** 1/SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** Familiarization with a complex instrument, always present in the musician's activity as well as the practical application of the knowledge of musical forms, harmony, counterpoint. Obtaining basic technical skills, aiming at the piano performance with both hands. The semestrial programmed concerts prepare students for their future artistic practice as teachers.

**COURSE CONTENTS:** The sonority and timbre possibilities of the instrument; Anatomical and physiological notions needed by a pianist; Preliminary exercises without piano, piano hand movement, relaxation of the arm; Moving the hand and placing it on the keyboard; Distributions of movements: shoulder, arms, active attacks of the arms; Elbow, poignet, fingers; The touch as a basic element of piano technique.

- Singing with both hands; Dynamic adjustment, Weight-control ratio in dynamic drawing; Totalization and accommodation movements; Fixed hand exercises; Exercises with the free hand; Coordination movements; The parallel movement to the octave; The legato singing. The laws of singing. Cantilena; Thirds, sixths, parallel decades in legato; Sudden changes in dynamics; Staccato singing. Staccato laws. Legato and staccato in various styles;

**LANGUAGE OF INSTRUCTION:** Romania

**ASSESSMENT METHOD(S):** Test

#### **COURSE TITLE: ITALIAN LANGUAGE**

**ECTS CREDITS:** 1/SEMESTER

**TYPE OF COURSE:** Compulsory, complementary

**COURSE OBJECTIVE(S):** Applicable knowledge and understanding of specific Italian morphology concepts; theoretical and practical content acquisition of Italian as academic subject; applicable basic knowledge of Italian language and communication.

**COURSE CONTENTS:** Essere – indicativo presente; nomi e aggettivi in –o; nomi e aggettivi in –a; avere- indicativo presente; le tre coniugazioni – indicativo presente; articoli con nomi e aggettivi maschili/femminili che cominciano per vocale; aggettivi e pronomi possessive; i verbi servili; passato prossimo; futuro semplice e anteriore - riflessivi e pronominali; pronomi diretti; pronomi partitivo ne; imperfetto e trapassato prossimo; pronomi diretti con i tempi composti.

**LANGUAGE OF INSTRUCTION:** Italian  
**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: GERMAN LANGUAGE**

**ECTS CREDITS:** 1/SEMESTER

**TYPE OF COURSE:** Compulsory, complementary

**COURSE OBJECTIVE(S):** Applicable knowledge and understanding of specific German in use concepts; Proper application and transfer of specific elementary techniques in German language dialogues; Creative and innovative use of analysis tools to formulate solutions to typical written and oral communication.

**COURSE CONTENTS:** Familie und Freunde (Text – Wortschatz zum Text); Grammatik (Das Verb: der Indikativ Präsens); Deutschland, ein Land im Herzen Europas (Text – Wortschatz zum Text); Grammatik (die Modalverben – Konjugationsformen der Modalverben im Präsens); Die Jugendlichen und ihre Probleme (Text – Wortschatz zum Text); Grammatik (Das Verb – Präteritum: Bildung der Präteritum); Die schönsten Städte der Welt (Text – Wortschatz zum Text); Grammatik (Das Verb – Perfekt: Bildung des Perfekts); Deutschland, ein Land der Musik Welt (Text – Wortschatz zum Text); Grammatik (Das Verb – Plusquamperfekt: Bildung des Plusquamperfekts; Freies, kreatives Schreiben. Tagebuchaufzeichnung, Artikel, Kurzgeschichte.

**LANGUAGE OF INSTRUCTION:** German

**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: COMPUTER-ASSISTED MUSIC EDUCATION**

**ECTS CREDITS:** 2/SEMESTER

**TYPE OF COURSE:** Optional, field-related

**COURSE OBJECTIVE(S):** The role of “Computer-assisted Music Education science in music” in the curriculum - for the first academic year within the Bachelor’s programme, specialisation: Music Performance, study directions: Canto and Instruments is justified by: 1. The contemporary leading role of computing systems - information technology in general - both hardware and software, since microprocessor-based systems are encounter in all fields of activity, including arts, as Computer-assisted Music Education-assisted tools applied to usual creation or research activities. 2. The lack of Computer-assisted Music Education science subject in the art high schools curricula. Hence, students will be initiated in Computer-assisted Music Education use on the assumption that they do not have previous trained skills. The syllabus is aimed at developing students’ knowledge and skills on how to use a Computer-assisted Music Education, effortlessly and efficiently, for personal needs.

**COURSE CONTENTS:** Introduction; Didactic means in the field of music education; Multimedia applications used in music didactics; Educational websites; Multimedia CDs/DVDs; Educational

software; practice-based software; interactive educational software; educational simulation software; educational software for knowledge assessment;

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: CANTO OPERETTA – MUSIC HALL (INDIVIDUAL)**

**ECTS CREDITS:** 2/SEMESTER

**TYPE OF COURSE:** Optional, field-related

**COURSE OBJECTIVE(S):** Familiarizing students with the basics of vocal technique, musicality, musical understanding and interpretation of the operetta/musical repertoire. Cognitive objectives: Adapting voice, resilience and flexibility to the requirements of musical and operetta music; Formation of a complex musical thinking, based on the development of vocal and scenic expressiveness and the realization of interdisciplinary connections; Training the dictum, the alternation of the singing voice with the speaking voice; Physical training to easily perform dance numbers, often present in operetta and musical productions. Procedural objectives: The orderly use of gender-specific concepts and theories (operetta and musical); Using self-evaluating methods of self-learning; Cultivating the syncretism of the arts in interpretation. Attitudinal objectives: Compliance with professional deontology rules based on explicit value options; Collaboration in working teams to solve different learning tasks; Using specific methods to develop a team work plan (choir, ballet, orchestra); The acquisition of contemporary elements and new currents and concepts manifested today in stage art

**COURSE CONTENTS:** Introduction; Didactic means in the field of music education; Multimedia applications used in music didactics; Educational websites; Multimedia CDs/DVDs; Educational software; practice-based software; interactive educational software; educational simulation software; educational software for knowledge assessment;

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: SPORTS**

**ECTS CREDITS:** 3/SEMESTER

**TYPE OF COURSE:** Compulsory, complementary

**COURSE OBJECTIVE(S):** Developing a set of core values, attitudes and beliefs in relation to the act of physical, expressive and artistic education; beliefs and habits development on systematic physical exercise practice; training the ability to apply specific concepts and procedures of expressive motricity in different professional contexts.

**COURSE CONTENTS:** Description of gymnastic exercises: fundamental positions and main derivatives; Front and group exercises; Applicable knowledge of body positions; General physical

development exercises; Natural-applied skills - categories, exercises and methodical recommendations; Positions and movements of the arms, legs, body and head; In-depth study of arms and shoulders movement expressiveness in a static and dynamic regime with various justifications; Applicable knowledge of equilibrium-based static elements ; In-depth study of leg movement expressiveness with various justifications; Applicable knowledge of equilibrium-based static elements; Applicable knowledge of mobility elements; Natural movements in stage adaptation via the synergic actuation of the body with emphasis on static flexibility with various justifications; Stage-roll practice; Combinations of acrobatic elements; Applicable knowledge of strength and balance; Natural movements in scenic adaptation via the synergic actuation of the body with emphasis on movement and form initiation in the context of focalisation and memorisation; In-depth study of the correlations between the forms of movement and postures on different levels and directions with emphasis on the plastics of the movement; Creative exercises to adapt natural movements with emphasis on imagination, coordination and representation; Partner relationship exercises based on coordination and synchronisation of movements, the control and perception of the kinetic message; Lateral twists practice; Complementary exercises for mobility development; Movements practicing based on remedial actions; Stage-jump practice - developing the muscle sense for stage jumps - Technical execution and methodical learning of jumping; The design of acrobatic lines; Leaps practice; In-depth study of gestures and their contextualisation. Creative exercises to adapt natural movements and acrobatic combinations for stage performance.

**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Test (A/R)

**COURSE TITLE: INTERNSHIP**

**ECTS CREDITS:** 3/2<sup>ND</sup> SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** The objectives of the internship are accomplished collectively as students are organised in groups to perform within the concerts organised by the department, to attend the Performance Season organised by the Department of Arts, and the Concerts Season of the "Oltenia" Philharmonic of Craiova and the Romanian Opera of Craiova, to perform within other performance seasons organised by different national and international culture institutions. Students shall also take part in the festivals organised by the University of Craiova or other festival the University is invited. The semester internship hours can be completed during the semester, the Written examination sessions, or within the internship sessions as indicated in the university calendar. Each semester

concert is aimed at integrating and preparing our students for their future art internships as teachers.

**COURSE CONTENTS:** The content of the Art Internship is tuned with the performances agenda organised at by the Music Department, identical for all concurrent academic years.

**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Oral examination

**2<sup>ND</sup> YEAR, 1<sup>ST</sup> SEMESTER AND 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: THEORY, SOLFEGGIO, DICTAT**

**ECTS CREDITS:** 4/SEMESTER

**TYPE OF COURSE:** Compulsory, core

**COURSE OBJECTIVE(S):** The Theory, solfeggio, dictat syllabus aims at training the musician-teacher and build-up a comprehensive applicable knowledge of the compositional languages that frame the different musical styles. The investigation objectives focus, on the one hand, on the systemic approach of a vast informational field and, on the other hand, the interference featuring of the vocabulary - syntax - morphology triad. Special attention within the musical language evolution overview is paid to the music of the 20<sup>th</sup> century, since this creative era - an unprecedented stylistic density boost throughout the history of music - encompasses its own axiological decantation. The course deliverables are secured by a direct and sustainable connection with the musical text via the solfeggio and the dictat, as perception and representation complementary techniques for sound image production - an essential toolkit of any musician.

**COURSE CONTENTS:** Introduction to the theory of modes; Oligocorders - primary melodic systems; Pentatonic modes; Pentacord and hexacordial modes; Ancient Greek modes; Western medieval modes; Byzantine modes; Popular heptacordic modes; Popular diatonic modes; Popular chromatic modes; Modulation in modes; Other modal systems used in the peoples' music; Tonality: *General principles deriving from the notion of tonality; General principles deriving from the notion of scale; General principles deriving from the notion of chord;* The diatonic tone system; The chromatic tone system; Modulation; Widening the classic concept of tone and mode; Atonal Systems; Other intonational systems and processes used in contemporary creation.

**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: HARMONY**

**ECTS CREDITS:** 4/SEMESTER

**TYPE OF COURSE:** Compulsory, core

**COURSE OBJECTIVE(S):** The study of Harmony together with the other theoretical subjects enables students to grasp the stylistic peculiarities of different creation eras: Baroque, Classicism and

Romanticism. The understanding of Tonal-Functional Harmony principles, harmonic hearing training, along with the development of harmonic analysis competence are set as course main objectives, focusing on different harmonic aspects - harmonic harmonies, melodic notes, the technique of sequence, diatonic modulations, Chromatic harmony - altered tunes – specific for a certain musical piece; The course deliverables are secured by a direct and sustainable connection with the musical text via the solfeggio and the dictat, as perception and representation complementary techniques for sound image production – an essential toolkit of any musician.

**COURSE CONTENTS:** Effectively dissonant song notes; Diatonic modulation; Modulation to the dominant; Subdomain modulation; Modulation in the minor relative; Modulation in the minor relatives of dominance and subdominant; Diatonic modulation from minor to first-degree tones; Modulation to the dominant; Modulation to the subdominant; Modulation to the major relative; Modulation to the major relative dominant and subdominant; Diatonic modulation from major to distant tones; Diatonic modulation from minor to distant tones;

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

#### **COURSE TITLE: HISTORY OF MUSIC**

**ECTS CREDITS:** 3/SEMESTER

**TYPE OF COURSE:** Compulsory, core

**COURSE OBJECTIVE(S):** The History of music syllabus aims at training the musician-teacher and build-up a comprehensive applicable knowledge of the compositional languages that frame the different musical styles. The investigation objectives focus, on the one hand, on the systemic approach of a vast informational field and, on the other hand, the interference featuring of the vocabulary - syntax - morphology triad. Familiarising students with different music eras; Applicable acquisition of composers' stylistic characteristics specific to different music periods; information acquisition regarding composers' life and work specific to different music periods throughout the history of music; applicable knowledge of musical instruments emergence and evolution, main forms and genres of instruments and specific features. The course deliverables are ensured by a direct and sustainable connection with most representative genres specific to certain historical periods, clearly defined and accompanied by specific features and appropriate examples. Featuring musical instruments and their action mode, accompanied by remindful images. The course deliverables are secured by a direct and sustainable connection with the musical text by analyzing some tonal-harmonic works, by using complementary working techniques in form themes.

**COURSE CONTENTS:** The transition from the Baroque to Classicism/School of Mannheim/Representatives; Classicism: Defining the movement/Stylistic landmarks; Composers: *J. Haydn, W.A. Mozart, L.van Beethoven*; Aspects of Romanticism in Beethoven's creation; The classic-romantic transition made by Beethoven; Romanticism/Defining the movement and periodization/Stylistic aspects and specific musical genres; Composers: *Fr. Schubert, N. Paganini, F. Mendelssohn - B., Fr. Chopin* in the Romantic stylistic context; The great Romantics: H. Berlioz, Fr. Liszt, R. Schumann; Program music/Genres of program music: programmatic symphony and the symphonic Poem; French and Italian Romantic opera in the first and second half of the 19th century; German Romantic opera at the beginning of the 19th century: G.J. Vogler, E.T.A. Hoffmann, L. Spohr, C.M. von Weber; Richard Wagner and the Wagnerian musical drama/ Wagnerian stylistic features; *Late Romanticism: J. Brahms, A. Bruckner*; *Thenational Schools in the 19th Century (Russian, Czech, Norwegian, Spanish)*

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

#### **COURSE TITLE: CANTO (INDIVIDUAL)**

**ECTS CREDITS:** 5/SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** The canto course is the basic study subject in the formation of students as future lyrical artists (soloists and choristers), concert performers, vocal pedagogues with a highly professional training, able to reproduce the vocal musical creation in all the complexity of its genres and modalities of expression. Since the art of singing is a complex process, the course will follow both the development of individual vocal aptitudes as well as the implementation of vocal technique elements and the formation of associative bonds between the breathing - vibration - resonance segments, as well as resistance to a sustained effort.

**COURSE CONTENTS:** In the second year, the vocal technique studies will mainly deal with the vocalism of the classical style. This year, the student will study at least 5 accompanied studies. The repertoire will consist of at least 6 pieces (concert, oratorio, opera) from the musical literature of the composers: G. Giordani, N. Piccini, J.S. Bach, C.W. Gluck, J. Haydn, W.A. Mozart, A.E.M. Grétry, P.A. Monsigni, L. van Beethoven, G. Donizetti, V. Bellini, C.M. von Weber, G. Meyerbeer, Am. Thomas; lieder from the Romantic Era: Fr. Schubert, R. Schumann, L. van Beethoven etc as well as pieces from the Romanian musical creation: T. Brediceanu, S. Drăgoi, C. Brăloiu, E. Monția, Al. Zirra, Kiriac, Al. Alessandrescu, M. Negrea, A. Borgovan, I. Perlea etc. The vocal technique studies that will approach the "bel – canto" style in opera vocalization will be

presented. The repertoire will focus on the 19th century musical creation and the creations of National Schools. The development of the vocal technique will continue through more complex exercises and vocalizations for the acquisition of ornaments and agility in singing. Particular attention will be given to correct diction and pronunciation in singing, given the repertoire that must be covered from the variety of vocal musical creations of the National Schools.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: CANTO ACCOMPANIMENT (INDIVIDUAL)**

**ECTS CREDITS:** 1/SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** Closely linked to the study of singing, the course of the study subject Canto Accompaniment (Individual) contributes to the formation and finalization of the personality of the lyric artist and the highly qualified vocal pedagogue. The problem addressed in this study subject is the gradual and complex development of the talent of the future singer. The course is individual, each student presenting his/her own psychosomatic, phonatory and artistic structure. The realization of interpreting a musical piece results from the combination of the teacher's and co-interpreter's explanations with the individual study and the contribution of the student's personality. Like the canto study subject, the study material (repertoire) is allocated to the difficulty it contains by years of study.

**COURSE CONTENTS:** Technical studies accompanied by the singing methods of the authors: Concone, Lütgen, Vaccai, Bordogni, Aprile, Bordese, Glinka, Marchesi, Ștefănescu, Teodorini, etc. Pieces from the creation of the composers: Bach, Cimarosa, Handel, Gluck, Rameau, Pergolese, Paisiello, Haydn, Mozart, Beethoven, etc. Lieder from the creation of the composers: Schubert, Schumann, Boildieu, Mendelsohn, Glinka. Romanian pieces from the creation of the composers: Brediceanu, Brăiloiu, Kiriac, Zirra, Monția, Drăgoi, Alexandrescu, Negrea, Borgovan, Stoia.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: THEATRICAL PERFORMANCE**

**ECTS CREDITS:** 2/SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** Correct identification of acting art's methods and techniques and their authors. Ability of self-analysis of the acting. Achieving the level of individual performance within the theatrical group (the total, organic functioning of the individual within a theatrical cast). Complex exercises, meeting all

objectives. Achieving the performance level of the theatrical group. Group synchronization, precision, organic operation, and total harmony of each individual with the group.

**COURSE CONTENTS:** 1. Introductory course: research and creative directions, objectives, themes, bibliography; 2. Methodological Fundamentals of Acting Art; 3. Definition of acting terms I (role, situation, relationship, character, conflict); 4. Definition of acting terms II (threshold, process, purpose, comic, tragic, dramatic etc.); 5. Relationships between defined acting notions. Language in the acting art.; 6. Study and interpretation of dramatic support I - (dramatization: introduction); 7. Study and interpretation of dramatic support II - (dramatization: literary texts, works of art); 8. Study and interpretation of dramatic support II - (dramatization: literary texts, works of art); 9. Analysis of the specific logic mechanism (Acting art - a way of thinking); 10. Process in Acting Art I (Stage 1 - undertaking); 11. Process in Acting Art II (Stage 2 - Processing); 12. Process in Acting Art III (Stage 3 - Option); 13. Process in Acting Art IV (Stage 4-Action); 14. Concretizing the scenic process from conventional to authentic. interconfessional perspectives; 15. Recapitulative Course: Exercise and Acquired Means of Action; 16. Specific forms of thinking and expression of the actor. Schools and methods in acting; 17. The natural, physical and psychic component of the scenic act in realistic dramaturgy; 18. Acting terms in realistic theatre I (role, situation, relationship, character, conflict); 19. Acting terms in realistic theatre II (threshold, process, purpose, comic, tragic, etc.); 20. Study and interpretation of dramatic support I - (realistic theatre: introduction); 21. Study and interpretation of dramatic support II - (realistic theatre: short scenes in two characters); 22. Sources of creativity: The living mirror of reality (observation, attention, imagination).; 23. Theory of Where? Who? What? When? in the scenic approach; 24. Acting area - Living architecture of movement; 25. Training and education of the means of stage expression; 26. Actor and physical action on stage (motivation, purpose, necessity); 27. The role - finality of the acting creative process; 28. Concretizing the scenic process from conventional to authentic in realistic theatre.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: ART INTERNSHIP**

**ECTS CREDITS:** 3/SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** The objectives of the internship are accomplished collectively as students are organised in groups to perform within the concerts organised by the department, to attend the Performance Season organised by the Department



of Arts, and the Concerts Season of the "Oltenia" Philharmonic of Craiova and the Romanian Opera of Craiova, to perform within other performance seasons organised by different national and international culture institutions. Students shall also take part in the festivals organised by the University of Craiova or other festival the University is invited. The semester internship hours can be completed during the semester, the written examination sessions, or within the internship sessions as indicated in the university calendar. Each semester concert is aimed at integrating and preparing our students for their future art internships as teachers.

**COURSE CONTENTS:** The content of the Art Internship is tuned with the performances agenda organised at by the Music Department, identical for all concurrent academic years.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

#### **COURSE TITLE: MUSICAL FOLKLORE**

**ECTS CREDITS:** 2/SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** To know the folklore's field of activity. To know the rhythmic-melodic elements of musical folklore. To know the Romanian customs and traditions. To know the elements of morphology. To know the organology and folk harmony. To know the occasional and unoaccasional genres; The practical finality of the course is ensured by the direct, permanent connection with the authentic musical folklore through the analysis of folkloric transcripts or of folklore research studies.

**COURSE CONTENTS:** Brief history of musicology; Folklore and Folkloristic. Ethnography. Classification of folklore. Folkloric areas; Scales and modes. Oligocordial systems; the pentatons; Romanian folk ways. Chromatism in the Romanian Folklore. Popular cadences; Morphology. Popular poetry. Evolution. Overview; Versatility issues: verse, stanza, rhyme, accent; Changes occurred during the song; Support anacrusion; The elements of the song Folklore of the customs over the year. Winter traditions. The carol; The carol – sequel; Other winter holidays; The beat. Generalities. The Giusto-syllabic rhythmic system; The aksak rhythmic system; Rhythmic systems. The rhythmic system of children; The distributive rhythmic system; The rhythmic dance system; The rhythmic; Ceremonial system; The rubato rhythmic system; Spring customs; Summer customs; The folklore of customs. The family cycle. The lullaby; The bridal repertoire. The song of the bride; The military service song; The funeral repertoire. Mourning; Popular organology. Popular Romanian instruments; Folk music bands. Orchester. Popular ensembles; Polyphony and popular harmony;

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** written examination

#### **COURSE TITLE: COMPLEMENTARY PIANO**

**ECTS CREDITS:** 1/SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** Addressing more complex issues that trigger the anticipation and control of inward hearing, absolutely necessary tools in deciphering a musical text. Going through a differentiated repertoire meant to develop the tracking capability of polyphonic structures (Bach, Purcell, Haendel), of the harmonic relations typical for classicism (Clementi, Diabelli, Mozart) and the approach of romantic or modern pieces that will open up new horizons of knowledge from a stylistic point of view.

**COURSE CONTENTS:** 1. The technical solution of the legato and staccato; 2. Independent voice management; 3. Music imagination; 4. The piano exercise. Repeating a musical piece as a means of stamping conditioned reflexes; 5. The rare exercise of rapid fragments; 6. Accomodation and totalisation movements in the rare exercise; 7. Rhythmic variants: punctuated exercises; 8. Development of fast singing and pearl; their analysis; 9. Polyphony and its basic aspects; 10. Technique development: exercises with punctuated notes; 11. Achieving optimal sonority in finger techniques; 12. Changing the position of the hand; 13. Compound movement of fingers and arms; 14. Major scale with sharps; 15. Minor scale with sharps; 16. The role of the arm and hand position changes in scale playing; 17. Expansion of the technical activity space; 18. Martellato.

**LANGUAGE OF INSTRUCTION:** Romania

**ASSESSMENT METHOD(S):** Test

#### **COURSE TITLE: ITALIAN LANGUAGE**

**ECTS CREDITS:** 1/SEMESTER

**TYPE OF COURSE:** Compulsory, complementary

**COURSE OBJECTIVE(S):** Applicable knowledge and understanding of specific Italian morphology concepts; theoretical and practical content acquisition of Italian as academic subject; applicable basic knowledge of Italian language and communication.

**COURSE CONTENTS:** G. Rossini – da „Il barbiere di Siviglia” – Largo al factotum; G. Rossini – da „Il barbiere di Siviglia” – Una voce poco fa; W.A. Mozart da „Le nozze di Figaro” – Non più andrai; W.A. Mozart da „Don Giovanni – Mi tradi quell’anima ingrata; V. Bellini – da „La sonnambula” – Ah, non credea mirarti; G. Donizetti – da „L’elisir d’amore” – una furtiva lagrima; G. Verdi – da „Rigoletto” – La donna è mobile; G. Verdi – da „Il trovatore” – Tacea la notte placida; G. Verdi – da „Il trovatore” – Di quella pira; P. Mascagni – da „Cavalleria rusticana” – Mamma quel vino è generoso; G. Puccini – da „Tosca” – Vissi d’arte; R. Leoncavallo – da „I pagliacci” – vesti

la giubba; G. Puccini – da „La Bohème“- Che gelida manina; G. Puccini – da „Gianni Schicchi“ – O mio babbino caro

**LANGUAGE OF INSTRUCTION:** Italian

**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: CANTO OPERETTA – MUSIC HALL (INDIVIDUAL)**

**ECTS CREDITS:** 2/SEMESTER

**TYPE OF COURSE:** Optional, field-related

**COURSE OBJECTIVE(S):** Familiarizing students with the basics of vocal technique, musicality, musical understanding and interpretation of the operetta/musical repertoire. Cognitive objectives: Adapting voice, resilience and flexibility to the requirements of musical and operetta music; Formation of a complex musical thinking, based on the development of vocal and scenic expressiveness and the realization of interdisciplinary connections; Training the dictum, the alternation of the singing voice with the speaking voice; Physical training to easily perform dance numbers, often present in operetta and musical productions. Procedural objectives: The orderly use of gender-specific concepts and theories (operetta and musical); Using self-evaluating methods of self-learning; Cultivating the syncretism of the arts in interpretation. Attitudinal objectives: Compliance with professional deontology rules based on explicit value options; Collaboration in working teams to solve different learning tasks; Using specific methods to develop a team work plan (choir, ballet, orchestra); The acquisition of contemporary elements and new currents and concepts manifested today in stage art

**COURSE CONTENTS:** The role of the singer/actor in the operetta/musical show. The construction of the operetta/musical character. Understanding the notions of: dramatic situation, space and time in the operetta/musical show. Structuring situations and identifying the typology of the character. Stimulating the singer-actor's sense of observation. Stimulating the analytical spirit of the singer-actor. Scenic improvisation techniques on various texts of specific literature. Acquiring basic notions of the Viennese Waltz. The study of the operetta/musical libretto. Exercises for alternating the text sung with the spoken one. Working in teams as a way to eliminate emotional and physical blockages. Exercises for augmenting body plasticity. Exercises for building a personal balance by knowing your physical possibilities. Deepening the time-space dimension by conscious assimilation of interdisciplinary elements (music, dance, declamation).

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: CANTO JAZZ**

**ECTS CREDITS:** 2/SEMESTER

**TYPE OF COURSE:** Optional, field-related

**COURSE OBJECTIVE(S):** Familiarizing students with the basics of vocal technique, musicality, musical understanding and interpretation of the operetta/musical repertoire. Cognitive objectives: Adapting voice, resilience and flexibility to the requirements of musical and operetta music; Formation of a complex musical thinking, based on the development of vocal and scenic expressiveness and the realization of interdisciplinary connections; Training the dictum, the alternation of the singing voice with the speaking voice; Physical training to easily perform dance numbers, often present in operetta and musical productions. Procedural objectives: The orderly use of gender-specific concepts and theories (operetta and musical); Using self-evaluating methods of self-learning; Cultivating the syncretism of the arts in interpretation. Attitudinal objectives: Compliance with professional deontology rules based on explicit value options; Collaboration in working teams to solve different learning tasks; Using specific methods to develop a team work plan (choir, ballet, orchestra); The acquisition of contemporary elements and new currents and concepts manifested today in stage art

**COURSE CONTENTS:** The jazz creation from the late nineteenth century until the fourth decade of the 20th century. Description of jazz pieces from the end of the nineteenth century until the fourth decade of the 20th century from a stylistic perspective. Genres and forms of the classical jazz period. The stylistic diversity of jazz music at the end of the XIX and early XX century. Establishing links between moments in jazz history and contextual historical, cultural and social events between the end of the nineteenth and early twentieth centuries. Data on artistic biography and creation of representative personalities. The place of music in the American historical and cultural context. Formulating opinions on different forms of artistic expression manifested in music, literature, dance. Forms of musical artistic plastic literary, choreographic expression, manifested in mono or interdisciplinary vision

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: SPORTS**

**ECTS CREDITS:** 3/SEMESTER

**TYPE OF COURSE:** Compulsory, complementary

**COURSE OBJECTIVE(S):** Developing a set of values, attitudes and beliefs in relation to physical, expressive and artistic education; acquiring the beliefs and habits of practicing physical exercises in a systematic way; the ability to apply specific concepts and procedures of expressive motricity in various professional contexts.

**COURSE CONTENTS:** Describing gymnastics exercises: basic positions and their main derivatives; Front and formation exercises; Learning body positions; exercises for general physical

development; Natural-applicative skills - categories, exercises and methodical recommendations; Positions and movements of the arms, legs, trunk and head; Studying the expressiveness of arm and shoulder movements in static and dynamic regimen having various justifications; Learning balance static elements; Studying the expressiveness of leg movements having various justifications; Learning balance static elements; Learning mobility static elements; Natural movements for stage adaptation by synergistic action of the body with emphasis on static flexibility having various justifications; Learning how to perform rolls; Combinations of acrobatic elements; Learning strength and balance elements; Natural movements for stage adaptation by synergistic action of the body with emphasis on movement and form initiation in relation to focus and memorization; Studying the correlations between movement forms and postures on different levels and directions with emphasis on movement flexibility; Creative exercises of adapting natural movements with emphasis on imagination, coordination and representation; Partner interaction exercises based on movement coordination and synchronization, the conduct and perception of the kinetic message; Learning how to perform side rolls; Complementary exercises for mobility development; Learning movements based on straightening actions; Learning how to perform jumps - developing muscular sense for jumping stages - execution technique and methods for learning several jumps; Making-up acrobatic lines; Learning how to perform leaps; Studying gestures and gesticulation and contextualizing them to some given justifications. Creative exercises for adapting natural movements and acrobatic combinations, as well as adjusting them to the stage space in order to prepare the performance.

**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Test (A/R)

**COURSE TITLE: INTERNSHIP**

**ECTS CREDITS:** 3/2<sup>ND</sup> SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** The objectives of the internship are accomplished collectively as students are organised in groups to perform within the concerts organised by the department, to attend the Performance Season organised by the Department of Arts, and the Concerts Season of the "Oltenia" Philharmonic of Craiova and the Romanian Opera of Craiova, to perform within other performance seasons organised by different national and international culture institutions. Students shall also take part in the festivals organised by the University of Craiova or other festival the University is invited. The semester internship hours can be completed during the semester, the written examination sessions, or within the internship sessions as indicated in the university calendar. Each semester

concert is aimed at integrating and preparing our students for their future art internships as teachers.

**COURSE CONTENTS:** The content of the Art Internship is tuned with the performances agenda organised by the Music Department, being identical for all concurrent academic years.

**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Oral examination

**3<sup>RD</sup> YEAR, 1<sup>ST</sup> SEMESTER AND 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: THEORY, SOLFEGGIO, DICTAT**

**ECTS CREDITS:** 3/SEMESTER

**TYPE OF COURSE:** Compulsory, core

**COURSE OBJECTIVE(S):** The Theory, solfeggio, dictat syllabus aims at training the musician-teacher and build-up a comprehensive applicable knowledge of the compositional languages that frame the different musical styles. The investigation objectives focus, on the one hand, on the systemic approach of a vast informational field and, on the other hand, the interference featuring of the vocabulary - syntax - morphology triad. Special attention within the musical language evolution overview is paid to the music of the 20th century, since this creative era - an unprecedented stylistic density boost throughout the history of music - encompasses its own axiological decantation. The course deliverables are ensured by a direct and sustainable connection with the musical text via the solfeggio and the dictat, as perception and representation complementary techniques for sound image production - an essential toolkit of any musician.

**COURSE CONTENTS:** Introduction to the theory of rhythm; Musical rhythm and its relation to the elements that generate it; The constitutive elements of musical rhythm; rhythmic; Ancient poetic rhythms; Specific rhythms in Romanian folk music; Methods (means) of developing rhythm forms; Metrics; New and complex metrics framework; Transposition; Non-chord notes; Ornamental notes; Elements of musical syntax.

**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: POLYPHONY (COUNTERPOINT AND FUGUE)**

**ECTS CREDITS:** 3/SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** The knowledge and acquirement of the techniques specific to polyphonic writing aim at correctly and accurately analyzing the works of the Renaissance and Baroque composers from an artistic, aesthetic and stylistic point of view. Developing polyphonic hearing and thinking. Acquiring a minimal Renaissance and Baroque repertoire. The course deliverables are ensured by a direct and sustainable connection with the musical text through

analyzing some contrapuntal works, by the use of complementary working techniques in vocal contrapuntal themes.

**COURSE CONTENTS:** The subject matter and importance of the study. Brief history of the polyphony;

- Renaissance and polyphony periodization: Renaissance schools, Palestinian style characteristics; melody: modes and intervals; the role of intervals in the construction of the melodic line; gradual melody and leaps; the progressive melody; the melodic arch: the beginning, the culmination, the ending; the assurance of the melodic cursivity by avoiding the symmetry; the dissonance through the exchange note (embroidery) with the duration of the quarters, eighths, by the cambiata note, by anticipation; treating expressive dissonants; ornate delayed dissonances; the counterpoint without cantus firmus; overlays of melodic-ornamental notes; simple, ornamented and combined delays; the principles of 3 and 4 voices counterpoint technique.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

#### **COURSE TITLE: MUSICAL FORMS AND ANALYSES**

**ECTS CREDITS:** 2/SEMESTER

**TYPE OF COURSE:** Compulsory, core

**COURSE OBJECTIVE(S):** The course aims at going over the most significant stages of the evolution of musical language, developing students' analytical thinking on the organization of music by morphology and musical structure analyzes of the types of form patterns that revolved in the historical musical context. By means of the practical works, students will be able to develop skills in the field of musical analysis. Courses will include examples of musical materials from the most important stylistic periods provided by the professor, thus students will benefit, at the same time, from the opportunity to analyze the related scores. The course deliverables are ensured by a direct and sustainable connection with the musical text through the analysis of some tonal - harmonic works, by the use of complementary working techniques in form themes.

**COURSE CONTENTS:** Fugue: Crystallization of the fugue form. Fugue in Baroque music, definition, classifications; Fugue theme, fugue responses, the countersubject, fugue exposition, exposition types; Expository episode, median reprises, episode art in the Baroque fugue; Double fugue and bithematic fugue; The fugue in other stylistic periods of music history; Sonata. Crystallization of the sonata form, the; Baroque sonata; The sonata of Viennese classics, definition, pattern; Beethoven's sonata: the development of the second thematic group, the appearance of the third theme, Beethoven's codes; The form of sonata in Romanticism; The form of sonata in the 20th century; Rondo-sonata, or sonata-rondo; Other combinations of form

principles: fugue-sonata, variations-sonata, etc. Definitions, classifications, simple succession genres, the suite, the concertante genre, symphonic sonata genres; Cyclic thinking and gender-based form: the cyclic form in Beethoven's creation, the leitmotif in Wagner's creation, Liszt's Sonata in B minor

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

#### **COURSE TITLE: HISTORY OF MUSIC**

**ECTS CREDITS:** 2/SEMESTER

**TYPE OF COURSE:** Compulsory, core

**COURSE OBJECTIVE(S):** Acquiring knowledge regarding the periods in the history of music; acquiring the stylistic features of the compositions of each period; acquainting students with the composers' life and creation in each era of the history of music; acquiring knowledge of the emergence and evolution of musical instruments and the main instrument forms and genres, along with their characteristics. The course deliverables are ensured by a direct and sustainable connection with the musical text through the analysis of some tonal - harmonic works, by the use of complementary working techniques in form themes.

**COURSE CONTENTS:** The late Romantics: G. Mahler, O. Respighi, M. Reger, H. Wolf; The 20th century movements/ Impressionism/Definition of the movement/Stylistic elements/Musical forms and genres;

Cl. Debussy/symphonic and chamber music; Pelleas and Melisande – the lyrical masterpiece of the 20th century; M. Ravel/style elements in symphonic and chamber music; The French tradition of Impressionist music: L. Niedermeyer and G. Faure; Other Impressionists: A. Roussel, P. Dukas; Erik Satie and "Les Six"; Expressionism and P. Hindemith; The Strauss family; Realism and Naturalism/Definition of the movements/representatives/reference opus numbers; Atonality, Dodecaphonism, Serialism/Stylistic-aesthetic aspects in Arnold Schonberg's creation; Second Viennese School/the other two representatives: Anton Webern and Alban Berg; Modern national schools/the Russian school (I. Stravinski, S. Prokofiev, A. Hacıaturian); Modern national schools/the Spanish national school (M. de Falla)/the Polish school (K. Zsيمانovski)/the Czech school (L. Janacek, B. Martinu); the Finnish school (J. Sibelius); the Hungarian school (B. Bartók, Z. Kodály); Romanian music. The origins of Romanian music. Vocal and instrumental music from Antiquity to the 15th century; Religious and secular music in the 15th-18th centuries; Romanian musical life in the 19th century; Musical genres and their representatives in the 19th century; Vocal music in the 19th century; George Enescu/Enescian Symphonies; George Enescu/Chamber music; George Enescu/Vocal-symphonic creation; George

Enescu/Instrumental opus numbers; George Enescu/Opera Oedipe; Stylistic features of the Enescian creation; Romanian music of the 20th century. Specific genres and representatives

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: CANTO**

**ECTS CREDITS:** 5/SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** The canto course is the basic study subject in the formation of students as future lyrical artists (soloists and choristers), concert performers, vocal pedagogues with a highly professional training, able to reproduce the vocal musical creation in all the complexity of its genres and modalities of expression. Since the art of singing is a complex process, the course will follow both the development of individual vocal aptitudes as well as the implementation of vocal technique elements and the formation of associative bonds between the breathing - vibration - resonance segments, as well as resistance to a sustained effort.

**COURSE CONTENTS:** Considering that the problems of vocal technique are well understood, this year will focus on the study of expressivity in the art of singing. The improvement of vocal technique will continue; The repertoire will consist of at least 6 tracks (concert arias, oratory, opera, lieder); In the semestrial repertory sheet there will be introduced arias from the operetta creation; Lieder from the Romanian vocal creation will be approached; The study of vocal musical creation at the end of the 19th century will continue, but will insist on the creation of the early 20th century;

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: CANTO ACCOMPANIMENT**

**ECTS CREDITS:** 1/SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** Closely linked to the study of singing, the course of the study subject Canto Accompaniment individual contributes to the formation and finalization of the personality of the lyric artist and the highly qualified vocal pedagogue. The problem addressed in this study subject is the gradual and complex development of the talent of the future singer. The course is individual, each student presenting his/her own psycho-somatic, phonatory and artistic structure. The realization of interpreting a musical piece results from the combination of the teacher's and co-interpreter's explanations with the individual study and the contribution of the student's personality. Like the canto study subject, the study material (repertoire) is allocated to the difficulty it contains by years of study.

**COURSE CONTENTS:** Concert vocals from the

creation of: R. Hahn, Ibert, M. Ravel, S. Prokofiev, Glier etc; Concert arias, oratory, opera from the creation of the composers: G. Verdi, G. Rossini, C. Saint-Saëns, G. Bizet, M. Mussorgski, Cl. Debussy, M. Ravel, Cl. Debussy, M. Ravel, P. Mascagni, R. Leoncallo, Fr. Cilea, V. Giordano, G. Puccini, C. Orff, R. Wagner, A. Boito, A. Panchielli, Malipiero, Fr. Poulenc, O. Messiaen, O. Respighi, L. Dallapiccola, E.W. Ferrari etc; Arias of the creation of the operetta of the composers: J. Offenbach, Fl. Hervé, R. Planquette, J. Strauss, Ch. Lecocq, Ed. Audran, Fr. Lehar etc; Lieduri de H. Duparc, G. Fauré, E. Satie, H. Wolf, R. Strauss, G. Mahler, R. Wagner etc; Arias and lieder from the creation of Romanian composers: Al. Mendelsohn, G. Enescu, F. Donceanu, C. P. Basacopol P. Benteoiu, V. Spătărelu, V. Munteanu, L. Dimitriu, D. Popovici, T. Ciortea, Gh. Dumitrescu, L. Profeta, El. Popovici, H. Jerea, A. Stroe, M. Marbé, D. Ghenciu etc.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: LIED-ORATORIO**

**ECTS CREDITS:** 2/SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** The training of the artist singer with a high professionalism is directly related to the study of vocal chamber music (lied, oratorio, cantata). The chamber music genre addresses a limited number of viewers, a well-educated, prepared and cultivated audience. The task of educators is to train performing artists able to form an audience for which the lied becomes an accessible and loving genre. The teaching of lied-oratorio course is done individually, each student representing his own psycho-somatic, phonatory and artistic structure. The first years of study at the canto study subject brought the student a background of vocal and interpretive technique sufficient to address this genre. In the last two years, the study of lied and oratory will be a finishing of the vocal chamber genre, the future interpreter acquiring the art of assimilating musical refinements that will serve to improve the technical means and to enrich the expressive palette, leading it to a valuable interpretation. An important factor in the aesthetic rules of executing lied, oratory, cantata is the good knowledge of different literary and musical styles. The teacher initiates the student on theoretical and practical issues such as: musical analysis of the play (form, harmony, agogic dynamics); analysis of literary text (pronunciation, diction, articulation); the difference between the style of chamber music.

**COURSE CONTENTS:** Lieder and lied cycles of classical, romantic, post-romantic and Romanian creation; Oratorios, cantatas, concert arias from the composers of the periods: Baroque, Classicism, Romanticism as well as from the Romanian creation; Arias with obligato instruments

**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Written examination

<b>COURSE TITLE:</b>	<b>LIED-ORATORIO ACCOMPANIMENT</b>
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**ECTS CREDITS:** 1/SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** The study subject of „Lied-Oratorio accompaniment” is intended to be an accomplishment of the spectrum of vocal accompaniment and in the plan of the chamber-lied-oratorio genre. Studied in the final years, III and IV respectively, and benefiting from the performances of the performant vocal and interpretive technique, the subject “Lied-oratorio accompaniment” refers to a feed-back interaction and a circuit with perfect rules and content, a well-determined temporality. Studied individually (each student representing a unique and unrepeatable psycho-somatic, phonatory and artistic structure) and in an obvious literary-musical stylistic variety, this study subject proves a complex process of harmonizing all technical-expressive elements: intonation, pronunciation, diction, articulation, breathing, mimics, dynamics, tempo, stamp and vocal-instrumental coloring, musical-literary phrasing, voice-piano symphysis etc. The task of the accompanist is to create, together with the canto teacher, performers capable of supporting and transmitting artistic emotion to the audience and, at the same time, to awaken respect for the values of Romanian and universal musical chamber art.

**COURSE CONTENTS:** The accompaniment of some lieder and lied cycles of classical, romantic, post-romantic and Romanian creation; The accompaniment of some oratorios, cantatas, concert arias from the composers of the period: Baroque, Classicism, Romanticism as well as from Romanian creation; The accompaniment of some arias with obligato instruments;

**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Written examination

<b>COURSE TITLE:</b> OPERA CLASS
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**ECTS CREDITS:** 3/SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** Familiarizing students with the basics of vocal technique, musicality, musical understanding and interpretation of opera repertoire. Formation of singers-actors capable of interpreting the dramatic musical roles in the repertoire of the lyrical theatre. Cognitive objectives: Adapting voice, resilience and flexibility to the requirements of musical and operetta music; Formation of a complex musical thinking, based on the development of vocal and scenic expressiveness and the realization of interdisciplinary connections; Training the dictum, the alternation of the singing voice with the speaking voice; Physical training to easily perform dance numbers, often present in

operetta and musical productions. Procedural objectives: The orderly use of gender-specific concepts and theories (operetta and musical); Using self-evaluating methods of self-learning; Cultivating the syncretism of the arts in interpretation. Ctitudinal objectives: Compliance with professional deontology rules based on explicit value options; Collaboration in working teams to solve different learning tasks; Using specific methods to develop a team work plan (choir, ballet, orchestra); The acquisition of contemporary elements and new currents and concepts manifested today in stage art  
**COURSE CONTENTS:** The role of the singer-actor in the opera show. The construction of the opera character. Understanding the notions of: dramatic situation, space and time in the opera show. Structuring situations and identifying the typology of the character. Stimulating the singer-actor’s sense of observation. Stimulating the analytical spirit of the singer-actor. The study of the specifics of the opera libretto. Working in teams as a way to eliminate emotional and physical blockages. Exercises for augmenting body plasticity. Exercises for building a personal balance by knowing your physical possibilities. Deepening the time-space dimension by conscious assimilation of some interdisciplinary elements (music, dance, declamation). Types of breathing and their use in the opera repertoire. Voice improvisation exercises. Improvisation applied in the construction of the character.

Seminar: Role-playing from the operas of Pergolesi. Role-playing from the operas of Purcell. Role-playing from the operas of Gluck. Role-playing from the operas of Monteverdi. Role-playing from the operas of Cimarosa. Role-playing from the operas of Lully. Role-playing from the operas of Rameau. Role-playing from the operas of Mozart. Role-playing from the operas of Beethoven. Role-playing from the operas of Rossini. Role-playing from the operas of Donizetti. Role-playing from the operas of Bellini. Role-playing from the operas of Meyerbeer. Role-playing from the operas of Berlioz.

**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Written examination

<b>COURSE TITLE:</b> OPERA ACCOMPANIMENT
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**ECTS CREDITS:** 1/SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** Being closely related to the study of the “opera” study subject, collective opera accompaniment contributes to the development of students’ ability to perform roles in opera or operetta performances at a high level of musical and aesthetic culture. The practical course consists of individual and collective work with students for the correct acquisition of the musical score (intonation, rhythm, text). The course also includes the overall work with the soloist group, the musical ensemble and the individual and collective directing

rehearsals for the finishing of the musical fragments or the whole performance supported by the students in the opera study subject.

**COURSE CONTENTS:** This year, are studied arias and small fragments (duets, thirds) of the opera or operetta, from the universal or Romanian music, the repertoire being made according to the technical-vocal and scenic possibilities of the students. It is recommended to study the recitative, duet, tertiary arias of the composers Pergolesi, Gluck, Mozart, Donizetti, Rossini. You can even study secondary roles in the integral works that fit with the students of the higher years. The students' grading will be done through a practical test throughout the year, taking into account the work done, but also the attendance at this collective course.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

#### **COURSE TITLE: ART INTERNSHIP**

**ECTS CREDITS:** 3/SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** The objectives of the internship are accomplished collectively as students are organised in groups to perform within the concerts organised by the department, to attend the Performance Season organised by the Department of Arts, and the Concerts Season of the "Oltenia" Philharmonic of Craiova and the Romanian Opera of Craiova, to perform within other performance seasons organised by different national and international culture institutions. Students shall also take part in the festivals organised by the University of Craiova or other festival the University is invited. The semester internship hours can be completed during the semester, the written examination sessions, or within the internship sessions as indicated in the university calendar. Each semester concert is aimed at preparing students for their future artistic practice as teachers.

**COURSE CONTENTS:** The content of the Art Internship is tuned with the performances agenda organised by the Music Department, being identical for all concurrent academic years.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

#### **COURSE TITLE: FOLKLORE MUSIC**

**ECTS CREDITS:** 2/SEMESTER

**TYPE OF COURSE:** Optional, field-related

**COURSE OBJECTIVE(S):** To know folklore's field of activity; To know the rhythmic melodic elements of musical folklore; To know the Romanian customs and traditions; To know the elements of morphology; To know the organology and folk harmony; To know the occasional and unoccasional genres.

**COURSE CONTENTS:** Folk lyrics; Romanian musical ranges; Unoccasional Genres. Folklore;

Repertory; The song itself; Doina; Ballad; The old style of the Romanian folk song The contemporary style of folk song The song; Romance; The city folklore; Dance repertoire; The melodic structure of Romanian folk dances; The architectural form of the Romanian folk music.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

#### **COURSE TITLE: TRADITIONAL MUSIC**

**ECTS CREDITS:** 2/SEMESTER

**TYPE OF COURSE:** Optional, field-related

**COURSE OBJECTIVE(S):** The traditional music course enriches the students' professional training, opening new horizons about the origins of the motifs and themes they interpret, largely from the folkloric creation. At the same time, the course contributes to the enrichment of students' musical culture, offering them the opportunity to make authentic interpretations when it comes to cult creations inspired by Romanian or universal folklore.

**COURSE CONTENTS:** The folkore verse sung. Features; Morphology problems of popular music: Popular song - General Aspects. Melodic types, Steps and ways in vocal and instrumental folk music. Oligochordias, pentathons, pentachordias. Hexa and heptachordias. Octochordial modes. Chromatic modes, Rhythmic systems in folklore: Western divisional rhythm, giusto syllabic rhythm, parlando rubato rhythm and aksac rhythm, The architectural form of the popular song; Musical-folk genres: Occasional repertoire (for winter, Christmas, New Year's Eve, for spring and summer), Pastoral repertoire, Unoccasional repertoire, Doina and ballad, The song itself, Voice and instrumental melodies.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

#### **COURSE TITLE: CANTO, OPERETTA – MUSIC HALL**

**ECTS CREDITS:** 2/SEMESTER

**TYPE OF COURSE:** Optional, field-related

**COURSE OBJECTIVE(S):** Familiarizing students with the basics of vocal technique, musicality, musical understanding and interpretation of the operetta/musical repertoire. Cognitive objectives: Adapting voice, resilience and flexibility to the requirements of musical and operetta music; Formation of a complex musical thinking, based on the development of vocal and scenic expressiveness and the realization of interdisciplinary connections; Training the dictum, the alternation of the singing voice with the speaking voice; Physical training to easily perform dance numbers, often present in operetta and musical productions. Procedural objectives: The orderly use of gender-specific concepts and theories (operetta and musical); Using self-evaluating methods of self-learning; Cultivating the syncretism of the arts in interpretation.



Ctitudinal objectives: Compliance with professional deontology rules based on explicit value options; Collaboration in working teams to solve different learning tasks; Using specific methods to develop a team work plan (choir, ballet, orchestra); The acquisition of contemporary elements and new currents and concepts manifested today in stage art

**COURSE CONTENTS:** Types of breathing and their use in the operetta/musical repertoire. The technique of articulating and pronouncing spoken text. Voice improvisation exercises. Emotional control training. Types of improvisation for the singer-actor. Improvisation applied in the construction of the character. The interdisciplinary specificity of the operetta/musical genre. Text of the word spoken. Diction of spoken text, applied on fragments from the studied operas. Phonetics. The specifics of vocals/consonants in French operetta/musical works. Phonetics. The specifics of vocals/consonants in English operetta/musical works. Phonetics. The specifics of vocals/consonants in German operetta/musical works. The articulation of vowels/consonants in stage play specific to operetta/musical genre. The construction of the phrases proclaimed in the operetta/musical show. Expressive accentuation of spoken phrases in operetta/musical. Defective phrases. The intuition of means in phrasing. Expressive accentuation of the spoken text in the operetta/musical roles. Oral punctuation. The logical break. Psychological break. The value of the words. Artistic spelling. Artistic shading. Expressional intonation. The emphasis. Tone. Tempos of natural speech. Voice expression of feelings. Affective shades. Rhetoric exercises (expressive accentuation of spoken text). Studying texts extracted from the libretto of operetta performances. Studying texts extracted from the librettos of musical performances. Diction exercises applied on texts specific to this specific repertoire.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: CANTO JAZZ**

**ECTS CREDITS:** 2/SEMESTER

**TYPE OF COURSE:** Optional, field-related

**COURSE OBJECTIVE(S):** Familiarizing students with the basics of vocal technique, musicality, musical understanding and interpretation of the operetta/musical repertoire. Cognitive objectives: Adapting voice, resilience and flexibility to the requirements of musical and operetta music; Formation of a complex musical thinking, based on the development of vocal and scenic expressiveness and the realization of interdisciplinary connections; Training the dictum, the alternation of the singing voice with the speaking voice; Physical training to easily perform dance numbers, often present in operetta and musical productions. Procedural objectives: The orderly use of gender-specific concepts and theories (operetta and musical); Using

self-evaluating methods of self-learning; Cultivating the syncretism of the arts in interpretation.

Ctitudinal objectives: Compliance with professional deontology rules based on explicit value options; Collaboration in working teams to solve different learning tasks; Using specific methods to develop a team work plan (choir, ballet, orchestra); The acquisition of contemporary elements and new currents and concepts manifested today in stage art

**COURSE CONTENTS:** The jazz creation from the late nineteenth century until the fourth decade of the 20th century. Description of jazz pieces from the end of the nineteenth century until the fourth decade of the 20th century from a stylistic perspective Genres and forms of the classical jazz period. The stylistic diversity of jazz music at the end of the XIX and early XX century. Establishing links between moments in jazz history and contextual historical, cultural and social events between the end of the nineteenth and early twentieth centuries. Data on artistic biography and creation of representative personalities. The place of music in the American historical and cultural context. Formulating opinions on different forms of artistic expression manifested in music, literature, dance. Forms of musical artistic plastic literary, choreographic expression, manifested in mono or interdisciplinary vision

**LANGUAGE OF INSTRUCTION:** Romania

**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: INTERNSHIP**

**ECTS CREDITS:** 3/2<sup>ND</sup> SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** The objectives of the internship are accomplished collectively as students are organised in groups to perform within the concerts organised by the department, to attend the Performance Season organised by the Department of Arts, and the Concerts Season of the "Oltenia" Philharmonic of Craiova and the Romanian Opera of Craiova, to perform within other performance seasons organised by different national and international culture institutions. Students shall also take part in the festivals organised by the University of Craiova or other festival the University is invited. The semester internship hours can be completed during the semester, the written examination sessions, or within the internship sessions as indicated in the university calendar. Each semester concert is aimed at integrating and preparing our students for their future art internships as teachers.

**COURSE CONTENTS:** The content of the Art Internship is tuned with the performances agenda organised by the Music Department, being identical for all concurrent academic years.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

#### 4<sup>TH</sup> YEAR, 1<sup>ST</sup> SEMESTER AND 2<sup>ND</sup> SEMESTER

##### **COURSE TITLE: POLYPHONY (COUNTERPOINT AND FUGUE)**

**ECTS CREDITS:** 4- 1<sup>ST</sup> SEMESTER/3-2<sup>ND</sup> SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** The knowledge and acquirement of the techniques specific to polyphonic writing aim at correctly and accurately analyzing the works of the Renaissance and Baroque composers from an artistic, aesthetic and stylistic point of view. Developing polyphonic hearing and thinking. Acquiring a minimal Renaissance and Baroque repertoire. The course deliverables are ensured by a direct and sustainable connection with the musical text through analyzing some contrapuntal works, by the use of complementary working techniques in vocal contrapuntal themes.

**COURSE CONTENTS:** Introduction to the Baroque era. Comparison with the Renaissance era. The Baroque music schools; The Baroque and polyphony. Bach's style, the quintessence of an entire era; The monorhythmic melody with chord notes (arpeggiata); Completing the arpeggios by melodic-ornamental notes; The polyrhythmic melody; Modal inflections of the melodic line; Methods for developing the melodic material; The counterpoint with general bass lines. Consonant ratios; Overlays of melodic-ornamental notes; Shifting dissonance (embroidery); Dissonance by anticipation; Dissonance by appoggiatura; Dissonance by delay (suspension); General view on instrumental counterpoint dissonances; The counterpoint with ornamented bass; completing the general bass with melodic-ornamental notes; Completing the general bass with delays and appoggiaturas; The double counterpoint (invertible); Imitation; Canon; Principles of instrumental counterpoint for 3, 4 and more voices; Evolution of contrapuntal technique from Palestrina and Bach up to the 20th century

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

##### **COURSE TITLE: MUSICAL FORMS AND ANALYSES**

**ECTS CREDITS:** 3/SEMESTER

**TYPE OF COURSE:** Compulsory, core

**COURSE OBJECTIVE(S):** The course aims at going over the most significant stages of the evolution of musical language, developing students' analytical thinking on the organization of music by morphology and musical structure analyzes of the types of form patterns that revolved in the historical musical context. By means of the practical works, students will be able to develop skills in the field of musical analysis. Courses will include examples of musical materials from the most important stylistic periods provided by the professor, thus students will benefit, at the same time, from the opportunity to

analyze the related scores. The course deliverables are ensured by a direct and sustainable connection with the musical text through the analysis of some tonal - harmonic works, by the use of complementary working techniques in form themes.

**COURSE CONTENTS:** Fugue: Crystallization of the fugue form. Fugue in Baroque music, definition, classifications; Fugue theme, fugue responses, the countersubject, fugue exposition, exposition types; Expository episode, median reprises, episode art in the Baroque fugue; Double fugue and bithematic fugue; The fugue in other stylistic periods of music history; Sonata. Crystallization of the sonata form, the; Baroque sonata; The sonata of Viennese classics, definition, pattern; Beethoven's sonata: the development of the second thematic group, the appearance of the third theme, Beethoven's codes; The form of sonata in Romanticism; The form of sonata in the 20th century; Rondo-sonata, or sonata-rondo; Other combinations of form principles: fugue-sonata, variations-sonata, etc. Definitions, classifications, simple succession genres, the suite, the concertante genre, symphonic sonata genres; Cyclic thinking and gender-based form: the cyclic form in Beethoven's creation, the leitmotif in Wagner's creation, Liszt's Sonata in B minor

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

##### **COURSE TITLE: MUSICAL AESTHETICS**

**ECTS CREDITS:** 3- 1<sup>ST</sup> SEMESTER/2- 2<sup>ND</sup> SEMESTER

**TYPE OF COURSE:** Compulsory, core

**COURSE OBJECTIVE(S):** Cognitive: to know and understand the privileged position of this synthesis study subject in all field-related study subjects; to formulate analytical and synthetic judgments about the artistic phenomenon in general and the musical phenomenon in particular; to detail the fundamental aspects of the artistic phenomena, insisting on the components of the musical phenomenon (creation – interpretation – reception). Affective: to receive and evaluate with higher sign the artistic values that are fulfilled in the overall cultural life; to relate (sensitively and logically motivating) the phenomenon of artistic reception with the creation of aesthetic taste by the development of the critical spirit in the analysis of the work of art. Both types of objectives, combined, will aim to develop the skills to discover and understand the true value of the works of art.

**COURSE CONTENTS:** Preliminary aspects: Difficulties in defining the object of study of aesthetics or About the duality of aesthetics in the view of W. Tatarkiewicz; Status, issues and methods of research in the context of post-modernism; the legitimacy of the phrase "Aesthetics of the Arts"; Aesthetic object and aesthetic experience; definitions and conceptual clarifications in the view of aesthetists Jean Grenier, Mikel Dufrenne and

Dabney Townsend. Mutations or consistency of the concept of harmony (perfection) throughout cultural epochs. Stages in the evolution of aesthetic ideas: Aesthetic thought of the Ancient Orient; the syncretism of aesthetic, ethical and religious values in Oriental societies; The beautiful in the classical Greek philosophy; the sketch of a hierarchy; beautiful in the Pythagorean, Platonic and Aristotelian philosophy; Hellenistic aesthetics; features and representatives; the theses of ancient classics present in Horatiu's "Ars poetica"; the aesthetics of Plotin between Neoplatonism and modernism; The aesthetic postulates of the Middle Ages or the rethinking of the human through the sacred; the transcendence of the definition of beauty at St. Augustine and Boethius; Renaissance from the point of view of the dignity of man and art; an attempt to define this period through divergent opinions; Leonardo da Vinci and the pantheism of his aesthetics; Baroque as a type of existence; the relationships between arts in the baroque; The aesthetic postulations of classicism; concepts about music in the thinking of the classical German philosophers: Kant, Fichte, Schelling and Hegel; classic and modern in Mozart's creation; The aesthetic postulates of Romancism; Schopenhauer and the music understood as a direct picture of the world; aesthetic filiation in the thought and creation of Schumann, Liszt, Wagner and Nietzsche; Modern and post-modern aesthetics; Debussy and Impressionist vision of music; T.W. Adorno and the philosophical foundations of new music; Roman Vlad about modernity and tradition in contemporary music. Esthetic categories in E. Moutsopoulos' vision; traditional, determinant and final categories. Artistic creation and its possible meanings; aspects of the relationship between the creator and the work in the contemporary era: Brief history of the notion and the theory of creation; Contemporary age under the mark of objectivity; Cornelius Caesar and "Integrative aesthetics"; Contemporary creation as "open work"; the musical phenomenon in the context of the aesthetic data offered by contemporary creation. Aesthetics of reception: Artist and audience; The public and the work of art; Public attitudes and art criticism.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

#### **COURSE TITLE: CANTO**

**ECTS CREDITS:** 4-1<sup>ST</sup> SEMESTER/3-2<sup>ND</sup> SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** The canto course is the basic study subject in the formation of students as future lyrical artists (soloists and choristers), concert performers, vocal pedagogues with a highly professional training, able to reproduce the vocal musical creation in all the complexity of its genres and modalities of expression. Since the art of singing is a complex process, the course will follow

both the development of individual vocal aptitudes as well as the implementation of vocal technique elements and the formation of associative bonds between the breathing - vibration - resonance segments, as well as resistance to a sustained effort. Because each student presents his/her own psycho-somatic phonatory and artistic structure, the course is conducted individually based on a systematic study based on intersensory exercises, to which the visual, auditory and motor element will be added in their various aspects. The practical artistic character of the course is aimed both at the realization of a sound emission technique and the use of the phoning organ for the purpose of acquiring full control of the means of vocal expression, as well as the artistic interpretation of the musical repertoire. The course is based on the gradual approach of a repertoire which will lead to familiarizing the future interpreter with the technical and stylistic difficulties of vocal scores. The repertoire during the 4 years of study should represent an informational artistic storage and an opening of artistic horizons in the musical culture of the student.

**COURSE CONTENTS:** An emphasis will be placed on the study of the specific vocal contemporary music from the following composers' creation: Al. Roussel, Ar. Schoenberg, Al. Berg, J. Strawinsky, A. Hacıaturian, A. Webern, S. Prokofiev, B. Bartok, K. Weill, B. Britten, B. Blancher, W. Egk, A. Copland, S. Barber, G. Gershwin, A. Jolivet, H. Villa-Lobos, L. Bernstein, G. Menotti, Ch. Ives etc.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

#### **COURSE TITLE: CANTO ACCOMPANIMENT**

**ECTS CREDITS:** 1/SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** Closely linked to the study of singing, the course of the study subject Canto Accompaniment individual contributes to the formation and finalization of the personality of the lyric artist and the highly qualified vocal pedagogue. The problem addressed in this study subject is the gradual and complex development of the talent of the future singer. The course is individual, each student presenting his/her own psycho-somatic, phonatory and artistic structure. The realization of interpreting a musical piece results from the combination of the teacher's and co-interpreter's explanations with the individual study and the contribution of the student's personality. Like the canto study subject, the study material (repertoire) is allocated to the difficulty it contains by years of study.

**COURSE CONTENTS:** An emphasis will be placed on the study of contemporary vocal musical compositions from the following composers' creation: Al. Roussel, Ar. Schoenberg, Al. Berg, J. Strawinsky, A. Hacıaturian, A. Webern, S. Prokofiev,

B. Bartok, K. Weill, B. Britten, B. Blancher, W. Ecg, A. Copland, S. Barber, G. Gershwin, A. Jolivet, H. Villa-Lobos, L. Bernstein, G. Menotti, Ch. Ives etc.  
**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: LIED-ORATORIO**

**ECTS CREDITS:** 3-1<sup>ST</sup> SEMESTER/2-2<sup>ND</sup> SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** Familiarizing students with the basics of vocal technique, musicality, musical understanding and interpretation of the Romanian and Universal lied repertoire, as well as vocal-symphonic repertoire. Cognitive objectives: Adapting voice, resilience and flexibility to the requirements of musical and operetta music; Formation of a complex musical thinking, based on the development of vocal and scenic expressiveness and the realization of interdisciplinary connections; Training the dictum, the alternation of the singing voice with the speaking voice; Physical training to easily perform dance numbers, often present in operetta and musical productions. Procedural objectives: The orderly use of gender-specific concepts and theories (operetta and musical); Using self-evaluating methods of self-learning; Cultivating the syncretism of the arts in interpretation. Attitudinal objectives: Compliance with professional deontology rules based on explicit value options; Collaboration in working teams to solve different learning tasks; Using specific methods to develop a team work plan (choir, ballet, orchestra); The acquisition of contemporary elements and new currents and concepts manifested today in stage art

**COURSE CONTENTS:** Stylistic principles in romantic voice creation. Stylistic principles in the lied vocal creation in Austria. Stylistic principles in the lied vocal creation in Germany. Stylistic principles in the lied vocal creation in Russia. Stylistic principles in the lied vocal creation in France. Stylistic principles in the lied vocal creation in England. Stylistic principles in the lied vocal creation within national schools. Stylistic principles in the lied vocal creation in Romania. The Romanian lied in the 19th Century. The Romanian lied in the 20th century. Arias of mise, cantatas, oratorios, recitations from the Romanian vocal-symphonic repertoire. Arias of mise, cantatas, oratorios, recitations from the the vocal-symphonic repertoire of German/English. Arias of mise, cantatas, oratorios, recitations from the the French-speaking vocal-symphonic repertoire. Arias of mise, cantatas, oratorios, recitations from the the Italian-speaking vocal-symphonic repertoire.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: LIED-ORATORIO ACCOMPANIMENT**

**ECTS CREDITS:** 1/SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** The study subject of „Lied-Oratorio accompaniment” is intended to be an accomplishment of the spectrum of vocal accompaniment and in the plan of the chamber-lied-oratorio genre. Studied in the final years, III and IV respectively, and benefiting from the performances of the performant vocal and interpretive technique, the subject “Lied-oratorio accompaniment” refers to a feed-back interaction and a circuit with perfect rules and content, a well-determined temporality. Studied individually (each student representing a unique and unrepeatable psycho-somatic, phonatory and artistic structure) and in an obvious literary-musical stylistic variety, this study subject proves a complex process of harmonizing all technical-expressive elements: intonation, pronunciation, diction, articulation, breathing, mimics, dynamics, tempo, stamp and vocal-instrumental coloring, musical-literary phrasing, voice-piano symphysis etc. The task of the accompanist is to create, together with the canto teacher, performers capable of supporting and transmitting artistic emotion to the audience and, at the same time, to awaken respect for the values of Romanian and universal musical chamber art.

**COURSE CONTENTS:** The accompaniment of some lieder and lied cycles of classical, romantic, post-romantic and Romanian creation; The accompaniment of some oratorios, cantatas, concert arias from the composers of the period: Baroque, Classicism, Romanticism as well as from Romanian creation; The accompaniment of some arias with obligato instruments;

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: OPERA CLASS**

**ECTS CREDITS:** 3-1<sup>ST</sup> SEMESTER/2-2<sup>ND</sup> SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** Familiarizing students with the basics of vocal technique, musicality, musical understanding and interpretation of opera repertoire. Formation of singers-actors capable of interpreting the dramatic musical roles in the repertoire of the lyrical theatre. Cognitive objectives: Adapting voice, resilience and flexibility to the requirements of musical and operetta music; Formation of a complex musical thinking, based on the development of vocal and scenic expressiveness and the realization of interdisciplinary connections; Training the dictum, the alternation of the singing voice with the speaking voice; Physical training to easily perform dance numbers, often present in operetta and musical productions. Procedural objectives: The orderly use of gender-specific concepts and theories (operetta and musical); Using

self-evaluating methods of self-learning; Cultivating the syncretism of the arts in interpretation. Ctitudinal objectives: Compliance with professional deontology rules based on explicit value options; Collaboration in working teams to solve different learning tasks; Using specific methods to develop a team work plan (choir, ballet, orchestra); The acquisition of contemporary elements and new currents and concepts manifested today in stage art

**COURSE CONTENTS:** Phonetics. The specifics of vocals/consonants in French opera works. Phonetics. The specifics of vocals/consonants in German opera works. The specifics of vowels/consonants in Italian opera works. The intuition of meaning in phrasing. Oral punctuation. Logical break. Psychological break. Artistic shading. Expressive intonation. Construction of the opera character. The logical structure of the opera's character based on the libretto. Developing the sense of observation of the singer-actor in the opera show. Developing the analytical spirit of the singer-actor in the opera performance. Study of the basic structure of opera librettos. Teamwork to eliminate emotional blockages in opera performances. Conditions for perfect integration into the team of an opera theatre. Seminar: Role-playing from the operas of Gounod. Role-playing from the operas of Bizet. Role-playing from the operas of Massenet. Role-playing from the operas of Verdi. Role-playing from the operas of Puccini. Role-playing from the operas of Wagner. Role-playing from the operas of Strauss. Role-playing from the operas of Musorgski. Role-playing from the operas of Tchaikovsky. Role-playing from the operas of Stravinski. Role-playing from the operas of Menotti. Role-playing from the operas of Britten. Role-playing from the operas of Enescu. Role-playing from the operas of Gh. Dumitrescu.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: OPERA ACCOMPANIMENT**

**ECTS CREDITS:** 1/SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** Being closely related to the study of the "opera" study subject, collective opera accompaniment contributes to the development of students' ability to perform roles in opera or operetta performances at a high level of musical and aesthetic culture. The practical course consists of individual and collective work with students for the correct acquisition of the musical score (intonation, rhythm, text). The course also includes the overall work with the soloist group, the musical ensemble and the individual and collective directing rehearsals for the finishing of the musical fragments or the whole performance supported by the students in the opera study subject.

**COURSE CONTENTS:** Musical training begins to play a role according to the stage of development

of each student, starting from the most acceptable fragments of the role. It is recommended to compose the repertoire of the following composers' works: Mozart, Donizetti, Rossini, Bellini, Verdi, Puccini, Bizet, Nicolai, Tchaikovsky. Students with a soloist perspective in musical theatre will study an integral role, and students oriented to choral or didactic activity will study fragments of operas or operettas. The students' grading will be made through a practical test throughout the year, taking into account the work done, as well as the attendance in this collective course.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: ART INTERNSHIP**

**ECTS CREDITS:** 3/SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** The objectives of the internship are accomplished collectively as students are organised in groups to perform within the concerts organised by the department, to attend the Performance Season organised by the Department of Arts, and the Concerts Season of the "Oltenia" Philharmonic of Craiova and the Romanian Opera of Craiova, to perform within other performance seasons organised by different national and international culture institutions. Students shall also take part in the festivals organised by the University of Craiova or other festival the University is invited. The semester internship hours can be completed during the semester, the written examination sessions, or within the internship sessions as indicated in the university calendar. Each semester concert is aimed at preparing students for their future artistic practice as teachers.

**COURSE CONTENTS:** The content of the Art Internship is tuned with the performances agenda organised by the Music Department, being identical for all concurrent academic years.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: INTRODUCTION TO ARTS MANAGEMENT**

**ECTS CREDITS:** 2-1<sup>ST</sup> SEMESTER/1-2<sup>ND</sup> SEMESTER

**TYPE OF COURSE:** Compulsory, core

**COURSE OBJECTIVE(S):** Knowledge and understanding of the concept of management; knowledge of the definition and foundations of management; knowledge and understanding of the connections between management and culture; knowledge and understanding of cultural components and the relevance of cultural values to managers in the field of arts; knowledge and understanding of the management system as well as of organization as the object of management; knowledge of the typology of cultural agents; knowledge and understanding of the organization of the theatre as cultural institution and the

particularities of the theater management system; the ability to identify and apply management methods in professional activity in order to achieve greater efficiency and effectiveness.

**COURSE CONTENTS:** Theoretical foundations of management; The connection between management and culture; Cultural components and relevance of cultural values for managers in the field of arts; The evolution of the concept of management; Theoretical foundations of management; The management system; Organization as the object of management; Cultural agents (definition, classification criteria and types); Organization of cultural theatre institution; The particularities of theater management system; Management systems in theater institutions; Managerial creativity and methods of stimulating cultural artistic creativity; Decision and decision-making process; Managers and the managing style.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: CANTO OPERETTA – MUSIC HALL**

**ECTS CREDITS:** 2-1<sup>ST</sup> SEMESTER/1-2<sup>ND</sup> SEMESTER

**TYPE OF COURSE:** Optional, field-related

**COURSE OBJECTIVE(S):** Familiarizing students with the basics of vocal technique, musicality, musical understanding and interpretation of the operetta/musical repertoire. Cognitive objectives: Adapting voice, resilience and flexibility to the requirements of musical and operetta music; Formation of a complex musical thinking, based on the development of vocal and scenic expressiveness and the realization of interdisciplinary connections; Training the dictum, the alternation of the singing voice with the speaking voice; Physical training to easily perform dance numbers, often present in operetta and musical productions. Procedural objectives: The orderly use of gender-specific concepts and theories (operetta and musical); Using self-evaluating methods of self-learning; Cultivating the syncretism of the arts in interpretation. Attitudinal objectives: Compliance with professional deontology rules based on explicit value options; Collaboration in working teams to solve different learning tasks; Using specific methods to develop a team work plan (choir, ballet, orchestra); The acquisition of contemporary elements and new currents and concepts manifested today in stage art

**COURSE CONTENTS:** Spoken voice and dancing. The construction of the operetta character. The use of lavalier in the musical performance. Adaptation of vocal technique to lavalier singing. Sound control in loudspeakers in the musical spectacle. The logical structure of the operetta character in the context of the operetta libretto. The logical structure of the operetta character in the context of the musical libretto. Developing the sense of observation of the singer-actor in the operetta

show. Developing the sense of observation of the singer-actor in the musical performance. Developing the analytical spirit of the singer-actor in the operetta show. Developing the analytical spirit of the singer-actor in the musical performance. Scenic improvisation techniques on various texts of specific literature. Study of the basic structure of operetta librettes. Study of the basic structure of musical librettes. Teamwork to eliminate emotional blockage in operetta performances. Teamwork to eliminate emotional blockages in musical performances. Approaching roles in the Viennese operetta repertoire. Approaching roles in the French operetta repertoire. Approaching roles in the repertoire of the Romanian operetta. Approaching roles in the musical repertoire. Conditions of perfect integration in the team of an operetta/musical theatre.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: CANTO JAZZ**

**ECTS CREDITS:** 2-1<sup>ST</sup> SEMESTER/1-2<sup>ND</sup> SEMESTER

**TYPE OF COURSE:** Optional, field-related

**COURSE OBJECTIVE(S):** Familiarizing students with the basics of vocal technique, musicality, musical understanding and interpretation of the operetta/musical repertoire. Cognitive objectives: Adapting voice, resilience and flexibility to the requirements of musical and operetta music; Formation of a complex musical thinking, based on the development of vocal and scenic expressiveness and the realization of interdisciplinary connections; Training the dictum, the alternation of the singing voice with the speaking voice; Physical training to easily perform dance numbers, often present in operetta and musical productions. Procedural objectives: The orderly use of gender-specific concepts and theories (operetta and musical); Using self-evaluating methods of self-learning; Cultivating the syncretism of the arts in interpretation. Attitudinal objectives: Compliance with professional deontology rules based on explicit value options; Collaboration in working teams to solve different learning tasks; Using specific methods to develop a team work plan (choir, ballet, orchestra); The acquisition of contemporary elements and new currents and concepts manifested today in stage art

**COURSE CONTENTS:** The jazz creation from the late nineteenth century until the fourth decade of the 20th century. Description of jazz pieces from the end of the nineteenth century until the fourth decade of the 20th century from a stylistic perspective Genres and forms of the classical jazz period. The stylistic diversity of jazz music at the end of the XIX and early XX century. Establishing links between moments in jazz history and contextual historical, cultural and social events between the end of the nineteenth and early twentieth centuries. Data on artistic biography and creation of

representative personalities. The place of music in the American historical and cultural context. Formulating opinions on different forms of artistic expression manifested in music, literature, dance. Forms of musical artistic plastic literary, choreographic expression, manifested in mono or interdisciplinary vision

**LANGUAGE OF INSTRUCTION:** Romania

**ASSESSMENT METHOD(S):** Test

<b>COURSE TITLE: RESEARCH PAPER INTERNSHIP</b>
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**ECTS CREDITS:** 10/2<sup>ND</sup> SEMESTER

**TYPE OF COURSE:** Compulsory, domain course

**COURSE OBJECTIVE(S):** To create and develop the students' competences necessary to elaborate summative papers, both theoretical and applied in nature, based on the knowledge, understanding and use of the concepts, theories, methods and techniques of research specific to the domain.

**COURSE CONTENTS:** Establishing the research topics; Discussions about the various aspects of the graduation thesis: title, structure, layout, the use of bibliographical sources, graphics, tables, figures, etc; Setting the deadlines for each stage of graduation thesis elaboration; Reaching an agreement regarding the theoretical and methodological aspects specific to each research topic; Preparing the students to perform empirical research: details regarding the presentation of the organization where the empirical research will take place, clarifications regarding the research methods and the interpretation of the results; Checking the degree of achieving the proposed objectives by the students in elaborating the thesis; Discussions about the manner of formulating the conclusions derived from the research, identifying the limitations and the future directions of research; Discussions about the manner of defending the theses in front of the board of examiners during the graduation papers presentation session.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam



**FIELD: MUSIC**  
**PROGRAMME TITLE: MUSICAL PERFORMANCE**  
**(MUSICAL INSTRUMENTS)**  
**BACHELOR'S DEGREE**

**1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER AND 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: THEORY, SOLFEGGIO, DICTAT**

**ECTS CREDITS: 4/SEMESTER**

**TYPE OF COURSE:** Compulsory, core

**COURSE OBJECTIVE(S):** The Theory, solfeggio, dictat syllabus aims at training the musician-teacher and build-up a comprehensive applicable knowledge of the compositional languages that frame the different musical styles. The investigation objectives focus, on the one hand, on the systemic approach of a vast informational field and, on the other hand, the interference featuring of the vocabulary - syntax - morphology triad. Special attention within the musical language evolution overview is paid to the music of the 20<sup>th</sup> century, since this creative era - an unprecedented stylistic density boost throughout the history of music - encompasses its own axiological decantation.

The course deliverables are secured by a direct and sustainable connection with the musical text via the solfeggio and the dictat, as perception and representation complementary techniques for sound image production – an essential toolkit of any musician.

**COURSE CONTENTS:** The sound as music raw; The physical basics of music; The physiological basics of music; The acoustic- mathematical organisation of sound resources; Musical notation; Novel trends in contemporary musical notation; Morphological elements of the melody; Theory of musical intervals; New ideas and principles in the theory of musical intervals drawn from contemporary creation; Intonational musical systems; Musical dynamics; Instrumentation elements;

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: HARMONY**

**ECTS CREDITS: 3/SEMESTER**

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** The study of Harmony together with the other theoretical subjects enables students to grasp the stylistic peculiarities of different creation eras: Baroque, Classicism and Romanticism. The understanding of Tonal-Functional Harmony principles, harmonic hearing training, along with the development of harmonic analysis competence are set as course main objectives, focusing on different harmonic aspects - harmonic harmonies, melodic notes, the technique of sequence, diatonic modulations, Chromatic harmony - altered tunes – specific for a certain musical piece; The course deliverables are secured by a direct and sustainable connection with the

musical text via the solfeggio and the dictat, as perception and representation complementary techniques for sound image production – an essential toolkit of any musician.

**COURSE CONTENTS:** Diatonic harmony; Three - sound tunes; The first inversion of main chord parameter values; Chopped bass elements; The second inversion of main chord parameter values; The dominant seventh chord; The dominant canrenone chord; Secondary chord their functions in major and minor; The seventh chord on I and IV in major; Harmonic sequences;

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: HISTORY OF MUSIC**

**ECTS CREDITS: 3/SEMESTER**

**TYPE OF COURSE:** Compulsory, core

**COURSE OBJECTIVE(S):** The History of music syllabus aims at training the musician-teacher and build-up a comprehensive applicable knowledge of the compositional languages that frame the different musical styles. The investigation objectives focus, on the one hand, on the systemic approach of a vast informational field and, on the other hand, the interference featuring of the vocabulary - syntax - morphology triad. Familiarising students with different music eras; Applicable acquisition of composers' stylistic characteristics specific to different music periods; information acquisition regarding composers' life and work specific to different music periods throughout the history of music; applicable knowledge of musical instruments emergence and evolution, main forms and genres of instruments and specific features; The course deliverables are secured by a direct and sustainable connection with most representative genres specific to certain historical periods, clearly defined and accompanied by specific features and appropriate examples. Featuring musical instruments and their action mode, accompanied by remindful images.

**COURSE CONTENTS:** Introduction to the History of Music; Musical cultures in Ancient Times; The evolution of instruments in Ancient Times and the development of voice performance; Greek tragedy – as a syncretic artistic manifestation; Music in the Middle Ages; Ars Antiqua Medieval religious voice genres Medieval folklore art; Renaissance in the European countries; The music of the Middle Ages/evolution of religious and folklore voice and instrumental genres; Evolution of musical language and polyphonic genres from the Renaissance to Baroque; The instrumental genres of the Baroque; The musical Baroque; Baroque Opera

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: INSTRUMENT – VIOLIN**

**ECTS CREDITS: 5/SEMESTER**

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** Systematisation and in-depth knowledge of main instrumental technique issues, of interpretative expression elements and formative factors; acquisition of key aspects specific to main musical styles and their application in instrumental performance.

**COURSE CONTENTS:** Study or caprice (P. Gavinies, J. Dont, H. Wieniawski, N. Paganini, etc.); JS Bach - two parts of a solo sonata or four sections of a part; Part 1 or 2 and 3 of a group A concert (romantic, modern, contemporary); Knowledge assessment based on the course resources studied throughout the semester within a Written examination session; A piece of character or talent (P. Sarasate, H. Wieniawski, N. Paganini, P.I. Ceacikovski, C. Saint-Saens, C. Ernst, E. Ysaye); Part 1 or 2 and 3 of a concert by W.A. Mozart; Part 1 or 2 and 3 of a group A concert (romantic, modern, contemporary); Knowledge assessment based on the course resources studied throughout the semester within a Written examination session.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

#### **COURSE TITLE: INSTRUMENT ACCOMPANIMENT**

**ECTS CREDITS:** 1/SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** Close related to the study of the instrument, the co-rehearsal course contributes to the development and completion of the instrument artists' personality and of highly qualified instrument teachers. The problem addressed by this academic subject focuses on the gradual and complex development of future performers' talent. The course is individually-taught as each student is featured by a singular psychosomatic structure, personalised technical and artistic skills; The completion of a musical piece performance is rounded within a harmonised collaborative work between the teacher's and co-interpreter's explanations with individual study and the contribution of the student's personality. As with the Instrument academic subject, the course resource (repertoire) is assigned according to different levels of difficulty in compliance with the chorology of the academic years.

**COURSE CONTENTS:** Accompanied technical studies; Parts of Baroque composers' works; Sonatas and concerts of classical and romantic composers' works; Parts of Romanian composers' works - late 19th century and early 20th century.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

#### **COURSE TITLE: CHAMBER MUSIC**

**ECTS CREDITS:** 4/SEMESTER

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** The Chamber music syllabus sets as main objective the achievement of an optimal level of technical and aesthetic training

of the chamber music groups to meet contemporary exigencies and needs of music performance; The higher level of artistic education with noticeable accomplishments at national and international level bound us to review the chamber music repertoire towards a more flexible performance of the course resources recommended in the syllabus, hence developing new academic optimisation models applied to the field of chamber music.

**COURSE CONTENTS:** Training of metric-rhythmic pulse coordination skills; dynamics and expression-based variations of voice-related thematic and accompaniment elements; acquisition of the main stylistic peculiarities: proper application through the study and the performance of three music chamber works.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

#### **COURSE TITLE: ORCHESTRA**

**ECTS CREDITS:** 3/SEMESTER

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** The orchestra as a whole represents, above all, an assembly of different individualities. It depends on their structure, to what extent their technical and musical capabilities and possibilities can be homogenised, as the primary factor of an orchestra is its homogenisation; The rehearsal has to fulfil a training function, facilitating students' successive accumulations from one rehearsal to another, based on a thorough preparation of each session; Repetition as such is not something isolated; rehearsal and concert are interconnected and can only be understood within their interdependent framework.

**COURSE CONTENTS:** Orchestra as academic subject (proper and quiet tune, singing stop immediately after the conductor's request and other discipline issues); Singing in the Orchestra as a solo; Homogenising with Orchestra colleagues; Homogenisation within different families - instruments (wood, brass, string instruments); Homogenising the sound of the whole orchestra; Acquiring a variety of dynamic palettes (sustained intonation of constant and variable nuances over larger and smaller timeframes); Dedicated training to read at first glance the tempo of the score or close tempos (in case of fast tempos); Familiarity with visible transposition in different tones for transposing suitors; For string instruments, homogenisation on the same arc feature, pressing as much as possible the string, the same manner vibrato (left hand technique), the use of the arc over its entire length or on sections - at the top, at the bead - the right hand technique), familiarity to play in the same way in different nuances of various modes of attack: arco, pizzicato, staccato, col legno, sul ponticello etc; Higher integration of the percussion instruments in the orchestra, of both melodic instruments (timers, bells, xylophones,

vibraphones, etc.), as well as non-melodic instruments (small drum, big drum, triangle, etc.); Section diversification of the orchestra palette and dynamic modes of attack; Browsing a diverse repertoire in terms of style (from pre-classic to modern), difficulty, and genre (overtures, symphonies, symphonic poems, suites ballet accompaniments etc.) formations structure (works only for strings Orchestra or only for blowers); Browsing some works of the Romanian repertoire, in addition to the universal repertoire works.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

#### **COURSE TITLE: ART INTERNSHIP**

**ECTS CREDITS:** 3/SEMESTER

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** The objectives of the internship are accomplished collectively as students are organised in groups to perform within the concerts organised by the department, to attend the Performance Season organised by the Department of Arts, and the Concerts Season of the "Oltenia" Philharmonic of Craiova and the Romanian Opera of Craiova, to perform within other performance seasons organised by different national and international culture institutions. Students shall also take part in the festivals organised by the University of Craiova or other festival the University is invited. The semester internship hours can be completed during the semester, the Written examination sessions, or within the internship sessions as indicated in the university calendar.

Each semester concert is aimed at integrating and preparing our students for their future art internships as teachers.

**COURSE CONTENTS:** The content of the Art Internship is tuned with the performances agenda organised at by the Music Department, identical for all concurrent academic years.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

#### **COURSE TITLE: ITALIAN LANGUAGE**

**ECTS CREDITS:** 1/SEMESTER

**TYPE OF COURSE:** Compulsory, elective

**COURSE OBJECTIVE(S):** Applicable knowledge and understanding of specific Italian morphology concepts; theoretical and practical content acquisition of Italian as academic subject; applicable basic knowledge of Italian language and communication.

**COURSE CONTENTS:** Essere – indicativo presente; nomi e aggettivi in –o; nomi e aggettivi in –a; avere- indicativo presente; le tre coniugazioni – indicativo presente; articoli con nomi e aggettivi maschili/femminili che cominciano per vocale; aggettivi e pronomi possessive; i verbi servili; passato prossimo; futuro semplice e anteriore - riflessivi e pronominali; pronomi diretti; pronome

partitivo ne; imperfetto e trapassato prossimo; pronomi diretti con i tempi composti.

**LANGUAGE OF INSTRUCTION:** Italian

**ASSESSMENT METHOD(S):** Test

#### **COURSE TITLE: GERMAN LANGUAGE**

**ECTS CREDITS:** 1/SEMESTER

**TYPE OF COURSE:** Compulsory, elective

**COURSE OBJECTIVE(S):** Applicable knowledge and understanding of specific German in use concepts; Proper application and transfer of specific elementary techniques in German language dialogues; Creative and innovative use of analysis tools to formulate solutions to typical written and oral communication.

**COURSE CONTENTS:** Familie und Freunde (Text – Wortschatz zum Text); Grammatik (Das Verb: der Indikativ Präsens); Deutschland, ein Land im Herzen Europas (Text – Wortschatz zum Text); Grammatik (die Modalverben – Konjugationsformen der Modalverben im Präsens); Die Jugendlichen und ihre Probleme (Text – Wortschatz zum Text); Grammatik (Das Verb – Präteritum: Bildung der Präteritum); Die schönsten Städte der Welt (Text – Wortschatz zum Text); Grammatik (Das Verb – Perfekt: Bildung des Perfekts); Deutschland, ein Land der Musik Welt (Text – Wortschatz zum Text); Grammatik (Das Verb – Plusquamperfekt: Bildung des Plusquamperfekts); Freies, kreatives Schreiben. Tagebuchaufzeichnung, Artikel, Kurzgeschichte.

**LANGUAGE OF INSTRUCTION:** German

**ASSESSMENT METHOD(S):** Test

#### **COURSE TITLE: COMPUTER-ASSISTED MUSIC EDUCATION**

**ECTS CREDITS:** 2/SEMESTER

**TYPE OF COURSE:** Optional, field-related

**COURSE OBJECTIVE(S):** The role of "Computer-assisted Music Education science in music" in the curriculum - for the first academic year within the Bachelor's programme, specialisation: Music Performance, study directions: Canto and Instruments is justified by: 1. The contemporary leading role of computing systems - information technology in general - both hardware and software, since microprocessor-based systems are encounter in all fields of activity, including arts, as Computer-assisted Music Education-assisted tools applied to usual creation or research activities. 2. The lack of Computer-assisted Music Education science subject in the art high schools curricula. Hence, students will be initiated in Computer-assisted Music Education use on the assumption that they do not have previous trained skills. The syllabus is aimed at developing students' knowledge and skills on how to use a Computer-assisted Music Education, effortlessly and efficiently, for personal needs.

**COURSE CONTENTS:** Introduction to Computer-assisted Music Education science in music;

Dedicated resources for music education; Multimedia applications used in music teaching training; Educational sites; Multimedia CDs/ DVDs; Educational software; Practice software; Interactive educational software; Educational simulation software; Knowledge assessment educational software;

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: JAZZ**

**ECTS CREDITS:** 2/SEMESTER

**TYPE OF COURSE:** Optional, elective

**COURSE OBJECTIVE(S):** Applicable knowledge and understanding of the role and place of this academic subject in the context of general culture academic subjects; applicable knowledge and understanding of the role played by the two musical genres in the musical evolution of the 19<sup>th</sup>, 20<sup>th</sup> and 21<sup>st</sup> centuries, and analytical and synthetic thinking of the artistic phenomenon in general and the musical phenomenon in particular; The Jazz syllabus focuses on specific competencies, structured on academic years in agreement with the students' developmental level. The learning contents are organised in agreement with each specific competence.

**COURSE CONTENTS:** Applicable knowledge and practice of terms and concepts specific to the art and culture adopted from the history of Jazz to approach different artistic creations. Fundamental operational concepts: art, culture, civilisation, creation, reception, style, ethos, catharsis, prosody, syncretism. Specific concepts for the analysis and comparison of different musical works. Elements of musical language: monody, heterophony, homophony, polyphony, modal and tonal systems, musical genres and creative styles. Recognition of the defining characteristics of the artistic creations approached, depending on the specific language elements, according to the artistic style and age. The origins of jazz: historical context and jazz emergence (the African heritage). Introduction to Jazz History, Ragtime and the New Orleans area, Blues further sub-genres: *Urban Blues*, *Boogie-woogie* and *Big Band Blues*, Swing - the classical jazz period. Promoting the swing genre in Europe. Bebop - the first step towards modern jazz, Cool Jazz – the jazz movement developed during the second world conflagration. Differentiating some representative themes of the studied genres: Ragtime, Blues, Swing, Bebop, Cool Jazz

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: SPORTS**

**ECTS CREDITS:** 3/SEMESTER

**TYPE OF COURSE:** Compulsory, elective

**COURSE OBJECTIVE(S):** developing a set of core values, attitudes and beliefs in relation to the act of

physical, expressive and artistic education; beliefs and habits development on systematic physical exercise practice; training the ability to apply specific concepts and procedures of expressive motricity in different professional contexts.

**COURSE CONTENTS:** Description of gymnastic exercises: fundamental positions and main derivatives; Front and group exercises; Applicable knowledge of body positions; General physical development exercises; Natural-applied skills - categories, exercises and methodical recommendations; Positions and movements of the arms, legs, body and head; In-depth study of arms and shoulders movement expressiveness in a static and dynamic regime with various justifications; Applicable knowledge of equilibrium-based static elements ; In-depth study of leg movement expressiveness with various justifications; Applicable knowledge of equilibrium-based static elements; Applicable knowledge of mobility elements; Natural movements in stage adaptation via the synergic actuation of the body with emphasis on static flexibility with various justifications; Stage-roll practice; Combinations of acrobatic elements; Applicable knowledge of strength and balance; Natural movements in scenic adaptation via the synergic actuation of the body with emphasis on movement and form initiation in the context of focalisation and memorisation; In-depth study of the correlations between the forms of movement and postures on different levels and directions with emphasis on the plastics of the movement; Creative exercises to adapt natural movements with emphasis on imagination, coordination and representation; Partner relationship exercises based on coordination and synchronisation of movements, the control and perception of the kinetic message; Lateral twists practice; Complementary exercises for mobility development; Movements practicing based on remedial actions; Stage-jump practice - developing the muscle sense for stage jumps - Technical execution and methodical learning of jumping; The design of acrobatic lines; Leaps practice; In-depth study of gestures and their contextualisation. Creative exercises to adapt natural movements and acrobatic combinations for stage performance.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test (A/R)

**COURSE TITLE: INTERNSHIP**

**ECTS CREDITS:** 3/2<sup>ND</sup> SEMESTER

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** The objectives of the internship are accomplished collectively as students are organised in groups to perform within the concerts organised by the department, to attend the Performance Season organised by the Department of Arts, and the Concerts Season of the "Oltenia" Philharmonic of Craiova and the Romanian Opera

of Craiova, to perform within other performance seasons organised by different national and international culture institutions. Students shall also take part in the festivals organised by the University of Craiova or other festival the University is invited. The semester internship hours can be completed during the semester, the Written examination sessions, or within the internship sessions as indicated in the university calendar. Each semester concert is aimed at integrating and preparing our students for their future art internships as teachers. Seminar: The content of the Art Internship is tuned with the performances agenda organised at by the Art Department, identical for all concurrent academic years.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

## 2<sup>ND</sup> YEAR, 1<sup>ST</sup> SEMESTER AND 2<sup>ND</sup> SEMESTER

### COURSE TITLE: THEORY, SOLFEGGIO, DICTAT

**ECTS CREDITS:** 3/SEMESTER

**TYPE OF COURSE:** Compulsory, core

**COURSE OBJECTIVE(S):** The Theory, solfeggio, dictat syllabus aims at training the musician-teacher and build-up a comprehensive applicable knowledge of the compositional languages that frame the different musical styles. The investigation objectives focus, on the one hand, on the systemic approach of a vast informational field and, on the other hand, the interference featuring of the vocabulary - syntax - morphology triad. Special attention within the musical language evolution overview is paid to the music of the 20<sup>th</sup> century, since this creative era - an unprecedented stylistic density boost throughout the history of music - encompasses its own axiological decantation. The course deliverables are secured by a direct and sustainable connection with the musical text via the solfeggio and the dictat, as perception and representation complementary techniques for sound image production – an essential toolkit of any musician.

**COURSE CONTENTS:** Introduction to Module Theory; Oligochords - primary melodic systems; Pentatonic modes; Pentachord and hexachordal modes; Ancient Greek modes; Western medieval modes; Byzantine modes; Popular heptachordal modes; Popular diatonic modes; Popular chromatic modes; Modulation modes; Other modal systems used in universal music; *Tonality: General principles deriving from the notion of tone; General principles deriving from the notion of scale; General principles deriving from the notion of chord;* The diatonic tonal system; The chromatic tone system; Modulation; Widening the classic concept of tone and mode; Atonal systems; Other intonational systems and processes used in contemporary music creation;

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

### COURSE TITLE: HARMONY

**ECTS CREDITS:** 3/SEMESTER

**TYPE OF COURSE:** Compulsory, core

**COURSE OBJECTIVE(S):** The study of Harmony together with the other theoretical subjects enables students to grasp the stylistic peculiarities of different creation eras: Baroque, Classicism and Romanticism. The understanding of Tonal-Functional Harmony principles, harmonic hearing training, along with the development of harmonic analysis competence are set as course main objectives, focusing on different harmonic aspects - harmonic harmonies, melodic notes, the technique of sequence, diatonic modulations, Chromatic harmony - altered tunes – specific for a certain musical piece; The course deliverables are secured by a direct and sustainable connection with the musical text via the solfeggio and the dictat, as perception and representation complementary techniques for sound image production – an essential toolkit of any musician.

**COURSE CONTENTS:** Effective dissonant melodies; Diatonic modulation; Modulation in the dominant; Modulation in the subdominant; Modulation in the minor relative; Modulation in the minor relatives of the dominant and subdominant; Diatonic modulation from minor to first-degree tones; Modulation in the dominant; Subdomain modulation; Modulation in the major relative; Modulation in the major relative dominant and subdominant; Diatonic modulation from major to distant tones; Diatonic modulation from minor to distant tones;

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

### COURSE TITLE: HISTORY OF MUSIC

**ECTS CREDITS:** 3/SEMESTER

**TYPE OF COURSE:** Compulsory, core

**COURSE OBJECTIVE(S):** The History of music syllabus aims at training the musician-teacher and build-up a comprehensive applicable knowledge of the compositional languages that frame the different musical styles. The investigation objectives focus, on the one hand, on the systemic approach of a vast informational field and, on the other hand, the interference featuring of the vocabulary - syntax - morphology triad Familiarising students with different music periods throughout the History of Music; applicable acquisition of composers' stylistic characteristics specific to different music periods; information acquisition regarding composers' life and work specific to different music periods throughout the history of music; applicable knowledge of musical instruments emergence and evolution, main forms and genres of instruments and specific features; The course deliverables are secured by a direct and sustainable connection with most representative genres specific to certain

historical periods, clearly defined and accompanied by specific features and appropriate examples. Featuring musical instruments and their action mode, accompanied by remindful images.

**COURSE CONTENTS:** 1. The transition from Baroque to Classicism/The School of Mannheim/Representatives; 2. Classicism: Definition/Style highlights; 3. J. Haydn/Life and activity/Vocal-symphonic creation; 4. J. Haydn/Symphonic creation and chamber music; 5. W.A. Mozart/Life and activity/Symphonic creation; 6. W.A. Mozart/Instrumental concerts, chamber music; 7. W.A. Mozart/Opera and vocal-symphonic creation; 8. L. van Beethoven/Life and activity/Symphonic creation; 9. L. van Beethoven/Instrumental concerts and overtures; 10. L. van Beethoven/Concerts and sonatas; 11. L. van Beethoven/Voice-symphonic creation, overtures and the *Fidelio* opera; 12. The periodicity of Beethoven's creation (stages and fields of Beethoven's creation); 13. Aspects of Romanticism in Beethoven's creation; 14. The classic-romantic transition accomplished by Beethoven; 15. Romanticism/Definition and periodisation/ Stylistic aspects and specific musical genres; 16. The *Lied* in the creation of Fr. Schubert/ Schubert: life and work; 17. The work of N. Paganini, F. Mendelssohn - B., Fr. Chopin in the Romantic stylistic context; 18. The great romantics: H. Berlioz, Fr. Liszt, R. Schumann; 19. Programme Music/Genre of Programme Music: Programme Symphony and Symphonic Poem; 20. French romantic opera in the first half of the nineteenth century; 21. The evolution of French romantic opera in the second half of the nineteenth century: Ch. Gounod, G. Bizet, L. Delibes, E. Chabrier, J. Massenet, G. Meyerbeer; 22. French romantic opera in the second half of the nineteenth century: F. David, E. Lalo, C. Saint - Saens, C. Franck, V. d'Indy; 23. Italian romantic opera in the second half of the nineteenth century: Spontini, Rossini, Donizetti, Bellini; 24. The climax of Italian romantic opera: Giuseppe Verdi; 25. German romantic opera at the beginning of the 19th century: G.J. Vogler, E.T.A. Hoffmann, L. Spohr, C.M. von Weber; 26. Richard Wagner and Wagnerian musical drama/Wagnerian stylistic features; 27. Late Romanticism: J. Brahms, A. Bruckner; 28. National schools in the nineteenth century (Russian, Czech, Norwegian, Spanish)

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: INSTRUMENT - VIOLIN**

**ECTS CREDITS:** 5-/SEMESTER

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** Broadening the technical, interpretative and formative competence area, the realization and control of the expression factors; Making differentiation between works of different musical styles by using appropriate, specific

technical procedures.

**COURSE CONTENTS:** 1. Study or caprice (P. Gavinies, J. Dont, H. Wieniawski, N. Paganini, etc.); 2. J.S. Bach - two parts of a solo sonata or four sections of a part 3. Part 1 or 2 and 3 of a group A concert (romantic, modern, contemporary); 4. Knowledge assessment based on the course resources studied throughout the semester within a Written examination session; 5. A piece of character or talent (P. Sarasate, H. Wieniawski, N. Paganini, P. I. Ceaiikovski, C. Saint-Saens, C. Ernst, E. Ysaye); 6. Part 1 or 2 and 3 of a concert by W.A. Mozart; 7. Part 1 or 2 and 3 of a group A concert (romantic, modern, contemporary); 8. Knowledge assessment based on the course resources studied throughout the semester within a Written examination session.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: INSTRUMENT ACCOMPANIAMENT**

**ECTS CREDITS:** 1/SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** Close related to the study of the instrument, the co-rehearsal course contributes to the development and completion of the instrument artists' personality and of highly qualified instrument teachers. The problem addressed by this academic subject focuses on the gradual and complex development of future performers' talent. The course is individually-taught as each student is featured by a singular psychosomatic structure, personalised technical and artistic skills. The completion of a musical piece performance is rounded within a harmonised collaborative work between the teacher's and co-interpreter's explanations with individual study and the contribution of the student's personality. As with the Instrument academic subject, the course resource (repertoire) is assigned according to different levels of difficulty in compliance with the chorology of the academic years.

**COURSE CONTENTS:** Accompanied technical studies; Parts of Baroque composers' works; Sonatas and concerts of classical and romantic composers' works; Parts of Romanian composers' works - late 19th century and early 20th century

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: CHAMBER MUSIC**

**ECTS CREDITS:** 3/SEMESTER

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** Chamber music syllabus sets as main objective the achievement of an optimal level of technical and aesthetic training of the chamber music groups to meet contemporary exigencies and needs of music performance; The higher level of artistic education with noticeable accomplishments at national and international level bound us to review the chamber music repertoire

towards a more flexible performance of the course resources recommended in the syllabus, hence developing new academic optimisation models applied to the field of chamber music.

**COURSE CONTENTS:** Training of metric-rhythmic pulse coordination skills; dynamics and expression-based variations of voice-related thematic and accompaniment elements; acquisition of the main stylistic peculiarities: proper application through the study and the performance of three music chamber works.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

#### **COURSE TITLE: ORCHESTRA**

**ECTS CREDITS:** 3/SEMESTER

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** The orchestra as a whole represents, above all, an assembly of different individualities. It depends on their structure, to what extent their technical and musical capabilities and possibilities can be homogenised, as the primary factor of an orchestra is its homogenisation; The rehearsal has to fulfil a training function, facilitating students' successive accumulations from one rehearsal to another, based on a thorough preparation of each session; Repetition as such is not something isolated; rehearsal and concert are interconnected and can only be understood within their interdependent framework.

**COURSE CONTENTS:** Orchestra as academic subject (proper and quiet tune, singing stop immediately after the conductor's request and other discipline issues); Singing in the Orchestra as a solo; Homogenising with Orchestra colleagues; Homogenisation within different families - instruments (wood, brass, string instruments); Homogenising the sound of the whole orchestra; Acquiring a variety of dynamic palettes (sustained intonation of constant and variable nuances over larger and smaller timeframes); Dedicated training to read at first glance the tempo of the score or close tempos (in case of fast tempos); Familiarity with visible transposition in different tones for transposing suitors; For string instruments, homogenisation on the same arc feature, pressing as much as possible the string, the same manner vibrato (left hand technique), the use of the arc over its entire length or on sections - at the top, at the bead - the right hand technique), familiarity to play in the same way in different nuances of various modes of attack: arco, pizzicato, staccato, col legno, sul ponticello etc; Higher integration of the percussion instruments in the orchestra, of both melodic instruments (timers, bells, xylophones, vibraphones, etc.), as well as non-melodic instruments (small drum, big drum, triangle, etc.); Section diversification of the orchestra palette and dynamic modes of attack; Browsing a diverse repertoire in terms of style (from pre-classic to

modern), difficulty, and genre (overtures, symphonies, symphonic poems, suites ballet accompaniments etc.) formations structure (works only for strings Orchestra or only for blowers); Browsing some works of the Romanian repertoire, in addition to the universal repertoire works.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

#### **COURSE TITLE: ART INTERNSHIP**

**ECTS CREDITS:** 3/SEMESTER

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** The objectives of the internship are accomplished collectively as students are organised in groups to perform within the concerts organised by the department, to attend the Performance Season organised by the Department of Arts, and the Concerts Season of the "Oltenia" Philharmonic of Craiova and the Romanian Opera of Craiova, to perform within other performance seasons organised by different national and international culture institutions. Students shall also take part in the festivals organised by the University of Craiova or other festival the University is invited. The semester internship hours can be completed during the semester, the Written examination sessions, or within the internship sessions as indicated in the university calendar.

Each semester concert is aimed at integrating and preparing our students for their future art internships as teachers.

**COURSE CONTENTS:** The content of the Art Internship is tuned with the performances agenda organised at by the Music Department, identical for all concurrent academic years. Seminar: The content of the Art Internship is tuned with the performances agenda organised at by the Art Department, identical for all concurrent academic years.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

#### **COURSE TITLE: FOLKLORE MUSIC**

**ECTS CREDITS:** 3/SEMESTER

**TYPE OF COURSE:** Optional, field-related

**COURSE OBJECTIVE(S):** To familiarise students with the field of folklore; applicable knowledge of the rhythmic-melodic elements of musical folklore; to familiarise students with Romanian customs and traditions; applicable knowledge of the elements of morphology; applicable knowledge of organology and popular Harmony; to familiarise students with occasional and free genres

**COURSE CONTENTS:** Folklore lyrics; Romanian musical vernaculars; Free Genres. Folklore; The repertoire; The song. The *doina*; The *ballad*; The old style of Romanian folklore songs; The contemporary style of Romanian Folklore songs; The Romance; The urban folklore; The dance repertoire; The melodic structure of Romanian



folklore dances; The architectural form of the Romanian folklore music;

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: TRADITIONAL MUSIC**

**ECTS CREDITS:** 3/SEMESTER

**TYPE OF COURSE:** Optional, field-related

**COURSE OBJECTIVE(S):** The *Traditional Music* course enriches the students' professional training, opening up new horizons regarding the themes and symbols origins of the performed parts they interpret, largely of a folkloric creation. At the same time, the course contributes to students' musical culture enrichment, as they are assisted to deliver authentic performances of cult works inspired by Romanian or universal folklore;

**COURSE CONTENTS:** Performing popular lines. Particularities; Morphology issues of popular music: The popular song – General aspects. Melodic types; Scales and modes in voice and instrumental folk music. Oligochorrides, pentathons, pentachords. Hexa and heptachordies. Octochordial modes. Chromatic modes; Rhythmic systems in folklore: the Western divisional rhythm, the syllabic giusto rhythm, parlando rubato rhythm and aksac rhythm; The architectural form of the popular song. Musical-folk genres: The occasional repertoire (Winter, Christmas, New Year, Spring and Summer); Pastoral repertoire; Free repertoire: The *doina* and the *ballad*; The song; Voice and instrumental dance songs.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: ITALIAN LANGUAGE**

**ECTS CREDITS:** 1/SEMESTER

**TYPE OF COURSE:** Optional, elective

**COURSE OBJECTIVE(S):** Applicable knowledge and understanding of specific Italian morphology concepts; theoretical and practical content acquisition of Italian as academic subject; applicable basic knowledge of Italian language and communication.

**COURSE CONTENTS:** G. Rossini – da „Il barbiere di Siviglia” – Largo al factotum; G. Rossini – da „Il barbiere di Siviglia” – Una voce poco fa; W.A. Mozart da „Le nozze di Figaro” – Non più andrai; W.A. Mozart da „Don Giovanni – Mi tradì quell'anima ingrata; V. Bellini – da „La sonnambula” – Ah, non credea mirarti; G. Donizetti – da „L'elisir d'amore” – una furtiva lagrima; G. Verdi – da „Rigoletto” – La donna è mobile; G. Verdi – da „Il trovatore” – Tacea la notte placida; G. Verdi – da „Il trovatore” – Di quella pira; P. Mascagni – da „Cavalleria rusticana” – Mamma quel vino è generoso; G. Puccini – da „Tosca” – Vissi d'arte; R. Leoncavallo – da „I pagliacci” – vesti la giubba; G. Puccini – da „La Bohème”- Che gelida manina; G. Puccini – da „Gianni Schicchi” –

O mio babbino caro

**LANGUAGE OF INSTRUCTION:** Italian

**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: GERMAN LANGUAGE**

**ECTS CREDITS:** 1/SEMESTER

**TYPE OF COURSE:** Optional, elective

**COURSE OBJECTIVE(S):** Applicable knowledge and understanding of specific German in use concepts; Proper application and transfer of specific elementary techniques in German language dialogues; Creative and innovative use of analysis tools to formulate solutions to typical written and oral communication.

**COURSE CONTENTS:** Familie und Freunde (Text – Wortschatz zum Text); Grammatik (Das Verb: der Indikativ Präsens); Deutschland, ein Land im Herzen Europas (Text – Wortschatz zum Text); Grammatik (die Modalverben – Konjugationsformen der Modalverben im Präsens); Die Jugendlichen und ihre Probleme (Text – Wortschatz zum Text); Grammatik (Das Verb – Präteritum: Bildung der Präteritum); Die schönsten Städte der Welt (Text – Wortschatz zum Text); Grammatik (Das Verb – Perfekt: Bildung des Perfekts); Deutschland, ein Land der Musik Welt (Text – Wortschatz zum Text); Grammatik (Das Verb – Plusquamperfekt: Bildung des Plusquamperfekts; Freies, kreatives Schreiben. Tagebuchaufzeichnung, Artikel, Kurzgeschichte.

**LANGUAGE OF INSTRUCTION:** German

**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: JAZZ AND POP**

**ECTS CREDITS:** 2/SEMESTER

**TYPE OF COURSE:** Optional, field-related

**COURSE OBJECTIVE(S):** To increase students' critical thinking of musical works and composers within their own axiological system based on the theoretic framework; to develop specialised language communication competences; to assist future artists to define their own creative personality, by reference to fundamental artistic styles and prominent representatives of national and universal culture;

**COURSE CONTENTS:** Jazz performances from the late nineteenth century to the 40s of the twentieth century. Description of jazz pieces at the end of the nineteenth century to 40s of the twentieth century from a stylistic perspective. Genres and forms of the classical jazz period. The stylistic diversity of jazz music at the end of nineteenth century and early twentieth century. Linking specific jazz evolution moments to contextual historical, cultural and social events in the late nineteenth and early twentieth centuries. Specific information on the artistic biography and works of representative personalities; The role of music within the American historical and cultural setting. Critical thinking regarding different forms of artistic expression manifested in music, literature, and dance. Forms

of musical artistic, plastic literary, choreographic expression manifested in mono or interdisciplinary visions.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: HISTORY OF ROCK MUSIC CULTURE**

**ECTS CREDITS:** 2/SEMESTER

**TYPE OF COURSE:** Optional, field-related

**COURSE OBJECTIVE(S):** To increase students' critical thinking of musical works and composers within their own axiological system, based on the theoretic framework; to develop specialised language communication competences; to assist future artists to define their own creative personality, by reference to fundamental artistic styles and prominent representatives of national and universal culture;

**COURSE CONTENTS:** Seminar content: The first artists that approached rock and roll (or rock 'n' roll) Chuck Berry, Bo Diddley, Little Richard, Fats Domino; The end of the '50s- Bill Haley, Buddy Holly, Elvis Presley, Jerry Lee Lewis, Johnny Cash; British rock represented by bands such as The Beatles, The Who, The Yardbirds, The Animals, The Kinks or The Rolling Stones; Folk rock represented by Bob Dylan, The Byrds, Neil Young, Simon & Garfunkel, The Mamas & the Papas, Joni Mitchell, The Band etc; Psychedelic rock in response to the spiritual crisis of Western consumer societies (Europa, S.U.A.). Representatives: The Doors, Grateful Dead, Jefferson Airplane, Jimi Hendrix, The Velvet Underground, partially The Beach Boys (S.U.A.), Pink Floyd, The Rolling Stones, The Who; Progressive rock; the promoters of this style: Genesis, Yes, King Crimson, Emerson, Lake and Palmer, Van der Graaf Generator, Renaissance (Great Britain), Amon Düül II, Can (Germany), Captain Beefheart, Frank Zappa and The Mothers of Invention, Kansas (USA), Rush (Canada) (France); Hard Rock, and heavy metal; representatives: Led Zeppelin, Black Sabbath, Alice Cooper, Deep Purple, Van Halen, Iron Maiden, Judas Priest, AC/DC, Whitesnake, Scorpions; Punk rock represented by Sex Pistols, Ramones, The Clash and Patti Smith; Other types of rock, including hybrid styles.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: SPORTS**

**ECTS CREDITS:** 3/SEMESTER

**TYPE OF COURSE:** Compulsory, elective

**COURSE OBJECTIVE(S):** Developing a set of core values, attitudes and beliefs in relation to the act of physical, expressive and artistic education; beliefs and habits development on systematic physical exercise practice; training the ability to apply specific concepts and procedures of expressive

motricity in different professional contexts.

**COURSE CONTENTS:** Description of gymnastic exercises: fundamental positions and main derivatives; Front and group exercises; Applicable knowledge of body positions; General physical development exercises; Natural-applied skills - categories, exercises and methodical recommendations; Positions and movements of the arms, legs, body and head; In-depth study of arms and shoulders movement expressiveness in a static and dynamic regime with various justifications; Applicable knowledge of equilibrium-based static elements ; In-depth study of leg movement expressiveness with various justifications; Applicable knowledge of equilibrium-based static elements; Applicable knowledge of mobility elements; Natural movements in stage adaptation via the synergic actuation of the body with emphasis on static flexibility with various justifications; Rolling practice; Combinations of acrobatic elements; Applicable knowledge of strength and balance; Natural movements in scenic adaptation via the synergic actuation of the body with emphasis on movement and form initiation in the context of focalisation and memorisation; In-depth study of the correlations between the forms of movement and postures on different levels and directions with emphasis on the plastics of the movement; Creative exercises to adapt natural movements with emphasis on imagination, coordination and representation; Partner relationship exercises based on coordination and synchronisation of movements, the control and perception of the kinetic message; Lateral twists practice; Complementary exercises for mobility development; Movements practicing based on remedial actions; Stage-jump practice - developing the muscle sense for stage jumps - Technical execution and methodical learning of jumping; The design of acrobatic lines; Leaps practice; In-depth study of gestures and their contextualisation. Creative exercises to adapt natural movements and acrobatic combinations for stage performance.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test (A/R)

**COURSE TITLE: INTERNSHIP**

**ECTS CREDITS:** 3/2<sup>ND</sup> SEMESTER

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** The objectives of the internship are accomplished collectively as students are organised in groups to perform within the concerts organised by the department, to attend the Performance Season organised by the Department of Arts, and the Concerts Season of the "Oltenia" Philharmonic of Craiova and the Romanian Opera of Craiova, to perform within other performance seasons organised by different national and international culture institutions. Students shall also take part in the festivals organised by the University

of Craiova or other festival the University is invited. The semester internship hours can be completed during the semester, the Written examination sessions, or within the internship sessions as indicated in the university calendar.

Each semester concert is aimed at integrating and preparing our students for their future art internships as teachers.

**COURSE CONTENTS:** Seminar: The content of the Art Internship is tuned with the performances agenda organised at by the Art Department, identical for all concurrent academic years.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

### 3<sup>RD</sup> YEAR, 1<sup>ST</sup> SEMESTER AND 2<sup>ND</sup> SEMESTER

#### **COURSE TITLE: THEORY, SOLFEGGIO, DICTAT**

**ECTS CREDITS:** 3/SEMESTER

**TYPE OF COURSE:** Compulsory, core

**COURSE OBJECTIVE(S):** The Theory, solfeggio, dictat syllabus aims at training the musician-teacher and build-up a comprehensive applicable knowledge of the compositional languages that frame the different musical styles. The investigation objectives focus, on the one hand, on the systemic approach of a vast informational field and, on the other hand, the interference featuring of the vocabulary - syntax - morphology triad. Special attention within the musical language evolution overview is paid to the music of the 20<sup>th</sup> century, since this creative era - an unprecedented stylistic density boost throughout the history of music - encompasses its own axiological decantation.

- The course deliverables are secured by a direct and sustainable connection with the musical text via the solfeggio and the dictat, as perception and representation complementary techniques for sound image production – an essential toolkit of any musician.

**COURSE CONTENTS:** Introduction to rhythm theory; The musical rhythm and the relation to its generative elements; Constituent elements of the musical rhythm; Rhythm; Ancient poetic rhythms; Specific rhythms in Romanian folklore music; Methods for rhythm forms development; Metrics; New and complex metrics frameworks; Transposition; Free-chord melodic notes; Ornamental melodic notes; Syntax elements in the melody.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

#### **COURSE TITLE: POLYPHONY (COUNTERPOINT AND FUGUE)**

**ECTS CREDITS:** 3/SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** Applicable knowledge and acquisition of the techniques specific to polyphonic writing aims as to correctly and accurately analyse

the works of the Renaissance and Baroque composers from an artistic, aesthetic and stylistic point of view. Developing hearing skills and polyphonic thinking. The acquisition of a minimal repertoire from Renaissance and Baroque; The course deliverables are secured by a direct and sustainable connection with the musical text via through analyses of counterpoint works, the use of complementary techniques in voice-related counterpoint themes.

**COURSE CONTENTS:** The application filed and importance of the academic subject. Historical overview of polyphony; Renaissance and Polyphony Periodization: Renaissance schools, Palestinian style characteristics; melody: modes and intervals; the role of intervals in the construction of the melodic line • Gradual fugue and leaps • The progressive melody • The melodic bow: the introduction, the climax, the end • Securing the melodic fluency by avoiding the symmetry; the dissonance through the exchange note (embroidery) of the fourth, optimal duration, by the bridge note, via anticipation; the issue of expressive dissonances; ornate delayed dissonance; the counterpoint without cantus firmus; ornate melodic note overlays; simple, ornate and combined delays; principles of the counterpoint technique at 3 and 4 voices.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

#### **COURSE TITLE: FORMS AND MUSICAL ANALYSES**

**ECTS CREDITS:** 2/SEMESTER

**TYPE OF COURSE:** Compulsory, core

**COURSE OBJECTIVE(S):** The objective of the course is to frame the most significant stages in the evolution of musical language as to develop students' analytical thinking on music organisation via morphology and musical structure analyses of the types of formulas that circulated in the historical musical context. The course practical assignments are aimed at developing students' skills and competences within the field of musical analysis. Course resources will be complemented by music parts from the most important stylistic periods recorded by the tutors, while the students are also assisted to analyse simultaneously the related scores. The course deliverables are secured by a direct and sustainable connection with the musical text via the analysis of some tonal - harmonic works, using complementary techniques in the themes forms.

**COURSE CONTENTS:** Fugue: Crystallisation of the fugue form. Fugue in the Musical Baroque, definition, classifications; Theme of the fugue, fugue responses, counter-subject, the exhibition of fugue, types of exhibition; The exhibition episode, median halves, the art of the episode the Baroque fugue; Double and double-themed fugue; The fugue in other stylistic periods of music history; Sonata. Crystallisation of sonata, Baroque sonata.

Sonata of Viennese classics, definition, pattern; The Beethoven Sonata: the development of the second thematic group, the appearance of the third theme, the codes in Beethoven; Sonata forms in Romanticism; Sonata forms in the 20th century; Sonata rondo; Other mixtures of principles: fugue-sonata, sonata variations, etc; Definitions, classifications, simple successions genres, the suite, the concert genre, the genres of the symphonic sonata; Cyclical thinking and genre-making: the cyclical idea in Beethoven, the motif in Wagner's work, sonata in si by Liszt.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

#### **COURSE TITLE: HISTORY OF MUSIC**

**ECTS CREDITS:** 2/SEMESTER

**TYPE OF COURSE:** Compulsory, core

**COURSE OBJECTIVE(S):** Familiarising students with different music periods throughout the History of Music; Applicable acquisition of composers' stylistic characteristics specific to different music periods; information acquisition regarding composers' life and work specific to different music periods throughout the history of music; applicable knowledge of musical instruments emergence and evolution, main forms and genres of instruments and specific features; The course deliverables are secured by a direct and sustainable connection with the musical text via the analysis of some tonal - harmonic works, using complementary techniques in the themes forms.

**COURSE CONTENTS:** Late Romantics: G. Mahler, O. Respighi, M. Reger, H. Wolf; The twentieth century/ the Impressionism/Definition/Stylistic Elements/Musical Forms and Genres; Cl. Debussy/ symphonic and chamber music. Pelleas and Melisandre – the lyrical masterpiece of the twentieth century; M. Ravel/elements of style in symphonic and chamber music; The French Tradition of Impressionist Music: L. Niedermeyer and G. Faure; Other Impressionists: A. Roussel, P. Dukas; Erik Satie and The Six; Expressionism and P. Hindemith; The Strauss family;

Realism and naturalism/Definition/representatives/reference opposites; Atonalism, dodecaphonic, serialism/Aesthetic stylistic aspects in Arnold Schoenberg's creation; The Second Viennese School/the other two representatives: Anton Webern and Alban Berg; Modern National Schools/The Russian School (I. Stravinski, S. Prokofiev, A. Hacıaturian); Modern national schools/The Spanish National School (M. de Falla)/The Polish School (K. Zsيمانovski)/ The Czech School (L. Janacek, B. Martinu); The Finnish School (J. Sibelius); The Hungarian School (B. Bartók, Z. Kodály); Romanian music. The origins of Romanian music. Voice and instrumental music from antiquity until the 15th century; Religious and secular music in the 15th-18th centuries; Romanian musical life in the 19th

century; Musical genres and their in the 19th century; Voice music in the 19th century; George Enescu/ the Enescian symphonies; George Enescu/ Chamber music; George Enescu/ Vocal-symphonic creation; George Enescu/ Instrumental Oppositions; George Enescu/ the Oedip masterpiece; Stylistic features of the Enescian creation; Romanian music of the 20th century. Specific genres and representatives.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

#### **COURSE TITLE: INSTRUMENT - VIOLIN**

**ECTS CREDITS:** 5/SEMESTER

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** Improving the rational competence of the expression technique and instrumental virtuositities; in-depth study of the grammatical style elements, their implementation and coordinated unit; developing formative-artistic factors.

**COURSE CONTENTS:** Study or caprice (P. Gavinies, J. Dont, H. Wieniawski, N. Paganini, etc.); J.S. Bach - two parts of a solo sonata or four sections of a part; Part 1 or 2 and 3of a group A concert (romantic, modern, contemporary); Knowledge assessment based on the course resources studied throughout the semester within a Written examination session; A piece of character or talent (P. Sarasate, H. Wieniawski, N. Paganini, P. I. Tchaikovsky, C. Saint-Saens, C. Ernst, E. Ysaye); Part 1 or 2 and3 of a concert by W.A. Mozart; Part 1 or 2 and 3 of a group A concert (romantic, modern, contemporary); Knowledge assessment based on the course resources studied throughout the semester within a Written examination session.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

#### **COURSE TITLE: INSTRUMENT ACCOMPANIAMENT**

**ECTS CREDITS:** 1/SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** Close related to the study of the instrument, the co-rehearsal course contributes to the development and completion of the instrument artists' personality and of highly qualified instrument teachers. The problem addressed by this academic subject focuses on the gradual and complex development of future performers' talent. The course is individually-taught as each student is featured by a singular psychosomatic structure, personalised technical and artistic skills. The completion of a musical piece performance is rounded within a harmonised collaborative work between the teacher's and co-interpreter's explanations with individual study and the contribution of the student's personality. As with the Instrument academic subject, the course resource (repertoire) is assigned according to

different levels of difficulty in compliance with the chorology of the academic years.

**COURSE CONTENTS:** Accompanied technical studies; Parts of Baroque composers' works; Sonatas and concerts of classical and romantic composers' works; Parts of Romanian composers' works - late 19th century and early 20th century

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

#### **COURSE TITLE: CHAMBER MUSIC**

**ECTS CREDITS:** 3/SEMESTER

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** Chamber music syllabus sets as main objective the achievement of an optimal level of technical and aesthetic training of the chamber music groups to meet contemporary exigencies and needs of music performance; The higher level of artistic education with noticeable accomplishments at national and international level bound us to review the chamber music repertoire towards a more flexible performance of the course resources recommended in the syllabus, hence developing new academic optimisation models applied to the field of chamber music.

**COURSE CONTENTS:** Training of metric-rhythmic pulse coordination skills; dynamics and expression-based variations of voice-related thematic and accompaniment elements; acquisition of the main stylistic peculiarities: proper application through the study and the performance of three music chamber works.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

#### **COURSE TITLE: ORCHESTRA**

**ECTS CREDITS:** 4/SEMESTER

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** The orchestra as a whole represents, above all, an assembly of different individualities. It depends on their structure, to what extent their technical and musical capabilities and possibilities can be homogenised, as the primary factor of an orchestra is its homogenisation. The rehearsal has to fulfil a training function, facilitating students' successive accumulations from one rehearsal to another, based on a thorough preparation of each session. Repetition as such is not something isolated; rehearsal and concert are interconnected and can only be understood within their interdependent framework.

**COURSE CONTENTS:** Orchestra as academic subject (proper and quiet tune, singing stop immediately after the conductor's request and other discipline issues); Singing in the Orchestra as a solo; Homogenising with Orchestra colleagues; Homogenisation within different families - instruments (wood, brass, string instruments); Homogenising the sound of the whole orchestra; Acquiring a variety of dynamic palettes (sustained

intonation of constant and variable nuances over larger and smaller timeframes); Dedicated training to read at first glance the tempo of the score or close tempos (in case of fast tempos) Familiarity with visible transposition in different tones for transposing suitors; For string instruments, homogenisation on the same arc feature, pressing as much as possible the string, the same manner vibrato (left hand technique), the use of the arc over its entire length or on sections - at the top, at the bead - the right hand technique), familiarity to play in the same way in different nuances of various modes of attack: arco, pizzicato, staccato, col legno, sul ponticello etc.; Higher integration of the percussion instruments in the orchestra, of both melodic instruments (timpani, bells, xylophones, vibraphones, etc.), as well as non-melodic instruments (small drum, big drum, triangle, etc.) Section diversification of the orchestra palette and dynamic modes of attack; Browsing a diverse repertoire in terms of style (from pre-classic to modern), difficulty, and genre (overtures, symphonies, symphonic poems, suites ballet accompaniments etc.) formations structure (works only for strings Orchestra or only for blowers); Browsing some works of the Romanian repertoire, in addition to the universal repertoire works.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

#### **COURSE TITLE: ART INTERNSHIP**

**ECTS CREDITS:** 3/SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** The objectives of the internship are accomplished collectively as students are organised in groups to perform within the concerts organised by the department, to attend the Performance Season organised by the Department of Arts, and the Concerts Season of the "Oltenia" Philharmonic of Craiova and the Romanian Opera of Craiova, to perform within other performance seasons organised by different national and international culture institutions. Students shall also take part in the festivals organised by the University of Craiova or other festival the University is invited. The semester internship hours can be completed during the semester, the Written examination sessions, or within the internship sessions as indicated in the university calendar.

Each semester concert is aimed at integrating and preparing our students for their future art internships as teachers.

**COURSE CONTENTS:** The content of the Art Internship is tuned with the performances agenda organised at by the Music Department, identical for all concurrent academic years.

**SEMINAR:** The content of the Art Internship is tuned with the performances agenda organised at by the Art Department, identical for all concurrent academic years.

**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: THE THEORY OF INSTRUMENTS AND ORCHESTRATION**

**ECTS CREDITS:** 2-1<sup>ST</sup> SEMESTER/1-2<sup>ND</sup> SEMESTER  
**TYPE OF COURSE:** Optional, domain practical course

**COURSE OBJECTIVE(S):** Getting the students know the construction principles and the general characteristics of the musical instruments used in musical practice. making the students aware of the place and use of musical instruments within an instrumental ensemble.

**COURSE CONTENTS:** Acoustics principles: noises; the relation sound-noise; the musical sound and its components; relations of interdependence among the components of the musical sound; the oscillator, the resonator, and the relation between them; Sound sources: definition, typologies; The classification of instruments. Woodwind instruments – construction principles and general characteristics; The flute: instruments belonging to the flute family: the small flute, the alto flute, the bass flute; Traditional music labial instruments: the panpipe, the sheperd's pipe, the pipes, the long pipe, the ocarina, the siren; Double reed instruments: the oboe; Instruments belonging to the oboe family: the small oboe, the oboe d'amore, the English horn, the baritone oboe; The bassoon: the contrabassoon and the sarrussophone; simple reed instruments: the clarinet; the small clarinet, the alto clarinet, the basset clarinet, the bass clarinet, the contrabass clarinet; the saxophone and the tarogato; Brass instruments – construction principles and general characteristics; „harmony” instruments, cromatic instruments: the horn, the cornet and the trumpet. Trumpet types, Trombones, saxhorns or flighorns, the tube; traditional music instruments with embouchure; other instruments with embouchure; Aerophone polyphonic instruments: the organ; the harmonium, the accordion, the clavietta, the harmonica, the bagpipe; String instruments/chordophones: fiddlestick instruments: the violin, the viola, the cello, the double bass; plucked cord instruments: the harp, the lyre, the guitar, the lute, the Hawaian guitar; plucked cord instruments: the mandoline, the kobsa, the banjo, the zither, the clavichord;  
- instruments with struck strings: the piano, the hammered dulcimer.

**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: HISTORY OF JAZZ**

**ECTS CREDITS:** 2/SEMESTER  
**TYPE OF COURSE:** Optional, field-related  
**COURSE OBJECTIVE(S):** To increase student's critical thinking of musical works and composers within their own axiological system, based on the

theoretic framework; to develop specialised language communication competences; to assist future artists to define their own creative personality, by reference to fundamental artistic styles and prominent representatives of national and universal culture.

**COURSE CONTENTS:** Identification of similar and dissimilar elements that feature Romanian and universal works composed within the same time frame – the Ethno-jazz in the Carpatho-Danubian-Pontic space Recognition of popular sources and North American influences in Romanian, vocal and instrumental jazz creation. Styles in Romanian and Universal jazz creation. The folklore in the evolution of Romanian jazz – ethno-jazz; Critical thinking on the 20th century jazz creation and the most representative composers of universal and national music. General features of the 20th century jazz music; The biography and the works of representative personalities; The ethno jazz idiom the Carpatho-Danubian-Pontic space, representatives: - Emil and Mihai Berindei; Jancsi Korossy; Rihard Oschanitzki; Johnny Răducanu; Aura Urziceanu; Eugen Ciceu; Marius Popp; Mircea Tiberian.

**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: HISTORY OF POP MUSIC CULTURE**

**ECTS CREDITS:** 2/SEMESTER  
**TYPE OF COURSE:** Optional, field-related  
**COURSE OBJECTIVE(S):** To increase students' critical thinking of musical works and composers within their own axiological system based on the theoretic framework; to develop specialised language communication competences; to assist future artists to define their own creative personality, by reference to fundamental artistic styles and prominent representatives of national and universal culture.

**COURSE CONTENTS:** Meanings of *pop* as English loan term to define someone *famous*; Stylistic origins of the pop music culture; The emergence of pop music; The concept of popular culture (pop culture); Classic pop patterns; Pop subgenres: baroque pop, dance-pop, Euro-pop, indie pop, jangle pop, psychedelic pop, power pop, synth-pop, sunshine pop, teen pop; Derived genres: Britpop, country pop, dance-pop, girl group, J-pop, K-pop, C-pop, T-pop, Latino pop, pop rock, punk pop, metal pop, Afro-pop.

**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: INTERNSHIP**

**ECTS CREDITS:** 3/2<sup>ND</sup> SEMESTER  
**TYPE OF COURSE:** Compulsory, specialisation  
**COURSE OBJECTIVE(S):** The objectives of the internship are accomplished collectively as students

are organised in groups to perform within the concerts organised by the department, to attend the Performance Season organised by the Department of Arts, and the Concerts Season of the "Oltenia" Philharmonic of Craiova and the Romanian Opera of Craiova, to perform within other performance seasons organised by different national and international culture institutions. Students shall also take part in the festivals organised by the University of Craiova or other festival the University is invited. The semester internship hours can be completed during the semester, the Written examination sessions, or within the internship sessions as indicated in the university calendar.

Each semester concert is aimed at integrating and preparing our students for their future art internships as teachers.

**SEMINAR:** The content of the Art Internship is tuned with the performances agenda organised at by the Art Department, identical for all concurrent academic years.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

#### 4<sup>TH</sup> YEAR, 1<sup>ST</sup> SEMESTER AND 2<sup>ND</sup> SEMESTER

**COURSE TITLE: POLYPHONY (COUNTERPOINT AND FUGUE)**

**ECTS CREDITS:** 4-1<sup>ST</sup> SEMESTER/3-2<sup>ND</sup> SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** Applicable knowledge and acquisition of the techniques specific to polyphonic writing aims as to correctly and accurately analyse the works of the Renaissance and Baroque composers from an artistic, aesthetic and stylistic point of view. The development of hearing skills and polyphonic thinking. The acquisition of a minimal repertoire from Renaissance and Baroque; The course deliverables are secured by a direct and sustainable connection with the musical text via through analyses of counterpoint works, the use of complementary techniques in voice-related counterpoint themes.

**COURSE CONTENTS:** Introduction to Baroque. Comparison with Renaissance. Music Schools of the Baroque; Baroque and polyphony. Bachian style - the quintessence of an entire era; The mono-rhythmic melody with notes from the accords (the arpeggiata melody); Completing the arpeggios through ornate melodious notes; The polymorphic melody; Modular inflections of the melody; Methods for the development of the melodic material; The counterpoint with general bass. Consonant relations; Overlays of melodic-ornate notes; Exchange dissonance (embroidery); Dissonance through anticipation; Dissonance through apogiatrics; Dissonance through delay (suspension); General overview of instrumental counterpoint dissonances; Counterpoint with ornate bass completion of the general bass with melodic-

ornate notes; Completion of the general bass with delays and apogiatrics; The double counterpoint (Invert); The Imitation; The Canon; Principles of the instrumental counterpoint in 3, 4 and more voices; Evolution of the counterpoint technique from Palestrina and Bach until the twentieth century

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: FORMS AND MUSICAL ANALYSES**

**ECTS CREDITS:** 3/SEMESTER

**TYPE OF COURSE:** Compulsory, core

**COURSE OBJECTIVE(S):** The objective of the course is frame the most significant stages in the evolution of musical language as to develop students' analytical thinking on music organisation via morphology and musical structure analyses of the types of formulas that circulated in the historical musical context. The course practical assignments are aimed at developing students' skills and competences within the field of musical analysis. Course resources will be complemented by music parts from the most important stylistic periods recorded by the tutors, while the students are also assisted to analyse simultaneously the related scores. The course deliverables are secured by a direct and sustainable connection with the musical text via the analysis of some tonal - harmonic works, using complementary techniques in the themes forms.

**COURSE CONTENTS:** Fugue: Crystallisation of the fugue form. Fugue in the Musical Baroque, definition, classifications; Theme of the fugue, fugue responses, counter-subject, the exhibition of fugue, types of exhibition; The exhibition episode, median halves, the art of the episode the Baroque fugue; Double and double-themed fugue; The fugue in other stylistic periods of music history; Sonata. Crystallisation of sonata, Baroque sonata; Sonata of Viennese classics, definition, pattern; The Beethoven Sonata: the development of the second thematic group, the appearance of the third theme, the codes in Beethoven; Sonata form in Romanticism; Sonata form in the 20th century; Sonata rondo; Other mixtures of principles: fugue-sonata, sonata variations, etc; Definitions, classifications, simple successions genres, the suite, the concert genre, the genres of the symphonic sonata; Cyclical thinking and genre-making: the cyclical idea in Beethoven, the motif in Wagner's work, sonata in si by Liszt.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: MUSIC AESTHETICS**

**ECTS CREDITS:** 3/SEMESTER

**TYPE OF COURSE:** Compulsory, core

**COURSE OBJECTIVE(S):** Cognitive: to grow aware of the germane role this synthesis subjects plays in all specialised academic subjects; to develop



analytical and synthetic thinking on the artistic phenomenon in general and the musical phenomenon in particular; to feature the fundamental aspects of the artistic phenomena, highlighting the components of the musical phenomenon (creation - performance - reception); Affective: to grow aware and praise the artistic values that materialise in the whole of the cultural life; to relate (sensitively and logically; motivating) the phenomenon of artistic reception by developing a higher aesthetic sensitivity and a fine critical spirit in the analysis of art works; both types of objectives, combined, are aimed at developing students' skills and competences to discover and understand the true value of art works

**COURSE CONTENTS:** I. Preliminary issues: I.1. Difficulties in defining the field of aesthetics or About the duality of aesthetics in the view of W. Tatarkiewicz; I.2. Status, issues and research methods in the context of post-modernism; the legitimacy of the phrase "Aesthetics of the Arts"; I.3. Aesthetic object and aesthetic experience; definitions and conceptual clarifications in the vision of aesthetics Jean Grenier, Mikel Dufrenne and Dabney Townsend. Mutations or consistencies of the concept of Harmony (perfection) throughout cultural epochs. II. Stages in the evolution of aesthetic ideas: II.1. Aesthetic thinking in the Ancient Orient; the syncretism of aesthetics, ethical and religious values in Oriental societies; II.2. The beauty in the classical Greek philosophy; the sketch of a hierarchy; The beauty in the Pythagorean, Platonic and Aristotelian philosophy; II.3. Hellenistic aesthetics; features and representatives; the theses of ancient classics in Horatiu's "Ars poetica"; the aesthetics of Plotin between Neo-Platonism and modernism; II.4. The aesthetic postulates of the Middle Ages or the rethinking of the human through the sacred; the transcendence of the definition of beauty in St. Augustine and Boethius; II.5. Renaissance in terms of human dignity and art; an attempt to define this period through divergent views; Leonardo da Vinci and the pantheism of his aesthetics; II.6. Baroque as a type of existence; the relationships between arts in Baroque; II.7. The aesthetic postulations of the Classicism; concepts of music in the thinking of the Classical German philosophers: Kant, Fichte, Schelling and Hegel; classic and modern in Mozart's creation; II.8. The aesthetic postulates of the Romantics; Schopenhauer and the music understood as a direct picture of the world; aesthetic filiation in the thinking and creation of Schumann, Liszt, Wagner and Nietzsche; II.9. Modern and post-modern aesthetics; Debussy and the Impressionistic vision of music; T.W. Adorno and the philosophical foundations of new music; Roman Vlad about modernity and tradition in contemporary music. III. Aesthetic categories in E. Moutsopoulos' vision; traditional, determinant and final categories. IV.

Artistic creation and its possible meanings; aspects of the creator-masterpiece relationship in the contemporary era: IV.1. Historical overview of the notion and the theory of creation; IV.2. The contemporary age under the mark of objectivity; Corneliu Caesar and the "Integrative Aesthetics"; IV.3. Contemporary creation as "open work"; the musical phenomenon in the context of the aesthetic data offered by contemporary creation. V. The Aesthetics of reception: V.1. The Artist and the audience; V.2. The public and the masterpiece; V.3. The audience feedback and art critics.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

#### **COURSE TITLE: INSTRUMENT - VIOLIN**

**ECTS CREDITS:** 4-1<sup>ST</sup> SEMESTER/3-2<sup>ND</sup> SEMESTER

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** Acquisition and application of superior performance resources, achieving optimal concordance for an aesthetic-musical and formative purpose; stylistic analysis with by applying linguistic musical criteria; development and implementation of the expressive style performance plan; in-depth study of the modern, contemporary, Romanian repertoire in different genres: concert sonata with piano, sonata solo, the Enescian sonata  
**COURSE CONTENTS:** A caprice or a work of virtuosity (N. Paganini, M. Ravel, P. Sarasate, H. Wieniawski, C. Ernst, etc); Part 1 or 2 and 3 of a group A concert (romantic, modern, contemporary); Part 1 or 2, 3 of a modern piano sonata (C. Frank, D. Debussy, M. Ravel, S. Prokofiev, etc); Part 1 or 2 and 3 of a group A concert (romantic, modern, contemporary); Part 1 or 2 and 3 of Sonata 1, 2; *Impressions from childhood* (p. 1, 2, 3 or 4, 5) by G. Enescu; Two parts of a modern, contemporary solo sonata (P. Hindemith, E. Ysaye, S. Prokofiev, etc.).

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

#### **COURSE TITLE: INSTRUMENT ACCOMPANIAMENT**

**ECTS CREDITS:** 1/SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** Close related to the study of the instrument, the co-rehearsal course contributes to the development and completion of the instrument artists' personality and of highly qualified instrument teachers. The problem addressed by this academic subject focuses on the gradual and complex development of future performers' talent. The course is individually-taught as each student is featured by a singular psychosomatic structure, personalised technical and artistic skills. The completion of a musical piece performance is rounded within a harmonised collaborative work between the teacher's and co-interpreter's explanations with individual study and the contribution of the student's personality. As with

the Instrument academic subject, the course resource (repertoire) is assigned according to different levels of difficulty in compliance with the chorology of the academic years.

**COURSE CONTENTS:** Accompanied technical studies; Parts of Baroque composers' works; Sonatas and concerts of classical and romantic composers' works; Parts of Romanian composers' works - late 19th century and early 20th century, Romanian composers;

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

#### **COURSE TITLE: CHAMBER MUSIC**

**ECTS CREDITS:** 4-1<sup>ST</sup> SEMESTER/3-2<sup>ND</sup> SEMESTER

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** Chamber music syllabus sets as main objective the achievement of an optimal level of technical and aesthetic training of the chamber music groups to meet contemporary exigencies and needs of music performance. The higher level of artistic education with noticeable accomplishments at national and international level bound us to review the chamber music repertoire towards a more flexible performance of the course resources recommended in the syllabus, hence developing new academic optimisation models applied to the field of chamber music.

**COURSE CONTENTS:** Integrative approach of all technical and aesthetic data; in-depth study of the complexity of the contemporary chamber musical language; the subordination of the overall technique of musical expression, practical training via the study and performance of three chamber works. Within the last academic year by the quality of the performed repertoire at the Written examination, students have to prove a solid chamber music competence and good performances in terms of metro-rhythmic agogic, polyphonic conduit and proper master of the different styles.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

#### **COURSE TITLE: ORCHESTRA**

**ECTS CREDITS:** 4/SEMESTER

**TYPE OF COURSE:** Compulsory, specialisation

**COURSE OBJECTIVE(S):** The orchestra as a whole represents, above all, an assembly of different individualities. It depends on their structure, to what extent their technical and musical capabilities and possibilities can be homogenised, as the primary factor of an orchestra is its homogenisation. The rehearsal has to fulfil a training function, facilitating students' successive accumulations from one rehearsal to another, based on a thorough preparation of each session. Repetition as such is not something isolated; rehearsal and concert are interconnected and can only be understood within their interdependent framework.

**COURSE CONTENTS:** Orchestra as academic subject (proper and quiet tune, singing stop immediately after the conductor's request and other discipline issues); Singing in the Orchestra as a solo; Homogenising with Orchestra colleagues; Homogenisation within different families - instruments (wood, brass, string instruments); Homogenising the sound of the whole orchestra; Acquiring a variety of dynamic palettes (sustained intonation of constant and variable nuances over larger and smaller timeframes); Dedicated training to read at first glance the tempo of the score or close tempos (in case of fast tempos); Familiarity with visible transposition in different tones for transposing suitors; For string instruments, homogenisation on the same arc feature, pressing as much as possible the string, the same manner vibrato (left hand technique), the use of the arc over its entire length or on sections - at the top, at the bead - the right hand technique), familiarity to play in the same way in different nuances of various modes of attack: arco, pizzicato, staccato, col legno, sul ponticello etc; Higher integration of the percussion instruments in the orchestra, of both melodic instruments (timers, bells, xylophones, vibraphones, etc.), as well as non-melodic instruments (small drum, big drum, triangle, etc.); Section diversification of the orchestra palette and dynamic modes of attack; Browsing a diverse repertoire in terms of style (from pre-classic to modern), difficulty, and genre (overtures, symphonies, symphonic poems, suites ballet accompaniments etc.) formations structure (works only for strings Orchestra or only for blowers); Browsing some works of the Romanian repertoire, in addition to the universal repertoire works.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

#### **COURSE TITLE: ART INTERNSHIP**

**ECTS CREDITS:** 3/1<sup>ST</sup> SEMESTER

**TYPE OF COURSE:** Compulsory, field-related

**COURSE OBJECTIVE(S):** The objectives of the internship are accomplished collectively as students are organised in groups to perform within the concerts organised by the department, to attend the Performance Season organised by the Department of Arts, and the Concerts Season of the "Oltenia" Philharmonic of Craiova and the Romanian Opera of Craiova, to perform within other performance seasons organised by different national and international culture institutions. Students shall also take part in the festivals organised by the University of Craiova or other festival the University is invited. The semester internship hours can be completed during the semester, the Written examination sessions, or within the internship sessions as indicated in the university calendar.

Each semester concert is aimed at integrating and preparing our students for their future art

internships as teachers.

**COURSE CONTENTS:** The content of the Art Internship is tuned with the performances agenda organised at by the Music Department, identical for all concurrent academic years.

**SEMINAR:** The content of the Art Internship is tuned with the performances agenda organised at by the Art Department, identical for all concurrent academic years.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** oral examination

**COURSE TITLE: INTRODUCTION TO ARTS MANAGEMENT**

**ECTS CREDITS:** 2/SEMESTER

**TYPE OF COURSE:** Compulsory, core

**COURSE OBJECTIVE(S):** Applicable knowledge and understanding of the concept of management; the definition and the fundamentals of management; increased awareness of the connections between management and culture; applicable knowledge and understanding of the cultural components and the relevance of cultural values to arts managers; knowledge and understanding of the management system as well as of the organisation as a management-related issue; profiling arts agents; applicable knowledge and understanding of the organisation of the theatrical cultural institution and the particularities of the theatre management system; the ability to identify and apply management methods to professional activities as to achieve higher efficiency and effectiveness.

**COURSE CONTENTS:** Management theoretical framework ; The connection between management and culture; Cultural components and relevance of cultural values for arts managers; The evolution of the management concept; Management theoretical framework; Management system; The organisation as the application field of management; Cultural Agencies (definition, classification criteria and types); The organisation of the theatrical cultural institution; The particularities of the management system in the theatre; Management systems in theatre institutions; Managerial creativity and methods to stimulate artistic cultural creativity; Decision-making; Managers and management styles.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test, Written examination

**COURSE TITLE: CHAMBER ENSEMBLES**

**ECTS CREDITS:** 2/SEMESTER

**TYPE OF COURSE:** Optional, elective

**COURSE OBJECTIVE(S):** Chamber ensembles syllabus aims at a two-fold systematisation of the repertoire: a concentric systematization to secure the link between the first academic year repertoire from high school, by the partial revision of the familiar artistic formative repertoire, an academic

and artistic approach to the previous; a synchronic systematization aimed to enrich the chamber repertoire from the pre-classic, classic, romantic repertoire to the music of our century.

**COURSE CONTENTS:** *Sonatas from the Baroque repertoire:* Bach J. S. - 6 sonatas for violin and clavicle, Tartini G. - Sonata in sol minor Didona abbandonata, Sonata in Re major, Sonata in Sol major, Sonata in sol minor The Devil's Trilogy, Locatelli P. - Sonata in sol minor. *Classical Sonatas:* L. van Beethoven - Sonatas for violin and piano. *Romantic sonata repertoire:* R. Strauss - Sonata in Mib major, B. Britten - Violin and piano suite, L. Janacek – Sonata, B. Martinu – Sonata, D. Milhaud – Sonata, Cl. Debussy – Sonata, M. Ravel – Sonata

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: JAZZ**

**ECTS CREDITS:** 2/SEMESTER

**TYPE OF COURSE:** Optional, elective

**COURSE OBJECTIVE(S):** Familiarising students with the basics of instrumental technique, musicality, musical understanding, operetta performance/musical repertoire: A. Cognitive Objectives - Adapting voice coverage, operetta vocal strength and flexibility requirements, Development of complex musical thinking, based on the development of vocal and stage expressiveness and an increased awareness of interdisciplinary connections, Training diction, alternating speech and music performance. B. Procedural Objectives - Appropriate use of genre-specific concepts and theories (operetta and jazz), Appropriate use of self-assessment, Development of art syncretic views in performing. C. Attitudinal objectives - Compliance with professional deontology rules based on explicit value options, Team spirit development to solve different learning tasks, Application of specific methods to develop a team work plan (choir, ballet, Orchestra), The acquisition of contemporary elements and new trends and concepts manifested today's in stage art.

**COURSE CONTENTS:** Jazz voice performances from the fourth decade of the 20th century to the present. Description of jazz pieces from the fourth decade of the 20<sup>th</sup> century to the present. Genres and forms specific to the jazz vocal music of the modern jazz era. The stylistic diversity of jazz in the second half of the 20<sup>th</sup> century until the contemporary period. Linking specific jazz evolution moments to contextual historical, cultural and social events in the late nineteenth and early twentieth centuries. Specific information on artistic biography and works of representative personalities. The role of music within the American historical and cultural setting. Critical thinking regarding different forms of artistic expression manifested in music, literature, and dance. Forms of musical artistic, plastic literary,

choreographic expression manifested in mono or interdisciplinary visions

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

<b>COURSE TITLE: RESEARCH PAPER INTERNSHIP</b>
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**ECTS CREDITS:** 6/2<sup>ND</sup> SEMESTER

**TYPE OF COURSE:** Compulsory, domain course

**COURSE OBJECTIVE(S):** To create and develop the students' competences necessary to elaborate summative papers, both theoretical and applied in nature, based on the knowledge, understanding and use of the concepts, theories, methods and techniques of research specific to the domain.

**COURSE CONTENTS:** 1. Establishing the research topics; 2. Discussions about the various aspects of the graduation thesis: title, structure, layout, the use of bibliographical sources, graphics, tables, figures, etc; 3. Setting the deadlines for each stage of graduation thesis elaboration; 4. Reaching an agreement regarding the theoretical and methodological aspects specific to each research topic; 5. Preparing the students to perform empirical research: details regarding the presentation of the organization where the empirical research will take place, clarifications regarding the research methods and the interpretation of the results; 6. Checking the degree of achieving the proposed objectives by the students in elaborating the thesis; 7. Discussions about the manner of formulating the conclusions derived from the research, identifying the limitations and the future directions of research; 8. Discussions about the manner of defending the theses in front of the board of examiners during the graduation papers presentation session.

**TEACHING LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**FIELD: DRAMA AND PERFORMING ARTS**  
**PROGRAMME TITLE: PERFORMING ARTS (ACTING)**  
**BACHELOR'S DEGREE**

**1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER AND 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: HISTORY OF WORLD DRAMA**

**ECTS CREDITS: 3/SEMESTER**

**TYPE OF COURSE:** Compulsory, fundamental

**COURSE OBJECTIVE(S):** The course aims to provide students with the knowledge of the artistic forms in theatre and dramatic literature from the first forms of manifestation in the prehistoric age, going through Antiquity, the Middle Ages, the Renaissance, the modern age and finally the contemporary period; to explain and interpret the artistic and literary trends that marked the evolution of theatre; to study the representative dramatic works of the most important writers in a historical and cultural context; to analyze dramatic texts; to illustrate the changes of the scenic space along the historical evolution of the theatre; to present the evolution of the performing art.

**COURSE CONTENTS:** Introductory notions. The subject and importance of the history of the world theatre and performing art. The first artistic forms of expression of human sensibility and creativity. Early forms of theatre in Babylonian, Egyptian, and Greek civilizations. Greek tragedy. Greek comedy. The ancient Latin theatre. Ancient Oriental Theater. Theatre in the Middle Ages. The Renaissance Theatre. Classicism.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: CREATIVITY WORKSHOP**

**ECTS CREDITS: 2/SEMESTER**

**TYPE OF COURSE:** Compulsory, specific

**COURSE OBJECTIVE(S):** Create atmosphere, express the character's state, action, counter action and listening

**COURSE CONTENTS:** Defining, establishing and familiarizing with the terms of where, who, what. Assuming scenic situations and creating new obstacles. Identifying means of artistic expression without using words. Building scenic relationships based on action and counter action. Exercises based on pretext, subtext and extratext. Expressivity of the word in relation to the character's thinking. Discovering the character's temper by attitude, age, walking, gesture, defining speech

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: THEATRICAL PERFORMANCE**

**ECTS CREDITS: 6/SEMESTER**

**TYPE OF COURSE:** Compulsory, specific

**COURSE OBJECTIVE(S):** Correct identification of acting art's methods and techniques and their authors. Ability of self-analysis of the

acting. Achieving the level of individual performance within the theatrical group (the total, organic functioning of the individual within a theatrical cast). Complex exercises, meeting all objectives. Achieving the performance level of the theatrical group. Group synchronization, precision, organic operation, and total harmony of each individual with the group.

**COURSE CONTENTS:** 1. Introductory course: research and creative directions, objectives, themes, bibliography; 2. Methodological Fundamentals of Acting Art; 3. Definition of acting terms I (role, situation, relationship, character, conflict); 4. Definition of acting terms II (threshold, process, purpose, comic, tragic, dramatic etc.); 5. Relationships between defined acting notions. Language in the acting art.; 6. Study and interpretation of dramatic support I - (dramatization: introduction); 7. Study and interpretation of dramatic support II - (dramatization: literary texts, works of art); 8. Study and interpretation of dramatic support II - (dramatization: literary texts, works of art); 9. Analysis of the specific logic mechanism (Acting art - a way of thinking); 10. Process in Acting Art I (Stage 1 - undertaking); 11. Process in Acting Art II (Stage 2 - Processing); 12. Process in Acting Art III (Stage 3 - Option); 13. Process in Acting Art IV (Stage 4-Action); 14. Concretizing the scenic process from conventional to authentic. interconfessional perspectives; 15. Recapitulative Course: Exercise and Acquired Means of Action; 16. Specific forms of thinking and expression of the actor. Schools and methods in acting; 17. The natural, physical and psychic component of the scenic act in realistic dramaturgy; 18. Acting terms in realistic theatre I (role, situation, relationship, character, conflict); 19. Acting terms in realistic theatre II (threshold, process, purpose, comic, tragic, etc.); 20. Study and interpretation of dramatic support I - (realistic theatre: introduction); 21. Study and interpretation of dramatic support II - (realistic theatre: short scenes in two characters); 22. Sources of creativity: The living mirror of reality (observation, attention, imagination).; 23. Theory of Where? Who? What? When? in the scenic approach; 24. Acting area - Living architecture of movement; 25. Training and education of the means of stage expression; 26. Actor and physical action on stage (motivation, purpose, necessity); 27. The role - finality of the acting creative process; 28. Concretizing the scenic process from conventional to authentic in realistic theatre.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: STAGE IMPROVISATION**

**ECTS CREDITS: 4/SEMESTER**

**TYPE OF COURSE:** Compulsory, specific

**COURSE OBJECTIVE(S):** The main objective of the Department is the training of the professional theatre actor, as a thinker and creator, indisputably linked to the efficiency of the improvisation process. The most difficult principle to define in training the future actor is the awareness that he/she is a living artistic personality. The immediate purpose of improvisation is to achieve credible actions within the scenic frame, and to subject the actor's body to a harmonious evolution with special requirements.

**COURSE CONTENTS:** the stage: its forms; the performance as a complex art – profound knowledge of the reality; the relation: feeling/intellect and collective art/ individual formation. The necessity of developing the body expression in parallel with fantasy. The ultimate goal of education in a theatre school - Successful artistic interpretation. Self-awareness: the ability to respond spontaneously and dynamically to external or internal demands; mastery of movement, gesture, attitude and their exquisite subordination to the ideas of dramatic text; authenticity in communication; responsiveness; lucid and fine control and adjustment of the external expression with the inner movement. Body and psyche: Transformation of the body into a best friend; Mutual influence (psyche-body) and its constancy - interaction; The body as a tool for expressing ideas on stage. Unleashing, overcoming the resistance and opposition of own body; Submission of actor's body to a harmonious evolution with special requirements; achieving true creative mood on stage; Thinking - the analytical spirit as a support of the refinement of the bodily expression modeled and recreated from within; Sensitive body doubled by a complex psyche; Imposing modern points of view in preparing characters from different epochs; Searching for and understanding different characters, beyond the limits of the student's own psychology.

Cultivating own states, meant to make the actor-student a sensitive, noble, and flexible person from an intellectual, psychic and physical point of view; Acquiring the skill to suppress any unnecessary criticism; Exclusion of the "accidental" element in the actor's profession - (improvisation - yes, "accidents" - no); Mental mobility and inventiveness.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: STAGE DICTION EXPRESSION AND TRAINING**

**ECTS CREDITS:** 3-3

**TYPE OF COURSE:** Compulsory, specific

**COURSE OBJECTIVE(S):** The discipline is structured into two fundamental components: "the technique of scenic speaking" (course) and "the art of speech" (in practical works, individually) that take place in parallel during six semesters. The first two semesters are dedicated to professional breathing, the next

two to the vocal force, and the last two to stylistic refinement. The modeling of scenic speech contributes through basic concepts, definitions and norms that lead to the completion of the student's native qualities.

**COURSE CONTENTS:** Sem. 1: Respiratory system. Phonatory device. Breathing and its physiology; The capital role of professional breathing. Pulmonary ventilation: exhale, retention, inspiration; Diaphragm. The fundamental contribution of the diaphragm in voice transmission and its physiology; The correct, professional breathing mechanisms. Respiratory and diaphragmatic gymnastics; The soundtrack of acoustics of the sounds of the Romanian language. Emission and propagation of sounds. Euphony. Gradual transition from melodic incantation to speech; The linguistic system: phonetic and phonological level. Vocal Positional scheme according to the aperture. Staccato and legato; Recitation. Texts from the poetry of M. Sorescu and / or N. Stanescu adapted to the learner's temperamental, emotional and intellectual structure; Sem. 2: In the positional vocal scheme, juxtapositions will be exercised following the rule of the consonant framed by two vowels: vowel-consonant-vowel. Different combinations and permutations of registers, temps and different vocal intensities will be operated; suites of syllables based on bilabials; suites of syllables based on labio-dentals; suites of syllables based on dentals; suites of syllables based on prepalatals; suite de silabe bazate pe palatals; suites of syllables based on laryngeals; recitation based on lyrical texts (elegy, ode, pastel, satire, sonnet, rondel, gazello or glosa) that correspond to the level of the student's cultural experience;

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: ENGLISH LANGUAGE**

**ECTS CREDITS:** 3/SEMESTER

**TYPE OF COURSE:** Compulsory, complementary

**COURSE OBJECTIVE(S):** acquisition and consolidation of a foreign language grammar rules; enriching the general as well as the specialized vocabulary; correct reception of oral and written messages in different situations and contexts.

**COURSE CONTENTS:** Introductory Notions. The verb. Tenses. The article. The Noun. The Adjective. The Adverb. Pronouns and Pronominal Adjectives. The Numeral. The Preposition. The Conjunction. Grammar and vocabulary exercises

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

#### **COURSE TITLE: MUSICAL KNOWLEDGE**

**ECTS CREDITS:** 3/SEMESTER

**TYPE OF COURSE:** Compulsory, specific

**COURSE OBJECTIVE(S):**The development of individualized vocal skills, the implementation of vocal technique elements and the formation of associative links between breathing - vibration - resonance segments; the acquisition of the musical knowledge necessary to a future actor.

**COURSE CONTENTS:** The importance of music; the sound as a complex phenomenon; physical basics of music; producing vibrations; musical sound and noise; The physiological basics of music: the mechanism of hearing; limits of human hearing. The psychological basics of music. Musical notation: graphic representation. Symphonic orchestra instruments. Electric and electronic instruments. About voice: spoken and sung. Voice/ language/ abstract thinking. Feminine voices - classification. Male voices - classification. Other types of voices: children's voices, castrated, light music, variété and jazz, opera.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

#### **COURSE TITLE: RHYTHM AND STAGE DANCE**

**ECTS CREDITS:** 2/SEMESTER

**TYPE OF COURSE:** Compulsory, specific

**COURSE OBJECTIVE(S):** achieving the artistic execution, stimulating body expressivity, educating the bodily scheme, placing the body and its segments in different planes and directions, forming some skills and abilities necessary to the realization of some movements of the segments, while meeting their characteristics regarding the amplitude, rhythm, tempo, duration and trajectory. Training the ability to express through adequate body movements the different particularities of the musical accompaniment.

**COURSE CONTENTS:** Rhythmic games and themes; Classic Dance Technique: Study at the bar. Classical bar elements; Classic Dance Technique: Study at the Center; Classic Dance Technique: Combination of elements at the center; Movements made from inertia - imbalances, active and passive balances, body-waves; menuette; polca. Body rotations around the vertical axis – turns. Projections of the body in space – artistic jumping. Combinations of technical elements in 2/4 and 3/4 measures in 64 tempi. Choreographies with imposed elements.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

#### **COURSE TITLE: HISTORY OF CULTURE AND CIVILIZATION**

**ECTS CREDITS:** 4/SEMESTER

**TYPE OF COURSE:** Fundamental, optional

**COURSE OBJECTIVE(S):** assimilation of common principles and similarities between cultures, in an academic conceptual context; the gradual acquisition of scientific rigor in supporting and

sustaining the points of view both in writing and speaking.

**COURSE CONTENTS:** the subject and importance of the history of culture and civilization; the culture and civilization of Europe during the Antiquity; European culture and civilization in the Middle Ages; the modern age in European culture and civilization; the crisis of European conscience and global conflicts; values of European culture and civilization; defining the concepts of: culture, civilization; stages in the evolution of the European culture and civilization.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: PHYSICAL EDUCATION (BODY EXPRESSION)**

**ECTS CREDITS:** 2/SEMESTER

**TYPE OF COURSE:** Compulsory, complementary

**COURSE OBJECTIVE(S):** the formation of a set of values, attitudes and beliefs in relation to the act of physical, expressive and artistic education; forming beliefs and habits of practicing physical exercise in a systematic manner; the ability to apply specific concepts and procedures of expressive motricity in different professional contexts.

**COURSE CONTENTS:** Description of gymnastic exercises: fundamental positions and main derivatives; Learning body positions; General physical development exercises; Natural-applied skills - categories, exercises and methodical recommendations; Positions and movements of the arms, legs, trunk and head; Study on the expressiveness of the movements of the arms and shoulders in a static and dynamic regime with various justifications; Learning static elements of balance; Study on the expressiveness of leg movements with various justifications; Learning static elements of balance; Learning mobility elements; Natural movements in stage adaptation by synergic action of the body with emphasis on static flexibility with various justifications; Learning to roll; Combinations of acrobatic elements; Learning elements of strength and balance; Natural movements in scenic adaptation by synergic action of the body with emphasis on the initiation of movement and form in the context of focus and memorization; Creative exercises to adapt natural movements with emphasis on imagination, coordination and representation; Partner relationship exercises based on coordination and synchronization of movements, leadership and perception of the kinetic message; Study on gestures and their contextualization with given justifications. Creative exercises to adapt natural movements and acrobatic combinations, and their suitability for scenic space.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test



## 2<sup>ND</sup> YEAR, 1<sup>ST</sup> SEMESTER

### COURSE TITLE: HISTORY OF WORLD DRAMA

ECTS CREDITS: 3

TYPE OF COURSE: Compulsory, fundamental

COURSE OBJECTIVE(S): exposing, explaining and interpreting the dramatic literature of the modern and contemporary age; studying representative dramatic works of the most important playwrights in the historical and cultural context; presenting the development of the performance art and the evolution of the acting area.

COURSE CONTENTS: Enlightenment. Romanticism. Realism. Naturalism. Expressionism. Symbolism. The theatre of ideas. Poetic theater. Theatre of the absurd. The political theatre. American Theater. Theatrical trends and directorial concepts in the twentieth century. Contemporary evolutions in directorial art.

LANGUAGE OF INSTRUCTION: Romanian

ASSESSMENT METHOD(S): Examination

### COURSE TITLE: VOCALTECHNIQUE – CANTO

ECTS CREDITS: 3

TYPE OF COURSE: Optional, specific

COURSE OBJECTIVE(S): The aim of the course is represented both by the development of individual vocal aptitudes and the implementation of vocal technique elements and the formation of associative links between the breathing - vibration - resonance segments. At the same time, another objective is the acquisition of the musical knowledge necessary to a future actor.

COURSE CONTENTS:

Preparatory exercises for singing; Breathing exercises; Melodic memorizing exercises; Exercises for the development of rhythmic sense; Harmonic exercises at two voices Learning and memorizing songs from the classic repertoire Learning and memorizing songs from the light music repertoire Learning and memorizing songs from the folk music repertoire; Study of musical pieces with instrumental accompaniment; Learning and memorizing songs from children's repertoire.

LANGUAGE OF INSTRUCTION: Romanian

ASSESSMENT METHOD(S): Test

### COURSE TITLE: CLASSICAL DANCE –CHARACTER DANCE

ECTS CREDITS: 2

TYPE OF COURSE: Optional, specific

COURSE OBJECTIVE(S): The course aims at developing the rhythmicity and motor musicality (educating the ability to express through proper body movement, the different features of the musical accompaniment), the initiation in the sports dance, the spontaneity of the body reaction, mastering the inner tensions.

COURSE CONTENTS: Classic Dance Technique: Study at the bar. Classic Dance Technique: Study at

the Center; Classic Dance Technique: technical elements specific to classical dance, Body rotations around the vertical axis – turns. Projections of the body in space – artistic jumping. Movements made from inertia - imbalances, active and passive balances, body-waves; Movements made by controlled action – porté-s, cambré-s, large extensions

LANGUAGE OF INSTRUCTION: Romanian

ASSESSMENT METHOD(S): Test

### COURSE TITLE: CREATIVY WORKSHOP

ECTS CREDITS: 2

TYPE OF COURSE: Compulsory, specific

COURSE OBJECTIVE(S): the student will have the possibility to propose and conceive a character from the world dramatic literature or, as the case may be, enrich his interpretation of the roles studied in the acting art classes.

COURSE CONTENTS: the student will be encouraged to appeal to his own imagination, to discover correspondences between the characters he/she has to play and other characters in literature, mythology, fine arts, theatre, film, opera, ballet as prerequisites for the development of a novel vision of the roles. The teacher will try to develop the student's availability to invent new situations and reactions.

LANGUAGE OF INSTRUCTION: Romanian

ASSESSMENT METHOD(S): Test

### COURSE TITLE: THEATRICAL PERFORMANCE

ECTS CREDITS: 6

TYPE OF COURSE: Compulsory, specific

COURSE OBJECTIVE(S): the discovery of the means of moving from the literary characters to the scenic characters in the realistic theatre

COURSE CONTENTS: analyzing the character's psychology based on the information provided by the dramatic text and the recommended reading; discovering the character's attitude changes, according to the reactions of other characters and proposed situations; initiating ways to update the text, where appropriate, by gesture, mimics, makeup, costume; stimulating the student's creative capacity.

LANGUAGE OF INSTRUCTION: Romanian

ASSESSMENT METHOD(S): Examination

### COURSE TITLE: IMPROVISATION ART

ECTS CREDITS: 4

TYPE OF COURSE: Compulsory, specific

COURSE OBJECTIVE(S): the training of the professional theatre actor, as a thinker and creator, indisputably linked to the efficiency of the improvisation process; the awareness that the actor is a living artistic personality. Starting from a profound self-knowledge, improvisation develops basic skills: the spirit of observation, concentration,

inner harmony, imagination, creativity, fantasy, affective memory.

**COURSE CONTENTS:** Orientation – Viola Spolin method: Rediscovering sensations; Series of mirrors (Mirrors A & B, Mirror in teams A, B & C, D, Penetration of the mirror, distorting mirror). Concentration: Yoshi Oida; opening and closing - Michael Cekhov method; Floating – Viola Spolin. Emotion. Physicality. Creative phantasy & spontaneity; Scenic action - *Where? Who? What?* – collective; The counterpoint – *If*; Conflict & accidental; Action & sound. Verbalizing & Voice Stimulation. Exercises: Answer by Interrogation; Affirmative & negative answer; Unintelligible speech - the Viola Spolin method; Sell or present something; The story from the Past; Unintelligible speech in foreign languages - dialogue and translation.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: ART INTERNSHIP**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory, specific

**COURSE OBJECTIVE(S):** Developing the ability to meet diverse directorial requirements. Fixing and using the means of expression corresponding to a superior artistic creation. The transition from free improvisation to improvisation on topics imposed by the text given to the study. Building a personal path as a result of the structural analysis of a dramatic text. Developing the capacity to transpose an authoritative idea into an organic process in acting. The orderly use of concepts and theories specific to the acting art. Identifying concrete situations of using the concepts and theories specific to the acting art.

**COURSE CONTENTS:** Proposal and selection of a dramatic text for scenic representation. Reading at the table. Criteria for analyzing the dramatic text. Possible casts. From dramatic literary text to scenic transposition. Ways to approach the scenic interpretation of the text. Suggestions to approach the role. Criteria for analyzing the chosen dramatic text. From dramatic literary text to stage transposition. Ways to approach the scenic interpretation of the text. Scenic text analysis based on dramatic style factors. Study of the biography of the character. Means of building the role. Developing the character. The inner monologue. The psychological element in interpretation. The inner reality. Corrections and suggestions for approaching the role.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

#### **COURSE TITLE: STAGE SPEAKING SKILLS**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory, specific

**COURSE OBJECTIVE(S):** Professional stage speech must become penetrating, through specific training, so that the verbal message goes intact and clear to the spectator.

**COURSE CONTENTS:** In the positional vocal scheme, juxtapositions will be exercised following the rule of the vowel framed by two consonants: consonant-vowel-consonant. Vocal training (registers, temps and intensities) will be complemented by static and dynamic body attitudes; suites of syllables based on bilabials; suites of syllables based on labio-dentals; suites of syllables based on dentals; suites of syllables based on prepalatals; suite de silabe bazate pe palatals; suites of syllables based on laryngeals; Texts from epic poetry (ballad, poem, epic) demanding intense vocal and emotional involvement

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

#### **COURSE TITLE: ENGLISH LANGUAGE- SPECIFIC VOCABULARY**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Compulsory, complementary

**COURSE OBJECTIVE(S):** to acquire and consolidate a foreign language; to deepen grammar knowledge; to enrich the general as well as the specialized vocabulary; to exemplify using specialized texts from both dramatic literature and theatre technical terms; the ability to use the knowledge in direct contacts with native speakers in the field of theatre.

**COURSE CONTENTS:** Tense review. Conditional mood. Subjunctive mood. Conditional sentences. Passive voice. Sequence of tenses. Direct and indirect speech. Grammar exercises. Applications, examples and lexical exercises in the field of dramatic literature, as well as technical theatre terminology, based on specialized texts.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Test

#### **COURSE TITLE: PHYSICAL EDUCATION (STAGE MOVEMENT)**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** the formation of a set of values, attitudes and beliefs in relation to the act of physical, expressive and artistic education; forming beliefs and habits of practising physical exercises in a systematic manner; the ability to apply specific concepts and procedures of expressive motility in different professional contexts

**COURSE CONTENTS:** General physical exercises; Naturally applied skills - categories, exercises and methodical recommendations; applied exercises: walking and running, balance, climbing and escalating, crawling, lifting and weight lifting, throwing and gripping, obstacle paths; Selective development of motor skills. Combination of static

and dynamic acrobatic elements; Acrobatic games; Acrobatic exercises in pairs; Fixed scale exercises; Exercises with a gym baton; Stretching and breathing exercises; Exercise with elastic band; Exercises at, on, and with the gym bench; Learning pyramids (in three, four, five or more performers; performing the pyramid with counting or music); Alternating combined exercises, in resistance and speed.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

**2<sup>ND</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: HISTORY OF THE ROMANIAN DRAMA**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory, fundamental

**COURSE OBJECTIVE(S):** Studying national dramaturgy. Deepening the work of important playwrights and representative plays of Romanian literature. The diachronic exposition of the evolution of the important moments of the Romanian theatre. Presentation of the evolution of the performing arts in the Romanian theatre. Presentation of case studies - actors and directors - of the Romanian theatre performance.

**COURSE CONTENTS:** 1. Drama. Introduction. Concept. Classification. 2. Historical drama in the Romanian dramaturgy: V. Alecsandri. Bogdan Petriceicu-Hasdeu. Al. Davila. Barbu Ștefănescu-Delavrancea. 3. Comedy I: Introduction. Concept. V. Alecsandri. 4. Comedy II: The Comic. I. L. Caragiale. 5. Interwar drama I: Camil Petrescu. 6. Interwar drama II: Lucian Blaga. 7. Interwar drama III: Mihail Sorbul. Mihail Sebastian. G.M. Zamfirescu. 8. Interwar comedy I: Alexandru Kirițescu. Tudor Mușatescu. 9. Postwar drama I: Horia Lovinescu. I.D. Sîrbu. 10. Postwar drama II: Dumitru Radu Popescu. Marin Sorescu. 11. & 12. The absurd in the work of Eugen Ionescu and Matei Vișniec. 13 & 14. New Romanian drama. Alina Nelega. Saviana Stănescu. Geanina Cărbunariu. Mihai Ignat. Elise Wilk. 15 & 16. The first manifestations of the performing arts in the Romanian theatre. 17. The first theatres and theatre schools. The first actors. 18. Scenic and cinematographic reception of I.L. Caragiale I: Mircea Cornișteanu. 19. Scenic and cinematographic reception of I.L. Caragiale II: Lucian Pintilie. 20. The actor. Important personalities in the Romanian theatre I: Amza Pelea. Victor Rebengiuc. 21. The actor. Important personalities in the Romanian theatre II: Ilie Gheorghe. 22. The actor. Important personalities in the Romanian theatre III: Ștefan Iordache. 23. Great directors I: Vlad Mugur. 24. Great directors: David Esrig. 25 & 26. Great directors II: Andrei Șerban. 27 & 28 Great directors III. Silviu Purcărete

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: THEATRE MANAGEMENT**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Optional, specific

**COURSE OBJECTIVE(S):** knowledge and understanding of the management concept; knowledge of the definition and fundamentals of management; knowledge and understanding of connections between management and culture; knowledge and understanding of cultural components and the relevance of cultural values to arts managers; knowledge and understanding of the management system as well as organization as a matter of management; knowing the typology of cultural agents; knowledge and understanding of the organization of the theatrical cultural institution and the particularities of the theater management system; the ability to identify and apply management methods in professional activity to achieve greater efficiency and effectiveness.

**COURSE CONTENTS:** Theoretical Foundations of Management; The connection between management and culture; Cultural components and relevance of cultural values for arts managers; The evolution of the management concept; Theoretical Foundations of Management; Management system; Organization as object of management; Cultural Agents (definition, classification criteria and types); Organization of theatrical cultural institution; The particularities of the management system in theatre; Management systems in theatre institutions; Managerial creativity and methods of stimulating artistic cultural creativity; Decision and decision-making; Managers and managing style.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test, Examination

**COURSE TITLE: CREATIVIY WORKSHOP**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Compulsory, specific

**COURSE OBJECTIVE(S):** the student will have the possibility to propose and conceive a character from the world dramatic literature or, as the case may be, enrich his interpretation of the roles studied in the acting art classes.

**COURSE CONTENTS:** the student will be encouraged to appeal to his own imagination, to discover correspondences between the characters he/she has to play and other characters in literature, mythology, fine arts, theatre, film, opera, ballet as prerequisites for the development of a novel vision of the roles. The teacher will try to develop the student's availability to invent new situations and reactions.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: THEATRICAL PERFORMANCE****ECTS CREDITS:** 6**TYPE OF COURSE:** Compulsory, specific**COURSE OBJECTIVE(S):** the discovery of the means of moving from the literary characters to the scenic characters in the realistic theatre**COURSE CONTENTS:** analyzing the character's psychology based on the information provided by the dramatic text and the recommended reading; discovering the character's attitude changes, according to the reactions of other characters and proposed situations; initiating ways to update the text, where appropriate, by gesture, mimics, makeup, costume; stimulating the student's creative capacity.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Examination**COURSE TITLE: IMPROVISATION ART****ECTS CREDITS:** 4**TYPE OF COURSE:** Compulsory, specific**COURSE OBJECTIVE(S):** the training of the professional theatre actor, as a thinker and creator, indisputably linked to the efficiency of the improvisation process; the awareness that the actor is a living artistic personality. Starting from a profound self-knowledge, improvisation develops basic skills: the spirit of observation, concentration, inner harmony, imagination, creativity, fantasy, affective memory.**COURSE CONTENTS:** Orientation – Viola Spolin method: Rediscovering sensations; Series of mirrors (Mirrors A & B, Mirror in teams A, B & C, D, Penetration of the mirror, distorting mirror). Concentration: Yoshi Oida; opening and closing - Michael Cekhov method; Floating – Viola Spolin. Emotion. Physicality. Creative phantasy & spontaneity; Scenic action - *Where? Who? What?* – collective; The counterpoint – *If*; Conflict & accidental; Action & sound. Verbalizing & Voice Stimulation. Exercises: Answer by Interrogation; Affirmative & negative answer; Unintelligible speech - the Viola Spolin method; Sell or present something; The story from the Past; Unintelligible speech in foreign languages - dialogue and translation.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Examination**COURSE TITLE: ART INTERNSHIP****ECTS CREDITS:** 3**TYPE OF COURSE:** Compulsory, specific**COURSE OBJECTIVE(S):** Developing the ability to meet diverse directorial requirements. Fixing and using the means of expression corresponding to a superior artistic creation. The transition from free improvisation to improvisation on topics imposed by the text given to the study. Building a personal path as a result of the structural analysis of a dramatic text. Developing the capacity to transpose

an authoritative idea into an organic process in acting. The orderly use of concepts and theories specific to the acting art. Identifying concrete situations of using the concepts and theories specific to the acting art.

**COURSE CONTENTS:** Proposal and selection of a dramatic text for scenic representation. Reading at the table. Criteria for analyzing the dramatic text. Possible casts. From dramatic literary text to scenic transposition. Ways to approach the scenic interpretation of the text. Suggestions to approach the role. Criteria for analyzing the chosen dramatic text. From dramatic literary text to stage transposition. Ways to approach the scenic interpretation of the text. Scenic text analysis based on dramatic style factors. Study of the biography of the character. Means of building the role. Developing the character. The inner monologue. The psychological element in interpretation. The inner reality. Corrections and suggestions for approaching the role.

**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Test**COURSE TITLE: STAGE SPEAKING SKILLS****ECTS CREDITS:** 3**TYPE OF COURSE:** Compulsory, specific**COURSE OBJECTIVE(S):** Professional stage speech must become penetrating, through specific training, so that the verbal message goes intact and clear to the spectator.**COURSE CONTENTS:** In the positional vocal scheme, juxtapositions will be exercised following the rule of alternation: vowel-consonant-consonant-vowel. Different combinations and permutations of registers, temps and different vocal intensities will be operated, adding semi-dynamic and dynamic body modules; suites of syllables based on bilabials; suites of syllables based on labio-dentals; suites of syllables based on dentals; suites of syllables based on prepalatals; suite de silabe bazate pe palatals; suites of syllables based on laryngeals; dialogue using a dramatic text in verse (from a play) or fable (with three or four characters); Performing "scenic laughter" task using a given text.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Test**COURSE TITLE: ENGLISH LANGUAGE- SPECIFIC VOCABULARY****ECTS CREDITS:** 2**TYPE OF COURSE:** Compulsory, complementary**COURSE OBJECTIVE(S):** to acquire and consolidate a foreign language; to deepen grammar knowledge; to enrich the general as well as the specialized vocabulary; to exemplify using specialized texts from both dramatic literature and theatre technical terms; the ability to use the knowledge in direct contacts with native speakers in the field of theatre.

**COURSE CONTENTS:** Tense review. Conditional mood. Subjunctive mood. Conditional sentences. Passive voice. Sequence of tenses. Direct and indirect speech. Grammar exercises. Applications, examples and lexical exercises in the field of dramatic literature, as well as technical theatre terminology, based on specialized texts.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: PHYSICAL EDUCATION (STAGE MOVEMENT)**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** the formation of a set of values, attitudes and beliefs in relation to the act of physical, expressive and artistic education; forming beliefs and habits of practising physical exercises in a systematic manner; the ability to apply specific concepts and procedures of expressive motility in different professional contexts

**COURSE CONTENTS:** General physical exercises; Naturally applied skills - categories, exercises and methodical recommendations; applied exercises: walking and running, balance, climbing and escalating, crawling, lifting and weight lifting, throwing and gripping, obstacle paths; Selective development of motor skills. Combination of static and dynamic acrobatic elements; Acrobatic games; Acrobatic exercises in pairs; Fixed scale exercises; Exercises with a gym baton; Stretching and breathing exercises; Exercise with elastic band; Exercises at, on, and with the gym bench; Learning pyramids (in three, four, five or more performers; performing the pyramid with counting or music); Alternating combined exercises, in resistance and speed.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

**3<sup>RD</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: ART PERFORMING AESTHETICS**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory, fundamental

**COURSE OBJECTIVE(S):** The course aims to: knowledge regarding the fundamental notions in the field of aesthetics in general and the aesthetics of the theatre from the appearance of philosophical aesthetics to the aesthetics of the contemporary art of the performance; aims to interpret fundamental texts from the philosophical aesthetics related to theater from Antiquity to the great contemporary aestheticians; the analysis of some dramatic texts and the great themes of theatrical aesthetics as well as the presentation of the evolution of the aesthetics of the performing arts.

**COURSE CONTENTS:** Philosophie, aesthetics, theatre. Theatre performance - Definition and evolution of the concept. Plato and art in the city.

Aristotle and the Greek model of the performing art. Theories on the origin of the performing art. Modernity and tradition in performing art. The Nietzsche moment. Freud and the aesthetics of the performing art. The avant-garde and aesthetic experiences of theatrical art. Theatrical art and the crises of the contemporary aesthetics.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: DRAMATURGY**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory, fundamental

**COURSE OBJECTIVE(S):** Analyzing a script the necessary ways for a theater practitioner or critic. Forming and articulating an analysis and a critical evaluation of a theatrical discourse; Understanding the component domains of theatre (creation, process, production, performance and study, audience and the relationships between them); Developing the skills of a production dramaturge.

**COURSE CONTENTS:** research and production in dramaturgy; Types of thinking and visual thinking; Creation and reception; Understanding the facts - causes and effects; Circumstances: who, what, where, when, how; The dialogue as mask and mirror; Dramaturgical analysis; Writing workshop

**COURSE TITLE: ARTISTIC CREATION MANAGEMENT**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Compulsory, fundamental

**COURSE OBJECTIVE(S):** Developing skills and knowledge in artistic production, intercultural mediation and cultural management; Understanding the specific socio-cultural phenomena of creative management in theater. Familiarization with the concepts and terminology of general and cultural management; Knowledge of the most important management theories and the most important management methods.

**COURSE CONTENTS:** Elements of general management. The specifics and particularities of cultural management. International cultural cooperation, impact on creative sector in Romania • Role and recognition of competences • Cultural cooperation, mobility and project management • Cultural project financing - International cultural cooperation: • International cultural cooperation and the role of cultural networks • Cultural cooperation, globalization and post-communist context • Mobility and networking: key elements for successful cooperation • Artistic project management: real challenges and imaginary traps • The social dimension of artistic projects. The main object of study of cultural management: leading and organizing cultural and artistic societal activities, different models, methods or forms of organization from historical, contemporary and prospective perspectives. Examining the expansion of

independent theater management and the resulting economic, social and cultural processes and realities. Actor or director as leadership. Realisation and practical implementation of the independent theater project.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: DRAMA-DANCE TECHNIQUES**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Optional, specific

**COURSE OBJECTIVE(S):** The development of the artistic sense, creative imagination and expressiveness of the movements in order to elaborate, on the basis of an idea or theme, an expressive program (overall composition) by improving the ability to express different states of mind, and feelings, through gesture, movement, attitude; the transition from the latent creativity to the manifested one, the creative process, the intellectual, affective, motivational contribution and the communicative value of the body expression, developing as a product of the dance training

**COURSE CONTENTS:** Modern ballet technique; Modern dance technique: links of technical elements specific to modern dance; Sports Dance Technique: Standard Section: quick-step, Sports Dance Technique: Latino Section: Jive, Gestural Expressions of Affective States, Gesture categories and motor movements encountered in dance theater, Nonverbal communication techniques, Artistic heuristics and creativity; Composition of a stage dance with a given theme; Choreographies with freely chosen elements

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: STAGE MAKEUP**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Optional, specific

**COURSE OBJECTIVE(S):** Mask- The ideal bridge between the actor and the character; Necessity of masks in creating a character; The image of the phenomenon to which the mask relates, represents a step in fulfilling the part that is played; Deepening the knowledge in the art of makeup pursues the development of the student's personal value, self-confidence, so that the student eventually becomes able to adapt to any concrete theater conditions, to be able to individualize elements of acting mastery by transforming the subconscious creation of nature through the psycho-technics of the conscious artist.

**COURSE CONTENTS:** Makeup correction; importance of the makeup of a person's face; execution of the make-up of a person's face; Make-up for the big stage and for the small stage; Make-up for television and photographers; Film make-up; Composition. Young and mature makeup; composition; Aging makeup; Makeup in the special effects category. Scars and burns; notions of

makeup for the special effects category. Dried and bleeding wounds; Creation of masks in "Circus Mateo" performance, A. Lustig; Make-up of the characters in the performance of "Jack and the Submission". Acquiring the characters and their faces in the presented recitals.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: CREATION AND RESEARCH WORKSHOP**

**ECTS CREDITS:** 2-2

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Familiarizing students with the work process and the status of a future professional actor; Study, analysis and approach of a big part, or more, in professional theater conditions; Performing a unitary performance, a theatrical production that can become a graduation production; Knowledge and understanding of the theories of Acting art in approaching the part and working on the stage. Knowing the stages of the process of designing and constructing the part; Explaining and interpreting essential data and acting procedures and techniques.

Knowing the main trends in performing arts; Forming the ability to analyze the stages of the scenic creation process

**COURSE CONTENTS:** The concept of contemporary theatre and the contemporary approach of classical texts. Application to the Shakespeare Universe. Approach to a reference text by William Shakespeare. Stages of work: From the text to the future graduation performance-production undergraduate degree. Analysis of the text in terms of the unitary vision of the future performance. Theme. Idea. Conflict. 3. Studying the characters according to the data resulting from the text and the requirements of the unitary and current vision. 4. Discovering and determining the character's behavior in the limit and nodal points of the action. Relationships with other characters. Objectives. The scenic study of fragments of text, taking into account the psychological content. Analysis of the scenic universe with all its components: stage presence, movement, plastic compositions, relationship with costume, props, light and music. Study of significant details of scenic behaviour; Study of the scenic connection of created fragments. Creative involvement of the student in the creation and realization of the character and the performance. Practical study and application of the limit situations, of the major meanings generated by the conflict of the play. Scenic Objectives. The analysis of the scenic universe and the means of expression in the essential components: stage presence, voice, movement, the relationship with the costume, the props, the light and the music. Study of significant details in scenic behaviour. Assuming the character.

Integrating the creative personality into this complex scenic universe. Feedback of the spectacular and scenic approach of the character. Self-assessment.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: THEATRICAL PERFORMANCE**

**ECTS CREDITS:** 7

**TYPE OF COURSE:** Compulsory, specific

**COURSE OBJECTIVE(S):** Creating a theatre performance

**COURSE CONTENTS:** The studied means of expression are expressed in the scenic exercise. the scenic relationships between several characters are studied. The props, costumes and makeup necessary for the characters to be played are identified. The atmosphere and the metaphor of the performance are studied.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: FILM AND TV ACTING**

**ECTS CREDITS:** 3-3

**TYPE OF COURSE:** Compulsory, specific

**COURSE OBJECTIVE(S):** Developing the notions of film actor's technique by preparing specific didactic materials. New tendencies of adaptation to cinematic conditions: green screen, science fiction and game rules, the actor behind the fabulous character. cinematic styles in acting

**COURSE CONTENTS:** Elaboration of the notions of technique in the construction of the character The principle of repetition as a method of rebuilding the part. Research of the characters to be played. Analysis and specific exercises. Adaptation to plateau conditions, notions on the space geography, use of a minimum of props on the plateau.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: ART INTERNSHIP**

**ECTS CREDITS:** 3-3

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Familiarizing students with theatrical practice; Practical analysis of the performance. Approach and realization of a comparative and syncretical analysis of all the components that make up the scenic images and the studied performances Developing the sense of observation and the theatrical culture; Assistance in Acting courses; Assistance in the rehearsals of the professional productions of theatres.

**COURSE CONTENTS:** Acquiring great artistic practice systems in the theatre history. Major directions of the contemporary artistic practice. Studying the characters and the materialization according to the requirements of the director as a unitary vision. Comparative study. Practical application. Study of the character behavior in the

studied performances; Relationships with the other characters. The analysis of the production. The scenic process. Intention and achievement. Analysis of psychological content. Analysis of practical solutions to the major meanings generated by the conflict of the play. The analysis of the scenic universe of the studied performances, with all the components involved: stage presence, movement, artistic composition, relationship with costume, props, light and music.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: STAGE SPEAKING ART**

**ECTS CREDITS:** 2-2

**TYPE OF COURSE:** Compulsory, specific

**COURSE OBJECTIVE(S):** Acquisition of the professional breathing, easy passage through voice registers, the ability to play with the tones, intensities and rhythms of speech

**COURSE CONTENTS:** Human voice registers; Using different registers depending on the part or scenic situation; voice preparation and its role on stage; The importance of diction on stage; Defects of diction in character building; The dialects of the Romanian language; intensity accent and tone accent; Logical phrasing; accentuation of the adverb; Negation in phrasing; Conjunction and its role in phrasing; Accentuation of certain pronouns; Interrogative sentence; Exclamatory sentence; Accentuation in the sentence; Oral punctuation of the comma; Point function in speech; Artistic break; Stage laughter; Forms of laughter and their transposition on stage; Identifying texts; approach of a monologue according to the tasks; speech in approaching a theatrical genre; Performative verbs .; Subtext and phrasing; possibilities of approaching a dramatic text; Physical actions complementing the utterance of the dramatic text; the hygiene of a professional voice

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: STAGE COMBAT AND FENCING**

**ECTS CREDITS:** 2-4

**TYPE OF COURSE:** Compulsory, complementary

**COURSE OBJECTIVE(S):** ability to adapt acquired knowledge and motor skills to scenic situations and conditions; the ability to achieve the scenic movement specific to action scenes, the correct and effective use of martial arts techniques; the ability to handle weapons in attack, counter-attack and defense situations in solving various scenic situations; the ability to perform practical activities without endangering personal integrity or partners.

**COURSE CONTENTS:** Scenic fights and actor's physical culture; The Judo method and the transition from Martial Arts to sports; Classification of Judo Techniques and Basic Principles of Practice; Karate - the art of fighting with bare hands:



The natural means of fighting; Particularities of a battle scene; Psychological Aspects and Psychology of Struggle; Physical self-defense; Scenic Fencing: The Basic Technique of Scenic fencing; Positions and basic movements in scenic fencing

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

**3<sup>RD</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: STAGE MAKEUP**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Optional, specific

**COURSE OBJECTIVE(S):** Mask- The ideal bridge between the actor and the character; Necessity of masks in creating a character; The image of the phenomenon to which the mask relates, represents a step in fulfilling the part that is played; Deepening the knowledge in the art of makeup pursues the development of the student's personal value, self-confidence, so that the student eventually becomes able to adapt to any concrete theater conditions, to be able to individualize elements of acting mastery by transforming the subconscious creation of nature through the psycho-technics of the conscious artist.

**COURSE CONTENTS:** Introducing masks in the theatre performance. Mask definition. Mask presentation methods. The need for masks in creating a character. History of the mask. Presentation of materials and equipment for masks execution. Demonstration of mask equivalents and their evolution. The use of the mask in the ancient Greek theatre. The use of the mask in Commedia Dell 'Arte. Typologies. Movie mask. Necessity and evolution of cinematographic masks. Chromatic and its significance.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: CREATION AND RESEARCH WORKSHOP**

**ECTS CREDITS:** 2-2

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Familiarizing students with the work process and the status of a future professional actor; Study, analysis and approach of a big part, or more, in professional theater conditions; Performing a unitary performance, a theatrical production that can become a graduation production; Knowledge and understanding of the theories of Acting art in approaching the part and working on the stage. Knowing the stages of the process of designing and constructing the part; Explaining and interpreting essential data and acting procedures and techniques.

Knowing the main trends in performing arts; Forming the ability to analyze the stages of the scenic creation process

**COURSE CONTENTS:** The concept of contemporary theatre and the contemporary

approach of classical texts. Application to the Shakespeare Universe. Approach to a reference text by William Shakespeare. Stages of work: From the text to the future graduation performance-production undergraduate degree. Analysis of the text in terms of the unitary vision of the future performance. Theme. Idea. Conflict. 3. Studying the characters according to the data resulting from the text and the requirements of the unitary and current vision. 4. Discovering and determining the character's behavior in the limit and nodal points of the action. Relationships with other characters. Objectives. The scenic study of fragments of text, taking into account the psychological content. Analysis of the scenic universe with all its components: stage presence, movement, plastic compositions, relationship with costume, props, light and music. Study of significant details of scenic behaviour; Study of the scenic connection of created fragments. Creative involvement of the student in the creation and realization of the character and the performance. Practical study and application of the limit situations, of the major meanings generated by the conflict of the play. Scenic Objectives. The analysis of the scenic universe and the means of expression in the essential components: stage presence, voice, movement, the relationship with the costume, the props, the light and the music. Study of significant details in scenic behaviour. Assuming the character. Integrating the creative personality into this complex scenic universe. Feedback of the spectacular and scenic approach of the character. Self-assessment.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: THEATRICAL PERFORMANCE**

**ECTS CREDITS:** 7

**TYPE OF COURSE:** Compulsory, specific

**COURSE OBJECTIVE(S):** Creating a theatre performance

**COURSE CONTENTS:** The studied means of expression are expressed in the scenic exercise. the scenic relationships between several characters are studied. The props, costumes and makeup necessary for the characters to be played are identified. The atmosphere and the metaphor of the performance are studied.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: FILM AND TV ACTING**

**ECTS CREDITS:** 3-3

**TYPE OF COURSE:** Compulsory, specific

**COURSE OBJECTIVE(S):** Developing the notions of film actor's technique by preparing specific didactic materials. New tendencies of adaptation to cinematic conditions: green screen, science fiction and game rules, the actor behind the fabulous character. cinematic styles in acting

**COURSE CONTENTS:** Elaboration of the notions of technique in the construction of the character The principle of repetition as a method of rebuilding the part. Research of the characters to be played. Analysis and specific exercises. Adaptation to plateau conditions, notions on the space geography, use of a minimum of props on the plateau.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: ART INTERNSHIP**

**ECTS CREDITS:** 3-3

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Familiarizing students with theatrical practice; Practical analysis of the performance. Approach and realization of a comparative and syncretical analysis of all the components that make up the scenic images and the studied performances Developing the sense of observation and the theatrical culture; Assistance in Acting courses; Assistance in the rehearsals of the professional productions of theatres.

**COURSE CONTENTS:** Acquiring great artistic practice systems in the theatre history. Major directions of the contemporary artistic practice. Studying the characters and the materialization according to the requirements of the director as a unitary vision. Comparative study. Practical application. Study of the character behavior in the studied performances; Relationships with the other characters. The analysis of the production. The scenic process. Intention and achievement. Analysis of psychological content. Analysis of practical solutions to the major meanings generated by the conflict of the play. The analysis of the scenic universe of the studied performances, with all the components involved: stage presence, movement, artistic composition, relationship with costume, props, light and music.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: STAGE SPEAKING ART**

**ECTS CREDITS:** 2-2

**TYPE OF COURSE:** Compulsory, specific

**COURSE OBJECTIVE(S):** Acquisition of the professional breathing, easy passage through voice registers, the ability to play with the tones, intensities and rhythms of speech

**COURSE CONTENTS:** Human voice registers; Using different registers depending on the part or scenic situation; voice preparation and its role on stage; The importance of diction on stage; Defects of diction in character building; The dialects of the Romanian language; intensity accent and tone accent; Logical phrasing; accentuation of the adverb; Negation in phrasing; Conjunction and its role in phrasing; Accentuation of certain pronouns; Interrogative sentence; Exclamatory sentence;

Accentuation in the sentence; Oral punctuation of the comma; Point function in speech; Artistic break; Stage laughter; Forms of laughter and their transposition on stage; Identifying texts; approach of a monologue according to the tasks; speech in approaching a theatrical genre; Performative verbs .; Subtext and phrasing; possibilities of approaching a dramatic text; Physical actions complementing the utterance of the dramatic text; the hygiene of a professional voice

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: STAGE COMBAT AND FENCING**

**ECTS CREDITS:** 2-4

**TYPE OF COURSE:** Compulsory, complementary

**COURSE OBJECTIVE(S):** ability to adapt acquired knowledge and motor skills to scenic situations and conditions; the ability to achieve the scenic movement specific to action scenes, the correct and effective use of martial arts techniques; the ability to handle weapons in attack, counter-attack and defense situations in solving various scenic situations; the ability to perform practical activities without endangering personal integrity or partners.

**COURSE CONTENTS:** Scenic fights and actor's physical culture; The Judo method and the transition from Martial Arts to sports; Classification of Judo Techniques and Basic Principles of Practice; Karate - the art of fighting with bare hands: The natural means of fighting; Particularities of a battle scene; Psychological Aspects and Psychology of Struggle; Physical self-defense; Scenic Fencing: The Basic Technique of Scenic fencing; Positions and basic movements in scenic fencing

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: RESEARCH PAPER INTERNSHIP**

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Specialization

**COURSE OBJECTIVE(S):** The internship involves guiding the students in the elaboration of the dissertation paper by the coordinator by documenting in libraries and consulting the specialized bibliography.

**COURSE CONTENTS:** Elaboration and completion of the paper according to the established plan, of the specialty bibliography and in accordance with the writing rules of the dissertation paper

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**FIELD: PHILOLOGY**  
**PROGRAMME TITLE: ROMANIAN LANGUAGE AND LITERATURE STUDIES**  
**MASTER'S DEGREE**

**1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: ROMANIAN LITERARY THEORIES**

**ECTS CREDITS: 4**

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Acquainting students with MAin trends of Romanian literary theory and enlarging upon the authors' activity.

**COURSE CONTENTS:** Titu Maiorescu: the incipient theory of poetry; the contributions of M. Dragomirescu and D. Caracostea to the creation of an autochthonous version of stylistics theory. Elements of theoretical theory in T. Vianu's and G. Călinescu's works: Post-war Romanian literary theory. Case studies: Irina Mavrodin, Adrian Marino and Virgil Nemoianu.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: COMPARATIVE FOLKLORE**

**ECTS CREDITS: 4**

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** adequate knowledge and understanding of the course-specific notions; explaining and interpreting the theoretical content of the subject in well-defined contexts; critical and constructive reflection in assimilating the conceptual and methodological apparatus of the course Comparative Folklore.

**COURSE CONTENTS:** Balkan variants (Greek, Croatian, Bulgarian, Hungarian, Serbian) of *the motif of the building that will not stand without human sacrifice*. Motif composition and mythical significance (Argeş Monastery / Master Manole vs. South-Danubian variants). Mircea Eliade - an exegete of the archaic Romanian folklore. Mircea Eliade - History of Religions and "Popular" Cultures.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral Examination

**COURSE TITLE: ROMANIAN COMPARATIVE STUDIES**

**ECTS CREDITS: 5**

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** acquiring the skills to use the comparative method and the concept of "influence"; the creative application of comparative analysis tools; becoming acquainted with some cultural landmarks essential for getting oriented in Romanian Comparatism, as well as some basic comparative concepts.

**COURSE CONTENTS:** Prefigurations of comparative paradigm: comparative manifestations in the second half of the 19th century. Al. Odobescu and Comparative Folklore. B. P. Haşdeu

and the mixed interdisciplinary comparative discourse). Haşdeu's School: L. Şăineanu. Haşdeu's School: M. Gaster. II. The formation of comparative paradigm: the emergence of the Romanian Comparatism School at the end of the 19th century and the beginning of the 20th century. P. Eliade - representative of French Comparatism. N. Iorga - representative of autochthonous Comparatism (I). III. The development of the comparative paradigm: Romanian interwar Comparatism. N. Iorga - representative of autochthonous Comparatism (II). Romanist Comparatists of the French School: B. Munteanu (I). Romanist Comparatists of the French School: Al. Cioranescu (I). An atypical and atopic comparatist: G. Călinescu (I). IV. The development of comparative paradigm: post-war Romanian Comparatism. Romanist Comparatists of the French School: B. Munteanu (II). Romanist Comparatists of the French School: Al. Ciorănescu (II). An atypical and atopic comparatist: G. Călinescu (II)

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: CONTEMPORARY LINGUISTICS TRENDS**

**ECTS CREDITS: 5**

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** acquainting students with elements of the evolution of linguistic orientations over time; using the linguistic terminology in approaching various trends.

**COURSE CONTENTS:** Saussurian Revolution. Structuralism. Structuralist Schools. Distributionalism. Sociolinguistics. Functional Phonology. Pragmatics. Integrative Linguistics. Ethnolinguistics. Generative grammar. F. de Saussure. Noam Chomsky. Roman Jakobson. Andre Martinet. Eugen Coşeriu.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral Examination

**COURSE TITLE: ROMANIAN FROM THE ROMANCE LANGUAGES PERSPECTIVE**

**ECTS CREDITS: 4**

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** acquiring the theoretical foundations, the basic operational concepts, the investigation methods that enable the localization and characterization of Romanian language from a Romance typological perspective by the assimilation of certain theoretical and operational concepts in the field of Romance linguistics; understanding the place of Romanian language in Romania by revealing the common features with other Romance idioms and their specificity; forming a synthesizing and conceptualizing vision (from concept to forms and the roles played in the discourse) on the presented language facts, namely explaining and interpreting the practical content of the subject; forming a methodology for interpreting the

language facts and acquainting students with the analysis and interpretation grades of certain specific Romance linguistic phenomena which are also encountered in Romanian language.

**COURSE CONTENTS:** 1. Absence of early internal sources and first signs of Romanian in external historical sources: Fr. Diez and the first classification of Romance languages in which Romanian appears; G. I. Ascoli and the comparison between Romanian and Friulian; W. Meyer - Lübke and the problem of the so-called Balkan influence of Romanian. 2. The place of Romanian among Romance languages in the Romanian specialty literature: Ovid Densusianu - the first internal scientific attempt to compare Romanian with other Romance idioms. The idea of the existence of languages - bridge. Explanations by internal evolution of some linguistic phenomena that confer specificity to Romanian; Sextil Pușcariu and the rustic character of Romanian vocabulary inherited from Latin. Iorgu Iordan and the comparison between Romanian and Spanish based on the features [+ conservatism] / [+ innovation]; Alexandru Rosetti - an adept of the "Balkan linguistic union". 3. Geographical classifications of Romance languages into different groups: Appennino - Balkan (Matteo Bartoli), Balkan - Romance (PE Vidos, C. Tagliavini, P. Bec), central - Romance (MA Borodina), Oriental Romance (W. von Wartburg, J. Pohl), discontinued Romance (JA Cremona). 4. Partial typological classifications: vocalism (H. Guiter, Mario Pei), phonology (Bodo Müller), morphology (W. Mancazak, De Poerk - Louis Mourin, M. Iliescu, Žarko Muljačić), vocabulary (J. A. Rea, V. Makarov). 5. Classifications based on extralinguistic criteria: P. Bec, J. B. Pellegrini.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral Examination

<b>COURSE TITLE: LANGUAGE DYNAMICS. DEVIATION AND NORM</b>
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**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Knowledge and correct use of the following concepts: linguistic dynamics, linguistic norm, correctness, deviation, observation and analysis of tendencies in modern Romanian.

**COURSE CONTENTS:** The concepts of literary language, norm, use, deviation, tendency. Changes suffered by Romanian along its use. Coșeriu's conception of language: "a moving system" (Coșeriu, *Sincronie, diacronie și istorie. Problema schimbării lingvistice*, București, Editura Enciclopedică, 1997, pp.236-237). Instability due to the variants that were sometimes accepted, sometimes rejected. Innovations - loans or words recently created - for realities that have or have not been designated so far. The "competition" between the new and the old in language. The competition between semantically equivalent elements which

belong to different styles. Language as a system of several systems, also including each speaker's subsystem with his/her individual language use.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral Examination

**1<sup>ST</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**ROMANIAN LITERATURE MODULE**

<b>COURSE TITLE: ROMANTICISM - COMPARATIVE APPROACHES</b>
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**ECTS CREDITS:** 5

**TYPE OF COURSE:** Elective

**COURSE OBJECTIVE(S):** adequately using the methods for understanding and analyzing a theoretical text; discussing and applying the acquired aesthetic notions on the text; the proper application and transfer of elementary methods and techniques specific to Comparatism.

**COURSE CONTENTS:** Introduction to the topic of the course and presentation of the bibliography. 2. Orientalism. A conceptual binomial: interest in the Orient vs. Orientalism 3. Alterity and Exoticism 4. Esthetics of the Oriental space I. Natural space configurations: dynamic overall view 5. Esthetics of the Oriental space II. Natural space configurations: static overall view 6. Esthetics of the Oriental space III. Natural space configurations: the desert; the profane and sacred gardens; the aquatic 7. Esthetics of Oriental space IV. Artificial space configurations: the ruins, the dwelling, the city 8. Poetics of Oriental figures I. Representations of human figures: Collective portraits 9. Poetics of Oriental figures II. Representations of human figures: the couple; the woman 10. Poetics of Oriental figures III. Representations of human figures: the artist; the spiritual intercessor 11. The poetics of Oriental figures IV. Representations of human figures: The Wandering Jew; the warrior 12. Poetics of Oriental figures V. Representations of human figures: the tyrant; the antihero 13. Poetics of Oriental figures VI. Representations of non-anthropomorphic figures: gods, monsters, spirits 14. Final review and conclusion.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

<b>COURSE TITLE: STRATEGIES OF SYNCHRONISATION IN SYMBOLISM</b>
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**ECTS CREDITS:** 5

**TYPE OF COURSE:** Elective

**COURSE OBJECTIVE(S):** acquiring reading and interpretation skills of fictional and non-fictional texts - forming the aesthetic taste with the help of literature; - cultivating the capacity to dissociate between literary and non-literary texts (or para-literary); - developing the ability to integrate the reading and interpretation of literature into the artistic, cultural and social environment.

**COURSE CONTENTS:** Interdisciplinary approaches to the symbol: theology, philosophy, general aesthetics. Periodization. Integration into Modernism. Avant la lettre Symbolism. Precursors: Ch. Baudelaire, P. Verlaine, A. Rimbaud, St. Mallarmé. Symbolist Manifesto - J. Moréas, 1886. New poetological contributions: R. Ghill, G. Kahn. Western approaches to Symbolism (P. Valéry, Guy Michaud, Edmund Wilson, Edmund Wilson, Mario Luzi, R. Wellek). Symbolism in France, England, Germany, Italy, Spain, Russia. Conclusions on European Symbolism.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

#### **COURSE TITLE: GENERATION '27**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Elective

**COURSE OBJECTIVE(S):** Acquainting students with the basic operational notions of the subject, - acquiring the skills to understand a text in the sphere of political science, - the skills to interpret a political-literary text, - the skills to make connections with the field of history

**COURSE CONTENTS:** 1. "New spiritualist generation". "Doctrinaire" generationalist texts. Group ideas in Mircea Eliade's work, Spiritual Itinerary (1927) and Oceanography (1934). Foundation of Criterion Association (1932). The "new generation": M. Eliade, Petru Comarnescu, Mihail Sebastian, Mircea Vulcănescu, Constantin Noica, Mihail Polihroniade, Ionel Jianu, Stelian Mateescu, Ion Călugăru 2. Nae Ionescu's biography. The relationship between opera and charisma. Influence on the student environment. Rhetoric of Negation: Eugen Ionescu (No -1934), M. Eliade, E. Cioran 3. Criterionist ideas and concepts. The activity of the association and magazine. Debates with the great interwar critics (E. Lovinescu, Pompiliu Constantinescu, G. Călinescu) 4. The way of thinking and the "new generation". Similarities and divergences 5. The philo-legionary publications of Eliade, Cioran, Noica. Text and context. Echoes in Contemporaneity 6. The problem of anti-semitism in the era. Emil Cioran - The Transfiguration of Romania (1936) and The Temptation to Exist (1956). Nae Ionescu's preface to M. Sebastian's novel For Two Thousand Years. 7. Aspects of Nietzsche's influence during the interwar period and especially on Generation '27 8. The legacy of Romanticism in Eliade's fantastic prose. Recurrent motifs, obsessional chains and liturgical reflections (with reference to Ioan Petru Culianu's prose) 9. The reception of Generation '27 nowadays. Spiritual, cultural, pedagogical, epistemological aspects. The issue of "models". External contestations.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral Examination

#### **COURSE TITLE: INTERWAR MODERNISM**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Elective

**COURSE OBJECTIVE(S):** Acquainting students with the basic aspects of national and international modernist poetics (comparative perspectives)

**COURSE CONTENTS:** Modernity, modernization, modernism, antimodernism - conceptual circumscriptions. Modernism vs. Traditionalism. Romanian interwar literature from new critical perspectives. Literary and cultural Interferences (influences and intertextuality). Awareness of language crisis: Orphism and Hermeticism.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

#### **COURSE TITLE: POSTMODERNISM IN ROMANIAN LITERATURE**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Elective

**COURSE OBJECTIVE(S):** Knowledge of the specific features of Postmodernism in Romanian literature and the analytical presentation of historical subsequences, starting with the 8th decade of the last century up to the present.

**COURSE CONTENTS:** The theoretical dimensions of Postmodernism: the scheme of Ihab Hassan. Differentiation strategies. Poetic Postmodernism: the '80s literary generation. Postmodernism in prose: The prose school in Târgoviște. Postmodernism in dramaturgy. Periods within Romanian Postmodernism.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

#### **COURSE TITLE: METHODOLOGY OF RESEARCH**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Elective

**COURSE OBJECTIVE(S):** Understanding the structure and the way of functioning of a written scientific communication; acquiring skills for writing and presenting a scientific text; practicing how to write a scientific text with a view to preparing the graduation paper; mastering the strategies for arguing an idea.

**COURSE CONTENTS:** 1. Methodological principles of writing a scientific paper: the plan and its importance (titles, headings, tables), chapter plan; 2. Formatting conventions of the scientific text; 3. Source and source citations, reading and observation sheets; 4. Editing the summary; 5. Sources of information. Analysis of information, its organization, declarative system, primary documents, secondary documents; 6. Style, conclusions, basic components of a scientific article, writing the bibliography, writing the summary, content of the summary.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral Examination

## ROMANIAN LANGUAGE MODULE

### DISCIPLINA: UTTERANCE PHONOLOGY

ECTS CREDITS: 5

TYPE OF COURSE: Elective

**COURSE OBJECTIVE(S):** Theoretical interpretation and representation of the structure of the vocal expression of the utterance as voice emission; awareness of the complex relationship between constraint and liberty in the phono-audio plane.

**CONȚINUT:** "lexical" phonology and "syntactic phonetics", signifier articulation, primary contrast, minimal vocal emission, phonological units, segments: rhythmic u., accentual u., syllable, phonem; intersegments: terminal, unbounded transition, bound transition, syllabic juncture; intrasegments: intonation contour, constitutive scheme, contrastive scheme.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

### COURSE TITLE: UTTERANCE SEMANTICS

ECTS CREDITS: 5

TYPE OF COURSE: Elective

**COURSE OBJECTIVE(S):** Deepening the basic notions of statement semantics. Creative-innovative application of semantic analysis tools. Manifesting positive and responsible attitudes towards the scientific field of semantics.

**COURSE CONTENTS:** Terminology specifications and delimitations. 2. Classification of lexical units according to the relationship between their form and meaning. 3. Defining, exemplifying and commenting on the notions of meaning and significance. 4. The semantic form of changes in meaning. 5. Isotopy. 6. Presuppositions.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

### COURSE TITLE: ELEMENTS OF APPLIED MORPHOLOGY

ECTS CREDITS: 5

TYPE OF COURSE: Elective

**COURSE OBJECTIVE(S):** Fixing and systematizing the morphosyntax knowledge. Applying morphology knowledge in spoken and written language. Properly using lexico-grammatical classes in communication.

**COURSE CONTENTS:** Morphosyntactic analysis. The plural of simple and compound nouns. Masculine or feminine in official addressing. Use of number-defective nouns in communication. The use of the verb and the preposition in communication.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

### COURSE TITLE: LEXICAL VARIATION: TYPOLOGY, DYNAMICS, TRENDS

ECTS CREDITS: 5

**TYPE OF COURSE:** Elective

**COURSE OBJECTIVE(S):** Adequate knowledge and understanding of concepts, acquiring and developing the ability to recognize semantic differences and nuances, to use them properly in various contexts. The course will attempt to integrate language aspects into a wider intercultural context.

**COURSE CONTENTS:** Dynamics of meaning: semantic expansions, "determinologisation". Polysemy. Lexical and phraseological contamination. Linguistic clichés. Cultism. "Half-learned Calofilism". Lexico-semantic fields.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

### COURSE TITLE: ASPECTS OF THE EVOLUTION OF MODERN LITERARY ROMANIAN

ECTS CREDITS: 4

TYPE OF COURSE: Elective

**COURSE OBJECTIVE(S):** Adequate knowledge and understanding of the notions specific to the concept of Romanian literary language; explaining and interpreting the fundamental theoretical content; the proper use and didactic exploitation of the notions specific to Romanian literary language; applying the methods and techniques specific to the analysis grade.

**COURSE CONTENTS:** Theoretical Aspects. Periodization of the history of Romanian literary language. Modern age. The period 1780-1836. The Transylvanian School. The activity in the Romanian Principalities. Ion Heliade Rădulescu. The period 1836-1881. The social, political and cultural framework. Latino-Romance orientation: the Latinist trend; the French influence. National orientation (*Dacia literară*). Introduction of the Latin alphabet; orthographic projects. Titu Maiorescu's conception of Language cultivation. The period 1881-1900. Unification of literary variants; consolidation of literary language styles. General aspects of literary language in the 20th century. Dynamics of literary language rules. Neological vocabulary. Functional styles. The artistic language in the 20th century.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral Examination

### COURSE TITLE: METHODOLOGY OF RESEARCH

ECTS CREDITS: 2

TYPE OF COURSE: Elective

**COURSE OBJECTIVE(S):** Adequate knowledge and understanding of the course-specific notions; explaining and interpreting the theoretical content of the subject in well-defined contexts; critical and constructive reflection in assimilating the conceptual and methodological apparatus of the course.

**COURSE CONTENTS:** Axiology of scientific research. Main types of scientific works. General rules on the writing of scientific papers. Stages of scientific paper elaboration. Documentation in

scientific research. Processing, condensing and organizing information. Writing, style, text processing. Structuring the paper into text units (paper body). Procedures and techniques of information processing. The critical apparatus (references or bibliographic citations).

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral Examination

**COURSE TITLE: INTERNSHIP**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Adequate knowledge and understanding of the activity in the practice center; explaining and interpreting specific actions in well-defined contexts; the critical and constructive thinking in assimilating the norms that govern the activity of the institution hosting the internship.

**COURSE CONTENTS:** Collecting and systematizing important data regarding the activity field and specificity of the partner institution hosting the internship. Specifying the mission, organization, structure and program of the partner institution. Studying the documents that establish, regulate and support the activity of the institution. Assisting at specific activities carried out by the tutor or the institution staff. Participating in the tutor's training on the exigencies and difficulties of practicing the specific activities by students. Drawing up / filling in some functional texts specific to the current activities in the institution. Settling the research topic together with the tutor (I.1). Structuring a presentation of the research material. Documentation and data essentialization for the Student Internship Project (II). Group revision of the activities carried out by discussing the benefits and difficulties and filling in the Activity Sheet (I.3) including the day, the time interval and the activity carried out. Making a synthesis report on the personal activity in the internship center and presenting it in front of the tutor in order to be evaluated.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral Examination

**2<sup>ND</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**ROMANIAN LITERATURE MODULE**

**COURSE TITLE: HISTORY OF ETHNOANTHROPOLOGIC THEORIES**

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Elective

**COURSE OBJECTIVE(S):** properly using the methods of understanding and analyzing a theoretical text; discussing and applying the acquired ethno-anthropological notions on the text; properly applying and transferring elementary methods and techniques specific to ethno-anthropology.

**COURSE CONTENTS:** 1. Introduction to the topic of the course and presentation of the bibliography. 2. The crystallization of ethno-anthropological research from Antiquity up to the age of Enlightenment. 3. Evolutionism. 4. Marxism. 5. Culture and personality. 6. Diffusionism. 7. English Diffusionism. 8. American Diffusionism. 9. German Diffusionism. 10. Functionalism. 11. Structuralism. 12. Postmodernism.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: HISTORY OF ROMANIAN LITERARY CRITICISM**

**ECTS CREDITS:** 8

**TYPE OF COURSE:** Elective

**COURSE OBJECTIVE(S):** Creating an overview of MAin critical paradigms in Romanian literature; Understanding the evolution of ideas, methods and strategies of literary criticism; Connecting literary criticism to the history of mentalities and the history of ideas;

**COURSE CONTENTS:** Titu Maiorescu and *Epistemological Synchronicity*; Maiorescian *Criticism*; G. Ibrăileanu: a synthesis of *the critical spirit in Romanian culture*; E. Lovinescu and the faces of Modernity; Relativization of the critical act: E. Ionescu; Aesthetics of reception; Adventures of Romanian Structuralism; The critical dimension of literature: *a theory of the secondary*.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: LITERARY PRESS "AVANT LA LETTER"**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Elective

**COURSE OBJECTIVE(S):** Properly using the methods of understanding and analyzing a theoretical text; discussing and applying the acquired notions on the text; properly applying and transferring elementary methods and techniques specific to the subject.

**COURSE CONTENTS:** The historical background of the European Avant-garde. Programs of literary and artistic Avant-garde. Famous literary and artistic personalities, works. The Avant-garde literary press: content, representatives.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral Examination

**COURSE TITLE: WESTERN MYTHS AND RECURRENT ROMANIAN ITEMS**

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Elective

**COURSE OBJECTIVE(S):** - Adequate knowledge of the notions specific to the course Western myths and recurrent Romanian items - Appropriate use and didactic exploitation of the notions specific to the course Western myths and recurrent Romanian



items - Explaining and interpreting the theoretical content of the course Western myths and recurrent Romanian items; - explaining and interpreting the practical content of the course Western myths and recurrent Romanian items;

**COURSE CONTENTS:** Introduction 1. Don Juan's contemporaneity 2. Tristan's contemporaneity I. The Myth of Don Juan in European Romanticism, Hoffmann's vision of Don Juan, Gautier's vision of Don Juan. Pushkin's vision of Don Juan. Byron's vision of Don Juan. II. The Myth of Tristan in European (Pre)Romanticism The rebirth of Tristan's myth: *from Rousseau, through Goethe, to Hölderlin and Novalis (synthesis)*. III. The myth of Don Juan and / or the myth of Tristan in Romanian Romanticism and Realism Eminescu's vision of Don Juan and / or Tristan. Alecsandri's vision of Don Juan and / or Tristan. Slavici's vision of Don Juan and / or Tristan.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: LITERARY TEXT INTERPRETATION METHODS**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Elective

**COURSE OBJECTIVE(S):** Presenting MAin methods used in the 20th century literary research, from phenomenology to deconstruction and their application/"verification" in the interpretation of some Romanian canonical writers.

**COURSE CONTENTS:** The phenomenological method. Structuralism. The semiotic method. The psychoanalytic method. Deconstruction. Models of reception in Romanian literature. Methodological intertextuality.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral Examination

**ROMANIAN LANGUAGE MODULE**

**COURSE TITLE: ETYMOLOGY ISSUES**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Elective

**COURSE OBJECTIVE(S):** Acquainting students with the notions of etymology, etymon. Identifying the types of etymology. Operating with some lexical concepts: loans, calques, xenisms.

**COURSE CONTENTS:** The concept of etymology. Notions of lexicology. Greek-Latin etymons in Romanian vocabulary. The French influence on Romanian. The English influence on modern Romanian.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: VERB PHRASE FUNCTIONAL ORGANISATION**

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Elective

**COURSE OBJECTIVE(S):** knowledge, explanation and interpretation of the constituents and relations in the verb phrase structure; proper use and didactic exploitation of the following concepts: verb, phrase, complement, adjunct, matrix phrase, restructured phrase, actantial / argumentation schemes; knowledge of syntactic construction schemes according to the syntactic and syntactic-semantic classes of verbs; knowledge and analysis of actantial complement achievements; knowledge and interpretation the verb phrase restructuring manifestations; knowledge and interpretation of complements, circumstantial elements and matrix circumstantial elements; interpretation of the syntactic functions / positions of the finite and non-finite head verb.

**COURSE CONTENTS:** Functional organization. Constituents of the verb phrase; Functional organization. Relations in the verb phrase; Matrix scheme of the verb phrase: complements; Adjuncts in the verb phrase: circumstantial elements; Syntactic schemes in the verb phrase; Types of syntactical restructuring; Ternary constructions; Passive and impersonal constructions; Reflexive and reciprocal constructions; The typology of circumstantial elements; Adverbial Modifiers; Basic syntactic positions; "derived" syntactic positions; Syntactic positions of the head verb.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: UTTERANCE HIERARCHIC STRUCTURE. SYNTACTIC CONSTRUCTIONS**

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Elective

**COURSE OBJECTIVE(S):** The course aims at deepening the knowledge of Romanian syntax, understanding the concepts related to the hierarchical structure of the utterance and the way in which this hierarchical structure is achieved.

**COURSE CONTENTS:** Syntactic structures: syntactic phrases and syntactic constructions. Passive and impersonal constructions. Reflexive and reciprocal constructions. Causative-facitive constructions. Constructions with the predicative adjunct. Comparative constructions. Constructions with relative clauses. Constructions with conjunctive sentences.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: MASS-MEDIA DISCOURSE IN CONTEMPORARY ROMANIAN**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Elective

**COURSE OBJECTIVE(S):** Updating and completing the knowledge regarding functional styles in general and the journalistic style in particular; diachrony and synchrony in the Romanian journalistic style. Acquainting students with the

journalistic genres and their defining features, the textual and paratextual elements. Stimulating the capacity to analyze and interpret some deviations from linguistic norms, some lexico-semantic and stylistic inadequacies in media discourse.

**COURSE CONTENTS:** Mass media: brief history. Written and spoken media in Romania. Journalistic style. Journalistic genres. Journalistic title. Aspects of contemporary language in print media: lexico-semantic and stylistic aspects. Aspects of contemporary language in print media: morpho-syntactic aspects. Norm and use in Romanian press nowadays.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral Examination

**COURSE TITLE: ENGLISH INFLUENCES ON CURRENT ROMANIAN**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Elective

**COURSE OBJECTIVE(S):** Explaining and interpreting fundamental theoretical content; assimilating the conceptual and methodological apparatus specific to the course; applying the methods and techniques specific to the analysis grade.

**COURSE CONTENTS:** The concept of Anglicism (Americanism). English influence - European sociocultural phenomenon. Comparative approach: the situation in Romanian and French; the legislation in the field forwarded in Romania (Pruteanu law) and in France (Toubon law). Anglicism assimilation: orthographic, orthoepic and morphological norms (study material: the Anglicisms in DOOM<sub>2</sub>, Examples taken from representative theoretical works).

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral Examination

**COURSE TITLE: EXPRESSION AND EXPRESSIVITY**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Elective

**COURSE OBJECTIVE(S):** Knowledge of Romanian grammatical rules; understanding the literary texts in which argot elements are used; explaining some phenomena, methods and means of enriching the argotic vocabulary; interpreting the use of argot in literary works from an expressive point of view.

**COURSE CONTENTS:** Argot: definitions, history, evolution. 2. Argot characteristics. 3. Means of enriching the argotic vocabulary. 4. Studies and researches dedicated to Romanian argot. 5. Romanian argotic lexicography. 6. Argot in literature, literature in argot. 7. The expressiveness of Romanian argot. Case study: *Groapa (The Pit)* by Eugen Barbu.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**2<sup>ND</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**ROMANIAN LITERATURE MODULE**

**COURSE TITLE: INTERWAR ROMANIAN AESTHETICS**

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Elective

**COURSE OBJECTIVE(S):** The course Intewar Romanian Aesthetics aims at acquainting MA students with the basic operational notions of the course and helping them to acquire a series of skills such as the skills to understand a theoretical text, to interpret an aesthetic-philosophical text, to make connections with other intellectual fields.

**COURSE CONTENTS:** The beginnings of Romanian Aesthetics. Elements in interwar philosophical thinking and influences on Romanian Aesthetics. Petre Andrei and Vasile Pârvan – the '20s. Aesthetics aspects in Eugen Lovinescu's works.

Tudor Vianu the aesthetician. Mihail Dragomirescu - The theory of MAsterpiece. Aesthetics / literary criticism relationship: G. Călinescu and Croce. Aesthetics in D. D. Roșca's work. The aesthetic ideas of Mihail Ralea. Lucian Blaga's aesthetic conception. Camil Petrescu - phenomenology. Liviu Rusu's aesthetics. Aesthetics of sound, colors and forms: G. Enescu, Dinu Lipatti, C. Brâncuși.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: MODERN CONCEPTS IN CRITICISM**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Elective

**COURSE OBJECTIVE(S):** The course Modern Concepts in Criticism aims at acquainting MA students with the basic operational notions of the course and helping them to acquire a series of skills such as: the skills to understand a theoretical text, to interpret an aesthetic-philosophical text, to make connections with other intellectual fields.

**COURSE CONTENTS:** Intertextuality: definition, types. Fundamental critical concepts: *semiotics, mimesis, imaginary*. Text and discourse in literary research.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral Examination

**COURSE TITLE: DIRECTIONS OF EUROPEAN LITERARY CRITICISM**

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Elective

**COURSE OBJECTIVE(S):** Acquainting MA students with the basic operational notions of the course; the skills to understand a theoretical text; to interpret a critical text; to make connections with other intellectual fields.

**COURSE CONTENTS:** 1. Introduction to the topic of the course and presentation of the bibliography. 2.

Literary Criticism in the Ancient and Medieval period. 3. Literary Criticism in the Renaissance period. 4. Literary Criticism in the Enlightenment period. 5. Literary Criticism in the 19th century I. Romanticism. 6. Literary Criticism in the 19th century II. Modernism. 7. Literary Criticism in the 20th century I. Russian Formalism. 8. Literary Criticism in the 20th century II. French Structuralism. 9. Literary Criticism in the 20th century III. Neocriticism. 10. Literary Criticism in the 20th century IV. Neo-Historism. 11. Literary Criticism in the 20th century V. Other types of Criticism. 12. Literary Criticism in the Contemporary period I. Feminist Criticism. 13. Literary Criticism in the Contemporary period II. Ecocriticism and Darwinian Criticism. 14. Final review and conclusion.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: THE EXPERIMENT IN LITERATURE**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Elective

**COURSE OBJECTIVE(S):** Acquainting MA students with the Romanian literary phenomenon in all genres through significant and illustrative events, works and authors; understanding the aesthetic specificity and the contexts of occurrence; explaining the production and reception of literature through poetics, by efficient and appropriate methods, respectively; establishing personalized interpretation skills.

**COURSE CONTENTS:** Course principles. The concept of literary experiment. In a broad sense: the genesis and transformation of literature from origins up to the present. Innovative poetics. Literary experimentalism in understanding the Italian Angelo Guglielmi. Romanian theoretical approaches to literary experiment and experimentalism: Adrian Marino, Marin Mincu, Matei Călinescu, etc. Experimentalist moments in Romanian literature. The Symbolist-instrumentalist experiment (Al. Macedonski). Interwar literary experiment. Differentiations with respect to the Avant-garde. Urmuz. Post-war literary experiment. Connections with Surrealism: Gellu Naum. Structural aesthetic Oneirism (Leonid Dimov, D. Țepeneag, etc.). The prose School in Târgoviște (Radu Petrescu, M. Simionescu, C. Olăreanu, etc.). '80s Textualism (Gh. Crăciun, Gh. Iova, M. Dinescu). Postmodernism (M.Cărtărescu). '90s and 2000s Experimentalism. Conclusions and perspectives.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: LITERATURE AND TOTALITARIANISM**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Elective

**COURSE OBJECTIVE(S):** Acquainting MA students with the basic operational notions of the course; acquiring the skills to understand a text in the field of political science, to interpret a text of a political-literary nature, to make connections with the field of history.

**COURSE CONTENTS:** 1. The relation between the autonomy and heteronomy of literature. Political disruption of literature functions during the totalitarian period. 2. The great stages of Romanian Communism. Forms of submissive creativity. The writer's status in censorship conditions. 3. Prose of the '50s – '60s. Between obedience and tolerance out of tactical reasons. G. Călinescu, M. Sadoveanu, Camil Petrescu, M. Preda, E. Barbu, P. Dumitriu, T. Popovici. 4. The stage of the relative liberalization in epic literature: I. Lăncrănjan, Al. Ivasiuc, M. Ciobanu, Z. Stancu, F. Neagu, N. Velea, S. Titel. Satirians tempted by the absurd and grotesque (I. Băieșu, T. Mazilu). 5. Novels assuming the historiographical function: A. Buzura, G. Adameșteanu, C. Țoiu, P. Sălcudeanu, E. Uricariu. Introspective and transfigurative formula: Șt. Bănulescu, D.R. Popescu, G. Bălăiță, Șt. Agopian, M.Cărtărescu. the '80s. The literature of literature. The School in Tîrgoviște. 6. Evolution of poetry during totalitarian decades. From versification to the recovery of Modernism. Generation '60s. 7. Rhetorical-stylistic procedures for "rescuing" the lyrical creation. The role of literary magazines and artistic groups. The function of literary criticism.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral Examination

**ROMANIAN LANGUAGE MODULE**

**COURSE TITLE: ROMANIAN GRAPHEMATICS**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Elective

**COURSE OBJECTIVE(S):** Acquiring the fundamental theoretical elements relevant for the relation between writing and vocalicity; capturing the features of the graphematic system as an autonomous system; adjusting writing to the content and language structure; reconsidering alphabetic writing from the perspective of a direct semiotic function; acquiring an overview of the articulation of the graphic expression; creating a personal conceptual system for a competent approach to any kind of writing.

**COURSE CONTENTS:** Nature, functioning and models of linguistic expression. Phonography and Semiography. Functional and corrective in orthography. Structure and architecture of written Romanian. The tradition of writing and the resort to etymology. Blank space, hyphen and agglutination in the lexical signifier. Units, functions and relations as regards written expression. Writing and orthography. Features and interpretations. Manifestation levels of graphical expression.

Orthography and orthoepy. Writing and "phonetic" orthography. Morphological functions of the sequences <i>, <ii> and <iii>. A problem of interpreting diacritical graphemes. Orthography before the new word...

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

#### **COURSE TITLE: ROMANIAN PHRASEOLOGY**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Elective

**COURSE OBJECTIVE(S):** Proper knowledge and understanding of the notions specific to phraseology; explaining and interpreting the theoretical content of the course Romanian Phraseology in well-defined contexts; critical and constructive reflection in assimilating the conceptual and methodological apparatus specific to the optional language course.

**COURSE CONTENTS:** Phraseology - language science. Its place in Linguistics. Concepts: *collocation, phraseological unit, lexical blending*. Delimitation of the concepts of *phrase* and *compound word*. Incorrect use of the concepts of *phraseology*. Typology of fixed collocations. The phrase - concept, characteristics, classification criteria, types of phrases. *Nominal, adjectival, adverbial phrases. Verbal phrases. Prepositional and conjunctive phrases*. Delimitation of concepts of *phrase* and *expression*. Structural patterns of *compound words*. Aspects of systematized registration of *phraseological* units in Romanian dictionaries. Analysis of the presentation of phraseological units in the curricula and textbooks. Lexical, lexical-phraseological and phraseological equivalents of some phrases.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

#### **COURSE TITLE: ELEMENTS OF TERMINOLOGY**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Elective

**COURSE OBJECTIVE(S):** Adequate knowledge and understanding of the notions specific to terminology; explaining and interpreting the fundamental theoretical content; assimilating the conceptual and methodological apparatus specific to the course; constructive interpretation and extension of the theoretical framework in relation to other subjects specific to Romanian; proper use and didactic exploitation of terminology-specific notions; applying the methods and techniques specific to the analysis grade.

**COURSE CONTENTS:** The concept of terminology, definition, meanings. The concept of 'term'. The purpose of terminology. History of terminology as a science. Working methods in terminology. The relationship between terminology and other subjects. Terminology and Linguistics (lexicology, phraseology). Neology and terminology (internal

and external means of enriching the inventory of terms).

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

#### **COURSE TITLE: LINGUISTIC VARIATION**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Elective

**COURSE OBJECTIVE(S):** Knowledge and proper understanding of course-specific notions; explaining and interpreting the theoretical content of the subject in well-defined contexts; critical and constructive reflection while acquiring knowledge of the specific conceptual and methodological apparatus.

**COURSE CONTENTS:** Language-speech. Norm and variation. Aspects of diachronic variation. Elements of spatial variation. Elements of semantic variation. The social dimension of linguistic facts.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written Examination

#### **COURSE TITLE: ELEMENTS OF PRAGMATICS**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Elective

**COURSE OBJECTIVE(S):** Acquiring and properly using verbal communication and operative concepts; acquainting students with the main pragmatic and argumentative trends; introducing communication principles and discourse rules in order to optimize communication skills.

**COURSE CONTENTS:** Language properties and functions. Language functions from knowledge/representation/communication to mediation and action. Oral communication. The structure of Oral communication. Characteristics of Orality. Marks of spontaneous utterance. Conversation analysis. Dialogue as a communication unit; modalisers, deictics, verbal tics, connectors, etc. Dialogue types. Communicative behaviour. Speaker's competences: linguistic, communication, logic, encyclopaedic and pragmatic-rhetorical competences. The principles of dialogue in communication. The rules of discourse. Language and persuasion. Theory of Argumentation. Elements of Neo-Rhetorics/Argumentation. Argumentation/manipulation techniques. The pitfalls of argumentation: sophisms. Barriers in verbal communication.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written Examination

#### **COURSE TITLE: SEMANTIC SYSTEMATIZATION OF ROMANIAN VOCABULARY**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Elective

**COURSE OBJECTIVE(S):** Initiating MA students into the field by providing an overview of the history of the subject, emphasizing the importance of Romanian vocabulary. Acquiring some

fundamental concepts for understanding language mechanisms.

**COURSE CONTENTS:** Terminology specifications and delimitations. Classifying lexical units according to the relationship between their form and meaning. Defining, illustrating and commenting on the notions of *synonymy*, *antonymy*, *homonymy*, *polysemy*. Semantic systematization of Romanian vocabulary. Hyponymy. Hyperonymy.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral Examination

<b>COURSE TITLE: RESEARCH PAPER INTERNSHIP</b>
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**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** The internship involves guiding the students in the elaboration of the dissertation paper by the coordinator by documenting in libraries and consulting the specialized bibliography.

**COURSE CONTENTS:** Elaboration and completion of the paper according to the established plan, of the specialty bibliography and in accordance with the writing rules of the dissertation paper

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral Examination

**FIELD: PHILOLOGY**  
**PROGRAMME TITLE: ENGLISH LANGUAGE STUDIES AND ANGLO-AMERICAN LITERATURE**  
**MASTER'S DEGREE**

**1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: CLASSICAL AND MODERN THEORIES IN LINGUISTICS**

**ECTS CREDITS: 8**

**TYPE OF COURSE:** Core, compulsory

**COURSE OBJECTIVE(S):** to investigate some classical, traditional versus modern models of linguistic description, various aspects regarding the theoretical and operational concepts in English linguistics; to familiarize the students with linguistic theories with emphasis on the English language.

**COURSE CONTENTS:** Theories regarding the functions of language; Classical vs. modern approaches to word formation; Classical vs. modern approaches to morphology: word and paradigm, item and arrangement, item and process; Models of syntactic analysis: immediate constituent, generative-transformational, functional-systemic; Classical vs. modern approaches to the meaning of language: lexical semantics (word meanings), phrasal and sentential semantics; Tenets in cognitive linguistics, cognitive domains, image schemas; Metaphor as a cognitive process: structural, orientational and ontological metaphors; Nature, definitions and functions of metonymy; Approaches to pragmatics: linguistic context: discourse (analysis); Situational context: maxims of conversation; speech act theory.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: MODERN AMERICAN CULTURAL VALUES**

**ECTS CREDITS: 8**

**TYPE OF COURSE:** Core, compulsory

**COURSE OBJECTIVE(S):** To familiarize students with modern American culture and its values;

**COURSE CONTENTS:** Poe – The Strange Horrors of Evil; Hawthorne – The Darkness of Evil; Melville – The Ambiguous Whiteness of Evil; H. James – The *International Journey* towards Understanding; J. Updike – The Power of the American Myth; J. Cheever – The Self-Reflexive Fiction; A. Sexton – The Delirium of Confessive Poetry

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: RESEARCH METHODOLOGY**

**CODE:**

**ECTS CREDITS: 7**

**TYPE OF COURSE:** Core, compulsory

**COURSE OBJECTIVE(S):** To get the students familiar with the ethical aspects of research; research methods in linguistics and education sciences; quantitative and qualitative basics in research; writing a research paper.

**COURSE CONTENTS:** The role of research in linguistics and related fields; Research areas and particular methods; Socio-linguistics and research in social sciences; Approaches to quantitative and qualitative research; Modern linguistics as empirical science; The conceptual device and specific methods; Rationalism vs. Empiricism; Empirical data use, informant, explanatory and descriptive adequacy; The general scientific experiment; fundamental characteristics; research of educational features: research types and techniques, particular differences. From data and Hypotheses to theoretical model and various applicability areas. The researcher's honesty: from the simple to the blind to the double-blind experiment; Types of experiments, types of hypotheses, variables, experimental frames construction; Experiment and observation methods; Research – action and case study. Relationships between subjectivity and validity. The researcher's degree of involvement with the investigation. The research project: project design, concept operationalization; Designing and writing a research project; Research ethics; research and intellectual property.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: CONTEMPORARY ENGLISH CIVILISATION**

**ECTS CREDITS: 7**

**TYPE OF COURSE:** Core, compulsory

**COURSE OBJECTIVE(S):** To raise students' interest for the values of British civilization by giving them useful information in the domains of British geography, history and culture.

**COURSE CONTENTS:** Geography; History; Political life: forms of government, the parliament, the monarch, politics, social classes; Nation and identity; Religion; Education: the system of state education, private education, universities, research; Sport and entertainment: traditional English sports, new sports; Tourism: national patrimony, places and collections, parks; Social behaviour and attitudes.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**1<sup>ST</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**MODULE - ENGLISH LANGUAGE STUDIES**

**COURSE TITLE: LINGUISTIC SPECIFICITY IN DISCOURSE ANALYSIS****ECTS CREDITS:** 5**TYPE OF COURSE:** Specialty, elective**COURSE OBJECTIVE(S):** to familiarise students with the fundamental theoretical approaches in current linguistics, the theoretical framework of syntactic analysis and with the current methods and instruments applied in syntax (generative grammar, minimalist approach); to explain and exemplify the original and innovative syntactic approaches and apply them in describing the basic analysis patterns and the syntactic structures of the English language; to contrast English and Romanian.**COURSE CONTENTS:** 1. Defining discourse analysis. Reasons for using discourse analysis 2. Text forming devices. Discourse versus text. Spoken and written texts 3. The relationship between speech and writing. Differences in form between written and spoken language 4. The challenges of discourse analysis 5. Types of discourse 6. Tools of Inquiry. Social Languages, Conversations and Intertextuality 7. Figured Worlds in action and conflict. Different uses of figured worlds. Figured worlds as tools of inquiry 8. Context. The role of context in interpretation 9. The correlations between form and functions. Situated meanings and frame problems 10. Coherence in the interpretation of the discourse 11. Reference in discourse: cohesion, substitution, ellipsis 12. Topic and the representation of the text (discourse) **COURSE CONTENTS:** Thematic structure. Thematization 13. Information structure and sentence structure. Given and New. The interaction of information structure and thematic structure 14. An "Ideal" discourse analysis**LANGUAGE OF INSTRUCTION:** English**ASSESSMENT METHOD(S):** Written examination**COURSE TITLE: PHONETICS****ECTS CREDITS:** 5**TYPE OF COURSE:** Specialty, elective**COURSE OBJECTIVE(S):** to make the students aware of the pronunciation differences between English and Romanian; characteristics of consonants and vowels in English; the phonetic transcription; stress and intonation; SBE now.**COURSE CONTENTS:** anatomy and physiology of speech organs; sounds in English and Romanian; the phonetic alphabet; consonants; vowels; stress and intonation in English; RP and variants; varieties of English; practice.**LANGUAGE OF INSTRUCTION:** English**ASSESSMENT METHOD(S):** Written examination**COURSE TITLE: LEXICOLOGY****ECTS CREDITS:** 5**TYPE OF COURSE:** Specialty, elective**COURSE OBJECTIVE(S):** to make the students aware of the types of dictionaries and their adequate use; the enrichment of the vocabulary; helping the students in making up new words by using the internal language means; language practice.**COURSE CONTENTS:** the place of lexicology and lexicography in language study; history and modern concepts; types of dictionaries in English and Romanian; internal means of word formation: major means (derivation, compounding, conversion) and minor means (clipping, back derivation, acronyms etc.); relations among words.**LANGUAGE OF INSTRUCTION:** English**ASSESSMENT METHOD(S):** Written examination**COURSE TITLE: PERSPECTIVES ON MODALITY****ECTS CREDITS:** 5**TYPE OF COURSE:** Specialty, elective**COURSE OBJECTIVE(S):** to develop the students' competence in the domain of modality, approached from the philosophical and linguistic perspective; developing their ability of combining their knowledge in morpho-syntax, semantics and pragmatics in the process of interpreting and creating various types of contexts.**COURSE CONTENTS:** 1. Basic terms and concepts used in defining modality. Perspectives of study. Modality vs. mood 2. The philosophical perspective on modality. Modality and the notions of *possibility* and *necessity*. Possible worlds 3. The morpho-syntactic perspective on modality. Criteria involved in characterising English modals 4. The semantic-pragmatic perspective on modality. Types of modality 5. Palmer's classification of modality. English modals and Propositional Epistemic modality. Epistemic modals and their pragmatic interpretations 6. Event modality. Characteristics and means of expression 7. Analytical Subjunctive and modality.**LANGUAGE OF INSTRUCTION:** English**ASSESSMENT METHOD(S):** Written examination**COURSE TITLE: INTERDISCIPLINARY PARADIGMS IN INTERCULTURAL COMMUNICATION****ECTS CREDITS:** 5**TYPE OF COURSE:** Specialty, elective**COURSE OBJECTIVE(S):** to understand, explain and apply the toolkit of intercultural communication in creative and innovative ways in various contexts**COURSE CONTENTS:** The linguistic and anthropological perspective. The socio-linguistic perspective. The pragmatic perspective. Translation Studies and intercultural communication. The status of English in intercultural communication.



Interpersonal intercultural communication.  
Corporate intercultural communication.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: ENGLISH VARIETIES**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Specialty, elective

**COURSE OBJECTIVE(S):** to make the students aware of the varieties of English in the UK and in the world; to investigate both the standard varieties of the English language (American English, British English, Australian English etc.) and the non-native varieties English (pidgins and creoles); contrasting English and Romanian.

**COURSE CONTENTS:** Historical and cultural background. The emergence and the development of the new varieties of English ; World English ; Standard English. American and British English; Dialects of English (American dialects, British dialects, Ireland, Canada, Australia); Lingua francas, Pidgins and Creoles; New Englishes.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**MODULE – ANGLO-AMERICAN LITERATURES**

**COURSE TITLE: POSTMODERNISM – INTERTEXTUAL COORDINATES**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Specialty, elective

**COURSE OBJECTIVE(S):** To update theoretical knowledge related to postmodernism. To revise and discuss some theoretical elements related to intertextuality (text theory, classifications, typology etc.).

**COURSE CONTENTS:** Postmodernism – theoretical notions and definitions; Intertextuality, eclecticism, parody, sign transfer; Types of intertextuality – literary examples; Explicit and implicit intertextuality– literary examples; Theoretical coordinates of an intertextual analysis; Ekphrasis – theoretical elements and examples.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: CONTEMPORARY BRITISH AND AMERICAN DRAMA**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Specialty, elective

**COURSE OBJECTIVE(S):** The course aims to familiarize the students with elements specific to contemporary drama and with representative British and American contemporary playwrights and with their works.

**COURSE CONTENTS:** Features, devices and themes of British and American contemporary

theatre; Evolution of drama; From the theatre of the absurd to contemporary social drama in Pinter's work; Stoppard versus Hare; Caryl Churchill's post-feminist and social drama; Martin McDonagh's *The Pillowman* between reality and fiction; Sam Shepard's *Buried Child* and the American family; August Wilson and the African-American drama.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: POSTMODERN BRITISH AND AMERICAN POETRY**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Specialty, elective

**COURSE OBJECTIVE(S):** To make students understand British and American contemporary poetry as an answer to the old puritan movement, which disregarded an approach of everyday situations in people's lives.

**COURSE CONTENTS:** The Movement Between Reason and Realism, Kingsley Amis and *The Angry Young Men*, Elizabeth Jennings – *Simplicity and Control*, Philip Larkin – *Depression as a Main Theme*, Ted Hughes – *From Myth to History*, Present Poetical Directions; Charles Olson and the Black Mountain Movement, Allen Ginsberg and *His Socio-Political Howl of His Generation*, Lawrence Ferlinghetti and *the Lost City*, Robert Lowell and *the Apocalyptic Present*, Beat Generation Influences on American Contemporary Poetry.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: HENRY JAMES – A WRITER OF TWO CULTURES**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Specialty, elective

**COURSE OBJECTIVE(S):** to expose the students to Henry James' oeuvre and discuss his narrative innovations; to familiarize them with his so-called "international theme", the clash between American and European mentalities and cultures at the turn of the twentieth century; to analyze his "centre of consciousness" approach and the manner in which he used it in his novels; to present the students the particular Jamesian style, flowery yet peculiarly accurate in rendering information.

**COURSE CONTENTS:** "Central intelligence" and *The Art of the Novel: Critical Prefaces* (1934); *The Art of Fiction* (1884); *The Ambassadors* (1903) and the international theme; *The Jolly Corner* (1908) and *The Altar of the Dead* (1895) - narratives of identity; *The Spoils of Poynton* (1896) and the psychoanalytical approach; *The Turn of the Screw* (1898) and narrative ghosts; *The Portrait of a Lady* (1881), *Daisy Miller* (1878), *Washington Square* (1880) – the Jamesian heroine; *The Golden*

*Bowl* (1904) a novel of maturity; "Uncontrolled perceptions" and style; Human relationships in Henry James' novels; Memory and history in Henry James' novels

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** written examination

**COURSE TITLE: PUBLIC SPACES IN THE ENGLISH NOVEL**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Specialty, elective

**COURSE OBJECTIVE(S):** to expose students to the diversity of literature on public space; to help students understand the value of eighteenth century public spaces as historical and cultural sources, and to assess their impact on the evolution of the modern novel in Britain; to explore the complex practice of public urban space, from the intentions of those that "create" a specific space, to the behavior of the actual people who inhabit it; to present students with different perspectives on the nature of the "public" and urban space.

**COURSE CONTENTS:** Mentalities. Private Practices in Public Spaces. Cultural Policies in Historical Perspective. Jürgen Habermas, *The Structural Transformation of the Public Sphere*. Michel de Certeau, *The Practice of Everyday Life*. The Eighteenth-Century Garden: Tobias Smollett, "Two Letters on Vauxhall," from *The Expedition of Humphry Clinker*; Tobias Smollett, *The Adventures of Roderick Random*. Exotic Practices and British Taste. Coffee-houses and Taverns. Alexander Pope, *The Rape of the Lock*; Daniel Defoe, *Tour through the whole island of Great Britain*. Theatre and the City. Oliver Goldsmith, *The Citizen of the World*. Conversation and Leisure in the Space of the Salon. Samuel Johnson, *The Idler* and *The Adventurer*. Oriental Public Spaces: The Turkish Bath. Mary Wortley Montagu. *Letters of the Right Honourable Lady Mary Wortley Montague*. The English Literary Salon. The Bluestocking Club. Hester Lynch Piozzi. *Anecdotes of the Late Samuel Johnson, LL.D.*

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: NEO-VICTORIAN LITERATURE**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Specialty, elective

**COURSE OBJECTIVE(S):** to analyze the main and secondary features of the Neovictorian literature and to familiarize the students with the most prominent novelists of the genre

**COURSE CONTENTS:** Introduction to the Neo-Victorian Literature, Main Writers of Neo-Victorian: Julian Barnes's (Arthur & George, 2005); A. S. Byatt (Possession, 1990); Peter Carey (Jack Maggs, 1998); Michael Cox (The Glass of Time, 2008);

Jean Rhys (Wide Sargasso Sea, 1966); Graham Swift (Waterland, 1983); Sarah Waters's (Affinity, Fingersmith, 2002)

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**2<sup>ND</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**MODULE - ENGLISH LANGUAGE STUDIES**

**COURSE TITLE: NEW APPROACHES TO PRAGMATICS**

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Specialty, elective

**COURSE OBJECTIVE(S):** to develop the students' competence in the pragmatic domains of cognitive poetics, politeness strategies, the role of referring expressions, irony as a pragmatic means; to apply their knowledge in literary text analyses from the perspective of the theoretical frames presented.

**COURSE CONTENTS:** 1. Text worlds theory 2. Pronouns and politeness 3. Pronouns and discursive instances 4. The semantics and pragmatics of referring expressions and their role in establishing the dimensions of characters' identity. 5. Deixis types and cognitive poetics 6. Irony and bantering as pragma-stylistic means 7. Indirect illocutionary values

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: A MODEL OF SYSTEMIC-FUNCTIONAL TEXT ANALYSIS**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Specialty, elective

**COURSE OBJECTIVE(S):** The course is designed to offer the M.A. students a new perspective on the English complex sentences which are analysed from a functional point of view, emphasising the characteristics of spoken language. The course is concerned of all important syntactic transformations of clause complexes within several types of texts.

**COURSE CONTENTS:** 1. The notion of „clause complex“. 2. Types of relations between clauses. TAXIS: parataxis and hypotaxis. Properties of taxis. 3. Types of relations between clauses. Logico-semantic types. Quoting vs. Reporting: free indirect speech as modes of projection 4. Types of relations between clauses. Logico-semantic types. 5. Group and phrase complexes: overview of complexing at group or phrase rank. Logical organization: complexes at clause and group or phrase rank, and groups. 6. Cohesion and discourse: the concept of text, logogenetic patterns. 7. Reference. 8. Conjunctions. 9. Ellipsis and substitution. 10. Lexical cohesion.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: CORPUS LINGUISTICS – FUNCTIONAL ASPECTS**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Specialty, elective

**COURSE OBJECTIVE(S):** To understand, explain and apply the toolkit of corpus linguistics in creative and innovative ways in various contexts

**COURSE CONTENTS:** The diachronic perspective. Corpus: functional definitions and minimal unit. Corpus: typology. Monolingual corpus: methods of analysis. Parallel corpora: methods of analysis. E-corpus and information mining. Written corpus vs. e-corpus.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: ANALYSIS OF ENGLISH PHRASEOLOGICAL UNITS**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Speciality, elective

**COURSE OBJECTIVE(S):** To present the domain of phraseology and its place in the linguistic research; to familiarize the students with the fundamental concepts of phraseology; to present the terminological problems in defining phraseological units; to familiarize the students with the analysis of collocations and colligations; to present the traditional and the cognitive approach to idioms and phrasal verbs and to familiarize the students with the cognitive analysis model of these phraseological units.

**COURSE CONTENTS:** Introductory course: the domain of phraseology and its place in the linguistic research; fundamental concepts of phraseology. Terminological problems in defining phraseological units. Collocations and colligations. Idioms. The traditional approach. Idioms. The cognitive approach. Translation problems of phraseological units. Phrasal verbs. The traditional approach

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: BASICS OF SOCIOLINGUISTICS**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Specialty, elective

**COURSE OBJECTIVE(S):** To investigate the use of language by individuals and by communities and to familiarize the students with aspects of language change;

**COURSE CONTENTS:** Multilingualism. Language Planning and Standardization. Forms of Address. Ethnography of Communication. Linguistic Taboo.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**MODULE – ANGLO-AMERICAN LITERATURES**

**COURSE TITLE: ENGLISH LITERATURES**

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Specialty, elective

**COURSE OBJECTIVE(S):** The course aims at presenting the students with the English literature in former British colonies.

**COURSE CONTENTS:** Key concepts: colonialism, post-colonialism, orientalism, exoticism. Themes, motifs, and symbols in the other literatures in English; Late effects of transportation in Dickens, Peter Carey, David Malouf; post-colonial themes in *Remembering Babylon*; colonial discourse in *Jane Eyre* vs. Post-colonial discourse in *Wide Sargasso Sea*; colonialism and morality in *The Moonstone* by Wilkie Collins; Rushdie, postmodernism and post-colonialism: magic realism in *Midnight's Children*

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: BRITISH AND AMERICAN SHORT STORY**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Specialty, elective

**COURSE OBJECTIVE(S):** to make students understand the short story as a distinct literary genre, with specific development and different structure according to every author's vision, style and artistic profile.

**COURSE CONTENTS:** 18<sup>th</sup> century short story; Charles Dickens and his intricate typology; Rudyard Kipling and the colonial short story; Saki and the psychological short story; Somerset Maugham – the tales of the unexpected; James Joyce – psychoanalytical discourse; Joseph Conrad - the Englishman and the world's seas; Washington Irving and the beginnings of the American short story; Edgar Allan Poe – the gothic short story; Jack London and his love of life; Mark Twain – wit, humor and satire; Henry James - discreetness and elaborateness; William Faulkner – history of the South; O. Henry – twist ending short stories

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: LITERARY TEXT CRITICISM**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Specialty, elective

**COURSE OBJECTIVE(S):** to familiarize students with twentieth-century schools of criticism and critical concepts; to apply principles of criticism to literary texts; to produce critical essays on literary texts.

**COURSE CONTENTS:** From traditional approaches to the literary text; Formalism and New Criticism: concepts, representatives, examples of approaches to literary texts; Structuralism: representatives,

concepts, Genette and structuralist narratology, time and space in literature, examples of approaches to literary texts; Post-structuralism: concepts, representatives, examples of approaches to literary texts; Psychoanalytic criticism- memory and desire: concepts, representatives, examples of approaches to literary texts; Feminism: modern and post-modern feminism, concepts, examples of approaches to literary texts; Cultural criticism and cultural identity; reality and literature.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: THE AFRICAN-AMERICAN NOVEL**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Specialty, elective

**COURSE OBJECTIVE(S):** To familiarize the students with the characteristics of the Afro-American novel in order to understand its distinct history and cultural visibility

**COURSE CONTENTS:** Race reconstruction: Novel before and after slavery; Caribbean Migration and the New World novel; Black literature at the crossroads; Richard Wright's epoch; Common values: Ralph Ellison and James Baldwin; Spaces for readers: Toni Morrison; Afro-American feminism.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: PHILOSOPHY OF LITERATURE**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Specialty, elective

**COURSE OBJECTIVE(S):** The students should know narrative techniques specific to contemporary novels and the course aims at presenting the most famous novelists and elements of philosophy; at identifying and explaining the relationship between English and American fiction and philosophy.

**COURSE CONTENTS:** Mimesis as recreation in Plato and Aristotle; Art for art and western aesthetics. Epiphany in postmodern fiction; Modern Platonists versus prose in Great Britain and in the United States; Iris Murdoch and the creation of the novel; Iris Murdoch and the postmodern British world; Iris Murdoch and space/time according to Bakhtin; John Updike and modern classicism in America; J.Grisham and postmodern writing in America; Fiction and politics in new historicist tradition; Language philosophy.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: INTERNSHIP**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Adequate knowledge and

understanding of the activity in the practice center; explaining and interpreting specific actions in well-defined contexts; the critical and constructive thinking in assimilating the norms that govern the activity of the institution hosting the internship.

**COURSE CONTENTS:** Collecting and systematizing important data regarding the activity field and specificity of the partner institution hosting the internship. Specifying the mission, organization, structure and program of the partner institution. Studying the documents that establish, regulate and support the activity of the institution. Assisting at specific activities carried out by the tutor or the institution staff. Participating in the tutor's training on the exigencies and difficulties of practicing the specific activities by students. Drawing up / filling in some functional texts specific to the current activities in the institution. Settling the research topic together with the tutor (I.1). Structuring a presentation of the research material. Documentation and data essentialization for the Student Internship Project (II). Group revision of the activities carried out by discussing the benefits and difficulties and filling in the Activity Sheet (I.3) including the day, the time interval and the activity carried out. Making a synthesis report on the personal activity in the internship center and presenting it in front of the tutor in order to be evaluated.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** oral examination

**2<sup>ND</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**MODULE - ENGLISH LANGUAGE STUDIES**

**COURSE TITLE: NEW CONCEPTS IN SEMANTIC ANALYSIS**

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Specialty, elective

**COURSE OBJECTIVE(S):** To introduce the main principles of Cognitive Semantics in contrast with other semantic directions; to present the Theory of the Prototype; to familiarize the students with the meaning as a cognitive phenomenon based on conceptual structures, especially on conceptual metaphors and metonymies; to introduce the main tenets of Cognitive Poetics and to familiarize the students with the model of cognitive poetics analysis.

**COURSE CONTENTS:** Terminological clarifications; fundamental concepts of semantics. Structural semantics; Generative Semantics and Logic Semantics (main principles of each of these movements and their operational concepts) Definition of Cognitive Linguistics. Main tenets in cognitive semantics. Experiential realism. Concepts and conceptual categories. Categorization. The Necessary and Sufficient Conditions Model. The

Prototype Theory. A conceptual approach to linguistic analysis. Elements of conceptual structure: frames, domains, spaces. Meaning as a cognitive phenomenon. Conceptualization and construal operations. Metaphor as a cognitive process. The conceptual theory of metaphor. Structural, orientational and ontological metaphors. Metonymy as a cognitive process: nature, definitions and functions of metonymy; the referential use of metonymy A dynamic construal approach to sense relations. Cognitive poetics- a linguistic approach to literature.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: REGISTER AND LINGUISTIC ACCOMMODATION**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Specialty, elective

**COURSE OBJECTIVE(S):** To analyse and describe aspects of language from the point of view of their function in communication; to familiarize the students with the functional styles characteristic of written language.

**COURSE CONTENTS:** Definitions of style and stylistics; stylistics and language. Varieties according to language user: regional, social variation. Varieties according to language use: according to attitude (tenor). Characteristics of language according to medium (mode). Characteristics of language according to the field of discourse (domain). The communicative functions of language and their relationship to the field of discourse. The communicative functions of language and their relationship to the field of discourse. Principles of good writing: sentence length; subordination; ordering (end-focus and end-weight); structure-changing rules. The principle of clarity; Types of ambiguities. The principle of economy: reduction: use of pro-forms; use of ellipsis. The principle of effectiveness: expressive repetition; elegant variation.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: ESP CONTRASTIVITY**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Specialty, elective

**COURSE OBJECTIVE(S):** To make the students aware of the varieties of English in the UK and in the world; standard British English, standard American English, a new concept: standard international English; contrasting English and Romanian.

**COURSE CONTENTS:** English and Englishes in the world; standard forms; national standards; comparing and contrasting – teaching-learning a

language; contrastive approaches to English-Romanian phonetics, lexis and grammar; English idioms in Romanian.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: CONTEMPORARY SYNTAX ISSUES**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Specialty, elective

**COURSE OBJECTIVE(S):** to familiarise students with the fundamental theoretical approaches in current linguistics, the theoretical framework of syntactic analysis and with the current methods and instruments applied in syntax (generative grammar, minimalist approach); to explain and exemplify the original and innovative syntactic approaches and apply them in describing the basic analysis patters and the syntactic structures of the English language; to contrast English and Romanian.

**COURSE CONTENTS:** The Field of English Syntax. School Grammar and Modern Syntax; the Syntax of Phrases: heads, complements and subjects; Phrase Internal Syntax: Heads and their complements; Clauses as complements and subjects; the internal structure of clauses; the external syntax of clauses; Noun Phrases: structures and representations; the syntax of modification; degree modification.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**MODULE – ANGLO-AMERICAN LITERATURES**

**COURSE TITLE: LITERATURE AND OTHER ARTS**

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Specialty, elective

**COURSE OBJECTIVE(S):** To get the students acquainted with reading the literary work open towards other arts, to familiarize them with the specific techniques and the way in which techniques can be adapted from one art to another or the way in which each theme can be represented in different arts.

**COURSE CONTENTS:** Literature and other arts: architecture, painting, photography, theatre. The presentation of the specific of each art and the common elements: themes, borrowed techniques, influences; English and American portrait in literature, painting and photography; Contemporary feminist tendencies; American writers and painting; Masculine characters in literature and other arts: Ashberry versus Parmigianino; Biblical and Greek myths in arts; Architecture reflected in literature.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: LITERARY UTOPIA IN THE BRITISH CULTURE****ECTS CREDITS:** 5**TYPE OF COURSE:** Specialty, elective

**COURSE OBJECTIVE(S):** to outline a history of utopian writing in Britain from Thomas More to Kazuo Ishiguro; to provide students with a wide range of utopian writers who used the genre to articulate novel ideas about politics, education, religion and science; to examine subversive narrative strategies and develop research projects on utopian themes; to explore both the positive *eutopia* and the negative *dystopia* as well as some of the political ideas based on utopian ideals; to explore themes that are primarily found in most utopian literature: geography, society, education, science, religion, economics, and government.

**COURSE CONTENTS:** Theoretical Approaches to Literary Utopia. Defining the Terms. Utopian and Dystopian visions in Literature. The Ideal City: Plato's *Republic*. The Imaginary Island: Thomas More's *Utopia* (1516). Renaissance Utopias: Francis Bacon, *The New Atlantis* (1627). Allegory and Politics: Margaret Cavendish, *The Description of a New World, called The Blazing World* (1666). The Enlightenment. The Perfect Nature. Jonathan Swift, *Gulliver's Travels* (1726, 1735). The Happy Valley. Samuel Johnson, *The History of Rasselas, Prince of Abyssinia* (1759). Mary Shelley, *The Last Man* (1826). Victorian Utopias. Mary Shelley, *The Last Man* (1826). Sources of Modern Dystopia. H. G. Wells, *A Modern Utopia* (1905). Aldous Huxley, *Island* (1962). Political Satire and Totalitarian Thought. George Orwell, *Nineteen Eighty-Four* (1949). The Diary and the Narrative Voice. P. D. James, *The Children of Men* (1992). Postmodern Dystopia. Kazuo Ishiguro, *Never Let Me Go* (2005).

**LANGUAGE OF INSTRUCTION:** English**ASSESSMENT METHOD(S):** Written examination**COURSE TITLE: TRAVEL LITERATURE****ECTS CREDITS:** 5**TYPE OF COURSE:** Specialty, elective

**COURSE OBJECTIVE(S):** To provide knowledge about travel literature written in English, considered an extension of postcolonial discourse into postmodernity. The course focuses on travel literature as both exterior description and interior construction of identity.

**COURSE CONTENTS:** Famous travellers in Antiquity, the Middle Ages and the Renaissance; The voyage with the Romantics; Real and imaginary travels in British and American literature; Women travel writers; The postmodern discourse of travelling; Science-fiction – a false treaty of travelling; The colonial discourse in travel books.

**LANGUAGE OF INSTRUCTION:** English**ASSESSMENT METHOD(S):** Written examination**COURSE TITLE: LITERARY AND VISUAL ARTS****ECTS CREDITS:** 5**TYPE OF COURSE:** Specialty, elective

**COURSE OBJECTIVE(S):** To provide knowledge about the development of the visual culture in the photographic and cinematographic field; to debate aspects of the studied visual texts and materials.

**COURSE CONTENTS:** Introduction to literary and visual arts; Collections and collectors; Images of the classical past in romantic poetry; William Blake and the concept of "illuminated" book: visual representation of the written text; Visual representations of the literary texts of the 18<sup>th</sup> century; Visual aspects of the modern material culture. The 18<sup>th</sup> century and the cabinet of curiosities; Fashion and the way of dressing in the 18<sup>th</sup> English century.

**LANGUAGE OF INSTRUCTION:** English**ASSESSMENT METHOD(S):** Written examination**COURSE TITLE: INTERNSHIP****ECTS CREDITS:** 4**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** adequate knowledge and understanding of the activity in the practice center; explaining and interpreting specific actions in well-defined contexts; the critical and constructive thinking in assimilating the norms that govern the activity of the institution hosting the internship.

**COURSE CONTENTS:** Collecting and systematizing important data regarding the activity field and specificity of the partner institution hosting the internship. Specifying the mission, organization, structure and program of the partner institution. Studying the documents that establish, regulate and support the activity of the institution. Assisting at specific activities carried out by the tutor or the institution staff. Participating in the tutor's training on the exigencies and difficulties of practicing the specific activities by students. Drawing up / filling in some functional texts specific to the current activities in the institution. Settling the research topic together with the tutor (I.1). Structuring a presentation of the research material. Documentation and data essentialization for the Student Internship Project (II). Group revision of the activities carried out by discussing the benefits and difficulties and filling in the Activity Sheet (I.3) including the day, the time interval and the activity carried out. Making a synthesis report on the personal activity in the internship center and presenting it in front of the tutor in order to be evaluated.

**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** oral examination

**COURSE TITLE: RESEARCH PAPER INTERSHIP****ECTS CREDITS:** 5**TYPE OF COURSE:** Compulsory**COURSE COURSE OBJECTIVE(S):** The internship involves guiding the students in the elaboration of the dissertation paper by the coordinator by documenting in libraries and consulting the specialized bibliography.**COURSE CONTENTS:** Elaboration and completion of the paper according to the established plan, of the specialty bibliography and in accordance with the writing rules of the dissertation paper**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Oral examination



**FIELD: PHILOLOGY**  
**PROGRAMME TITLE: LANGUE FRANÇAISE, DIDACTIQUE ET LITTÉRATURES DANS L'ESPACE FRANCOPHONE/FRENCH, TEACHING METHODOLOGY AND LITERATURES WITHIN THE FRANCOPHONE SPACE**  
**MASTER'S DEGREE**

**1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: SOCIOLINGUISTIQUE ET ANALYSE DE CORPUS**

**ECTS CREDITS: 6**

**TYPE OF COURSE:** Obligatoire

**COURSE OBJECTIVE(S):** La connaissance des concepts fondamentaux avec lesquels opère la sociolinguistique. L'assimilation des méthodes d'opération avec les différentes catégories des corpus

**COURSE CONTENTS:** Le contexte épistémologique. Le contexte historique. Linguistique et sociolinguistique. Sociologie et sociolinguistique. La problématique de la sociolinguistique. L'ethnolinguistique. Société et langages. Classes sociales et l'utilisation de la langue. Les classes sociales et les changements linguistiques. Langue, genre et sexe. Bilinguisme et diglossie. La langue et le facteur politique. Les corpus. Le concept de *corpus*. La conception antinomique de la dualité langue – langage. Types de corpus.

**LANGUAGE OF INSTRUCTION:** Français

**ASSESSMENT METHOD(S):** Examen

**COURSE TITLE: SYNTAXE ET DISCOURS**

**ECTS CREDITS: 6**

**TYPE OF COURSE:** Obligatoire

**COURSE OBJECTIVE(S):** l'analyse de certains problèmes de morphologie et de syntaxe de la langue française et de leur ouverture vers le discours ; la distinction "des effets de sens" des problèmes de grammaire théorique ; l'analyse de la manière dans laquelle les problèmes de morpho – syntaxe traités sont reflétés dans de différents types des textes

**COURSE CONTENTS:** Les principes d'organisation du discours (ce que signifie communiquer, quels sont les paramètres de la situation de communication, la manière d'organisation du discours) ; Valeurs discursives des déictiques (les pronoms personnels, possessifs, démonstratifs etc.) ; la substitution des personnes ; leur utilisation dans de divers types des textes: littéraires, juridiques, scientifiques, manuels scolaires, publicité ; L'expression de la quantité: des marques et des formes ; des réalisations discursives (le changement de la catégorie grammaticale, la litote, l'intensité réduite et moyenne) ; Les relations spatio – temporelles et leur utilisation dans le discours ; le discours direct, le discours indirect libre ; La focalisation et ses effets de sens (la séparation et le

déplacement SN dans le texte, la reprise par des clitiques ; les effets de dramatisation du discours et leur importance dans le contexte) ; La parataxe et l'hypotaxe (des valeurs discursives, étude des textes dans lesquels l'un de ces procédés est prédominant, des problèmes d'emploi des modes et des temps dans les structures hypotactiques). La subordonnée relative (des modèles théoriques, interprétation sémantique et sociolinguistique, des problèmes relevés par sa construction, la concurrence avec les structures adjectivales et avec celles du participe présent) ; L'interrogation (modèles théoriques, types et valeurs discursives ; la persuasion par les structures interrogatives) ; L'impersonnalisation des énoncés et son rôle dans le rejet de la responsabilité directe d'une opinion, affirmation etc. (Types des constructions impersonnelles, le passage de la structure personnelle à celle impersonnelle, valeurs de contenu ; un cas particulier: le passif impersonnel) ; La négation et ses effets discursifs (types de négation ; la négation descriptive et la négation polémique).

**LA LANGUAGE OF INSTRUCTION:** français

**ASSESSMENT METHOD(S):** Épreuve écrite

**COURSE TITLE: LITTÉRATURE BELGE DE LANGUE FRANÇAISE**

**ECTS CREDITS: 6**

**TYPE OF COURSE:** Obligatoire

**COURSE OBJECTIVE(S):** L'étude de la polyphonie des voix littéraires francophones dans l'espace belge. La mise en lumière de la pluralité littéraire francophone, en espèce, belge, par le truchement des écrivains ouverts à des aires polyvalentes de la culture. L'encouragement du dialogue des cultures diverses, regroupées en fonction des affinités esthétiques et thématiques.

**COURSE CONTENTS:** 1. La littérature belge dans le contexte de la littérature française: le Moyen-Age, le XVI<sup>e</sup> siècle, le XVII<sup>e</sup> siècle, le XVIII<sup>e</sup> siècle. 2. Le XIX<sup>e</sup> siècle: a. les romanciers: Camille Lemmonier, Georges Eckhoud ; b. les poètes: le naturalisme, le symbolisme, l'expressionnisme, le régionalisme ; c. le théâtre: Maurice Materlinck. 3. Le XX<sup>e</sup> siècle: la poésie ; le roman belge contemporain ; les années '60-'85

**LANGUAGE OF INSTRUCTION:** Français

**ASSESSMENT METHOD(S):** Examen

**COURSE TITLE: ÉLÉMENTS DE LINGUISTIQUE TEXTUELLE**

**ECTS CREDITS: 8**

**TYPE OF COURSE:** Obligatoire

**COURSE OBJECTIVE(S):** l'identification des différents types des séquences textuelles et leur analyse. La compréhension de l'importance du document authentique dans l'enseignement du FLE. L'initiation des étudiants dans l'élaboration des instruments d'évaluation des textes: grilles, tests,

types d'items, barèmes de correction et de notation qui permettent l'observation de l'évolution individuelle et collective des membres du groupe-classe

**COURSE CONTENTS:** A. Types des textes dans les manuels de FLE. 1. Textes et séquences textuelles littéraires: narratifs, argumentatifs, descriptifs, injonctifs, incitatifs. 2. Une possible démarche dans l'étude du texte littéraire: la pré-lecture, le premier niveau de lecture – la démarche globale, le deuxième niveau de lecture – l'étude des invariants textuelles, génériques et typologiques. La lecture approfondie. 3. Le document authentique. Définition, méthodes d'insertion dans la démarche didactique, des supports authentiques dans la classe de FLE. B. Le séminaire reprendra avec des exemplifications les notions proposées par le cours.

**LA LANGUAGE OF INSTRUCTION:** Français  
**ASSESSMENT METHOD(S):** Examen

**COURSE TITLE: MÉTHODOLOGIE DE LA RECHERCHE SCIENTIFIQUE**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Obligatoire

**COURSE OBJECTIVE(S):** la compréhension de la structure et de la manière de fonctionnement d'une communication scientifique écrite. L'acquisition des compétences dans le domaine de la rédaction et de la présentation d'un texte scientifique. L'étude de la rédaction du texte scientifique en vue de la composition d'un ouvrage de fin d'études. L'acquisition des stratégies argumentatives.

**COURSE CONTENTS:** L'activité comprend un cours magistral complété par un atelier: les principes méthodologiques de la rédaction d'un ouvrage scientifique: le plan et son importance (des titres, des rubriques, des tableaux), le plan de chapitre ; les conventions utilisées pour la présentation d'un texte scientifique ; les sources et la citation des sources, les fiches de lecture et d'observation ; la rédaction du résumé ; les sources d'information ; l'analyse de l'information, son organisation, le système énonciatif, les documents primaires, les documents secondaires ; le style ; les conclusions ; les composantes de base d'un article scientifique, la rédaction de la bibliographie, la rédaction du sommaire, le contenu du sommaire.

**LANGUAGE OF INSTRUCTION:** Français  
**ASSESSMENT METHOD(S):** Épreuve écrite

**COURSE TITLE: LITTÉRATURE FRANÇAISE (après 1990)**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Obligatoire

**COURSE OBJECTIVE(S):** L'étude analytique et critique de quelques aspects de la littérature française contemporaine, le développement des compétences nécessaires à l'analyse des faits

culturels, aux débats des idées, à la synthèse, aux commentaires littéraires.

**COURSE CONTENTS:** L'évolution de la théorie des genres à la fin du XX<sup>e</sup> siècle et au début du XXI<sup>e</sup>. La littérature entre postmodernisme et hypermodernisme ; la pensée hypermoderne selon Gilles Lipovetsky. Paradigmes romanesques du contemporain, jeux fictionnels, typologie de l'écriture romanesque, thématique. Le romancier face à l'histoire. Nouvelles visions du réel. Le roman transfuge. L'écriture blanche. La situation de l'auteur contemporain de théâtre. Écriture dramatique et représentation théâtrale.

**LANGUAGE OF INSTRUCTION:** Français  
**ASSESSMENT METHOD(S):** Examen

**1<sup>ST</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: VARIÉTÉS SYNCHRONIQUES ET DIACHRONIQUES DU FRANÇAIS DANS L'ESPACE FRANCOPHONE**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Obligatoire

**COURSE OBJECTIVE(S):** établir des connexions entre l'évolution de la langue française en fonction du parcours historique des territoires où l'on parle cette langue ; expliquer l'influence temporelle de deux points de vue: le stade de l'évolution de la langue avant son attestation officielle et après cette date.-comprendre les influences des groupes sociaux, le rapport avec les phénomènes culturels, religieux, idéologiques, dans la configuration de la langue et de ses représentations, mettre l'accent sur le rôle du français périphérique dans la configuration de l'aspect actuel de la langue.

**COURSE CONTENTS:** Français – une langue à multiples registres. Règles et normes. Changements linguistiques.

Substrat gallique. La société gallo-romaine. Superstrat franc. Période médiévale. *La langue d'oïl*. Littérature écrite en *langue d'oïl*. *La langue d'oc*. Particularités linguistiques de l'ancien français. *Le moyen français*. Particularités linguistiques. La Renaissance. Particularités linguistiques. Les dictionnaires. *Le bon usage*. Le 17<sup>e</sup> siècle. Particularités linguistiques. L'Académie Française. Le 18<sup>e</sup> siècle. Particularités linguistiques. Les dictionnaires. Les débats orthographiques. Les 19<sup>e</sup> et 20<sup>e</sup> siècles. Les régionalismes. L'évolution du français en dehors du territoire de l'Hexagone. Les variétés géolinguistiques. Points de repère dans l'évolution du français en Europe (Belgique, Suisse, Val d'Aoste, Luxembourg, etc.) et au delà de l'Europe (Canada, Louisiane, Antilles, Ile de la Réunion, Madagascar, Comores, Noire, Asie). Les créoles.

**LANGUAGE OF INSTRUCTION:** Français  
**ASSESSMENT METHOD(S):** Examen

**COURSE TITLE: ÉCRIVAINS ROUMAINS  
D'EXPRESSION FRANÇAISE**

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Obligatoire

**COURSE OBJECTIVE(S):** connaître les spécificités de la littérature roumaine d'expression française, comme composante des littératures francophones

**COURSE CONTENTS:** La littérature dans l'espace francophone européen: interculturalité et diversité.

La littérature dans l'espace francophone européen: interculturalité et diversité. L'émigration et l'exil: deux conditions différentes des écrivains roumains d'expression française. Figures légendaires et grandes personnalités des littératures d'expression roumaine et française: Panait Istrati, Eugène Ionesco, Mircea Eliade, E. M. Cioran, Gherasim Luca ; les contemporains: Vintila Horia, Dumitru Tepeșneag et Matei Vișniec. *Questions générales du cours:* L'imaginaire des écrivains roumains de langue française: convergences et différences propres aux littératures roumaine et française ? L'émigration et l'exil: productrices de mutations, intégration ou assimilation *malgré soi* ?

Pré-requis: la lecture des œuvres littéraires représentatives des écrivains mentionnés.

**LANGUAGE OF INSTRUCTION:** Français

**ASSESSMENT METHOD(S):** Examen

**COURSE TITLE: DÉVELOPPEMENT DE LA  
COMPÉTENCE DE COMPRÉHENSION ET  
D'EXPRESSION ORALES**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Obligatoire

**COURSE OBJECTIVE(S):** l'acquisition des bases théoriques et méthodologiques de la compréhension et de l'expression orales, le développement progressif de la compétence d'acquisition des techniques de compréhension et de l'expression orales; développement de la capacité de créer des exercices pour développer les aptitudes de communication orale.

**COURSE CONTENTS:** La communication. Aspects théoriques et méthodologiques. Stratégies nécessaires à la compréhension et à l'expression orales. Techniques de communication orale en présentiel. Techniques d'expression à partir d'un thème proposé: conversation, exposition, conférence, discours. Modalités efficaces pour évaluer la compétence de compréhension et d'expression. Création des supports didactiques pour assurer la compréhension et l'expression.

**LANGUAGE OF INSTRUCTION:** Français

**ASSESSMENT METHOD(S):** Épreuve écrite

**COURSE TITLE: DIDACTIQUE DE LA LECTURE  
LITTÉRAIRE**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Obligatoire

**COURSE OBJECTIVE(S):** acquisition de nouvelles techniques de lecture et de l'analyse du texte utilisables dans la didactique du Fle. Développer la créativité et l'esprit d'analyse, la capacité d'appliquer une analyse critique du texte (non)littéraire. Identifier et analyser quelques méthodes de corrélation des connaissances théoriques à l'activité pratique de la classe de FLE.

**COURSE CONTENTS:** Méthodes de lecture: lecture de la perspective thématique, sociocritique, psychocritique, mythocritique, intertextuelle. Spécificité de la lecture littéraire. Lecture plurielle. Lecture co-énonciation. Lecture production. Lecture – création dirigée. Rapport écrivain – narrateur – narrataire – lecteur. Typologie du lecteur. Analyse du texte de la perspective narratologique contemporaine. Éléments de pragmatique du texte littéraire.

Les thèmes proposés seront discutés à partir d'un roman contemporain choisi par les étudiants. Suite à la lecture multiple que nous proposons les étudiants vont identifier les éléments spécifiques de chaque type de texte, chaque modalité d'entamer ce texte et pourront envisager des propositions concrètes pour l'exploitation dans la classe de Fle.

**LANGUAGE OF INSTRUCTION:** Français

**ASSESSMENT METHOD(S):** Évaluation

**COURSE TITLE: LANGUES DE SPECIALITÉ**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Obligatoire

**COURSE OBJECTIVE(S):** – sensibiliser/initier les apprenants aux problèmes soulevés par les langues de spécialité; – circonscrire le domaine des discours spécialisés (genres de discours et activités de travail); – familiariser les apprenants avec les approches des divers aspects du domaine (principes d'analyse des discours professionnels français, intégration du champ d'étude dans la perspective européenne, formalisation et standardisation des échanges linguistiques professionnels); – développer les compétences de lecture, compréhension et production de textes de spécialité;- exercer les habiletés de traduction (méthodes de traduction et exploitation professionnelle des ressources des langues de spécialités (dictionnaires, glossaires) dans les activités orales et écrites dans le processus du travail.

**COURSE CONTENTS:** a) – dimension socio-professionnelle: genres de discours, genres professionnels; interactions linguistiques « de travail »; – secteur économique de travail à distance (télé-travail), dialogues professionnels;- spécialisation et hiérarchisation dans le domaine juridique et administratif; b) dimension référentielle: formulation des référents (définitions, classification) et légitimation par l'autorité; – approche morphosyntaxique: modes, temps, aspect, modalités, groupes de mots, structures spécifiques,

collocations; c) – approche pragmatique et marques de l'énonciation dans les activités telles que la délibération, l'argumentation, le débat à l'intérieur des groupes d'opérateurs; d) – dimension intertextuelle: genèse des textes, élaboration matérielle, fonctionnement du discours rapporté et des citations; conséquences méthodologiques (sélection des corpus et procédés d'exploitation et d'enseignement-apprentissage)

**LANGUAGE OF INSTRUCTION:** Français

**ASSESSMENT METHOD(S):** Épreuve écrite

**COURSE TITLE: ASPECTS ACTUELS DANS L'ÉTUDE DE LA PRAGMATIQUE**

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Obligatoire

**COURSE OBJECTIVE(S):** Le cours se propose de reprendre les plus importantes notions de pragmatique de la perspective du FLE, avec un accent particulier sur l'étude de la deixis, de la conversation et des actes de langage.

**COURSE CONTENTS:** Les principales manières de manifestation de la deixis dans les langues naturelles; les caractéristiques de la deixis en français (les déictiques de personne, temporels, spatiaux, sociaux, discursifs). Implications et implicatures conversationnelles et conventionnelles (présuppositions, les théories de Grice, Horn et Ducrot); techniques d'analyse de la conversation et du dialogue et leur importance pour l'enseignement du dialogue et du français parlé; les présuppositions en tant qu'implications et leurs activateurs; L'étude des actes de langage et de leur structure; la force locutionnaire, illocutionnaire et perlocutionnaire; l'analyse sémantique et pragmatique des énoncés performatifs; les actes de langage du point de vue didactique.

**LA LANGUAGE OF INSTRUCTION:** Français

**ASSESSMENT METHOD(S):** Examen

**COURSE TITLE: LANGUE MODERNE (ANGLAIS)**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Facultative

**COURSE OBJECTIVE(S):** To develop the ability of understanding the meaning of words and sentences uttered clearly and slowly (instructions, simple directions, questions, numbers, prices, times). To develop the ability of understanding the meaning of words and sentences uttered in everyday conversation: information about people, places, professional activities, news etc. To develop the ability of understanding a written text (newspaper articles, forms, simple messages, personal letters, instructions, advertisements) in order to identify relevant contextual information (information about people, temporal and spatial location of events). To develop the strategic ability of communicating in everyday situations – speech acts (introductions, greetings and leave-taking expressions, thanking, selling and buying formulas etc); also, making

payments, asking for information about public transport, ordering at the restaurant, expressing preferences, etc. To develop the strategic ability of writing sentences connected to everyday life: an important event in one's personal life, hobbies, personal letters, hotel reservation, postcard, etc.

**COURSE CONTENTS:** 1. Personal details: Name and surname. Introductions. Forms of address. Identity card. Passport. Civil status. Citizenship, nationality. Physical and moral features. 2. Personal relationships: Family kinship. Friends. Profession and occupation. Invitations and meetings. Personal correspondence. Telephoning. 3. Residence: Types of residence. My house (description, rooms, furniture). Rental contract (hostel, apartment/flat, house). Comfort and household items. 4. Meals: Moments of the day. Food and drink. 5. Paying a visit: Greeting and parting formulas. Agreeing, refusing, and thanking. 6. Going shopping: Departments. Clothing and footwear. 7. Temporal orientation: Time, date. Days of the week. Months and seasons. 8. Spatial orientation: Direction and position. Address. 9. Leisure time: Hobbies. Reading. Music. Sports. Watching a TV programme (news programmes, weather forecast, films, entertainment programmes). 10. Going on holidays: Choosing a destination: seaside, mountain. Countries and capitals. Postcard writing. 11. My place of work: Education. Location/description of the workplace. Timetable. Description of a work experience. 12. At the restaurant: Reading and understanding a menu. Ordering and paying. Expressing preferences. 13. At the bank: Payment operations. Requesting information. 14. Means of transport: underground, bus, taxi, train, plane. Buying a ticket. Information about fares and timetables. 15. Tour operators: Booking a journey – choosing a destination. Understanding a leaflet, a brochure and an offer. 16. Health and hygiene: Human body. Physical and psychological state. Health insurance.

**TEACHING LANGUAGE:** ENGLISH

**ASSESSMENT METHOD(S):** Written examination

**2<sup>ND</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: ASPECTS ACTUELS DANS L'ÉTUDE DE LA SÉMANTIQUE**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Obligatoire

**COURSE OBJECTIVE(S):** Initiation des étudiants dans les nouvelles orientations de l'étude de la sémantique; le développement de l'esprit de compréhension et d'analyse des phénomènes sémantiques.

**COURSE CONTENTS:** Après une courte mise en revue de la problématique étudiée, le cours propose l'étude du rôle et du lieu de la sémantique: la sémantique lexicale – le sens des mots, l'analyse compositionnelle, la théorie du prototype; la

sémantique situationnelle – référence, inférence, la logique propositionnelle ; la sémantique discursive – genres et registres, cohésion, cohérence ; une courte mise en revue de la sémantique cognitive – les métaphores, les schémas, les espaces mentaux. Le séminaire reprend sous forme d'exercices, analyses, discussions, les thèmes proposés, se basant sur des exemples concrets.

**LA LANGUAGE OF INSTRUCTION:** Français

**ASSESSMENT METHOD(S):** Examen

**COURSE TITLE: LITTÉRATURES FRANCOPHONES EN DEHORS DE L'ESPACE EUROPÉEN**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Obligatoire

**COURSE OBJECTIVE(S):** La définition de l'état d'une littérature migrante, des mouvements identitaires, des mutations qui ont influencé les modèles et les genres littéraires. La découverte et l'analyse de la littérature d'expression française à travers l'étude des textes littéraires de la communauté française d'Amérique. La consolidation des connaissances concernant les concepts fondamentaux qui guident la littérature d'expression française dans l'espace francophone de l'Amérique par genres et courants littéraires.

**COURSE CONTENTS:** La littérature francophone de l'Amérique: la littérature francophone en Louisiane, la littérature amérindienne ; les Acadiens – victimes et résistance, l'idéal romantique- Evangéline, le mythe de la victime, le mythe Beausoleil, le mythe de l'Acadien bon vivant, le mythe de la femme acadienne, les poètes louisianais: Debbie Clifton, Blackie Frugé ; écrire en Nouvelle Ecosse ; La littérature canadienne: une littérature coloniale et provinciale. Les origines de la littérature canadienne d'expression française. La littérature de la Nouvelle France (1534-1759). La littérature canadienne française jusqu'en 1837. Le Québec littéraire jusqu'à la première Guerre mondiale. Histoire et idéologies littéraires. Le prolongement du romantisme. Le début du roman. La littérature du Québec entre les deux Guerres mondiales. Naturalisme et humanisme. Idéologies littéraires. Poètes et prosateurs. Autour de « la Révolution tranquille »: les années 50 et 60: nationalisme et engagement. Le roman et le conte jusqu'à la fin de « la Révolution tranquille » (1973). Les poètes: Rina Lasnier – culture, histoire, religion ; Paul Chamberland: la « nouvelle barbarie » et l'efficacité de la violence poétique; Roland Giguère ou « l'âge de la parole ». Anne Hébert – poète et romancier. Le Québec littéraire aujourd'hui: mot et écriture. Les genres: poésie, roman, science-fiction, fantastique, essai et critique littéraire, théâtre, autofiction (mémoires, souvenirs, correspondance, journaux, autobiographies...).

**LANGUAGE OF INSTRUCTION:** Français

**ASSESSMENT METHOD(S):** Épreuve écrite

**COURSE TITLE: PROBLÉMATIQUE DE LA FICTION LITTÉRAIRE**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Obligatoire

**COURSE OBJECTIVE(S):** (i) Analyse des problèmes spécifiques de la fiction littéraire dans le contexte actuel de la théorie littéraire. (ii) Acquisition des compétences d'interprétation critique du phénomène littéraire contemporain, par la mise en relation des théories actuelles de la fiction et de leur illustration dans des divers œuvres littéraires. (iii) Développement des aptitudes de recherche scientifique des étudiants.

**COURSE CONTENTS:** Les catégories du récit littéraire. La tension narrative. Le statut du personnage romanesque. Les niveaux de réalité en littérature. Problèmes de l'autofiction. Fiction et intertextualité. Fiction littéraire – fiction cinématographique. Le statut du créateur, le rapport auteur – narrateur, narrateur – lecteur. Le problème de l'intentionnalité de l'écrivain. Problèmes actuels de la réception de la fiction. Le rôle du lecteur dans la construction/la reconstruction du texte. Les analyses auront comme point de départ des textes théoriques et des œuvres littéraires illustratives pour les thèmes proposés.

**LANGUAGE OF INSTRUCTION:** Français

**ASSESSMENT METHOD(S):** Épreuve écrite

**COURSE TITLE: GRANDS COURANTS LITTÉRAIRES EUROPÉENS**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Obligatoire

**COURSE OBJECTIVE(S):** Les activités déroulées dans le cadre de cet atelier ont comme but de permettre aux étudiants la compréhension des phénomènes interculturels européens et de surprendre les aspects essentiels de l'interaction des littératures européennes des XIX<sup>e</sup> et XX<sup>e</sup> siècles. Le deuxième objectif fondamental du cours consistera dans le développement des compétences des étudiants d'aborder d'une manière critique les phénomènes étudiés et de rédiger un ouvrage de recherche sur des thèmes originaux liés aux courants littéraires abordés

**COURSE CONTENTS:** Influences et interférences littéraires du XIX<sup>e</sup> siècle (Byron, Heine, Lamartine, Scott...). Réalisme, Naturalisme et leurs limites. Les moments de rupture de l'écriture poétique et romanesque des XIX<sup>e</sup> et XX<sup>e</sup> siècles (Baudelaire, Mallarmé, Rimbaud, Joyce, Proust, Kafka). Les provocations du surréalisme et de l'expressionnisme. La relation littérature – peinture dans les littératures européennes (le cas Michaux). Les littératures européennes entre le modernisme et le postmodernisme – éléments de continuité et de rupture.

**LANGUAGE OF INSTRUCTION:** Français

**ASSESSMENT METHOD(S):** Épreuve écrite

**COURSE TITLE: ENSEIGNEMENT DU LEXIQUE****ECTS CREDITS:** 4**TYPE OF COURSE:** Obligatoire**COURSE OBJECTIVE(S):** la reprise et l'approfondissement des concepts fondamentaux de la lexicologie et de la sémantique ; l'approfondissement des acquis antérieurs en morphologie et en sémantique lexicale ; la formation d'habiletés dans le choix des stratégies didactiques adéquates pour l'enseignement des divers phénomènes lexicaux**COURSE CONTENTS:** l'analyse et la classification des sens ; l'opposition signifiant /signifié/ référent ; la perspective onomasiologique et la perspective sémasiologique dans la recherche linguistique ; -les structures du lexique: le mot et ses relations dans le système lexicologique ; la structuration de l'expression lexicale ; la formation des mots,- l'étude des distributions: i) appartenance à la même classe distributionnelle ; (ii) regroupement d'après le même comportement syntaxique,- la structuration du contenu lexical ; la structuration parallèle du contenu et de l'expression ; la typologie des champs linguistiques ; archaïsmes et néologismes**LANGUAGE OF INSTRUCTION:** Français**ASSESSMENT METHOD(S):** Évaluation**COURSE TITLE: THÉORIE ET ANALYSE DES ACTIVITÉS DIDACTIQUES****ECTS CREDITS:** 4**TYPE OF COURSE:** Obligatoire**COURSE OBJECTIVE(S):** (i) habituer l'étudiant avec une réflexion critique à la suite du stage d'observation de la classe ayant comme support les théories et les méthodes didactiques assimilées déjà dans le 1er cycle. (ii) analyse des éléments épistémologiques d'une perspective interdisciplinaire tenant compte de la liaison entre les différents contextes d'apprendre/enseigner le FLE**COURSE CONTENTS:** L'histoire de l'enseignement de la langue française dans l'espace francophone (notamment celui de l'Europe Orientale). Les problématiques de l'enseignement du FLE: les rôles de ceux qui enseignent la discipline. Les disciplines de référence: la perspective psycho cognitive, les sciences sociales, les sciences du langage, les sciences du texte et de la littérature. Les méthodologies non-conventionnelles (la méthode communicative, la méthode par l'activité silencieuse, la méthode par mouvement, la suggéstopédie, les critères du choix d'une méthode).Le cours aura un caractère interactif, et le séminaire va réaliser surtout des activités d'analyse des manuels de FLE en usage. Les principaux thèmes des séminaires: La construction des manuels: séquences et types de séquences, Les contenus: thèmes majeurs, le rôle des images. Modalités d'exploitation en fonction du niveaugroupe – classe. L'Examen consistera en une vérification des notions assimilées, suivie par l'analyse d'un manuel d'après une grille d'analyse  
**LANGUAGE OF INSTRUCTION:** Français  
**ASSESSMENT METHOD(S):** Examen**COURSE TITLE: ESTHÉTIQUE ET HERMÉNEUTIQUE LITTÉRAIRES****ECTS CREDITS:** 4**TYPE OF COURSE:** Obligatoire**COURSE OBJECTIVE(S):** le renforcement des qualités indispensables d'un jeune chercheur: l'esprit critique, le pouvoir associatif, l'opération avec des concepts de base de l'esthétique, de la poétique et de la théorie littéraire actuelle, l'utilisation d'un appareil philologique adéquat ; l'acquisition des habiletés de rédaction d'un ouvrage de recherche qui circonscrit la thématique abordée, en partant de l'étude approfondie de certains textes fondamentaux de l'esthétique et de la théorie littéraire contemporaine et assimilant une bibliographie donnée**COURSE CONTENTS:** L'étude d'une œuvre littéraire de point de vue génétique, tant dans le plan de la création, tant de celui de la réception. *La relation auteur – œuvre:* La nécessité et les voies d'une poétique. Les commencements d'une œuvre littéraire: poésie et état poétique ; l'attente et l'attention. Liberté et discipline imposée. Le pendule poétique: Son et Sens. "L'inspiration". Le hasard et l'acte critique. La fonction poétique de la pensée. Architecture de l'œuvre et architecture du sien auctorial. Le créateur crée. L'œuvre accomplie. *La relation œuvre – récepteur:* La lecture herméneutique. La dimension poétique de la lecture. La lecture comme processus de récréation du texte. Le cercle de la compréhension et la boucle herméneutique. L'expérience herméneutique et le langage. La dimension ludique de la lecture: art et jeu. Le dialogue herméneutique entre le texte et l'interprète. La traduction comme interprétation et récréation du texte original. Les textes proposés comme points de référence font partie des ouvrages fondamentaux de l'esthétique et de la théorie littéraire contemporaine, avec priorité du domaine de la poétique**LA LANGUAGE OF INSTRUCTION:** Français**ASSESSMENT METHOD(S):** Examen**COURSE TITLE: INTERNSHIP****ECTS CREDITS:** 3**TYPE OF COURSE:** Compulsory**COURSE OBJECTIVE(S):** adequate knowledge and understanding of the activity in the practice center; explaining and interpreting specific actions in well-defined contexts; the critical and constructive thinking in assimilating the norms that govern the activity of the institution hosting the internship.**COURSE CONTENTS:** Collecting and systematizing important data regarding the activity field and

specificity of the partner institution hosting the internship. Specifying the mission, organization, structure and program of the partner institution. Studying the documents that establish, regulate and support the activity of the institution. Assisting at specific activities carried out by the tutor or the institution staff. Participating in the tutor's training on the exigencies and difficulties of practicing the specific activities by students. Drawing up / filling in some functional texts specific to the current activities in the institution. Settling the research topic together with the tutor (I.1). Structuring a presentation of the research material. Documentation and data essentialization for the Student Internship Project (II). Group revision of the activities carried out by discussing the benefits and difficulties and filling in the Activity Sheet (I.3) including the day, the time interval and the activity carried out. Making a synthesis report on the personal activity in the internship center and presenting it in front of the tutor in order to be evaluated.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**COURSE TITLE: LANGUE MODERNE (ANGLAIS)**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Facultative

**COURSE OBJECTIVE(S):** To develop the ability of understanding a short text by skimming.- To develop the strategic ability of communicating in everyday situations on themes of personal interest in a variety of situations: during a journey, giving and asking for opinions, agreeing and disagreeing, asking for detailed instructions, narrating a story, describing and explaining moods.- To develop the ability of writing coherent texts on everyday topics: field of interest, ideas and opinions, description of a personal experience in a letter, writing a fax, an e-mail, a CV and a circular; compositions, reports, presentations, summaries, articles, reviews, etc

**COURSE CONTENTS:** I. The seminar will cover the following topics:1. *Personal relationships:* Conversations on familiar topics. Expressing an opinion. Narrating past events.2. *Profession and career:* Social and professional integration skills. Talking about career. Labour market – offer and demand.3. *Education system:* Education system: description, curricula, examinations and diplomas.4. *The Environment:* Flora and fauna. Climate and weather. Conservationism and pollution.5. *Mass-media:* Radio. Television (documentaries, films, plays, talk shows, interviews) and the press (types of publications: daily newspapers, weekly newspapers, editorials, magazines, journals). 6. *Health and diseases:* Types of diseases. Symptoms. Medical examination. Medical care.

Hospitals, private practice, specialist doctors, drugstores. Medical insurance.7. *Public and private services:* Authorities: administration and finances,

police, social services. Authorities: administration and finances, police, social services.8. *Cultural events:* Exhibitions, plays, museums, operas, ballet, shows.9. *Leisure time:* Sports and events.10. *Youth and society:* The gap between generations. Social and professional integration.11. *Cultural and religious institutions:* Theatres, museums, opera houses, churches.12. *Labour market:* Application file. Interview. Migration of labour force.13. *Political life:* Political structures (Parliament, parties). Political events. Elections.14. *Publicity:* Logos. Advertisements. Slogans 15. *Law and order:* Laws, rules and regulations, public order. Criminals. The legal system structure. 16. *Bank services:* Automatic telling machines (ATMs). Loans, credits, mortgages, cheques, traveller's cheques and vouchers.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**2<sup>ND</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: LITTÉRATURES FRANCOPHONES EN DEHORS DE L'ESPACE EUROPÉEN**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Obligatoire

**COURSE OBJECTIVE(S):** (i) Analyse du processus d'émergence et d'évolution de la littérature maghrébine d'expression française en Algérie et au Maroc, dans les conditions spécifiques du colonialisme et du postcolonialisme. (ii) Découverte de la spécificité de l'imaginaire nord-africain, des points de convergence mais aussi de divergence entre l'imaginaire des écrivains d'origine maghrébine et des principaux thèmes traités par ceux-ci. (iii) Définition du statut d'une littérature migrante, des déplacements identitaires, des mutations subies par les modèles et les genres littéraires.

**COURSE CONTENTS:** Tous les thèmes mis en discussion seront abordés en partant de fragments des œuvres des écrivains maghrébins Tahar Ben Jelloun, Rachid Boudjedra, Kateb Yacine, Assia Djebar, Driss Chraïbi, Yasmina Khadra, Malika Mokkedem, etc. Problématique abordée: Aspects de l'interculturel. - Le statut du créateur dans l'espace maghrébin et le statut des écrivains « beurs » en France. - Thèmes fondamentaux de la littérature maghrébine: le mythe des origines, la révolte, la recherche de l'identité, l'aliénation, la transgression des interdits, etc. - Les caractéristiques du discours narratif dans le roman maghrébin contemporain.

**LANGUAGE OF INSTRUCTION:** Français

**ASSESSMENT METHOD(S):** Épreuve écrite

**LECTURES OBLIGATOIRES POUR L'ATELIER:** Tahar Ben Jelloun: *La nuit sacrée*, Assia Djebar: *Femmes d'Alger dans leur appartement*, *Les Nuits de Strasbourg*; Driss Chraïbi: *La civilisation, ma mère !*, Malika Mokkedem, *Je dois tout à ton oubli*, Rachid Boudjedra, *Les Mille et une années de la*



*nostalgie, Hôtel Saint-Georges, Yasmina Khadra, L'Attentat, Ce que le Jour doit à la Nuit, Kateb Yacine, Nedjma.*

**COURSE TITLE: PHONÉTIQUE CORRECTIVE**

**ECTS CREDITS: 3**

**TYPE OF COURSE:** Obligatoire

**COURSE OBJECTIVE(S):** L'initiation des futurs enseignants à l'enseignement de la prononciation du français des la première étape d'apprentissage; la prise de conscience des futurs enseignants de leur propre prononciation du français et l'appropriation des mécanismes implicites du système phonétique du français par rapport au système phonétique du roumain

**COURSE CONTENTS:** L'analyse des difficultés de prononciation spécifique aux sons du français auxquelles se heurtent les locuteurs roumains; le mécanisme articulatoire du français; le rapport graphie-prononciation du français; la transcription phonétique; éléments de phonétique supra-segmentale: difficultés spécifiques, techniques correctives; exercices spécifiques; éléments de phonétique segmentale: le système vocalique du français (voyelles (non) arrondies, voyelles orales et voyelles nasales; exercices et applications, techniques de correction des fautes; analyses des exercices de phonétique et de phonologie des manuels scolaires

**LANGUAGE OF INSTRUCTION:** Français

**ASSESSMENT METHOD(S):** Épreuve orale

**COURSE TITLE: DIDACTIQUE DE L'INTERCULTUREL DANS L'ESPACE FRANCOPHONE**

**ECTS CREDITS: 3**

**TYPE OF COURSE:** Obligatoire

**COURSE OBJECTIVE(S):** accéder à des cultures différentes, les accepter et comprendre, identifier un échantillon de valeurs communes ; mettre en évidence certains éléments spécifiques de civilisation: diversité régionale (traditions, mentalités, culture) et historique (données, événements, personnalités historiques illustres).

**COURSE CONTENTS:** La problématique de la didactique interculturelle (objectifs, public des sociétés multiculturelles, principes axiologiques, éducation pour la relation avec l'autre). Principes et hypothèses méthodologiques de l'interculturalité (d'ordre cognitif et civilisationnel (des représentations universelles – clichés et stéréotypes). Ressemblances et dissemblances entre divers aspects culturels des civilisations mises en contact. Façons d'exploitation didactique pour réaliser l'éducation multiculturelle et l'ouverture vers les valeurs culturelles de l'Autre. Le rôle de l'altérité et de l'identité dans la définition de soi-même et de l'Autre (dialectique moi-l'Autre, formes de dysfonctionnement de l'identité, acculturation, perspectives interactionnistes dans les sociétés

multiculturelles). Le rôle des manuels scolaires dans l'acceptation des valeurs et des différences qui nous séparent, enseignement de la tolérance et de l'acceptation des différences

**LA LANGUAGE OF INSTRUCTION:** Français

**ASSESSMENT METHOD(S):** Examen

**COURSE TITLE: ANALYSE DE LA COMMUNICATION DIDACTIQUE DANS LE PROCESSUS D'ENSEIGNEMENT DU FLE**

**ECTS CREDITS: 4**

**TYPE OF COURSE:** Obligatoire

**COURSE OBJECTIVE(S):** -connaître et comprendre les particularités du discours didactique ;(ii)-comprendre le cadre énonciatif dans l situation de la classe de français, (iii)-distinguer les différents types de discours et de textes présents dan la classe de Fle, (iv)-savoir intervenir pour faciliter l'acquisition des quatre compétences fondamentales.

**COURSE CONTENTS:** *Perspective théorique:* la classe de FLE- cadre de référence pour l'espace scolaire. LE CECR sur la classe de langue. - „contexte” et „situation” dans les sciences du langage et dans la didactique des langues étrangères, -Français en qualité de « contexte », le discours est ses repères spatio-temporels et relationnels, les voix de la classe de Fle (le discours de l'auteur du manuel, les voix textuelles, la voix de l'enseignant). *Perspective pratique:*-la compétence de compréhension orale, la compétence de compréhension écrite, la compétence de production orale, la compétence de production écrite (analyse des productions scolaires, la simulation des situations de discours). Les interactions en classe de FLE: le concept d'„étranger” dans le groupe d'élèves qui apprennent une langue étrangère ; les instructions procédurales dans la langue étrangère et/ou dans la langue maternelle. Les types d'interactions individuelles et de groupe, les rites d'interaction: les éléments rituels inhérents des interactions sociales. La tenue et la déférence. Le cérémonial. L'état d'embarras et de gêne dans le groupe scolaire et dans la société. Le détachement. Les formes de détachement, les répercussions sur les relations de groupe. La politesse et ses manifestations (non)linguistiques. L'expression de la subjectivité dans la communication pédagogique. L'implication du sujet ; La négociation du sens, l'argumentation, la construction de l'interaction pédagogique. Le non-verbal dans la classe de FLE.

**LANGUAGE OF INSTRUCTION:** Français

**ASSESSMENT METHOD(S):** Examen

**COURSE TITLE: LITTÉRATURE ET CRÉATIVITÉ**

**ECTS CREDITS: 3**

**TYPE OF COURSE:** Obligatoire

**COURSE OBJECTIVE(S):** l'étude de la polyphonie des voix littéraires, la mise en évidence de la pluralité littéraire francophone grâce à l'étude des

œuvres des écrivains ouverts à une perspective pluriculturelle; simuler le dialogue des cultures, réarrangées en fonction des affinités esthétiques ou thématiques, par exemple, la littérature de l'identité culturelle belge, canadienne, etc.

**COURSE CONTENTS:** La genèse de l'œuvre littéraire ; « L'Auteur et l'œuvre. Le créateur créé » - « Le Poème achevé » - « La Poésie – construction de soi et autognose » ; L'espace des littératures ; les littératures francophones: les pays ayant Français comme langue maternelle – l'Europe francophone ; les pays créoles où Français est la deuxième langue ; les pays où Français est la langue officielle ou la langue usuelle - la plupart, d'anciennes colonies françaises ; les pays où Français est la langue privilégiée ; la littérature/la créativité littéraire.

**LA LANGUAGE OF INSTRUCTION:** Français

**ASSESSMENT METHOD(S):** Épreuve écrite

**COURSE TITLE: PROBLÉMATIQUE DE LA TRADUCTION**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Obligatoire

**COURSE OBJECTIVE(S):** Cet atelier propose aux étudiants en Master (enseignants ou futurs enseignants) une perspective plurielle de la traduction, orientée sur la traduction comme processus et comme évaluation des connaissances de langue étrangère ; approche contrastive, axée sur les convergences et les divergences de la structure grammaticale des langues romanes (roumain et français) ; l'intégration des éléments culturellement marqués

**COURSE CONTENTS:** Cadre de référence: éléments de théorie et de méthodologie traductives. Modèles de communication. Critères textuels et extratextuels visant la qualité de la traduction. Analyse de la composante informationnelle des énoncés. Critères de sélection des textes (thème et version). Schéma de base en traduction didactique. Évaluation des éléments d'interculturalité. Explicitation du texte. Types d'exercices centrés sur les procédés utilisés en traduction. Traduction des textes en langues de spécialité. Critères d'évaluation: évaluation globale, individuelle et traitement des erreurs

**LANGUAGE OF INSTRUCTION:** Français

**ASSESSMENT METHOD(S):** Épreuve écrite

**COURSE TITLE: STRUCTURES MORPHOSYNTAXIQUES DANS LES LANGUES ROMANES**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Obligatoire

**COURSE OBJECTIVE(S):** Présentation des structures morphosyntaxiques fondamentales dans les langues romanes (français, espagnol, italien, roumain) en diachronie et en synchronie. Formation d'une vision synthétique et

conceptualisante (du concept aux formes et aux rôles dans le discours) sur les faits de langue présentés. Mise en évidence de la place qu'occupe chaque langue romane dans le cadre de la Romania en relevant leurs traits communs et leurs traits spécifiques.

**COURSE CONTENTS:** Repères théoriques. Phénomènes de convergence et de divergence dans la Romania. Traits communs dépendants dans le plan horizontal de l'héritage latin et dans le plan vertical des innovations communes. La restructuration de l'héritage latin et les innovations spécifiques. Structures morphosyntaxiques dans le groupe nominal: le genre, le cas, le nombre, la personne, la comparaison. Structures morphosyntaxiques dans le groupe verbal: l'aspect, le temps, le mode, la diathèse; les structures verbales impersonnelles.

**LA LANGUAGE OF INSTRUCTION:** Français

**ASSESSMENT METHOD(S):** Examen

**COURSE TITLE: INTERNSHIP**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** adequate knowledge and understanding of the activity in the practice center; explaining and interpreting specific actions in well-defined contexts; the critical and constructive thinking in assimilating the norms that govern the activity of the institution hosting the internship. **COURSE CONTENTS:** Collecting and systematizing important data regarding the activity field and specificity of the partner institution hosting the internship. Specifying the mission, organization, structure and program of the partner institution. Studying the documents that establish, regulate and support the activity of the institution. Assisting at specific activities carried out by the tutor or the institution staff. Participating in the tutor's training on the exigencies and difficulties of practicing the specific activities by students. Drawing up / filling in some functional texts specific to the current activities in the institution. Settling the research topic together with the tutor (I.1). Structuring a presentation of the research material. Documentation and data essentialization for the Student Internship Project (II). Group revision of the activities carried out by discussing the benefits and difficulties and filling in the Activity Sheet (I.3) including the day, the time interval and the activity carried out. Making a synthesis report on the personal activity in the internship center and presenting it in front of the tutor in order to be evaluated.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary examination

**COURSE TITLE: LANGUE MODERNE (ANGLAIS)**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Facultative

**COURSE OBJECTIVE(S):** To develop the ability of understanding a short text by skimming.- To develop the strategic ability of communicating in everyday situations on themes of personal interest in a variety of situations: during a journey, giving and asking for opinions, agreeing and disagreeing, asking for detailed instructions, narrating a story, describing and explaining moods.- To develop the ability of writing coherent texts on everyday topics: field of interest, ideas and opinions, description of a personal experience in a letter, writing a fax, an e-mail, a CV and a circular; compositions, reports, presentations, summaries, articles, reviews, etc

**COURSE CONTENTS:** I. The seminar will cover the following topics:1. *Personal relationships:* Conversations on familiar topics. Expressing an opinion. Narrating past events.2. *Profession and career:* Social and professional integration skills. Talking about career. Labour market – offer and demand.3. *Education system:* Education system: description, curricula, examinations and diplomas.4. *The Environment:* Flora and fauna. Climate and weather. Conservationism and pollution.5. *Mass-media:* Radio. Television (documentaries, films, plays, talk shows, interviews) and the press (types of publications: daily newspapers, weekly newspapers, editorials, magazines, journals). 6. *Health and diseases:* Types of diseases. Symptoms. Medical examination. Medical care.

Hospitals, private practice, specialist doctors, drugstores. Medical insurance.7. *Public and private services:* Authorities: administration and finances, police, social services. Authorities: administration and finances, police, social services.8. *Cultural events:* Exhibitions, plays, museums, operas, ballet, shows.9. *Leisure time:* Sports and events.10. *Youth and society:* The gap between generations. Social and professional integration.11. *Cultural and religious institutions:* Theatres, museums, opera houses, churches.12. *Labour market:* Application file. Interview. Migration of labour force.13. *Political life:* Political structures (Parliament, parties). Political events. Elections.14. *Publicity:* Logos. Advertisements. Slogans 15. *Law and order:* Laws, rules and regulations, public order. Criminals. The legal system structure. 16. *Bank services:* Automatic telling machines (ATMs). Loans, credits, mortgages, cheques, traveller's cheques and vouchers.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

documenting in libraries and consulting the specialized bibliography.

**COURSE CONTENTS:** Elaboration and completion of the paper according to the established plan, of the specialty bibliography and in accordance with the writing rules of the dissertation paper

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** preliminary examination

<b>COURSE TITLE: DISSERTATION PREPARATION PERIOD</b>
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**ECTS CREDITS:** 5

**TYPE OF COURSE:** specialization

**COURSE OBJECTIVE(S):** The internship involves guiding the students in the elaboration of the dissertation paper by the coordinator by

**FIELD: PHILOLOGY**  
**PROGRAMME TITLE: TRANSLATION AND TERMINOLOGY WITHIN THE EUROPEAN CONTEXT (ENGLISH, FRENCH, GERMAN)**  
**MASTER'S DEGREE**

**1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: GENERAL THEORIES OF TRANSLATION**

**ECTS CREDITS: 6**

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** To familiarize students with the conceptual and methodological toolkit of translation studies so as to accurately and creatively use them in different academic and socio-professional settings; to enable students to derive insights into the interdisciplinary field of translation studies so as to meet theoretical and applied research requirements; to foster the development of the multilayered translator's competence so as to map the market.

**COURSE CONTENTS:** 1. The scope of translation studies. 2. Descriptive approaches to translation; 3. Normative approaches to translation. 4. Functional approaches to translation. 5. Text typology in translation. 6. ICT tools and translation. 7. Translation quality assurance and control

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: FUNCTIONAL CHARACTERISTICS OF SPECIALIZED LANGUAGE**

**ECTS CREDITS: 6**

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** To familiarize students with the stylistic and functional characteristics of specialized language, to analyse texts from various domains (medical, economic, technical, etc.).

**COURSE CONTENTS:** Introduction: definitions of the basic concepts: language, language levels, language register, the evolution of concepts: language used for specific purposes/specialized language; business language; descriptive perspectives - epistemology /vs/ ontology; structural perspectives: lexical/semantic/grammatical; funcțional/pragmatic. 2. The lexical dimension of specialized language: the definition of lexic, vocabulary, specialized term; terminology. 3. The grammatical dimension. The relationship between obligatory and optional phrase constituents. 4. The pragmatic dimension: enunciative parameters in specialized language: person deixis; time markers; spae markers.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: COURSE TITLE: ELEMENTS OF CONTEMPORARY ROMANIAN PRACTICAL GRAMMAR**

**ECTS CREDITS: 6**

**TYPE OG COURSE:** Compulsory

**COURSE OBJECTIVE(S):** To make students aware of the role of the Romanian grammar in the translator's activity. To make students understand different concepts and theories related to the Romanian grammar. To shape the students' ability to analyse different phrases in use. To acquire active strategies to realize a dynamic and continuous feed-back.

**COURSE CONTENTS:** Introduction to the Romanian Grammar. Elements of structural and generative grammar. The morphology of the Romanian language from a normative perspective. The Syntax of the Romanian language from a normative perspective. Syntactic units and relations. Syntactic functions.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: TEXT TYPOLOGY IN ROMANIAN**

**ECTS CREDITS: 5**

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** To familiarize students with various concepts and theories in the field of discourse pragmatics; to develop the ability to analyze different texts frequently used; to acquire active strategies to achieve a dynamic and continuous feedback.

**COURSE CONTENTS:** Approaches to text types: *discourse analysis, discourse grammar, textual linguistics, discourse pragmatics. Text and discourse. Text types. Classification criteria. The scientific text. The literary text. Textual polyphony. Other text types.*

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: ECONOMIC AND TECHNICAL LANGUAGE (ENGLISH)**

**ECTS CREDITS: 4**

**TYPE OF COURSE:** Specialty

**COURSE OBJECTIVE(S):** to familiarize students with particularities of economic and technical language and equip them with the necessary skills for the translation market

**COURSE CONTENTS:** Cross-cultural economic translation; Ethics and Social Responsibility; Commercial Law; Operational Management; Technical translation; Technical communication

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: LANGAGE ÉCONOMIQUE ET TECHNIQUE (FRANÇAIS)**

**NOMBRE DE CRÉDITS: 4**

**TYPE DE DISCIPLINE:** de Spécialité

**OBJECTIFS DU COURS:** Initier les étudiants à l'étude linguistique des documents économiques et techniques actuels. L'assimilation et l'utilisation adéquate des concepts théoriques et opérationnels de la linguistique française dans le domaine de la traduction économique et technique. Maîtriser la terminologie du domaine économique et technique.

Développer de la compétence des étudiants d'appliquer des stratégies de traduction spécifiques à la traduction du langage économique et technique.

**CONTENU DU COURS :** La définition et l'analyse de l'évolution des concepts de langage économique et technique, langages à objectifs spécifiques, langages spécialisés. Le langage de l'entreprise et la communication spécialisée perspectives de description. La dimension lexicale des langages économique et technique : la définition des concepts de lexique/vocabulaire/terme de spécialité. La problématique de la terminologie dans la perspective de la création de nouveaux termes. Caractéristiques du vocabulaire des langages économique et technique (approches du point de vue du statut, de la structure, du contenu). La dérivation syntagmatique et paradigmatic. Problèmes spécifiques à la traduction du vocabulaire de spécialité. La dimension grammaticale : types de phrase dans le langage économique et technique. La structure de la phrase. Le rapport entre le statut obligatoire ou facultatif des constituants de phrase et leur pertinence dans la structuration du sens spécifique dans les langages économique et technique. Les textes de spécialité en langage économique ou technique – l'unité du discours et le support de la traduction.

**LANGUE D'ENSEIGNEMENT :** français

**ÉVALUATION :** Epreuve écrite

**COURSE TITLE: FACHSPRACHE DER WIRTSCHAFT UND DER TECHNIK (DEUTSCH)**

**ANZAHL DER ECTS-PUNKTE:** 4 ECTS

**VERANSTALTUNGSART:** Fachpflichtkurs

**LERNZIELE:** Der Kurs zur Einführung in die Fachsprache der Wirtschaft und der Technik hat das Ziel, einerseits die Studierenden mit Grundbegriffen, mit dem jeweiligen Fachwortschatz und den typischen Textsorten vertraut zu machen, die im Wirtschaftsdeutsch bzw. im technischen Deutsch vorzufinden sind. Durch wiederholte Übersetzungsübungen anhand von Beispielen aus echten sowie aus überarbeiteten deutschen Fachpublikationen sollen die translatorischen Fähigkeiten der Kursteilnehmer intensiv trainiert werden. Andererseits sollen die Studierenden in einem weiteren Schritt zur Produktion von wirtschaftlichen und technischen deutschen Fachtexten befähigt werden.

**INHALTE DER VERANSTALTUNG:** 1. Fachsprache Wirtschaftsdeutsch: Grammatische, lexikalische und funktionale Grundmerkmale; 2. Typische Textsorten des Handels (Handelskorrespondenz, Geschäftsbriefe) und des Bank- und Rechnungswesens; 3. Unternehmungsgrundlagen und Marketing, Wirtschaftskommunikation online, Texte der Wirtschaftspresse (Leitartikel, Kommentar), Vertrag, Kaufvertrag, Mietvertrag, Protokoll, Anfrage, Bestellung, Rechnung, Auftragsbestätigung, Quittung, Beschwerde, Stellenanzeigen, Lebenslauf,

Bewerbungsschreiben, Vorstellungsgespräch; 4. Sprache der Technik: Fachwortschatz und typische Textsorten; technische Dokumentationstexte, Gebrauchsanweisungen; 5. Hilfsmittel (Wörterbücher, Lexika) und Webressourcen für die Übersetzung von wirtschaftssprachlichen und technischen Texten; renommierte Fachpublikationen.

**UNTERRICHTSSPRACHE:** Deutsch

**PRÜFUNGSART:** Klausur

**COURSE TITLE: QUALITY MANAGEMENT IN SPECIALIZED TRANSLATION**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** To understand and use specific knowledge related to the Quality Management in Specialized Translation; to explain and interpret practical contents in specific contexts;; critical and constructive reflection in assimilating the specific conceptual content of the subject.

**COURSE CONTENTS:** Translator's status in contemporary society; Translator's profession; Rights, obligations and professional standards; International organizations ; Translators networks ; The role of international organizations in professionalizing the translator's job ; Rights, obligations and professional standards. International organizations. A short history and general introduction. Medium and long term perspectives. Management of daily translating activity. Law, financial and fiscal aspects. The European market of specialized translation. Legal and organizational framework. Professional and social mobility and cohesion. Case studies. How to approach collaboration offers. Customer relations.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: METALANGUAGE AND SCIENTIFIC TERMINOLOGY: GRAECO-LATIN ELEMENTS**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** To present diachronically and synchronically the way in which the metalanguage of scientific terminology is formed, focusing on the elements of Graeco-Latin origin in different domains of activity: linguistic, mathematics, natural sciences, geography, medicine; building glossaries of Graeco-Latin neologisms used as specialized terms ; mastering specific notions ; explaining and interpreting theoretical contents ; explaining and interpreting practical contents.

**COURSE CONTENTS:** Metalanguage, terminology, neonymy: conceptual definition; Creation of neology specific mechanisms – general presentation. Formation of Romanian linguistic terminology in diachrony and synchrony and the analysis of Graeco-Latin elements in current linguistic terms; Formation of Romanian linguistic terminology in diachrony and synchrony and the analysis of Graeco-Latin elements in current

mathematical terms; Formation of Romanian linguistic terminology in diachrony and synchrony and the analysis of Graeco-Latin elements in terms related to natural sciences. Formation of Romanian linguistic terminology in diachrony and synchrony and the analysis of Graeco-Latin elements in current medical terms; Formation of Romanian linguistic terminology in diachrony and synchrony and the analysis of Graeco-Latin elements in current geography terms; Formation of Romanian linguistic terminology in diachrony and synchrony and the analysis of Graeco-Latin elements in current agronomy terms;

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: TERMINOLOGY, TERMINOGRAPHY, PHRASEOLOGY**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Familiarising students with the domain of terminology and phraseology; introducing the concepts regarding the drawing-up of specialised glossaries; understanding the phenomena manifested in specialised language; assimilating and adequately using the theoretical and operational concepts of French linguistics in the domain of terminology and phraseology.

**COURSE CONTENTS:** Terminology: a theoretical subject or practice? Principles of terminological and phraseological research. Methodology of the terminological research. Work instruments. Terminological units. Sections of a Terminological termbase. Definitions, sources, contexts. Specific and generic collocations. Terminological equivalence. Presentation and analysis of mono and bilingual bases. Techniques of using the mono and bilingual classical and electronic dictionaries. Terminology normalisation and organisation. Quality criteria of terminological products.

**LANGUAGE OF INSTRUCTION:** Romanian

**EVALUTION:** Written examination

**COURSE TITLE: INTERNSHIP**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** In-depth

**COURSE OBJECTIVE(S):** 1. The interpretation of the written and oral message and linguistic form of the source text; 2. The translation of the written and oral messages according to the requirements of the translation situation, to the target language rules, to the generic norms and conventions; 3. The application of the principles and ethics of the translator profession.

**COURSE CONTENTS:** The translation of the documents offered to the students by the institution where the internship takes place – forms, internal order regulations, instructions for use, etc. The activity of the students within the departments of the institution/society where the internship takes place.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**1<sup>ST</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: LEGAL LANGUAGE (ENGLISH)**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Specialty

**COURSE OBJECTIVE(S):** to familiarize students with legal language characteristics; students will also acquire the necessary skills for the translation market

**COURSE CONTENTS:** Defining the domain of legal language; Morphological and syntactic characteristics of the legal language; Lexical features of the legal language; Stylistic and functional particularities of the legal texts; Pragma-linguistic aspects of the legal texts; The typology of legal texts; Legal systems and legal language.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: MEDICAL LANGUAGE (ENGLISH)**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Specialty

**COURSE OBJECTIVE(S):** To familiarize students with particularities of medical language and equip them with the necessary skills for the translation market

**COURSE CONTENTS:** Common medical terminology, Medical paragraph, text and discourse, Argumentative and informative characteristics of medical discourse, Translating medical terminologies, Medical equipment and procedures

Cross-cultural medical translation;

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: LANGAGE JURIDIQUE (FRANÇAIS)**

**NOMBRE DE CRÉDITS:** 3

**TYPE DE DISCIPLINE:** Optimale

**OBJECTIFS DU COURS:** L'étude linguistique des documents juridiques contemporains (nationaux, français, communautaires, internationaux). L'assimilation et l'utilisation adéquate de concepts théoriques et opérationnels de la linguistique française dans le domaine de la traduction juridique. L'appropriation d'un appareil terminologique spécifique à la jurilinguistique. La maîtrise de la construction du message juridique, des procédés de traduction, des valeurs sémantiques de chaque terme dans chaque type de document juridique. La formation de la capacité des étudiants d'élaborer une stratégie de traduction.

**CONTENU DU COURS:** Les textes juridiques : typologie et marques spécifiques. Difficultés du vocabulaire juridique : l'identification et l'analyse des diverses catégories de termes (appartenance juridique exclusive, principale et secondaire) ; les collocations ; la transposition des termes polysémiques en roumain. Caractéristiques stylistiques des textes juridiques. Problèmes de la construction de la phrase, structures spécifiques (nominales, verbales, phrastiques). Types de

structures impersonnelles et passives. Marques modales du discours juridique.

**LANGUE D'ENSEIGNEMENT:** français

**ÉVALUATION:** Epreuve écrite

**COURSE TITLE: LANGAGE MÉDICAL (FRANÇAIS)**

**NOMBRE DE CRÉDITS:** 3

**TYPE DE DISCIPLINE:** Optimale

**OBJECTIFS DU COURS:** La formation de traducteurs professionnels capables de s'adapter rapidement à tout domaine de la traduction spécialisée. Le perfectionnement des aptitudes nécessaires dans l'exercice du métier de traducteur professionnel : ouverture spirituelle, capacité d'assimilation et d'adaptation L'appropriation d'un appareil terminologique et conceptuel opérationnel dans la traduction spécialisée – domaine médecine. La formation de la compétence de compréhension analytique d'un texte et d'application des méthodes et des stratégies de traduction adéquates à chaque type de texte. Le respect des contraintes et des critères de qualité dans la traduction spécialisée – domaine médecine.

**CONTENU DU COURS:** Langues spécialisées: discours scientifique général, discours techniques – spécialisations fonctionnelles. Le langage médical, paramédical et pharmacologique – terminologie, structures courantes. La dérivation – préfixes, suffixes, composition. La traduction spécialisée – particularités, enjeux, critères d'évaluation et de performance. La traduction spécialisée dans le domaine de la médecine – types de textes, procédés de traduction.

**LANGUE D'ENSEIGNEMENT:** français

**ÉVALUATION:** Epreuve écrite

COURSE	TITLE:	JURISTISCHE
FACHSPRACHE(DEUTSCH)		

**ANZAHL DER ECTS-PUNKTE:** 3

**ERANSTALTUNGSART:** Wahlpflichtveranstaltung

**LERNZIELE:** das Verstehen und das richtige Verwenden der Terminologie, der Begriffe und der Arbeitsmethoden für die Übersetzung der juristischen Fachsprache

**INHALTE DER VERANSTALTUNG::** Verfassungsrecht; Strafrecht; Verwaltungsrecht; Bürgerliches Recht; Grundzüge des Handels- und Gesellschaftsrecht; Insolvenzrecht; Wettbewerbsrecht; Wirtschaftsrecht; Individuelles Arbeitsrecht; Kollektives Arbeitsrecht; Arbeitsschutzrecht; Familienrecht; Internationales Privatrecht; Umweltrecht

**UNTERRICHTSSPRACHE:** Deutsch

**PRÜFUNGSART:** Schriftliche Prüfung

**COURSE TITLE: MEDIZINISCHE FACHSPRACHE (DEUTSCH)**

**ANZAHL DER ECTS-PUNKTE:** 3

**SEMESTER:** 2. Semester

**VERANSTALTUNGSART :** Vorlesung + Seminar

**LERNZIELE:** Die Beschreibung der Krankenhausstrukturen; die Präventivmedizin; das Fachgebiet; Die Fachsprache des Apothekers.

**INHALTE:** Terminologie und Gesundheitsorganisation; Krankheiten; Pharmazeutische Präparate; pharmazeutische Terminologie; Das Aufnahmegespräch und die Anamnese, Sprechsituationen rund um Operation, Visite und Übergabe.

**UNTERRICHTSSPRACHE:** Deutsch

**BEWERTUNG:** Prüfung (schriftlich)

**COURSE TITLE: INTERNSHIP**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** In-depth

**COURSE OBJECTIVE(S):** 1. The interpretation of the written and oral message and linguistic form of the source text; 2. The translation of the written and oral messages according to the requirements of the translation situation, to the target language rules, to the generic norms and conventions; 3. The application of the principles and ethics of the translator profession.

**COURSE CONTENTS:** The translation of the documents offered to the students by the institution where the internship takes place – forms, internal order regulations, instructions for use, etc. The activity of the students within the departments of the institution/society where the internship takes place.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**2<sup>ND</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: USING AND ADMINISTERING DATA BASES**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** COMPULSORY

**COURSE OBJECTIVE(S):** acquiring the general concepts of data bases; presenting different patterns of describing data, especially the relational model; acquiring the operations specific to relational algebra; relational data basis normalization; acquiring specific notions of data integrity and security; acquiring the ability to use an interrogation language in designing a data basis.

**COURSE CONTENTS:** Concepts and problems regarding data bases; aspects regarding data basis organisation; data basis definition and architecture; data basis classification; aspects concerning data basis designing: designing conceptual external and internal schema. Logically structuring data: data logical patterns and the entity-attribute-relation model. Data bases with hierarchical structures and networks. Relational data bases: relations, domains, attributes and the schemata of a relation, informational and boolean operations, constraints on relation integrity.

Data query languages for relational models: relational algebra, relational calculus for tuples and domains, query optimisation criteria. Data basis integrity constraints: functional dependence, multivalued and



generalised. Relational data bases structuring: normal forms in data bases, relation normalisation techniques. Data bases of physical structure : files structuring, files organisation structure, types of file organisation, searching and memorising methods. Data bases integrity and security.

**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: STRATEGIES, TECHNIQUES AND MEANS OF TEXT TRANSLATIONS**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**OBJECTIVES OF THE COURSE:** Proper usage of contrastive aspects (convergent and divergent) in both languages: source-language and target-language; proper usage of translation strategies, techniques and means; team work; interpersonal communication and taking on specific roles.

**CONTENT OF THE COURSE** The features of a literary text. Literary genres and types of texts. Linguistic translation. Cultural dimension of translation. Direct and indirect means of translation. Types of equivalences and their part in adopting adequate translation strategies best suited for different types of texts. Ambiguity in translation. Difficulties in translating the literary text: puns, culturemes, phraseologisms. Translation criticism (applying traductology ca traducerii (aplicarea translation standards, their objective and subjective limitations). Literary translations for a specific type of public and optimising translation strategies and techniques (omission, adaptation, euphemism).

**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: LITERARY TRANSLATION – CONTEMPORARY APPROACHES (ENGLISH)**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Specialty

**COURSE OBJECTIVE(S):** to familiarize students with particularities of literary language and equip them with the necessary skills for the translation market

**COURSE CONTENTS:** Descriptive and normative approaches in literary translation; Literary translation techniques; Difficulties in translating archaisms and regionalisms; Translating taboo language; Cross-cultural literary translation; Translation and re-translation

**LANGUAGE OF INSTRUCTION:** English  
**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: ÜBERSETZUNG ALS KULTURVERMITTLUNG (DEUTSCH)**

**ANZAHL DER ECTS-PUNKTE:** 4

**VERANSTALTUNGSART:** Vorlesung + Seminar

**LERNZIELE:** Die Beschreibung der frühen romantischen Theorie der Übersetzung; Verschiedene Arten von Kulturbegegnungen; die Meinung des Übersetzers über Funktion, Zweck und Strategie der Übersetzung;

die Übersetzung: als Thema der Hermeneutik, der Sprachphilosophie und der Erkenntnistheorie.

**INHALTE:** Die traditionelle Theorie der Übersetzung; das Konzept der kulturellen Übersetzung; **Übersetzung – jenseits von Konfrontation oder Vermischung; Übersetzung als Beleuchtung kultureller Differenzen;** Kultur, Übersetzung, Lebenswelten. Beiträge zu aktuellen Paradigmen der Kulturwissenschaften; Übersetzungen zwischen Kulturen und Nationalkulturen; Kommunikative Praktiken in interkulturellen Gesprächssituationen; Über kulturelle Hybridität: Übertragung und Übersetzung.

**UNTERRICHTSSPRACHE:** Deutsch

**BEWERTUNG:** Prüfung (schriftlich)

**COURSE TITLE: LITERARISCHES ÜBERSETZEN - ZEITGENÖSSISCHE ANSÄTZE (DEUTSCH)**

**ANZAHL DER ECTS-PUNKTE:** 3

**ERANSTALTUNGSART:** Wahlpflichtveranstaltung

**LERNZIELE:** Das Verstehen und das richtige Verwenden der Terminologie, der Begriffe und der Arbeitsmethoden für die Übersetzung der literarischen Texte

**INHALTE DER VERANSTALTUNG::** Übersetzung von Texten der folgenden literarischen Epochen:

Aufklärung; Sturm und Drang; Weimarer Klassik; Romantik; Biedermeier; Vormärz; Realismus; Naturalismus; Symbolismus; Expressionismus; Nationalsozialismus und Exilliteratur; Literatur nach 1945; Deutschsprachige Auslandsliteraturen; Deutschsprachige Literatur der Gegenwart

**UNTERRICHTSSPRACHE:** Deutsch

**PRÜFUNGSART:** Schriftliche Prüfung

**COURSE TITLE: INTERNSHIP**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** 1. The interpretation of the written and oral message and linguistic form of the source text; 2. The translation of the written and oral messages according to the requirements of the translation situation, to the target language rules, to the generic norms and conventions; 3. The application of the principles and ethics of the translator profession.

**COURSE CONTENTS:** The translation of the documents offered to the students by the institution where the internship takes place – forms, internal order regulations, instructions for use, etc. The activity of the students within the departments of the institution/society where the internship takes place.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**2<sup>ND</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: TRANSLATION AS CULTURAL MEDIATION (ENGLISH)**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** to familiarize students with the conceptual and methodological toolkit of cultural translation and intercultural communication so as to accurately and creatively use them in different academic and socio-professional settings; to enable students to derive insights into the interdisciplinary fields of translation studies and intercultural communication so as to meet theoretical and applied research requirements; to foster the development of intercultural awareness as underpinning translatorial action.

**COURSE CONTENTS:** 1. Defining *culture* and *cultural identity*. 2. Taxonomy of culture. 3. Culture-specific items. 4. Translation as cultural mediation – framework. 5. Cultural alienation in translation. 6. Domestication in translation. 7. Neutralisation in translation

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: MEDIA AND SUBTITLING (ENGLISH)**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Specialty

**COURSE OBJECTIVE(S):** to familiarize students with particularities of media translation and subtitling with a view to preparing them for the current labour market

**COURSE CONTENTS:** Cross-cultural economic translation; Ethics and Social Responsibility; Commercial Law; Operational Management; Technical translation; Technical communication

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: LA TRADUCTION COMME MÉDIATION CULTURELLE (FRANCAIS)**

**NOMBRE DE CRÉDITS:** 4

**TYPE DE DISCIPLINE:** Optimale

**OBJECTIFS DU COURS:** La familiarisation des étudiants avec la problématique de la traduction envisagée comme processus de médiation entre deux ou plusieurs cultures. L'appropriation d'un appareil terminologique et conceptuel opérationnel dans le domaine de la traduction et de la médiation culturelle. La réalisation d'une image d'ensemble des finalités, des stratégies de traduction et des contenus linguistiques et culturels véhiculés dans le transfert linguistique. L'approfondissement des connaissances de culture et de civilisation française et roumaine.

**CONTENU DU COURS :** Définition de la traduction ; unités de traduction. Types de traduction; traduction/ interprétariat ; traduction littéraire/traduction spécialisée. Modes et procédés de traduction ; transformations grammaticales, lexicales, stylistiques. La notion de situation de traduction. La notion d'équivalence culturelle. L'interculturel dans la traduction. Problèmes concernant différentes visions du monde. Traduction des exotismes et des « situations spécifiquement culturelles ». Les culturèmes et leur

équivalence. Procédés stylistiques dans la traduction. Analyses des éléments culturels présents dans des textes littéraires et de spécialité. Analyse et traduction des éléments culturels inscrits dans la langue (unités lexicales, phraséologiques, parémiologiques, stéréotypes, etc.)

**LANGUE D'ENSEIGNEMENT:** Français

**ÉVALUATION:** Examen

**COURSE TITLE: LANGAGE MÉDIA ET SOUS-TITRAGE (FRANÇAIS)**

**NOMBRE DE CRÉDITS:** 2

**TYPE DE DISCIPLINE:** Optionnelle

**OBJECTIFS DU COURS:** L'initiation des étudiants à l'étude du langage média. La définition et l'analyse des concepts de langage média, sous-titrage de film, etc. L'étude de la problématique de la terminologie de spécialité dans la perspective de la création lexicale. L'approfondissement de l'étude de la construction du message média et des éléments spécifiques de la traduction pour le sous-titrage de film. Le développement des compétences des étudiants d'appliquer des stratégies de traduction adéquates au domaine.

**CONTENU DU COURS :** Description des pratiques de transfert linguistique dans les médias. L'impact des pratiques de transfert linguistique sur la capacité de la population à parler et/ou comprendre des langues étrangères. La corrélation entre les pays qui présentent des niveaux élevés de compétence linguistique et la tradition du sous-titrage par rapport au doublage. La relation entre connaissance des langues étrangères et préférence pour le doublage ou le sous-titrage. Le potentiel du sous-titrage pour encourager l'apprentissage et améliorer la maîtrise des langues. Le rôle du sous-titrage comme catalyseur dans l'apprentissage des langues. L'impact éducatif du langage écrit et du langage parlé à l'écran. Description des obstacles à l'utilisation du sous-titrage. Le rôle du sous-titrage dans la création d'un environnement favorable aux langues en Europe. Pratiques de traduction linguistique dans les média.

**LANGUE D'ENSEIGNEMENT:** Français

**ÉVALUATION:** Epreuve écrite

**COURSE TITLE: LA TRADUCTION LITTÉRAIRE – APPROCHES CONTEMPORAINES (FRANCAIS)**

**NOMBRE DE CRÉDITS:** 3

**TYPE DE DISCIPLINE:** Optimale

**OBJECTIFS DU COURS:** L'initiation des étudiants à la théorie et à la méthodologie de la traduction littéraire, analyses de traductions d'une série de textes littéraires ou de critique et de théorie littéraire. L'assimilation d'un appareil terminologique et conceptuel opérationnel dans la traduction littéraire, des textes de critique ou de théorie littéraire. La mobilisation de connaissances encyclopédiques, pluriculturelles, des étudiants afin de proposer des solutions de traduction ou des analyses pertinentes d'un texte traduit.

**CONTENU DU COURS:** Typologie de la traduction – typologie du traducteur. De la traduction littéraire à la traduction (re)création artistique : la relation auteur – œuvre – traducteur. Les tendances déformantes de la traduction dans la vision d'Antoine Berman (applications à la traduction de la prose) : la rationalisation, la clarification, l'allongement, l'ennoblissement et la vulgarisation, l'appauvrissement qualitatif, l'appauvrissement quantitatif, l'homogénéisation, la destruction des rythmes, la destruction des réseaux signifiants sous-jacents, la destruction des systématismes textuels, la destruction (ou l'exotisation) des réseaux langagiers vernaculaires, la destruction des locutions et idiotismes, l'effacement des superpositions des langues. Particularités de la traduction du texte théâtral et du texte poétique : repères théoriques et analyses de traduction. Entre le traduisible et l'intraduisible : difficultés de la traduction littéraire (la traduction des jeux de mots, de l'intertextualité, des textes écrits en respectant certaines contraintes d'écriture – par exemple, les textes de type oulipien).

**LANGUE D'ENSEIGNEMENT:** Français

**ÉVALUATION:** Epreuve écrite

**COURSE TITLE: MEDIENSPRACHE UND UNTERTITELUNG (DEUTSCH)**

**ANZAHL DER ECTS-PUNKTE:** 2

**ERANSTALTUNGSART:** Vorlesung und praktischer Kurs

**LERNZIELE:** Die Vorlesung soll einen Überblick über theoretische Grundlagen und Übersetzungsstrategien der multimedialen Translation geben.

**INHALTE DER VERANSTALTUNG:** Multidimensionale Translation. Theoretische Grundlagen. Untertitelung. Definition. Linguistische und technische Unterscheidung. Übersetzungsstrategien bei Untertiteln. Text-Bild-Relation. Einschränkungen bei der Untertitelung. Übertragung der kulturellen Spezifika und Differenzen. Simultanverdolmetschung, Synchronisation, Voice-over und Untertitelung. Zukunft der audiovisuellen Übersetzung

**UNTERRICHTSSPRACHE:** Deutsch

**PRÜFUNGSART:** Schriftliche Prüfung

**COURSE TITLE: THE MANAGEMENT OF TRANSLATION PROJECTS**

**ECTS CREDITS:** 20

**TYPE OF COURSE:** Lecture and field-related applications

**COURSE OBJECTIVE(S):** Translation projects design and development

**COURSE CONTENTS:** to familiarise students with specialised concepts and their applicability. Students are required to choose a topic for their translation project. Students are assigned specific tasks for project design and implementation. Teamwork and individual contribution to project development. Identification and analysis of the translation problems encountered as to apply the most appropriate translation solutions. Interim

debates and final conclusions. Project deliverables and follow-up discussion.

**LANGUAGE OF INSTRUCTION:** English

**COURSE TITLE: DAS MANAGEMENT DES ÜBERSETZUNGSPROJEKTS**

**LEISTUNGSPUNKTE:** 20

**ERANSTALTUNGSART:** Vorlesung und praktischer Kurs

**LERNZIELE:** Betreuung des Übersetzungsprojekts

**INHALTE DER VERANSTALTUNG:** Konzeptentwicklung. Auswahl des Themas für das Übersetzungsprojekt. Diskussion der Aufgabenstellung. Bildung der Arbeitsgruppen. Einzel- und Gruppenarbeit am Übersetzungsprojekt. Analyse der aufgetretenen Übersetzungsprobleme und der vorgeschlagenen Lösungen. Zwischenpräsentationen und anschließende Diskussionen. Endpräsentation und anschließende Diskussionen

**UNTERRICHTSSPRACHE:** Deutsch

**LEISTUNGSBEURTEILUNG:** Schriftliche Prüfung

**COURSE TITLE: GESTION DES PROJETS DE TRADUCTION**

**NOMBRE DE CRÉDITS:** 20

**TYPE DE DISCIPLINE:** obligatoire

**OBJECTIFS DU COURS:** Présenter la gestion de projet par l'exposé des principales théories du domaine ainsi que des principaux outils informatiques à disposition ; décrire la gestion de projet dans le domaine de la traduction ; mettre en place un projet de traduction ; analyser l'impact des méthodes utilisées sur la qualité de la traduction globale.

**CONTENU DU COURS:** 1. La gestion de projet : éléments de définition, théories, méthodologies et outils de planification, outils informatiques. 2. La gestion de projet dans le domaine de la traduction. 3. Exemple d'un projet de traduction. 4. Analyse de l'impact de la gestion sur le projet de traduction.

**LANGUE D'ENSEIGNEMENT:** Français

**ÉVALUATION:** Projet

**COURSE TITLE: RESEARCH PAPER INTERNSHIP**

**ECTS CREDITS:** 10

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** The internship involves guiding the students in the elaboration of the thesis by the coordinator by documenting in libraries and consulting the specialized bibliography.

**CONTENTS:** Elaboration and completion of the paper according to the established plan, of the specialty bibliography and in accordance with the writing rules of the graduation thesis.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral examination

**FIELD: PHILOLOGY**  
**PROGRAMME TITLE: PARADIGMS OF ORGANISATIONAL COMMUNICATION**  
**MASTER'S DEGREE**

**1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: THEORY OF ORGANISATIONAL COMMUNICATION**

**ECTS CREDITS: 5**

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** The course aims to complement the subjects studies on the first MA by focusing on the study of organisational internal and external communication. Lately, change has been one of the most evident characteristics of modern society; consequently, the main variable a company's success or survival depends on is the way in which an organisation adjusts both inside and outside. In this context, communication becomes a basic resource that triggers new functional configurations.

**COURSE CONTENTS:** Organisations – content and characteristics. Communicatin styles. Formal and informal communication. Horizontal (same hierarchical level), ascendent (subordinate – superior) or descendent communication. Internal communication (within the organization), external communication (with partners, customers, collaborators, suppliers, etc). Spontaneous and strategic internal communication. External communication. The strategic dimension of organisational communication. Organisational culture. Communication and adjustment to change.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: LEADERSHIP AND MANAGEMENT OF HUMAN RESOURCES**

**ECTS CREDITS: 5**

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** To discuss changes that occurred within organisations and in managerial practices as a result of the development of modern management techniques. To identify the contributions of various schools to the development of managerial thinking. To describe the manager from the point of view of his/ her functions, roles and abilities. To understand the reasons why managerial theories and practices have changed along the years. To understand leadership as a component of the manager's role and the importance of leadership in human resource development. To familiarise students with the principles and functions of human resource management. To understand the sequential process in which human resources are ensured, developed and motivated.

**COURSE CONTENTS:** Leadership. Characteristics of a leader. Four characteristics of strong leaders.

Approaches to leadership. Leader/manager behavior research. X and Y theory. Teoria X și Teoria Y. Mangerial grid. I-IV systems. The situational theory of leadership. The route-target model. Leaders' failure. Development of ideas. Values and the leader. Leadership and human resource management. Definition, importance, principles and objectives. The functions of human resource management. Ensuring human resources. Human resource planning. Recruitment and selection. Integration of new employees. Human resource development. Training and skills upgrading. Career management. Organisational development. Human resource motivation.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: ORGANISATIONAL ANTHROPOLOGY**

**ECTS CREDITS: 4**

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** The course aims to familiarise students with the study of organisations and of the actors that build and coordinate organized activities, as well as to the science which makes use of anthropological methods to study these entities and which analyses the aspects of human life within organizations.

**COURSE CONTENTS:** Organisational anthropology: definition of concepts and filed. The systematic perspective or organisation. Current issues in the anthropology of organisations. On several basic postulates in the anthropology of organisations. The level of the individual. The level of interaction. The level of the organisation. The level of society. The level of the world. Complexity and interdependence of the levels.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: ETHICS AND LEGISLATION OF ORGANISATIONAL COMMUNICATION**

**ECTS CREDITS: 3**

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** to familiarise those who work in organisations or those who study journalism or work in the field of journalism, advertising and public relations with the domain of legislation of communication; to understand and discuss the ethical and deontological mechanisms related to public law and communication legislation; to understand and discuss Examples taken from both the Romanian and the western professional reality.

**COURSE CONTENTS:** Public and legislative communication. The First Amendment. Privacy and personal safety. Intellectual property. Publicity. Obscenity and indecency. Access to information. European and American laws regarding copyright,

private life, obscenity, the internet, publicity, the audiovisual and the written press.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral Exam

**COURSE TITLE: MORPHO-SYNTACTIC NORMS: ORTHOGRAPHY, ORTHOEPY**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** To enable students: to acquire the norms of orthography, orthoepy, morphology and of building communication in contemporary standard Romanian. To identify deviant syntactic structures and to learn means of avoiding them. To learn elements of syntactic construction: deixis, anaphora, sentence, phrastic and transphrastic connectors. To form the ability to use discourse elements, to identify and classify means of building affirmative and negative discourse.

**COURSE CONTENTS:** Orthographic and orthoepic norms of contemporary standard Romanian. Morphological norms. Discourse coherence and cohesion devices. Deixis. Concept. Typology. Syntactic and discourse anaphora. Referential continuity and semantic resuming. Types of anaphoric expressions. Modalisation. Operational concepts: modality, modalisation. Types of modalisers. Epistemic, deontic, appreciative modalities. Types of positive and negative statements. Phrastic and transphrastic connectors. Deviant syntactic structures: anacolutha, ellipsis, parenthetical structures, overlapping constructions. .

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written Examination

**COURSE TITLE: PUBLIC RELATIONS**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** To introduce students to Public Relations practices and models - a better understanding of PR practices in the institutions they belong to.

**COURSE CONTENTS:** Forms of communication. Definitions of communication. Models of communication. PR history. PR definitions. PR functions. PR models. Principles of the PR system. PR basic concepts and terminology. PR – actional dimensions. PR fields of applicability. PR operators. Planned action. Communication with mass media. PR with limited resources.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: COMMUNICATION AND ORGANISATIONAL CULTURE**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** To familiarise MA students with the main theories regarding organisational

culture, to help them understand and deepen their knowledge of the dimensions of the national culture and of the organisational culture, essential to the employees who pursue traineeships abroad.

**COURSE CONTENTS:** Theories regarding organisations and organisational communication processes. Communication strategies and optimisation of organisational communication. Culture in Geert Hofstede's theory. Organisational culture theories. Hofstede's theory. National culture characteristic. Organisational culture characteristics. Charles Handy's theory: organisational culture typology. Power culture. Role culture. Task culture. Person culture. Maintenance and change of organisational culture. The iceberg model. Hoff's model. Interpersonal communication in organisational environments. Organisational culture and models of communication.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: NEGOTIATION TECHNIQUES IN ORGANISATIONAL COMMUNICATION**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** To familiarise MA students with the main strategies and techniques used in negotiation; to enable them to make their own negotiation strategies in specific contexts.

**COURSE CONTENTS:** Introduction. A definition. Positions and the issues of position-based negotiation. Strategies of negotiation. Negotiation tricks. Tactics. Spontaneous reaction (the Bulldozer, the Softie, the Avoider, the Delicate, the colour of the negotiation style). Choosing the negotiation strategy. Evaluation of own negotiation style. Devising a strategy. Negotiation style and strategy: competing, accommodating, avoiding, cooperating, compromising, the ideal strategy. Main types of negotiation techniques: direct, indirect, antagonistic and cooperating. The Jiu-Jitsu negotiation method. Manipulation tactics. Conflictual tactics. Stages tactics.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral Examination

**1<sup>ST</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: THEORY OF ORGANISATIONAL COMMUNICATION**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** The course aims to complement the subjects studies on the first MA by focusing on the study of organisational internal and external communication. Lately, change has been one of the most evident characteristics of modern society; consequently, the main variable a company's success or survival depends on is the way in which an organisation adjusts both inside

and outside. In this context, communication becomes a basic resource that triggers new functional configurations.

**COURSE CONTENTS:** Organisations – content and characteristics. Communication styles. Formal and informal communication. Horizontal (same hierarchical level), ascendent (subordinate – superior) or descendent communication. Internal communication (within the organization), external communication (with partners, customers, collaborators, suppliers, etc). Spontaneous and strategic internal communication. External communication. The strategic dimension of organisational communication. Organisational culture. Communication and adjustment to change.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: LEADERSHIP AND MANAGEMENT OF HUMAN RESOURCES**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** To discuss changes that occurred within organisations and in managerial practices as a result of the development of modern management techniques. To identify the contributions of various schools to the development of managerial thinking. To describe the manager from the point of view of his/ her functions, roles and abilities. To understand the reasons why managerial theories and practices have changed along the years. To understand leadership as a component of the manager's role and the importance of leadership in human resource development. To familiarise students with the principles and functions of human resource management. To understand the sequential process in which human resources are ensured, developed and motivated.

**COURSE CONTENTS:** Leadership. Characteristics of a leader. Four characteristics of strong leaders. Approaches to leadership. Leader/manager behavior research. X and Y theory. Teoria X și Teoria Y. Managerial grid. I-IV systems. The situational theory of leadership. The route-target model. Leaders' failure. Development of ideas. Values and the leader. Leadership and human resource management. Definition, importance, principles and objectives. The functions of human resource management. Ensuring human resources. Human resource planning. Recruitment and selection. Integration of new employees. Human resource development. Training and skills upgrading. Career management. Organisational development. Human resource motivation.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: ORGANISATIONAL ANTHROPOLOGY**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** The course aims to familiarise students with the study of organisations and of the actors that build and coordinate organized activities, as well as to the science which makes use of anthropological methods to study these entities and which analyses the aspects of human life within organizations.

**COURSE CONTENTS:** Organisational anthropology: definition of concepts and field. The systematic perspective or organisation. Current issues in the anthropology of organisations. On several basic postulates in the anthropology of organisations. The level of the individual. The level of interaction. The level of the organisation. The level of society. The level of the world. Complexity and interdependence of the levels.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: COMMUNICATION AND ORGANISATIONAL CULTURE**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** To familiarise MA students with the main theories regarding organisational culture, to help them understand and deepen their knowledge of the dimensions of the national culture and of the organisational culture, essential to the employees who pursue traineeships abroad.

**COURSE CONTENTS:** Theories regarding organisations and organisational communication processes. Communication strategies and optimisation of organisational communication. Culture in Geert Hofstede's theory. Organisational culture theories. Hofstede's theory. National culture characteristic. Organisational culture characteristics. Charles Handy's theory: organisational culture typology. Power culture. Role culture. Task culture. Person culture. Maintenance and change of organisational culture. The iceberg model. Hoff's model. Interpersonal communication in organisational environments. Organisational culture and models of communication.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: LEXICAL STRUCTURES IN ROMANIAN**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** The course aims to make the MA students aware of the need to vocabulary from the point of view of its etymology, semantics, functional and stylistic, of the semantic relations between words (synonyms, antonyms, homonyms, paronyms); of the lexical combination, of the semantic evolution; to grasp the meaning of the basic notions of vocabulary; its evolutionary

character; the extra- and intra-linguistic factors as generators of change; means of vocabulary enrichment; to learn and analyse vocabulary controversial issues; to see the links between lexicology and other linguistic sciences.

**COURSE CONTENTS:** Generalities. Lexicology as branch of instruction; its subject matter; main components (semasiology, phraseology, etymology, lexicography); synchronic and diachronic lexicology. The word as a lexical unit in the language system. Types of words. Meanings of words. System and systematicity in lexis. Semantic field. Semantic dynamics of vocabulary. Semantic extension and restriction. Functional semantics: linguistic metaphor, metonymy and synecdoche. Synonymy, Antonymy. Homonymy, Paronymy, Contemporary aspects of the Romanian lexis. Ways and means of enriching vocabulary. Archaisation of vocabulary: archaisms and historicalisms. Romanian phraseology. Stratification of Romanian lexis. Stylistics of Romanian vocabulary. Etymology of Romanian vocabulary. Modern tendencies in the development of Romanian vocabulary.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written Examination

#### **COURSE TITLE: COMMUNICATION AND INSTITUTIONAL PROTOCOL**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Between people, institutions and states, protocol has the efficiency of a common language, of a universal means of communication: a symbolic language, with its own grammar and vocabulary. The study of institutional protocol aims to enable students to acquire the generally used etiquette norms so that they may use them competently within protocol structures, in public relations or in other domains of social life.

**COURSE CONTENTS:** Protocol – instrument of personal communication. Greetings in society. Table manners. The mystery of correct placement and use of utensils. Restaurant behaviour. Tips. A few protocol rules while travelling. International etiquette rules. The most important rules of behaviour in society – sources of social blunders. Protocol – instrument of internal communication. Behaviour and relations between employees of an organization. Using the company/ organisation phone. Internal correspondence. Efficient communication by means of internal activities protocol: do's and don'ts when organizing meetings, internal parties, motivational actions, presents and holiday bonuses. Professional dress code. The woman at the office. Institutional protocol – case study at al Oltenian/ Craiova institution. Protocol – instrument of external communication. Hospitality at the office (secretariat). The protocol of written correspondence. Entertaining in business. The art of organizing public parties./ a) guest list. b)

greeting and introduction of guests. c) setting the tables, seating of guests. D) menu. E) dress code. Presents in business: the art of choosing and presenting gifts depending on the occasion and on the business partner's nationality.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** oral Examination

#### **COURSE TITLE: QUALITATIVE METHODS IN COMMUNICATION**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** the aim is for the students to learn the qualitative methods frequently used in the analysis of communication; to familiarise them with qualitative data processing and interpretation; to have them make an original research based on qualitative analysis.

**COURSE CONTENTS:** Qualitative approach. General considerations. Limits and capacities of the qualitative approach. Qualitative methods. General considerations. Observation. Taxonomy and characteristics: quantitative observation, Qualitative (participatory) observation. The interview. Types of interviews: structured interview; qualitative (unstructured) interview. Qualitative analysis. General considerations. The issuing and social organisation of documents. Other methods. Data processing and interpretation. Processing, analysis and interpretation of qualitative data as an iterative process. The issue of validity (and fidelity) in the qualitative approach. Using data bases. Multivariate analyses. Carrying out original research. The bases of interpretive methods. Theories and approaches used in comprehensive sociology. Qualitative analysis of discourse practices in organisational communication. Applications. Case studies.

**LANGUAGE –** Romanian

**ASSESSMENT METHOD(S):** Oral Examination

#### **COURSE TITLE: COMMUNICATION AND PERSUASION – MANIPULATION TECHNIQUES**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** To enable the students to understand and to acquire the main techniques of manipulation used in communication as well as to learn about the strategies to resist manipulation.

**COURSE CONTENTS:** Definition of manipulation; manipulation and persuasion. Psychology of manipulation. Classification of manipulation – Philip Zimbardo's typology. Micro, medium and macro manipulations. Manipulation techniques, R.V. Joule and J.L. Beauvais's typology: foot-in-the-door, door-in-the-face, fusing. Analysis of manipulation techniques. Throwing low balls and role-play. Laws of persuasion. Resistance to manipulation.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral Examination



**COURSE TITLE: INTERNSHIP****ECTS CREDITS:** 2**TYPE OF COURSE:** Compulsory**COURSE OBJECTIVE(S):** The internship period aims at the correct use by the students of their theoretical knowledge during the activities performed within the institutions/companies etc where they were assigned. It is a means of ensuring their future successful employment.**COURSE CONTENTS:** A. *Getting to know the institution/company etc where the internship activities take place:* Knowing the internal organization rules; knowing the general work rules for safety; knowing the type of management; being able to describe the information flows, knowing the procedures of elaborating the basic documents specific to each department. B. *The internship is assessed according to:* the frequency of attendance; the strategy of approaching the tasks and duties mentioned in the subject syllabus; the correctness in applying the method and processing the results, as they appear in the portfolio. C. *The final stage of internship:* the internship period will result in elaborating a portfolio which must include: 1. The description of the entity where the internship activities took place, specifying its name, type of organization, history, main competences, roles and activities, the relational system (3 – 5 pages); 2. A daily description of the practical activities performed under the tutor's supervision.**TEACHING LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Oral Examination2<sup>ND</sup> YEAR, 1<sup>ST</sup> SEMESTER**COURSE TITLE: ORGANISATIONAL MANAGEMENT****ECTS CREDITS:** 5**TYPE OF COURSE:** Compulsory**COURSE OBJECTIVE(S):** The course tries to offer the best solutions for this type of problems; the course book and the applications provided will make specific reference to the Romanian reality and to various success Examples.**COURSE CONTENTS:** Introduction to the theory and management of organisations. Definition of the managerial act. Evolutions in the theory and management of organisations. Dynamics of social processes and the future of organisations. Strategic thinking. Strategic organisational management. Models of structural analysis. Managerial communication as strategic advantage. Methods and techniques used in organizational management. An analysis of the internal environment. An analysis of the external environment. Strategy design and implementation. Management strategies. Organisational culture.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Exam**COURSE TITLE: INSTITUTIONAL STRUCTURES. EUROPEAN INSTITUTIONS AND ORGANISATIONS****ECTS CREDITS:** 5**TYPE OF COURSE:** Compulsory**COURSE OBJECTIVE(S):** To familiarise students with the main elements that characterise European institutions; to enable them to understand the functions and competences of these institutions; to relate them to the institutions the MA students may come from.**COURSE CONTENTS:** Introduction. Typology of institutional forms. European institutions. EU institutional structure. EU main institutions – European Commission, Council of Ministers, European Council, European Parliament. Evolution and type of the European Community institutions. Decision-making and controlling institutions in the community period, their place and role. The European Court of Justice. Financial and financial control institutions. Functionality of the institutional ensemble. Institutional functions and competences in the community period. Responsibilities of the European Union as agreed by the Maastricht, Amsterdam and Nice Treaties. The place of the EU institutions in the EU Constitution. Perspectives of evolution of the EU institutions. European organisations. Romanian institutions.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Exam**COURSE TITLE: MARKETING AND ORGANISATIONAL PUBLICITY****ECTS CREDITS:** 5**TYPE OF COURSE:** Compulsory**COURSE OBJECTIVE(S):** To understand the role of marketing in achieving organisational success. In this course students will learn how companies/organisations can use marketing and its tools to achieve a good market positioning at both national and international levels.**COURSE CONTENTS:** Marketing and organisational publicity m- introductory notions. Organising marketing activities in an organisation. Building relations with the organisation's internal and external audience. Customers and services; customer targeting. Marketing quantitative and qualitative research. Customer satisfaction. Business niche. Organisational marketing plans.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Exam**COURSE TITLE: FUNCTIONAL STYLES IN ROMANIAN-****ECTS CREDITS:** 2**TYPE OF COURSE:** Compulsory**NUMBER OF HOURS:** 1 hour lecture/ week, 1 hour seminar/ week**COURSE OBJECTIVE(S):** The course aims to familiarise student with the main functional styles of the Romanian language, as well as with the correct

and adequate use of the forms of written communication in various types of texts.

**COURSE CONTENTS:** various stylistic registers depending on the communicative situation; functional styles (definition, characteristics, tutorials); belle-lettres style; scientific prose style; the style of official documents; publicistic style; general and particular characteristic of style; observing punctuation, orthographic, morpho-syntactic norms and adequate use of lexico-semantic units.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

<b>COURSE TITLE: INSTITUTIONAL COMMUNICATION AND CORRESPONDENCE</b>
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**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** to learn the correspondence drafting protocol

**COURSE CONTENTS:** Institutional correspondence. Letter, Memorandum. Internal note. Minute. Project drafting. Electronic institutional correspondence. Fax. Offer or letters and invitation to customers. Drafting guidelines. Using WORD templates to create an official document. Drafting letters, envelopes and labels.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary Exam

<b>COURSE TITLE: NEGOTIATION AND CONFLICT – MANAGEMENT OF ORGANISATIONAL CRISIS</b>
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**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Conflict implies the existence of a disagreement or of incompatibilities between the involved parties. This definition encompasses a large range of conflicts experienced by people within an organisation – incongruence of purposes, differences in fact interpretation, disagreements on behavior expectations, a.s.o. But conflict is not necessarily a negative experience. Conflict management by means of negotiation becomes extremely important in dealing with organisational crises and solving a conflict often represents a stimulus for positive change within the company or organization. The course aims to define conflict and to identify the main types of conflict, as well as to develop the MA students' ability to identify elements, stages and techniques involved in the management of conflict by means of negotiation and in managing image crises.

**COURSE CONTENTS:** Managing organisational image. Types of crises. Organisational crisis. Communication crisis. Definition of conflicts and of types of conflicts. Identification of conflict generators. Conflict emergence. Conflict development. Conflict solving. Managing conflict by negotiation. Behaviour of people in conflict and

solving strategies. Mediation. Arbitration. Results of conflict stimulation.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral Exam

<b>SUBJECT NAME: INTERNSHIP</b>
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**ECTS CREDITS:** 2

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** The internship period aims at the correct use by the students of their theoretical knowledge during the activities performed within the institutions/companies etc where they were assigned. It is a means of ensuring their future successful employment.

**COURSE CONTENTS:** A. *getting to know the institution/company etc where the internship activities take place:* Knowing the internal organization rules; knowing the general work rules for safety; knowing the type of management; being able to describe the information flows, knowing the procedures of elaborating the basic documents specific to each department. B. *the internship is assessed according to:* the frequency of attendance; the strategy of approaching the tasks and duties mentioned in the subject syllabus; the correctness in applying the method and processing the results, as they appear in the portfolio. C. *the final stage of internship:* the internship period will result in elaborating a portfolio which must include: 1. The description of the entity where the internship activities took place, specifying its name, type of organization, history, main competences, roles and activities, the relational system (3 – 5 pages); 2. A daily description of the practical activities performed under the tutor's supervision.

**TEACHING LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral Examination

<b>COURSE TITLE: LABOUR'S SOCIOLOGY AND PSYCHOLOGY</b>
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**ECTS CREDITS:** 3

**TYPE OF COURSE TITLE:** Compulsory

**COURSE OBJECTIVE(S):** To describe, analyse and build abilities related to managing personnel in relation to: labour analysis; professional recruitment and selection; the use of psychological tools in personnel selection and human resource management; professional training and development; career management; assessment of stress, fatigue and professional diseases; assessment of socio-professional environment; assessment of the impact of disturbing factors on labour efficiency or on accidents at work, etc.

**COURSE CONTENTS:** Introduction. History. Personnel management between research and practice. Job analysis and design. Domains of psychological evaluation in companies/ institutions. Professional selection; selection interview. Psychological evaluation in professional selection.

Designing standardised questionnaires for sociopsychological evaluation. Designing non-standardised tests for psychological evaluation. Analysis of the socio-professional environment. Professional training and development. Assessment of professional activity; assessment of employee efficiency; job assessment. Stress, professional diseases and accidents at work. Professional counselling. Career management, strategies and methods for organising work.

**LANGUAGE** – Romanian

**ASSESSMENT METHOD(S):** written Examination

## 2<sup>ND</sup> YEAR, 2<sup>ND</sup> SEMESTER

<b>COURSE TITLE: ORGANISATIONAL MANAGEMENT</b>
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**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** The course tries to offer the best solutions for this type of problems; the course book and the applications provided will make specific reference to the Romanian reality and to various success Examples.

**COURSE CONTENTS:** Introduction to the theory and management of organisations. Definition of the managerial act. Evolutions in the theory and management of organisations. Dynamics of social processes and the future of organisations. Strategic thinking. Strategic organisational management. Models of structural analysis. Managerial communication as strategic advantage. Methods and techniques used in organizational management. An analysis of the internal environment. An analysis of the external environment. Strategy design and implementation. Management strategies. Organisational culture.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

<b>COURSE TITLE: NEGOTIATION AND CONFLICT – MANAGEMENT OF ORGANISATIONAL CRISIS</b>
---

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Conflict implies the existence of a disagreement or of incompatibilities between the involved parties. This definition encompasses a large range of conflicts experienced by people within an organisation – incongruence of purposes, differences in fact interpretation, disagreements on behavior expectations, a.s.o. But conflict is not necessarily a negative experience. Conflict management by means of negotiation becomes extremely important in dealing with organisational crises and solving a conflict often represents a stimulus for positive change within the company or organization. The course aims to define conflict and to identify the main types of conflict, as well as to develop the MA students' ability to identify elements, stages and techniques

involved in the management of conflict by means of negotiation and in managing image crises.

**COURSE CONTENTS:** Managing organisational image. Types of crises. Organisational crisis. Communication crisis. Definition of conflicts and of types of conflicts. Identification of conflict generators. Conflict emergence. Conflict development. Conflict solving. Managing conflict by negotiation. Behaviour of people in conflict and solving strategies. Mediation. Arbitration. Results of conflict stimulation.

**LANGUAGE OF INSTRUCTION:** Romanian

<b>COURSE TITLE: MARKETING AND ORGANISATIONAL PUBLICITY</b>
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**ECTS CREDITS:** 4

**TYPE OF COURSE TITLE:** Compulsory

**COURSE OBJECTIVE(S):** To understand the role of marketing in achieving organisational success. In this course students will learn how companies/ organisations can use marketing and its tools to achieve a good market positioning at both national and international levels.

**COURSE CONTENTS:** Marketing and organisational publicity m- introductory notions. Organising marketing activities in an organisation. Building relations with the organisation's internal and external audience. Customers and services; customer targeting. Marketing quantitative and qualitative research. Customer satisfaction. Business niche. Organisational marketing plans.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

<b>COURSE TITLE: SPECIFIC TERMINOLOGY IN COMMUNICATION SCIENCES</b>
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**ECTS CREDITS:** 3

**TYPE OF COURSE TITLE:** Compulsory

**COURSE OBJECTIVE(S):** to help MA students understand and become familiar with the specific terminology of the field of communication sciences.

**COURSE CONTENTS:** Terminology as an ensemble of denominations belonging to a specialised language. Terminology as a science that studies the structure, the forming, development, use and management of terminologies in various domains. Terminography. ICS Terminotics (in information and communication sciences). Term. Concept. Terminology vs lexicology.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

<b>COURSE TITLE: MOTIVATING THE PERSONNEL BEHAVIOURAL CHANGES WITHIN THE ORGANISATION</b>
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**ECTS CREDITS:** 3

**TYPE OF COURSE TITLE:** Compulsory

**COURSE OBJECTIVE(S):** to familiarise students with the main elements that characterize motivation, satisfaction and involvement at work; to develop

MA students' abilities to identify the reasons for a particular motivational pattern and to identify types of reward (intrinsic or extrinsic) preferred by certain organizations or unions; to enable MA students to understand behavioural change within an organisation, as well as to identify causes and assess effects.

**COURSE CONTENTS:** Definition of motivation. Presentation of motivational theories, of their similarities and differences. Definition of job satisfaction and identification of factors that influence it. Definition of work involvement and presentation of factors influencing it. Motivation, satisfaction and work involvement: similarities and differences. Personnel motivation in Romanian companies. Forming attitudes. Behavioural change in organization and flexibility. Identification of causes of change. Evaluation of effects of behavioural change.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: RISK MANAGEMENT IN ORGANISATIONS**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** The course is a presentation of the most recent tendencies in risk management, namely intelligence applications and competitive strategies aimed to develop informational abilities and robust risk management systems within organisations. Moreover, it presents the methodological and actional framework for the identification, evaluation and dealing with strategic risks.

**COURSE CONTENTS:** Definition of organisational risk. Identification of stages of risk management. Description of methods of risk identification. The use of the expected value method in risk analysis. Presentation of the stimulation methods and of decision-making trees. Explanation of different types of reactions to risk. Understanding of concepts, practices, tools of competitive intelligence and timely warning, as well as of informational operations in the management of this risk class. Basic tools in strategic risk management (risk chart; interests map; vulnerabilities map; threats map; strategic risks bulletin; Exercise: identification of a strategic risk noticed in the activity of his/her own's organization and filling in of the risk chart). Case study.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral Exam

**COURSE TITLE: INTERNSHIP**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** The internship period aims at the correct use by the students of their theoretical knowledge during the activities

performed within the institutions/companies etc where they were assigned. It is a means of ensuring their future successful employment.

**COURSE CONTENTS:** A. *getting to know the institution/company etc where the internship activities take place:* Knowing the internal organization rules; knowing the general work rules for safety; knowing the type of management; being able to describe the information flows, knowing the procedures of elaborating the basic documents specific to each department.

B. *the internship is assessed according to:* the frequency of attendance; the strategy of approaching the tasks and duties mentioned in the subject syllabus; the correctness in applying the method and processing the results, as they appear in the portfolio.

C. *the final stage of internship:* the internship period will result in elaborating a portfolio which must include: 1. The description of the entity where the internship activities took place, specifying its name, type of organization, history, main competences, roles and activities, the relational system (3 – 5 pages);

2. A daily description of the practical activities performed under the tutor's supervision.

**TEACHING LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral Examination

**COURSE TITLE: LABOUR'S SOCIOLOGY AND PSYCHOLOGY**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** To describe, analyse and build abilities related to managing personnel in relation to: labour analysis; professional recruitment and selection; the use of psychological tools in personnel selection and human resource management; professional training and development; career management; assessment of stress, fatigue and professional diseases; assessment of socio-professional environment; assessment of the impact of disturbant factors on labour efficiency or on accidents at work, etc.

**COURSE CONTENTS:** Introduction. History. Personnel management between research and practice. Job analysis and design. Domains of psychological evaluation in companies/ institutions. Professional selection; selection interview. Psychological evaluation in professional selection. Designing standardised questionnaires for sociopsychological evaluation. Designing non-standardised tests for psychological evaluation. Analysis of the socio-professional environment. Professional training and development. Assessment of professional activity; assessment of employee efficiency; job assessment. Stress, professional diseases and accidents at work. Professional

counselling. Career management, strategies and methods for organising work.

**LANGUAGE** – Romanian

**ASSESSMENT METHOD(S):** Written Examination

**COURSE TITLE: RESEARCH PAPER INTERNSHIP**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Developing the capacities for documenting and synthesizing the relevant contributions in the field of the studied issue; Assimilation of optimal strategies for achieving a successful dissertation thesis; Developing the capacity to analyze the basic structures and the main stages in the elaboration of a dissertation work; Using self-assessment methods of learning, taking into account the specificities of educational management activities; Comparative analysis of the strategies, modalities and techniques of writing a dissertation paper; Using effective NTC tools in developing a dissertation paper; Compliance with professional deontology rules based on explicit value options; Working in teams to solve different learning tasks; Developing empathetic behavior and helping guidance.

**COURSE CONTENTS** The methodology of educational research - updating; Steps to elaborate a dissertation thesis (Choosing the Problem; Documenting; Elaborating the draft; Requirements for Writing the Dissertation); Structure of a dissertation thesis (Introduction, Theoretical-Methodological Fundamental Practice, Practical-Applied Part, Conclusions, BIBLIOGRAPHY, Appendices); The process of elaboration of the dissertation thesis. Terms, rules, style of writing; Criteria for the (self) evaluation of the content of the dissertation paper; Criteria for the (self) evaluation of the presentation of the dissertation paper; Applications (Presentation of the content of dissertation papers, Presentation of the research methodology and the results obtained, Simulations aimed at presenting dissertation papers).

**TEACHING LANGUAGE OF INSTRUCTION:**

Romanian

**ASSESSMENT METHOD(S):** Oral Examination

FIELD: EDUCATION SCIENCES  
PROGRAMME TITLE: EDUCATION MANAGEMENT  
MASTER'S DEGREE

1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER

<b>COURSE TITLE: CORPORATE CULTURE MANAGEMENT</b>
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**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Knowledge and understanding of different concepts in the field of organizational culture management, of the main theories and managerial models; The methodical use of concepts and theories specific to the subject Corporate Culture Management; Identifying practical managerial and educational situations, of application of managerial theories and programs appropriate to the types of organizational cultures; Compliance with professional deontology rules based on explicit value options; Working in teams to solve different learning tasks.

**COURSE CONTENTS:** Theoretical Foundations of Organizational Culture; Definition and evolution of the concept of culture; Organization culture; Theories on organizational culture and specific features of organizational culture (G. Hofstede, Ch. Handy); The evolution of the concept of organizational culture; The elements of organization culture; Factors of influence of organization culture; Types of organizational cultures and subcultures in education; Formation of organizational culture; Functions of organizational culture; Functions of organizational culture management; Management of organizational culture - managerial processes, management relationships, managerial functions of the organization; Managerial strategies and the management system of the organization; Principles of participatory management

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

<b>COURSE TITLE: FUNDAMENTALS OF EDUCATIONAL MANAGEMENT</b>
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**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Knowledge and understanding of different concepts in the field of educational management, of the main theories and managerial models; Developing the capacity to analyze educational management models and institutional development strategies; Developing capacities to carry out case studies on culture and organizational climate; Identifying practical managerial and educational situations, of application of the theories and methodologies specific to the development of the educational institution; Empowerment in the correct use of institutional documents by developing tools for

analyzing and evaluating managerial design products; Compliance with professional deontology rules based on explicit value options; Working in teams to solve different learning tasks.

**COURSE CONTENTS:** Educational management - introductory concepts (Conceptual delimitations: leadership / management, the science of management, scientific management / managerial art, interpretative models of educational management, concept of educational management, principles and functions of educational management, interdisciplinary foundation of educational management, institutional system of educational management); The specifics of the school as an organization (Theoretical perspectives on organizations; Types of organizational cultures; Elements that define school as an organization: structure, control, behavior, organizational change, Elements that define school as an organization, Specifics of basic activities, Categories of members of the school organization. The school manager - roles, attributions, desirable managerial skills. Teachers: roles, attributions, desirable teaching, educational and managerial skills); Culture of the school organization (Content of the school culture; Types of culture in the school organization: managerial culture, teacher's culture, pupils' culture); Climate of the school organization (Defining elements of the organizational climate; Types of school climate; Factors influencing the school climate; Managerial and educational styles); Strategies and tools for the development of the school institution (Curriculum Development; Human Resources Development; Material basis Development; Development of Community Relations);

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

<b>COURSE TITLE: COMMUNICATION MANAGEMENT IN EDUCATION INSTITUTIONS</b>
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**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Knowledge and understanding of different concepts in the field of *Communication Management in Education Institutions*; Explaining and interpreting the characteristics of communication in educational organizations; Identifying practical managerial and educational situations, of application of the theories and methodologies specific to *Communication Management in Education Institutions*; Using self-assessment methods of your own learning activity, taking into account the specifics of communication in educational organizations; Compliance with professional deontology rules based on explicit value options; Working in teams to solve different learning tasks.

**COURSE CONTENTS:** Management of organizational communication. Conceptual

delimitation; The main theories on organizational communication. Communication vs. Communication Report organization; Functions of organizational communication; Organizational communication factors: employee, colleague, chief, subordinate, decision-maker, leader, manager, communication channels, means of communication, communication barriers; Typology of organizational communication (internal, external, formal, informal, horizontal, vertical); Management of communication in educational organizations; Channels and organizational communication means; Organizational culture and team spirit; Communication structures and communication networks in educational organizations; Communication barriers and conflict in educational organizations; Analysis and evaluation of internal and external communication processes in educational organizations.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: CURRICULUM DESIGN, IMPLEMENTATION AND EVALUATION**

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Knowledge and understanding of different concepts in the field of curriculum, of the main theories and models of curricular analysis, of curricular reform guidelines, of curriculum types; Explaining and interpreting conceptual models of curriculum analysis; Developing the ability to analyze curricular design and management models; The methodical use of concepts and theories specific to the subject *Curriculum Design, Implementation and Evaluation*; Compliance with professional deontology rules based on explicit value options; Working in teams to solve different learning tasks.

**COURSE CONTENTS:** Conceptual approaches in the curriculum analysis (Historical milestones of curriculum concept development; Curriculum, educational curriculum; Paradigms and theories of the curriculum; Definitions of the curriculum; Models of conceptual analysis; Types of curriculum; National curriculum and curriculum at the decision of the school); Curriculum Design and Management Models (Taxonomy of Curriculum Design and Management Models; Curriculum Design Rational Models; Curriculum Design Processes; Curriculum Development Models; Curriculum Design Models centered on learning outcomes); School curriculum managerial activity (School curriculum design and management models; Curricular analysis; Curriculum design at school level; Curriculum implementation at school level; School curriculum evaluation).

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: ENGLISH LANGUAGE**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** The use of English-language vocabulary and English-language grammar in an appropriate way at intermediate-advanced level in different situations of communication and oral and written interaction; understanding and using vocabulary according to different semantic fields (lexical family); understanding and using vocabulary according to different semantic fields (lexical family); Knowledge of collocations and grammar structures used in English at intermediate-advanced level; Vocabulary practice in debates on specific topics; improving the language level by writing short texts (descriptive, narrative, argumentative paragraphs)

**COURSE CONTENTS:** Introduction. Methods of learning and practicing English; Modal and vocabulary verbs; Reading-multiple choice; Listening-multiple choice; Vocabulary: expressing motivation; Expressing future time; Expressing the past; Punctuation, gerund and infinitive; Speaking: expressing agreement and disagreement in a dialogue; Syntax of the phrase: subordination and verbal time; Reading: multiple matching; Use of English Cambridge Test.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** oral Examination

**COURSE TITLE: FRENCH LANGUAGE**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** The use of French-language vocabulary and French-language grammar in an appropriate way at intermediate-advanced level in different situations of communication and oral and written interaction; understanding and using vocabulary according to different semantic fields (lexical family); Vocabulary practice in debates on specific topics; improving the language level by writing short texts (descriptive, narrative, argumentative paragraphs)

**COURSE CONTENTS:** Thematic writing exercises; Debate and consensus; Specialty texts; Tense agreement; Specialized vocabulary exercises; Writing and communication exercises; Specialty texts - profession, vocation; transitivity and intransitivity.

**LANGUAGE OF INSTRUCTION:** French

**ASSESSMENT METHOD(S):** Oral Examination

**COURSE TITLE: MANAGEMENT INTERNSHIP**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Analysis of culture and organizational climate specific to practice institutions; Multidimensional analysis of activities observed in managerial practice; Identifying practical managerial and educational situations



that can be addressed through effective management strategies and research activities; Using methodological models for designing and conducting research to design and implement research projects in practice institutions; Compliance with professional deontology rules based on explicit value options; Working in teams to solve different learning tasks; Using specific methods to develop a personal and professional development plan.

**COURSE CONTENTS:** Activities of general knowledge of the school institution, studying culture and organizational climate (using specific research methods: scientific observation, participatory observations, questionnaires, focus groups); Observation activities of specific institutional management activities recorded in observation protocols; Activity observation of activities specific to the management of educational projects and programs, recorded in observation protocols; Activities for observing the way of preparing and conducting school inspections; Involvement in the design of institutional documents and their management (managerial organization, implementation coordination, monitoring and evaluation of managerial products); Involvement in development, management and evaluation activities in the field of educational projects and programs.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral Examination

1<sup>ST</sup> YEAR, 2<sup>ND</sup> SEMESTER

**COURSE TITLE: EDUCATION LAW AND POLICIES**

**ECTS CREDITS:** 7

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Knowledge and understanding of different concepts in the field of Education Law and Policies;

Developing the capacity to analyze the main developments, orientations and perspectives for analyzing educational policies; Explaining and interpreting the characteristics of educational policies and school legislation; Identifying practical managerial and educational situations, of application of the theories and methodologies specific to Education Law and Policies; Compliance with professional deontology rules based on explicit value options; Working in teams to solve different learning tasks.

**COURSE CONTENTS:** Conceptualization and practice in the development of educational policies; Basic principles in the development and functioning of educational policies; Distribution of competences in the education system; School Legislation (Information and Legislation, General Legislation, European Legislation in the Field of Education and Romanian Legislation, Legislation at the Macro-System of Education, Legislation at Level of

Education, Domain Legislation, Curriculum Legislation, Financial-Accounting Legislation, Legislative Legislation, Legislation Secretariat; Legislation for partnership; Legislation for training and professional development); Legislation for European educational projects.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: CONFLICT MANAGEMENT**

**ECTS CREDITS:** 7

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Knowledge and understanding of different concepts in the field of risk situations and educational crisis management; Explaining and interpreting the characteristics of the types of risk situations and educational crisis; Developing the capacity to analyze situations, models and cases of risk and educational crisis; Identifying practical managerial and educational situations, of application of the theories and methodologies specific to risk situations and educational crisis management; The use of crisis resolution and mitigation models involved in triggering an educational crisis; Using self-assessment methods of your own learning activity, taking into account the specifics of risk situations and educational crisis; Comparative analysis of variants and how to use strategies and modalities for addressing risk and educational crisis situations; Compliance with professional deontology rules based on explicit value options; Working in teams to solve different learning tasks.

**COURSE CONTENTS:** Rational and irrational in the educational and managerial activity; from rational to risk-based activity; sources of educational information and their relevance; Elaboration of decisions under conditions of limited rationality; decision, probability and risk in education theory; Risk factors and uncertainty in educational and managerial activity; Guidelines and perspectives in the management of educational crisis situations; the educational crisis at the level of the institution – approach directions; Types of educational crisis - causes, peculiarities, evolution directions; The dimensional structure of the management of educational crisis situations; dimensions of the educational crisis at the level of the school institution; Transformative Leadership and Crisis Solving at the level of Educational Institutions; Strategies, modalities and styles of intervention of the school manager in situations of educational crisis, at the level of the institution (Strategies of intervention of the school manager in the situations of educational crisis, Methods of intervention of the school manager in situations of educational crisis, Styles of intervention of the school manager in situations of educational crisis).

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: TEACHING STAFF EVALUATION BY THE INSTITUTION****ECTS CREDITS:** 6**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Knowledge and understanding of different concepts and theories in the field of institutional and teaching staff evaluation; Developing the capacity to analyze institutional and teachers' evaluation; Acquiring active strategies for achieving an operative and continuous feed-back; The methodical use of concepts and theories specific to the subject *Teaching Staff Evaluation by the Institution*; Identifying practical managerial and educational situations, of application of the theories and methodologies specific to institutional and teaching staff evaluation; Using self-assessment methods of learning; Comparative analysis of variants and how to use strategies and implementation modalities of educational projects; Compliance with professional deontology rules based on explicit value options; Working in teams to solve different learning tasks; Using specific methods to develop a personal and professional development plan. Developing empathetic behavior and helping guidance.

**COURSE CONTENTS:** The conceptual framework of institutional evaluation; contemporary approaches; organizational culture / school as an organization; School and education evaluated in public space; Strategic management of school institutions; Operational Management; Human resources: policies and practices; Learning outcomes: school and extra-school performance - analysis and decision referential; Methodological system for organization of research activity and methodical commissions; General framework for approaching evolution in the teaching career; Conceptual framework of teacher evaluation; contemporary approaches; Career professionalization from the perspective of lifelong learning; Evaluation of the continuous training of teachers in European and national space; European Standards in Continuing Teacher Education; Reference in Teacher Competency Assessment; School Inspection and Educational Management

**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Examination**COURSE TITLE: MANAGEMENT INTERNSHIP****ECTS CREDITS:** 5**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Analysis of culture and organizational climate specific to practice institutions; Multidimensional analysis of activities observed in managerial practice; Identifying practical managerial and educational situations that can be addressed through effective management strategies and research activities; Using methodological models for designing and

conducting research to design and implement research projects in practice institutions; Compliance with professional deontology rules based on explicit value options; Working in teams to solve different learning tasks; Using specific methods to develop a personal and professional development plan.

**COURSE CONTENTS:** Activities of general knowledge of the school institution, studying culture and organizational climate (using specific research methods: scientific observation, participatory observations, questionnaires, focus groups); Observation activities of specific institutional management activities recorded in observation protocols; Activity observation of activities specific to the management of educational projects and programs, recorded in observation protocols; Activities for observing the way of preparing and conducting school inspections; Involvement in the design of institutional documents and their management (managerial organization, implementation coordination, monitoring and evaluation of managerial products); Involvement in development, management and evaluation activities in the field of educational projects and programs.

**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Oral Examination**COURSE TITLE: ENGLISH LANGUAGE****ECTS CREDITS:** 5**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** The use of English-language vocabulary and English-language grammar in an appropriate way at intermediate-advanced level in different situations of communication and oral and written interaction ; understanding and using vocabulary according to different semantic fields (lexical family); Knowledge of collocations and grammar structures used in English at intermediate-advanced level ; Vocabulary practice in debates on specific topics; improving the language level by writing short texts (descriptive, narrative, argumentative paragraphs)

**COURSE CONTENTS:** Thematic writing exercises; Speaking: debate and consensus; Reading comprehension-specialized text; Tense agreement in the subordinate temporal sentences; If clauses; Specialized vocabulary exercises; Use of English Cambridge Test; Listening and speaking Exercises; Progress to Proficient Tests; The Subjunctive.

**LANGUAGE OF INSTRUCTION:** English**ASSESSMENT METHOD(S):** Oral Examination**COURSE TITLE: FRENCH LANGUAGE****ECTS CREDITS:** 5**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** The use of French-language vocabulary and French-language grammar in an appropriate way at intermediate-

advanced level in different situations of communication and oral and written interaction; understanding and using vocabulary according to different semantic fields (lexical family); Vocabulary practice in debates on specific topics; improving the language level by writing short texts (descriptive, narrative, argumentative paragraphs)

**COURSE CONTENTS:** Introduction. Methods of learning and practicing French; Auxiliary verbs; interrogation; Using the Article; Passive voice; Vocabulary: expressing motivation; Punctuation, gerund and infinitive; Expressing agreement and disagreement in a dialogue; Syntax of the phrase; Parts to the speech; Vocabulary thematic exercises; Expressing the past; "Si" conditional.

**LANGUAGE OF INSTRUCTION:** French

**ASSESSMENT METHOD(S):** Oral Examination

## 2<sup>ND</sup> YEAR, 1<sup>ST</sup> SEMESTER

<b>COURSE TITLE: EDUCATION QUALITY MANAGEMENT</b>
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**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Knowledge and understanding of different concepts in the field of Education Quality Management; Developing the capacity to analyze the main developments, orientations and perspectives of analysis of quality paradigm in education; Explaining and interpreting the characteristics of education quality; Reflective-critical analysis and formulation of personal value judgments, on addressing the issue of the quality of education in specialized literature, the evaluation process and the institutional self-evaluation; The methodical use of concepts and theories specific to the subject Education Quality Management; Identifying practical managerial and educational situations, of application of the theories and methodologies specific to Education Quality Management; Using self-assessment methods of learning, taking into account the specifics of your own professional activity; Compliance with professional deontology rules based on explicit value options; Working in teams to solve different learning tasks; Developing empathetic behavior and helping guidance.

**COURSE CONTENTS:** Conceptual approaches in the analysis of Education Quality Management; Methodology of ensuring the quality of education; Areas of quality assurance in education; Criteria for quality assurance in education; Managerial processes for quality assurance in education; External and internal quality assurance procedures in education; Institutional development from the perspective of quality.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

<b>COURSE TITLE: PROGRAMME EVALUATION</b>
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**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Knowledge and understanding of different concepts and theories in the field of evaluation of social and educational programs; Developing the capacity to analyze the models of evaluation of the educational programs; Acquiring active strategies for achieving an operative and continuous feed-back; The methodical use of concepts and theories specific to the subject; Identifying practical managerial and educational situations, of application of the theories and methodologies specific to evaluation of the educational programs; Appropriate application / development of tools for evaluating educational programs; Using self-assessment methods of learning; Comparative analysis of variants and how to use strategies and implementation modalities of educational projects; Compliance with professional deontology rules based on explicit value options; Working in teams to solve different learning tasks; Using specific methods to develop a personal and professional development plan; Developing empathetic behavior and helping guidance.

**COURSE CONTENTS:** Introduction to the analysis of social and educational programs (Characteristics of social and educational programs; Evaluation of public policies in social and educational services; Assessment of social programs: history, tasks, terminological delimitations); Fundamentals of Program Evaluation (Michael S. Scriven's Review Theory, Reconstructions; Campbell's Theory of Evaluation, Reconstructions; Evaluation of Programs in Carol H. Weiss's conception, Linking evaluation to political research, Joseph S. Wholey's Evaluation Theory; Evaluation for Program Enhancement; Program evaluation in Robert Stake's Theory of Selective Evaluation and Qualitative Methods; Lee J. Cronbach's Theory of Programs ASSESSMENT METHOD(S): Comprehensive, Personalized, Based on a Theory Evaluations (Peter H. Rossi) Strategies and Methodologies for Evaluating Educational Programs and trends in program evaluation methodology; Program evaluation strategies; Formative evaluation of educational programs; Characteristic features Methodologies for evaluating social and educational programs; Evaluation of program planning; Evaluation of implementation and monitoring of programs; Evaluation of results. Impact Assessment, Meta-Valuation; Methodologies specific to the evaluation of types of educational programs)

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

<b>COURSE TITLE: METHODOLOGY OF EDUCATIONAL RESEARCH</b>
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**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Knowledge and understanding of different concepts in the field of educational research, the main models and methodologies for the development of pedagogical research; curricular analysis, curricular reform guidelines analysis, analysis of curriculum types; Knowledge of the main trends in the field of research in education, design, implementation and evaluation of pedagogical research; Acquiring active strategies for achieving an operative and continuous feed-back; The methodical use of concepts and theories specific to the subject Methodology of Educational Research; Identification of practical educational situations that can be solved through pedagogical research activities; Use of methodological models for designing and carrying out of educational research, for the elaboration and implementation of research projects; Using self-assessment methods of learning; Compliance with professional deontology rules based on explicit value options; Working in teams to solve different learning tasks; Using specific methods to develop a personal and professional development plan; Developing empathetic behavior and helping guidance.

**COURSE CONTENTS:** The status and role of pedagogical research (The essence and importance of educational research; Conceptual delimitations: scientific research, educational research, research and innovation; Educational research functions; Types of educational research); The process of pedagogical research. The research project (The procedural character of educational research - Phases and stages of research; Structure of an educational research project; Research project management); Methodology of pedagogical research (Quantitative paradigm vs qualitative paradigm in social and educational research; Subjects sampling methodologies; The system of methods of collecting research data; The system of methods of research data measurement; The system of methods of organization, presentation, processing and interpretation of research results); Capitalization of research results (Forms of exploitation of research results; Criteria for evaluation of research papers; Methodology of defending research papers; Deontology of the research activity); Research and innovation in the educational process (Pedagogical research and educational innovation - two complementary activities; innovations and changes in education).

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

<p><b>COURSE TITLE:</b> HUMAN RESOURCES COUNSELLING AND MANAGEMENT</p>
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**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Knowledge and understanding of different concepts in the field of

Human Resources Counselling and Management; Developing the ability to analyze the main developments, orientations and analysis perspectives of Human Resources Counselling and Management; Correct and balanced understanding of the impact of the human resources management on the didactic activity; The methodical use of concepts and theories specific to the subject Human Resources Counselling and Management; Identifying practical managerial and educational situations, of application of the theories and methodologies specific to Human Resources Counselling and Management; Using self-assessment methods of learning, taking into account the specifics of your own professional activity; Compliance with professional deontology rules based on explicit value options; Working in teams to solve different learning tasks; Developing empathetic behavior and helping guidance.

**COURSE CONTENTS:** Human resources management. General considerations; Applying managerial functions to the specific field of human resources in education; Evaluation in human resources management; Human resources management in the educational system; General activities of human resources management in educational organizations; Quality in education; Development of human resources in education; Use of human resources in education; Establishing strategies and policies for attracting human resources that the educational organization needs; Estimation of the necessary skills; Motivating human resources in the educational system; Protection of human resources in education; Investments in human resource development in pre-university and university education; Leadership and human resources management in education

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

<p><b>COURSE TITLE:</b> FINANCIAL MANAGEMENT</p>
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**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Familiarization of the MA students with the field of educational financial management, with the fundamental concepts, with the main explanatory theories of the field and the legislation. Knowledge of the particularities of the financing of the pre-university education institutions. Study of the fundamentals and objectives of financial management to improve the performance of school units. Knowledge and understanding of the different basic concepts, the main theories and guidelines in financial management.

**COURSE CONTENTS:** Brief history of the financing of pre-university education in Romania. Financing pre-university education at present times. Basic Funding (FB). Complementary funding (FC). Additional funding (FS). Categories of institutions involved in financial decision making. Credit

Authorizing Officers. The budget of the pre-university education units

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** oral Examination

**COURSE TITLE: MANAGERIAL PSYCHOLOGY**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** Knowledge and understanding of different concepts in the field of Managerial Psychology; Developing the ability to analyze the main developments, orientations and perspectives in managerial psychology; Critical analysis and formulation of own value judgments on the approach of the managerial psychology issue in specialized literature; The methodical use of concepts and theories specific to the subject Managerial Psychology; Identifying practical managerial and educational procedures, of application of theories and methodologies specific to Managerial Psychology; Using self-assessment methods of learning, taking into account the specifics of your own professional activity; Compliance with professional deontology rules based on explicit value options; Working in teams to solve different learning tasks; Developing empathetic behavior and helping guidance.

**COURSE CONTENTS:** Introduction to managerial psychology; The profession of manager; The personality of the teacher-manager; Individual-typological peculiarities of the managers; Processes of thinking in managerial activity; Manager creativity; Behavior of the manager and personal behavior management;

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** oral Examination

**COURSE TITLE: IT AND EDUCATIONAL MANAGEMENT**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** Knowledge and understanding of different concepts in the field of IT and Educational Management; Developing the capacity to analyze the main developments, orientations and perspectives in the field of computer-assisted training and educational computerization; Explaining and interpreting the characteristics of an effective education informatisation; Critical analysis and formulation of own value judgments on the approach of informatization issues in educational management in specialized literature; The methodical use of concepts and theories specific to the subject IT and Educational Management; Identifying practical managerial and educational situations, of application of the theories and methodologies specific to IT and Educational Management; Using self-assessment methods of learning, taking into account the specifics of your own professional

activity; Compliance with professional deontology rules based on explicit value options; Working in teams to solve different learning tasks; Developing empathetic behavior and helping guidance.

**COURSE CONTENTS:** The process of designing computer science in educational management (Definitions and paradigms of computerization; Conceptual and methodological approaches of computerization in educational management; Brief history of educational informatization strategies at international, European and national level; Particularities of informatization strategies in educational management; Stages of the informatization process in educational management; Control, evaluation and monitoring of informatization in educational management; Delivery technologies; The role of virtual learning communities in informatization specific to educational management; The role of computer-assisted training in informatization strategies specific to educational management; Learning Management Systems (SML) at an institutional level;

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** oral Examination

**COURSE TITLE: MANAGEMENT INTERNSHIP**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Analysis of the organizational culture specific to managerial practice institutions; Multidimensional analysis of the activities observed in managerial practice; Identifying and implementing managerial and educational strategies / programs that facilitate the achievement of institutional goals; Identifying and implementing management solutions specific to human resources management; Compliance with professional deontology rules based on explicit value options; Working in teams to solve different learning tasks; Using specific methods to develop a personal and professional development plan.

**COURSE CONTENTS:** Case studies on culture and organizational climate, specific to management practice institutions; Observation activities of specific institutional management activities recorded in observation protocols; Observation of activities specific to the management of educational projects and programs, recorded in observation protocols; Developing projects, programs, managerial strategies for optimizing the implementation of the institutional development project; Involvement in the design of institutional documents and their management (managerial organization, implementation coordination, monitoring and evaluation of managerial products); Involvement in development, management and evaluation activities in the field of educational projects and programs.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** oral Examination

## 2<sup>ND</sup> YEAR, 2<sup>ND</sup> SEMESTER

<b>COURSE TITLE: TEACHING CAREER MANAGEMENT</b>
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**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Knowledge and understanding of different concepts in the field of Teaching Career Management; Correct and balanced understanding of the professional status of teachers compared to the professional status of other categories of intellectuals; Identifying and analyzing competences specific to the teaching profession; The methodical use of concepts and theories specific to the subject Teaching Career Management; Identifying practical managerial and educational situations, of application of the theories and methodologies specific to Teaching Career Management; Using self-assessment methods of learning, taking into account the specifics of your own professional activity; Comparative analysis of the professional status of different categories of teachers; Compliance with professional deontology rules based on explicit value options; Working in teams to solve different learning tasks; Developing empathetic behavior and helping guidance.

**COURSE CONTENTS:** The dynamics of the teaching staff status in Europe and Romania. European mental imagery in the field of teacher training; Formation of the professional identity of the teaching staff as the foundation of career management. Profiles of teachers' roles and roles; Institutional development - a component of strategic human resources planning; Individual development in the context of educational institutions development; Identifying the needs of institutional development and conceiving the development system of educational institutions; Methods of institutional preparation; Evaluation of professional training and responsibilities of the teaching staff; Teaching career and institutional development. Career plan; Guiding and disorienting factors in teaching career development; Teacher Career Development Systems and Planning Patterns; Personal and social skills in individual development; Assessing teaching and training in the field of education.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

<b>COURSE TITLE: EDUCATIONAL MARKETING</b>
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**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Knowledge and understanding of different concepts in the field of Educational Marketing; Developing the ability to analyze the main developments, orientations and analysis perspectives in Educational Marketing; Analysis and interpretation of emerging and significant trends on the educational market; The

methodical use of concepts and theories specific to the subject Educational Marketing; Identifying practical managerial and educational situations, of application of the theories and methodologies specific to Educational Marketing; Using self-assessment methods of learning, taking into account the specifics of your own professional activity ; Compliance with professional deontology rules based on explicit value options; Working in teams to solve different learning tasks; Developing empathetic behavior and helping guidance.

**COURSE CONTENTS:** Educational marketing and organizational advertising - introductory notions; Evolution of the theory and practice of educational marketing; The role of marketing within an educational organization; The organization of marketing activity; Using advertising and advertising campaigns to influence the target audience; Fundamental concepts in educational marketing and organizational advertising; The SWOT analysis; Target audience segmentation; Customer / consumer psychology and socio-style analysis; Quantitative marketing research; Designing educational marketing activity and marketing mix; Developing the offer. The product and services in the perspective of educational marketing; Organizational advertising. Promoting educational organization and supply. Marketing of services and marketing mix within service providers

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** oral Examination

<b>COURSE TITLE: EDUCATIONAL PROJECT DESIGN AND MANAGEMENT</b>
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**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Knowledge and understanding of different concepts in the field of Educational Project Design and Management, of the main design theories and models and the project cycle management; Explaining and interpreting the characteristics of types of educational projects; Developing analytical capabilities of design and management models in the field of educational projects; Acquiring active strategies for achieving an operative and continuous feed-back; The methodical use of concepts and theories specific to the subject Educational Project Design and Management; Identifying practical managerial and educational situations, of application of the theories and methodologies specific to project design and management; Using design models to develop educational and curricular management projects in managerial activity; Using self-assessment methods of learning; Comparative analysis of variants and how to use strategies and implementation modalities of educational projects; Compliance with professional deontology rules based on explicit value options; Working in teams to solve different

learning tasks; Using specific methods to develop a personal and professional development plan; Developing empathetic behavior and helping guidance.

**COURSE CONTENTS:** Conceptual approaches in management through educational projects (The managerial process in the field of educational projects; Types of projects and curriculums; Educational project management - conceptual analysis; Project manager specific roles and competences; Managerial milestones in the field of educational projects; General principles of management through educational projects; Project cycle management; Phase of analysis; Drafting of projects; Implementation of projects; Project monitoring; Project evaluation; Project Audit); Managerial operational strategies and tools specific to the types of educational deployments (Elaboration and management of the institutional development project; Elaboration and management of the school curriculum; Elaboration and management of educational research projects; Elaboration and management of European educational projects.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

<b>COURSE TITLE: EXTERNALLY-FUNDED EDUCATIONAL PROJECT AUDITING</b>
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**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Knowledge and understanding of different concepts in the field of Externally-Funded Educational Project Auditing; Developing the capacity to analyze the main developments, orientations and auditing perspectives of the external financing educational projects; Explaining and interpreting the characteristics and procedures of the audit of external financing educational projects; Critical analysis and formulation of own value judgments on the approach of Externally-Funded Educational Project Auditing in specialized literature; The methodical use of concepts and theories specific to the subject Externally-Funded Educational Project Auditing; Identifying practical managerial and educational procedures, applying theories and methodologies specific to Externally-Funded Educational Project Auditing; Using self-assessment methods of learning, taking into account the specifics of your own professional activity; Compliance with professional deontology rules based on explicit value options; Working in teams to solve different learning tasks; Developing empathetic behavior and helping guidance.

**COURSE CONTENTS:** Fundamentals of Externally-Funded Educational Project Auditing (Management of results-based educational projects; Conceptual and methodological approaches to the audit of

projects with external financing in the field of education;

Brief history of the audit of Romanian educational projects with European funding; Particularities of the audit of projects with external financing in the field of education in relation to other types of audit); Stages of the audit process of projects with external financing in the field of education; Control, evaluation and monitoring of pre-financing and reimbursement requests submitted by beneficiaries - ways and techniques; Monitoring activities of the managing authority and / or of the intermediary bodies; Internal audit by the implementing bodies - standards and strategies; External Audit - Institutions, Systems, Policies, Strategies; Control made by the European Institutions; Models and strategies for operationalization of the audit and evaluation of projects with external financing through the use of new information and communication technologies (NTIC).

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

<b>COURSE TITLE: MANAGEMENT ETHICS</b>
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**ECTS CREDITS:** 3

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** Knowledge and understanding of different concepts in the field of Management Ethics; Description of the different types, methods and training techniques specific to the field; Knowledge of the main theories and paradigms of managerial ethics and deontology; The methodical use of concepts and theories specific to the subject Management Ethics; Identifying practical educational situations, of application of the theories and specific training methodologies; Using self-assessment methods of learning, taking into account the specifics of your own professional activity; Compliance with professional deontology rules based on explicit value options; Working in teams to solve different learning tasks; Developing empathetic behavior and helping guidance.

**COURSE CONTENTS:** Introduction to managerial ethics and deontology; The categories of ethics, moral progress, moral virtue, moral duty; The deontology and ethics of Authority; Fundamentals of managerial ethics and deontology; Deontology and educational management. The deontological code of the manager; Deontology and pedagogy. The deontological code of the teaching staff; Ethical requirements in deontological education; perspectives in postmodern ethics and deontology.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** oral Examination

<b>COURSE TITLE: COUNSELLING, MENTORING AND COUCHING</b>
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**ECTS CREDITS:** 3

**TYPE OF COURSE:** Optional



**COURSE OBJECTIVE(S):** Knowledge and understanding of different concepts in the field of Counselling, Mentoring and Coaching; Description of the different types, methods and training techniques specific to the field; Knowledge of the main theories and paradigms of counseling, mentoring and coaching; The methodical use of concepts and theories specific to the subject Counselling, Mentoring and Coaching; Identifying practical educational situations, of application of the theories and specific training methodologies; Using self-assessment methods of learning, taking into account the specifics of your own professional activity; Working in teams to solve different learning tasks; Developing empathetic behavior and helping guidance.

**COURSE CONTENTS:** Teacher training and education quality (Competencies that a teacher has to have, Legal basis of using standards and performance criteria to enhance the quality of education, Valuation areas and performance criteria for the teaching profession, The statute of the mentor teacher in Romania) Analysis concepts: mentor-status, mentoring-process; Professional benefits, functions and errors in mentoring; Mentoring in ontogenesis; Mentorship and gender; Types of mentoring.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral Examination

Criteria for the (self) evaluation of the content of the dissertation paper; Criteria for the (self) evaluation of the presentation of the dissertation paper; Applications (Presentation of the content of dissertation papers, Presentation of the research methodology and the results obtained, Simulations aimed at presenting dissertation papers).

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** oral Examination

<b>COURSE TITLE: RESEARCH PAPER INTERNSHIP</b>
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**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Developing the capacities for documenting and synthesizing the relevant contributions in the field of the studied issue; Assimilation of optimal strategies for achieving a successful dissertation thesis; Developing the capacity to analyze the basic structures and the main stages in the elaboration of a dissertation work; Using self-assessment methods of learning, taking into account the specificities of educational management activities; Comparative analysis of the strategies, modalities and techniques of writing a dissertation paper; Using effective NTC tools in developing a dissertation paper; Compliance with professional deontology rules based on explicit value options; Working in teams to solve different learning tasks; Developing empathetic behavior and helping guidance.

**COURSE CONTENTS:** The methodology of educational research - updating; Steps to elaborate a dissertation thesis (Choosing the Problem; Documenting; Elaborating the draft; Requirements for Writing the Dissertation); Structure of a dissertation thesis (Introduction, Theoretical-Methodological Fundamental Practice, Practical-Applied Part, Conclusions, BIBLIOGRAPHY, Appendices); The process of elaboration of the dissertation thesis. Terms, rules, style of writing;

FIELD: EDUCATION SCIENCES  
PROGRAMME TITLE: COACHING AND CAREER  
DEVELOPMENT (CENTRE OF DROBETA-TURNU  
SEVERIN)  
MASTER'S DEGREE

1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER

**COURSE TITLE: GENERAL THEORY OF  
EDUCATIONAL COUNSELLING**

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Knowledge and understanding of different concepts in the field of educational counseling, of the main counseling and guidance theories and models; Explaining and interpreting the characteristics of the types of educational counseling; Developing analysis abilities of the models of the techniques in the field of educational counseling; Acquiring some active strategies for achieving an operative and continuous feed-back; The orderly use of the concepts and theories specific to the study subject of Educational counseling; Identifying concrete educational situations, applying theories and methodologies specific to counseling and guidance; Use of counseling models to develop tools with applications in educational institutions; Use of self-evaluation methods of their own career development; Comparative analysis of options and the way to use strategies and means to implement educational counseling techniques; Compliance with professional deontology norms based on explicit value options; Working teams cooperation to solve different learning tasks; Use of specific methods to develop a personal and professional development plan; Developing an empathetic behaviour and helping guidance.

**COURSE CONTENTS:** Conceptual approaches in educational counseling (Main types of approach to counseling and education; Specifics and content of educational counseling; Counseling relationship); Practical references in the field of educational counseling (The spiral of evolutionary change of the person; Educational counseling in crisis, corrective, preventive and development situations; Advice and suggestions for counselors); Managerial operational strategies and tools specific to counseling types (Group educational counseling, Educational counseling regarding effective learning, Career management, Ethical and deontological aspects of educational counseling, Professional training and development of educational counselors).

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: CAREER DEVELOPMENT**

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Knowledge and understanding of the various concepts in the field of career development, main theories and career counseling models; Explanation and interpretation of the tools used in career development; Development of the analysis ability of models of career development techniques; Acquiring of active strategies for achieving an operative and continuous feed-back; Regular use of concepts and theories specific to the subject Career development; Identification of practical educational situations, of applying theories and methodologies specific to career counseling and guidance; Use of career development models in practical situations; Identification of situations that require career development; Compliance with professional deontology rules based on explicit value options; Working teams cooperation to solve different learning tasks; Use of self-evaluation methods to elaborate a personal and professional development plan; Development of empathetic behaviour and helping guidance.

**COURSE CONTENTS:** Conceptual approaches in Career Development (Career concept, Behaviour and attitudinal types theories used in Career development: Holland and Schein, Career stages, Career strategies and efficiency)

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: GENERAL THEORY OF  
EDUCATIONAL COUNSELLING**

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Knowledge and understanding of different concepts in the field of *Communication Methods and Techniques in Educational Counselling*; Description of the different types, methods and communication techniques specific to the field; Knowledge of the main theories and paradigms of interpersonal communication in the educational environment; The orderly use of concepts and theories specific to the study subject Communication methods and techniques in educational counseling; Identification of concrete educational situations, applying theories and methodologies specific to educational communication and counseling; Use of self-evaluation methods of one's own learning activity, taking into account the specifics of their own professional activity; Compliance with professional deontology norms based on explicit value options; Working teams cooperation to solve different learning tasks; Development of empathetic behaviour and helping guidance.

**COURSE CONTENTS:** The concept of communication (definitions, characterization, languages and semiotic contexts); The structure of communication – the complex relationship between the transmitter, message and receiver;

Communication theories and impact in the field of educational counseling; Linguistic structuralism, systemic interpretation, mathematical perspective in relation to the sociological and psychological one on communication – educational implications; Interpersonal communication and education – interdisciplinary implications; Non-verbal communication – its importance in training the counselors; The role of verbal communication in educational counseling and career development; Principles and strategies of assertive communication in the educational environment; Indirect and remote educational communication – the role of virtual environments in training the skills of educational counselors; Modernizing interrogative and heuristic methods in educational communication; Postmodern strategies, methods and techniques for stimulating creativity in the context of interpersonal communication; Strategies, methods and techniques based on algorithms; Strategies, methods and techniques for negotiating and mediating conflicts. Methods of team learning.  
**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Oral evaluation

**COURSE TITLE: METHODS AND TECHNIQUES OF LEARNERS' PROFILE AWARENESS**

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Knowledge and understanding of different concepts in the field of *Methods and techniques of learners' profile awareness*; Description of the different types, methods and techniques of getting acquainted to learners' personalities; Knowledge of the main theories and paradigms of personality awareness methodologies; The orderly use of concepts and theories specific to the study subject *Methods and techniques of learners' profile awareness*; Identification of concrete educational situations, applying methods and techniques specific learners' profile awareness; Use of self-evaluation methods of one's own learning activity, taking into account the specifics of their own professional activity; taking into account the specifics of their own professional activity; Compliance with professional deontology norms based on explicit value options; Working teams cooperation to solve different learning tasks; Development of empathetic behaviour and helping guidance.

**COURSE CONTENTS:** Possibility of scientific knowledge of personality. Its role in instructive-educational activities; Knowing personality from the perspective of quantification, measurement and operationalization of psychosocial and socio-educational processes; The concept of awareness of the personality in relation to pedagogical research. Components, operations and stages of personality awareness; Epistemological levels and requirements of personality knowledge – conceptual models,

principles and strategies; Criteria and principles of classification of methods and techniques of personality awareness; Observation of pupils' behaviour – basic method of pupils' personality awareness; Psychological tests: intelligence and personality. Knowledge tests as ways to experiment in the pupils' personality awareness; The use of questionnaires, attitudinal ladders and Osgood semantic differentiator in personality awareness; Meeting techniques: talk and interview; Sociometric methods and techniques as ways of knowing the psychosocial dynamics specific to the school groups; Methods and techniques to stimulate creativity in the context of the learners' personality awareness.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: COUNSELLING OBSERVATION INTERNSHIP**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Analysis of culture and organizational climate specific to practice institutions; Multidimensional analysis of activities observed in counseling practice; Acquiring active strategies for achieving an operative and continuous feed-back; Identification of concrete educational situations that can be addressed through effective strategies and research activities; Use of methodological models for designing and conducting research to design and implement research projects in practice institutions; Use of self-evaluation methods of one's own learning activity; Compliance with professional deontology rules based on explicit value options; Working in teams to solve different learning tasks; Use of specific methods to develop a personal and professional development plan; Developing empathetic behavior and helping guidance. Compliance with professional deontology norms based on explicit value options; Working teams cooperation to solve different learning tasks; Use of some specific methods for elaborating a personal and professional development plan; Development of empathetic behaviour and helping guidance.

**COURSE CONTENTS:** Activities of general knowledge of the school institution, studying culture and organizational climate (by using specific research methods: scientific observation, participatory observations, questionnaires, focus groups); Observation activities for educational counseling activities recorded in observation protocols; Observation activities of educational counselling activities specific to the assessment of the school and professional path, recorded in observation protocols; Document observation activities relating to counseling and career development; Involvement in designing educational counseling activities by studying documents from

educational institutions where application practice takes place; Development of projects – exercise in the field of educational counseling, practice of specific tools (interest questionnaires and aptitude tests)

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral Examination

**COURSE TITLE: ENGLISH LANGUAGE**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** The students will understand and use the vocabulary according to the different semantic fields (word family); The students will be familiar with collocations and grammar structures used in English at intermediate-advanced level; The students will understand and use English correctly in order to train communication skills and oral interaction and writing; The students will practice the English vocabulary and grammar through exercises of reading and listening; The students will practice their vocabulary in debates on specific topics; The students will improve their language level by writing short texts (descriptive, narrative, argumentative paragraphs); The students will be able to use English in communication situations

**COURSE CONTENTS:** Introduction. Methods of learning and practicing English; Modal verbs and vocabulary; Reading – multiple choice; Listening – multiple choice; Expression of the future; Vocabulary: expression of motivation; Punctuation, gerund and infinitive; Speaking: expressing agreement and disagreement in a dialogue; Complex sentence syntax: subordination and verbal tenses; Reading: multiple matching; Thematic vocabulary exercises; Expression of the past; Use of English Cambridge Test

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Oral Examination

**COURSE TITLE: FRENCH LANGUAGE**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** The students will understand and use the vocabulary according to the different semantic fields (word family); The students will be familiar with collocations and grammar structures used in French at intermediate-advanced level; The students will understand and use French correctly in order to train communication skills and oral interaction and writing; The students will practice the French vocabulary and grammar through exercises of reading and listening; The students will practice their vocabulary in debates on specific topics; The students will improve their language level by writing short texts (descriptive, narrative, argumentative paragraphs); The students will be able to use French in communication situations

**COURSE CONTENTS:** Introduction. Methods of learning and practicing French; Auxiliary verbs; Interrogation; Use of article; Passive voice; Vocabulary: expressing motivation; Punctuation, gerund și infinitive; Expressing agreement and disagreement in a dialogue; Complex sentence syntax; Speech parts; Thematic vocabulary exercises; Expression of the past; „Si” conditional

**LANGUAGE OF INSTRUCTION:** French

**ASSESSMENT METHOD(S):** Oral Examination

**1<sup>ST</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: METHODOLOGY OF EDUCATIONAL RESEARCH**

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Knowledge and understanding of different concepts in the field of educational research, of the main models and methodologies for conducting pedagogical research; curricular analysis, curricular reform guidelines, curriculum types; Knowledge of the main trends in research in education, design, implementation and evaluation of pedagogical research; Acquiring active strategies for achieving an operative and continuous feed-back; The orderly use of the concepts and theories specific to the methodology of educational research; Identification of concrete educational situations that can be solved through pedagogical research activities; Use of methodological models for the design and development of pedagogical research, for the elaboration and implementation of research projects; Use of self-evaluation methods of one’s own learning activity; Compliance with professional deontology rules (teacher’s deontological code of ethics) based on explicit value options; Team work cooperation to solve different learning tasks; Use of specific methods to develop a personal and professional development plan.

**COURSE CONTENTS:** The status and role of pedagogical research (The essence and importance of pedagogical research, Conceptual delimitation: scientific research, pedagogical research, research and innovation, Functions of pedagogical research, Types of pedagogical research); The process of pedagogical research. The research project (The procedural character of pedagogical research. Phases and stages of the research; The structure of a pedagogical research project, The management of the pedagogical research project; Methodology of pedagogical research (Quantitative paradigm vs qualitative paradigm in social and educational research; Subjects sampling methodologies; System of methods of collecting research data; System of methods of measurement of research data; System of methods of organization, presentation, processing and interpretation of research results); Valorisation of the results of the research (Forms of

exploitation of the research results; Evaluation criteria of the researches works; Methodology of the support of the research works; Deontology of the educational research activity); Research and innovation in the educational process (Pedagogical research and innovation in education – two complementary activities; Types of innovation and changes in education).

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: EDUCATION PROGRAMME DESIGN AND EVALUATION**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Knowledge and understanding of different concepts and theories in the field of social and educational programmes evaluation; Formation of the ability to analyse the evaluation of the educational programmes; Acquiring some active strategies for achieving an operative and continuous feed-back; The orderly use of the concepts and theories specific to the study subject Education programme design and evaluation; Identification of concrete educational and management situations, of applying the theories and methodologies specific to the evaluation of the educational programmes. The proper practice/development of instruments of evaluation of educational programmes; Use of self-evaluation methods of one's own learning activity; Comparative analysis of the variants and the way of using the strategies and ways of implementing of educational projects; Compliance with professional deontology norms based on explicit value options.

**COURSE CONTENTS:** Introduction to the analysis of social and educational programmes (Characteristics of social and educational programmes; The evaluation of public policies in social and educational services; The evaluation of social programmes: history, tasks, terminological delimitations); Fundamentals of programme evaluation (Michael S. Scriven's Theory of evaluation, Reconstructions, Campbell's Evaluation theory, Reconstructions, Evaluation of the programmes in the conception of Carol H. Weiss, Linking evaluation to policy research; The theory of Joseph S. Wholey's assessment. The evaluation for programme improvement; The evaluation of programmes in Robert Stake's theory. Selective evaluation and qualitative methods; Lee J. Cronbach's Theory of evaluation of programmes: Comprehensive, personalized, theory-based evaluations (Peter H. Rossi); Strategies and methodologies of evaluation of educational programmes (Guidelines and tendencies in the programme evaluation methodology; Evaluation strategies of the programmes – Formative evaluation of educational programmes – Characteristic features; Methodologies of

evaluation of social and educational programmes – the evaluation of programme planning; The evaluation of programme implementation and monitoring, The evaluation of programme results, impact assessment, Metaevaluation; Methodologies specific to the evaluation of types of educational programmes)

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: VOCATIONAL COUNSELLING AND CAREER MANAGEMENT**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Knowledge and understanding of different concepts in the field of vocational counseling and career management, of the main management theories and models within vocational counselling; Explaining and interpreting the characteristics of the types of vocational management; Developing analysis abilities of the practical means of vocational counselling and career management; Acquiring some active strategies for achieving an operative and continuous feed-back; The orderly use of the concepts and theories specific to the study subject of *Vocational counselling and career management*; Identifying concrete management and educational situations, of applying theories and methodologies specific to vocational counseling and career management; Use of career management models to develop educational projects with applications in educational institution and management in curricular field, in the activity of vocational counselling; Use of self-evaluation methods of their own learning development; Comparative analysis of options and the way to use strategies and means to implement educational strategies in career management; Compliance with professional deontology norms based on explicit value options; Working teams cooperation to solve different learning tasks.

**COURSE CONTENTS:** Conceptual approaches in vocational counseling and career management (Vocational counseling and guidance, work, occupation, profession, career, vocation; Vocation psychology and pedagogy; Professional career concept, Definition of professional career and career management notions; Career management career goals, Career stages; Career development and efficiency, Psychology and career management, Career guidance and career counseling, career education); The content and specificity of vocational counseling (Theoretical basis of vocational counseling; Psychological and non-psychological theories regarding the choice of profession; Relationship between personality type and career choice; Career decision making theories; Professional personality theory (J.Hollan); The factors involved in the process of educational



counseling and the stages of the process (Factors and phases of the vocational counseling process – school, family, service, specialty, etc.), Student personality awareness, School and professional information, Counseling itself: ways, means, procedures, efficiency, evaluation; Specific methods and techniques of vocational counseling; Transactional analysis as a tool of counseling; Methods of learning positive attitudes and behaviors; Strategies of changing thinking, attitudes and negative feelings; Identification of undesirable behaviours; Methods and techniques specific to group counseling; Management of the profession of vocational counsellor; Ethical and deontological principles; Attitudes and abilities of the vocational counselor

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: THEORIES AND MODELS OF COUNSELLING SKILLS**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Knowledge and understanding of different concepts in the field of counselling activity, of the main design theories and models; Explaining and interpreting the characteristics of types of educational counseling and career development; Development of the ability to analyze design and management models in the field of counseling projects; Orderly use of concepts and theories specific to the subject of Counseling Skills; Identification of situations of knowledge of concrete counseling and education abilities, applying specific theories and methodologies; Use of self-evaluation methods of one's own learning activity; Compliance with professional deontology norms based on explicit value options. Working teams cooperation to solve different learning tasks; Use of some specific methods for designing a personal and professional development plan; Development of empathetic behaviour and helping guidance.

**COURSE CONTENTS:** The concept of counseling skills – perspectives of approach, significance, openings. European mental imagery on educational counseling and career development (Personality and its structure, Abilities and skills, Intelligence and emotional intelligence, Counseling skills – conceptual analyses, Counseling skills training project and specific roles) Counseling skills models (General models and principles of knowledge of counseling abilities; Psychodynamic counseling; Behavioural counseling; Experiential counseling; Counselling focused on objectives and solutions; Counseling: an integrative approach Applications; Critical analyses on training models and the development of counseling skills) The role of counselling techniques in the development of counseling skills (Techniques of extinguishing

unwanted behaviours); Systematic desensitization technique; Modeling technique; Assertive technique; Contract technique Design skills specific to counseling activities. Applications: a) Elaboration of operational models of knowledge of the counseling skills b) Design of observational grids for knowledge of the counseling abilities; Continuous training of counseling skills: systems, policies, strategies; The professional profile of the educational counselor and career development: roles, responsibilities, skills, professional skills. Deontological aspects.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral Examination

**COURSE TITLE: EDUCATIONAL CRISIS AND RISK MANAGEMENT**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Knowledge and understanding of different concepts in the field of risk management and educational crisis, of the main theories and models of educational management; Explaining and interpreting the characteristics of risk management types; Developing the capacity to analyze management models in the field of risk and educational crisis situations; Acquiring active strategies for achieving an operative and continuous feed-back; The orderly use of the concepts and theories specific to the study subject Risk management and educational crisis; Identification of concrete managerial and educational situations, of applying theories and methodologies specific to risk management and educational crisis situations; Use of identification, solution and evaluation models for the development of educational projects and risk management in curriculum, managerial activity of educational crisis situations; Use of self-evaluation methods of their own learning development; Comparative analysis of options and the way to use strategies and means to manage educational crisis situations Compliance with professional deontology norms based on explicit value options; Working teams cooperation to solve different learning tasks. Use of some specific methods for designing a personal and professional development plan; Development of empathetic behaviour and helping guidance.

**COURSE CONTENTS:** Conceptual approaches to risk management and educational crisis situations (Definitions and typologies of the educational crisis, Crisis typology, The stages of the evolution of an educational crisis, Crisis management, Risk assessment, Crisis communication planning, Strategies of educational crisis communication); Managing educational crisis situations in the class of students (The specifics of educational crisis situations; Characteristics of educational crisis situations; Structure of educational crisis situations;

Identification and knowledge of educational crisis situations; Etiology of educational crisis situation; Decision in the context of educational crisis situation; Classification of decisions); Intervention strategies in educational crisis situations (Interventions in relation to deviations, Interventions in the case of children with special needs, Intervention in the case of serious behavioural deviations, Specific strategies for ensuring discipline in the class of students, Strategies for negotiation of educational crisis situations, negotiation styles).

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: COUNSELLING OBSERVATION INTERNSHIP**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Analysis of culture and organizational climate specific to practice institutions; Multidimensional analysis of activities observed in counseling practice; Acquiring active strategies for achieving an operative and continuous feed-back; Identification of concrete educational situations that can be addressed through effective strategies and research activities; Use of methodological models for designing and conducting research to design and implement research projects in practice institutions; Use of self-evaluation methods of one's own learning activity; Compliance with professional deontology rules based on explicit value options; Working in teams to solve different learning tasks; Use of specific methods to develop a personal and professional development plan; Developing empathetic behavior and helping guidance. Compliance with professional deontology norms based on explicit value options; Working teams cooperation to solve different learning tasks; Use of some specific methods for elaborating a personal and professional development plan; Development of empathetic behaviour and helping guidance.

**COURSE CONTENTS:** Activities of general knowledge of the school institution, studying culture and organizational climate (by using specific research methods: scientific observation, participatory observations, questionnaires, focus groups); Observation activities for educational counseling activities recorded in observation protocols; Observation activities of educational counselling activities specific to the assessment of the school and professional path, recorded in observation protocols; Document observation activities relating to counseling and career development; Involvement in designing educational counseling activities by studying documents from educational institutions where application practice takes place; Development of projects – exercise in the field of educational counseling, practice of

specific tools (interest questionnaires and aptitude tests)

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral Examination

**COURSE TITLE: ENGLISH LANGUAGE**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** The students will understand and use the vocabulary according to the different semantic fields (word family); The students will be familiar with collocations and grammar structures used in English at intermediate-advanced level; The students will understand and use English correctly in order to train communication skills and oral interaction and writing; The students will practice the English vocabulary and grammar through exercises of reading and listening; The students will practice their vocabulary in debates on specific topics; The students will improve their language level by writing short texts (descriptive, narrative, argumentative paragraphs); The students will be able to use English in communication situations

**COURSE CONTENTS:** Introduction. Methods of learning and practicing English; Modal verbs and vocabulary; Reading – multiple choice; Listening – multiple choice; Expression of the future; Vocabulary: expression of motivation; Punctuation, gerund and infinitive; Speaking: expressing agreement and disagreement in a dialogue; Complete sentence syntax: subordination and verbal tenses; Reading: multiple matching; Thematic vocabulary exercises; Expression of the past; Use of English Cambridge Test

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Oral Examination

**COURSE TITLE: FRENCH LANGUAGE**

**ECTS CREDITS:** 3

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** The students will understand and use the vocabulary according to the different semantic fields (word family); The students will be familiar with collocations and grammar structures used in French at intermediate-advanced level; The students will understand and use French correctly in order to train communication skills and oral interaction and writing; The students will practice the French vocabulary and grammar through exercises of reading and listening; The students will practice their vocabulary in debates on specific topics; The students will improve their language level by writing short texts (descriptive, narrative, argumentative paragraphs); The students will be able to use French in communication situations

**COURSE CONTENTS:** Introduction. Methods of learning and practicing French; Auxiliary verbs; Interrogation; Use of article; Passive voice;



Vocabulary: expressing motivation; Punctuation, gerund și infinitive; Expressing agreement and disagreement in a dialogue; Complex sentence syntax; Speech parts; Thematic vocabulary exercises; Expression of the past; „Si” conditional  
**LANGUAGE OF INSTRUCTION:** French  
**ASSESSMENT METHOD(S):** Oral Examination  
**2<sup>ND</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: EDUCATIONAL PROJECT DESIGN AND MANAGEMENT**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Knowledge and understanding of different concepts in the field of design and project management, of the main design theories and models and project cycle management; Explaining and interpreting the characteristics the types of educational projects; Developing the capacity to analyze design and management models for educational projects; Acquiring active strategies for achieving an operative and continuous feed-back; The orderly use of the concepts and theories specific to the study subject Educational project design and management; Identification of concrete managerial and educational situations, of applying theories and methodologies specific to design and project management; Use of designing models to develop educational and curricular management projects in managerial activity; Use of self-evaluation methods of their own learning development; Comparative analysis of options and the way to use strategies and means to implement educational projects; Compliance with professional deontology norms based on explicit value options; Working teams cooperation to solve different learning tasks; Use of some specific methods for designing a personal and professional development plan; Development of empathetic behaviour and helping guidance.

**COURSE CONTENTS:** Conceptual approaches to management through educational projects (Managerial process in the field of educational projects; Types of educational projects and programmes; Educational project management – conceptual analysis; Project manager – specific skills and roles; Managerial references in the field of educational projects (General principles of educational project management; Project cycle management; Analysis phase; Project development; Project implementation; Project monitoring; Project evaluation; Project audit; Managerial operational strategies and operational instruments specific to types of educational projects) Development and management of the institutional development; Project development and management of the school curriculum; Elaboration and management of educational research projects; Elaboration and management of European educational projects

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: YOUNG LEARNERS AND TEENAGERS COUNSELLING**

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory, in-depth study

**COURSE OBJECTIVE(S):** Knowledge and understanding of different concepts in the field of psycho-pedagogical counselling of young learners and teenagers, the main theories and interpretation models; Explaining and interpreting the characteristics of the types of psycho-pedagogical counselling; The explanation and interpretation of the characteristics of the types of psycho-pedagogical counseling; Development of the capacity to analyze the models of knowledge in the field of psycho-pedagogical counseling; Acquiring active strategies for achieving an operative and continuous feed-back; Ordely use of the concepts and theories specific to the study subject Young learners and teenagers counselling; Identification of concrete psycho-pedagogical counseling cases, applying specific theories and methodologies of school and professional counseling; Use of models of psycho-pedagogical counseling for the development of educational programmes; Comparative analysis of options and the way to use strategies and means to implement psycho-pedagogical counselling; Compliance with professional deontology norms based on explicit value options; Working teams cooperation to solve different learning tasks; Use of some specific methods for designing a personal and professional development plan; Development of empathetic behaviour and helping guidance.

**COURSE CONTENTS:** Psycho-pedagogical counseling of young learners and teenagers – conceptual delimitations. Characteristics, principles and objectives of psycho-pedagogical counseling of young learners and teenagers; The role and place of the curricular area „Counseling and guidance” in the context of the reform of education; The personality of the school counselor. Basic attitudes and skills in the counseling process. Counselor relationship (teacher-counselor) – student/group of students; Methodological and content outlines for psycho-pedagogical counseling activities for young learners and teenagers (Self-knowledge and personal development, Communication and conflict management, Lifestyle, Learning strategies, Stress and stress control, Stimulation of creative behaviour, Prevention of health risk behaviors); Career counseling – general issues. Content of career development counseling activities. Construction of vocational identity. Investigation of the personal characteristics relevant to the career. Knowledge of the school network and the world of professions. Significant factors in career choice. Career decision; Counseling and career guidance for young learners and teenagers with special

educational needs. Evaluation of counseling and guidance.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: COUNSELLING AND SUPPORT OF LOW ACHIEVERS**

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Description of the influences of the family, psycho-social and institutional factors on the development of the personality of students with learning difficulties and their integration in complex educational systems; Knowledge of strategies, methods and techniques of personalized intervention, recovery and avoidance of failure situations and school dropout; Orderly use of the concepts and theories specific to the discipline Counseling and support of low achievers; Identification of concrete educational, applying specific theories and methodologies specific to Counseling and support of low achievers; Use of self-evaluation methods of their own learning development; Compliance with professional deontology norms based on explicit value options; Working teams cooperation to solve different learning tasks; Development of empathetic behaviour and helping guidance.

**COURSE CONTENTS:** The issue of counseling and psycho-pedagogical assistance for students with learning difficulties. Definitions. Etiology and symptomatology of learning difficulties. Learning difficulties in adulthood; Motivation for learning in the case of students with learning difficulties. Establishing differential diagnosis: learning difficulties and aptitude for schooling, learning difficulties – school failure, other differential delimitation; Strategies for prevention, intervention and elimination of learning difficulties. Modern perspectives on personalized interventions for children with learning difficulties; Planning the adaptation of curriculum materials (Schumaker&Lenz): (Creating a material adaptation plan, Identification and evaluation of the requirements that students do not meet, Setting goals for teaching strategies and making adjustments, Determining the need to adapt the content versus the need to adapt the format; Identification of the characteristics of the materials to be adapted, Determining the type of adaptation that will allow the student to meet the requirements, Informing pupils about the adaptation, implementation, evaluation and adjusting the adaptation, Decreasing the degree of adaptation when possible, Methodology of curriculum adaptations; Adaptation of existing materials: differentiation of book instructions, homework quality and research quality planning, S.O.A. algorithm (study, obtaining information, self-testing); Adaptation and mediation techniques of

existing materials: (content organization (Lenz); concept organization (Bulgren); Mnemotechnical adaptations (Mastropieri&Scruggs); Problem Solving Techniques (Tindal); Study algorithm (Schumaker); Building a coherent text around a main idea: building a coherent text around a basic idea; videodiscs as teaching materials); Revision summary.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: TEACHING STAFF COUNSELLING AND EVALUATION**

**ECTS CREDITS:** 5

**SEMESTER:** 1

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Knowledge and understanding of different concepts in the field of staff evaluation and counseling; Explaining and interpreting the features of adult counseling; Developing the capacity to evaluate the subject of educational action; Acquiring active strategies for achieving an operative and continuous feed-back; Structured use of the conceptual and instrumental apparatus specific to study subject of Teaching staff counselling and evaluation; Identification of concrete educational situations, of applying theories and methodologies specific to teaching staff counseling and evaluation; Use of self-evaluation methods of their own learning development; Compliance with professional deontology norms based on explicit value options; Working teams cooperation to solve different learning tasks; Use of some specific methods for designing a personal and professional development plan Development of empathetic behaviour

**COURSE CONTENTS:** Conceptual approaches to Teaching staff counseling and evaluation (Conceptual adult counselling unit; Counseling of teachers – component of educational counseling; Conceptualization of the assessment of teachers; Self-evaluation and professional self-counselling); Personality between correspondence and vocational noncorrespondence (Vocational correspondence; Role of vocation in personality dynamics; Double movement of the individual adjustment to the society and the society to the individual); Vocational non-correspondence (Considerations on vocational non-correspondence, Failure to adapt, Vocational frustration, Professional failure); Personality as a predictor factor in career orientation (Professional option and the factors that influence it, Relevant concepts of cognitive style, Cognitive style theory, Preferred style vs. required style, Cognitive vocation and style, Comparative analysis: findings and evaluations); Operational strategies and tools specific to teaching staff evaluation and counselling (Adult counseling strategies; Operational instruments in teacher counselling; Teaching staff

evaluation methodology; Teaching staff evaluation and self-evaluation tools).

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral Examination

**COURSE TITLE: COUNSELLING INTERNSHIP**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Analysis of culture and organizational climate specific to practice institutions; Multidimensional analysis of activities observed in counselling practice; Acquiring active strategies for achieving an operative and continuous feed-back; Identification of concrete educational situations that can be addressed through effective strategies and research activities; The use of methodological models for designing and conducting research to design and implement research projects in practice institutions; Use of models of self-evaluation evaluation methods of their own learning development; Compliance with professional deontology norms based on explicit value options; Working teams cooperation to solve different learning tasks; Use of some specific methods for designing a personal and professional development plan.

**COURSE CONTENTS:** Activities of general knowledge of the school institution, studying culture and organizational climate (by using specific research methods: scientific observation, participatory observations, questionnaires, focus groups); Activities for observation of educational counseling activities recorded in observation protocols; Activities for observation of activities specific to the assessment of the school and professional path, recorded in observation protocols; Activities for observation relating to counseling and career development; Involvement in designing educational counseling activities by studying documents from educational institutions where application practice takes place; Development of projects – exercise in the field of educational counselling, practice of specific tools (interest questionnaires and aptitude tests)

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral Examination

**COURSE TITLE: COUNSELLING APPLIED LINGUISTICS – ENGLISH LANGUAGE**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** Knowledge of the main theoretical approaches (theories and methods) of linguistics applied in English; Knowledge and understanding of the main directions of application of applied linguistics in English in the field of career guidance and counseling; Developing the capacity of oral and written communication in English in the field of counseling of the master students; Thorough study of specific English grammar notions and

development of the capacity to apply them in master students' specialization.

**COURSE CONTENTS:** Conceptual approaches to linguistics applied in communication and its teaching in English (Theories and methods; Teaching kit; Educational management/class management; Teacher manager, roles and methodology); Self-knowledge and personal development (Self-concept, Self-image, Self-esteem); Holland's Theory – interest questionnaire; Oral communication in career development (Personal marketing in English: Personal portfolio, Preparation for an interview, the Interview); Written communication in career development (Search for a job abroad (Types of letters and emails in English, Informal letter; Formal letter: Format and types: Letter of intent/Recommendation letter/Letter of request for information/Business letters/Professional letters, Online job interview) Tutoring in career management (Job integration, Types of questionnaires for choosing a profession (English) National and international labour market (Employment agencies, associations profile foundations, recruitment and selection firms, continuing vocational training institutions from abroad); Use of the internet for job search; Legislation at EU level) Project management in English; (Content of the project, Writing of educational projects, Writing financing projects).

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** oral Examination

**COURSE TITLE: COUNSELLING APPLIED LINGUISTICS – FRENCH LANGUAGE**

**ECTS CREDITS:** 4

**SEMESTER:** 1

**TYPE OF COURSE:** Optional

**COURSE OBJECTIVE(S):** Knowledge of the main theoretical approaches (theories and methods) of linguistics applied in French; Knowledge and understanding of the main directions of application of applied linguistics in French in the field of career guidance and counseling; Developing the capacity of oral and written communication in French in the field of counseling of the master students; Thorough study of specific French grammar notions and development of the capacity to apply them in master students' specialization.

**COURSE CONTENTS:** Conceptual approaches to linguistics applied in communication and its teaching in French (Theories and methods; Teaching kit; Educational management/class management; Teacher manager, roles and methodology); Self-knowledge and personal development (Self-concept, Self-image, Self-esteem); Holland' Theory – interest questionnaire; Oral communication in career development (Personal marketing in French: Personal portfolio; Preparation for an interview; the Interview); Written communication in career development (Search for a

job abroad (Types of letters and emails in French, Informal letter, Formal letter: Format and types: Letter of intent/Recommendation letter/Letter of request for information/Business letters/Professional letters, Online job interview) Tutoring in career management (Job integration, types of questionnaires for choosing a profession (English)) National and international labour market (Employment agencies, profile foundations, recruitment and selection firms, continuing vocational training institutions abroad) Use of the internet in job search; Legislation at EU level) Project management in French; (Content of the project, Writing of educational projects Writing financing projects).

**LANGUAGE OF INSTRUCTION:** French

**ASSESSMENT METHOD(S):** Oral Examination

**2<sup>ND</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: INTERCULTURAL EDUCATION PSYCHO-SOCIOLOGY**

**ECTS CREDITS:** 6

**SEMESTER:** 2

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Knowledge and understanding of the different concepts of the field of Intercultural educational psycho-sociology; Description of the influences of the psychosocial, institutional factors on the formation of the personality of the educators and their integration into complex educational systems; Knowledge of the psychosocial aspects and legalities of educational action in various cultural backgrounds; The orderly use of the concepts and theories specific to the study subject of Intercultural education psycho-sociology; Identifying concrete educational, of application of theories and methodologies specific to Intercultural educational psycho-sociology; Use of self-evaluation methods of their own learning development taking into account the specifics of one own's professional activity; learning tasks; Compliance with professional deontology norms based on explicit value options; Working teams cooperation to solve different learning tasks; Development of empathetic behaviour and helping guidance.

**COURSE CONTENTS:** The specificity of intercultural educational psychosociology; The role of intercultural educational psychosociology in educational counseling and career development; Stereotypes and cultural prejudices; Social representations and mental images (definitions, types, structures, models, theories); Cultural exchanges as resources of intercultural pedagogy (aculturation, enculturation, reverse culture, cultural shock); Essential theories in intercultural educational psychosociology and applications in career counseling and development; Postulates of educational psychosociology studied from an

intercultural perspective (the principle of simple exposition, conformism, obedience, group polarization); Postulates of the studied educational psychosociology from an intercultural perspective (social braking, leadership style, group decision); Social axioms and decisional paradigms in intercultural educational psychosociology – Model of C. Leung and M.H. Bond; Intercultural educational psychosociology: a way to prevent or mitigate conflicts. M. Sherif's model as a resolving factor of intercultural conflicts; Intercultural communication – communication codes, communication stakes, obstacles, strategies for optimizing intercultural exchanges; the role of intercultural communication in the quality of education; Diversity education and counseling – response to cultural pluralism; Intercultural Curriculum

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: SCHOOL LEADERSHIP AND COMMUNICATION**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Knowledge and understanding of different concepts in the field of Communication management in educational organizations; Explaining and interpreting of the characteristics of communication in educational organizations; Identifying concrete managerial and educational situations, applying theories and specific methodologies to Communication management in educational organizations; Using self-learning methods of self-learning, taking into account the specifics of communication in educational organizations; Compliance with professional deontology rules based on explicit value options; Working in teams to solve different learning tasks.

**COURSE CONTENTS:** Management of organizational communication. Conceptual delimitations; The main theories on organizational communication. The communication vs. organization report; Functions of organizational communication; Organizational communication factors: employee, colleague, chief, subordinate, decision-maker, leader, manager, communication channels, means of communication, communication "barriers"; Typology of organizational communication (internal, external, formal, informal, horizontal, vertical); Management of communication in educational organizations; Channels and organizational communication means; Organizational culture and team spirit; Communication structures and communication networks in educational organizations; Communication "barriers" and conflicts in educational organizations; Analysis and evaluation



of internal and external communication processes in educational organizations

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: FAMILY EDUCATION – RELATED COUNSELLING**

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Knowledge and understanding of the different concepts in the field of family counselling, of the main theories and patterns of parents' counselling; Explaining and interpreting the characteristics of the types of family educational counselling; Developing the capacity to analyze models of techniques in the field of family educational counselling; Acquiring active strategies for achieving an operative and continuous feed-back; Methodical use of the concepts and theories specific to the discipline "Family education – related counselling"; Identifying practical educational situations of application of the theories and methodologies specific to family counselling; Using family counselling models in practical situations; identifying situations that require family counselling; Compliance with professional deontology rules based on explicit value options; Working in teams to solve different learning tasks; Using specific methods to develop a personal and professional development plan; Developing an empathetic behavior and helping guidance.

**COURSE CONTENTS:** Conceptual approaches to family counselling (The purpose and functions of family educational counselling; Family, environment and school; Parenting; The typology of risk situations / with a degree of vulnerability for children); Practical references in the field of educational counselling (ways of informing parents to meet the children's needs; techniques of strengthening the parents' skills and knowledge regarding child care and education; methods of counselling parents to overcome difficulties: divorce, job loss, family conflicts, chronic illnesses, death of one of the spouses - endangering the development of children or generating risks of the children's separation from their family environment; tools for counselling parents on topics of interest for the child's welfare; the family's role in supporting and counselling children with development and/or integration difficulties in the family, school, socio-professional groups).

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: EDUCATION COUNSELLING ETHICS**

**ECTS CREDITS:** 6

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Knowledge and understanding of the different concepts in the field

of Education counselling ethics; Description of the different types, methods and training techniques specific to the field; Knowledge of the main theories and paradigms regarding ethics and deontology in educational counseling; The methodical use of the concepts and theories specific to the discipline Education counselling ethics; Identifying practical educational situations of application of theories and specific training methodologies; Using self-evaluation methods of learning, taking into account the specifics of their own professional activity; Compliance with professional deontology rules based on explicit value options; Working in teams to solve different learning tasks; Developing an empathetic behavior and helping guidance.

**CONTENTSS:** Introduction to Education counselling ethics; The categories of ethics, moral progress, moral virtue, moral duty; Deontology and the ethics of authority; Fundamentals of ethics and deontology in educational counselling; Deontology and educational counselling; The deontological code of the educational counselor and career development; Deontology and pedagogy; The deontological code of the teaching staff; Ethical requirements in deontological education; perspectives in postmodern ethics and deontology.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** oral Examination

**COURSE TITLE: COUNSELLING INTERNSHIP**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):**

Analysis of the cultural and organizational climate specific to internship institutions; Multidimensional analysis of the activities observed in counselling practice; Acquiring active strategies for achieving an operative and continuous feed-back; Identifying practical educational situations that can be addressed through effective strategies and research activities; Using methodological models for designing and conducting research to design and implement research projects in internship institutions; Using self-assessment methods of learning; Compliance with professional deontology rules based on explicit value options; Working in teams to solve different learning tasks; Using specific methods to develop a personal and professional development plan; Developing empathetic behavior and helping guidance.

**COURSE CONTENTS:** Activities of general knowledge of the school institution, of studying the cultural and organizational climate (using specific research methods: scientific observation, participatory observations, questionnaires, focus groups); Activities for the observation of educational counselling activities recorded in observation protocols; Activity for the observation of activities specific to the assessment of the school and professional path, recorded in observation

protocols; Activity for the observation of documents relating to counselling and career development; Involvement in designing educational counselling activities by studying documents from educational institutions where the applicative internship takes place; Development of projects - exercise in the field of educational counselling, the practice of specific tools (interest questionnaires and aptitude tests)

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Oral Examination

<b>COURSE TITLE: RESEARCH PEPER INTERNSHIP</b>
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**ECTS CREDITS:** 4

**TYPE OF COURSE:** Compulsory

**COURSE OBJECTIVE(S):** Developing the capacities for documenting and synthesizing the relevant contributions in the field of the studied subjects; Assimilation of optimal strategies for achieving a successful dissertation thesis; Developing the capacity to analyze the basic structures and the main stages in the elaboration of a dissertation thesis; Using self-assessment methods of learning, taking into account the specificities of educational management activities; Comparative analysis of the strategies, modalities and techniques of writing a dissertation paper; Using effective NTIC tools in developing a dissertation paper; Compliance with the professional deontology rules based on explicit value options; Working in teams to solve different learning tasks; Developing empathetic behavior and helping guidance.

**COURSE CONTENTS:** The methodology of educational research - update; Steps to elaborate a dissertation thesis (Choosing the topic; Documenting; Elaborating the framing plan; Requirements for Writing the dissertation); Structure of a dissertation thesis (Introduction, Theoretical-methodological fundamental part, Practical-applied part, Conclusions, Bibliography, Appendices); The process of elaboration of the dissertation thesis. Terms, rules, style of writing; Criteria for the (self) evaluation of the CONTENTS of the dissertation paper; Criteria for the (self) evaluation of the presentation of the dissertation paper; Applications (Presentation of the CONTENTS of dissertation papers, Presentation of the research methodology and the results obtained, Simulations aimed at presenting dissertation papers).

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary Examination

**FIELD: DRAMA AND PERFORMING ARTS**  
**PROGRAMME TITLE: THEATRICAL PERFORMANCE**  
**MASTER'S DEGREE**

**1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER AND 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: CULTURAL ANTHROPOLOGY**

**ECTS CREDITS: 4/SEMESTER**

**TYPE OF COURSE:** Compulsory, synthesis

**COURSE OBJECTIVE(S):** The course aims to provide the knowledge regarding the European culture and civilization background; to explain and interpret the cultural movements that have marked the evolution of the European culture;

**COURSE CONTENTS:** The object and importance of philosophical and cultural anthropology. The concept of cultural anthropology. Human and culture. Cultural anthropology relations with political anthropology and culture philosophy. Ancient Anthropology. Modern and contemporary anthropology. Philosophical anthropology and religious anthropology. Directions in contemporary anthropology Urban cultural specificity

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: CREATIVITY WORKSHOP**

**ECTS CREDITS: 5/SEMESTER**

**TYPE OF COURSE:** Compulsory, deepening

**COURSE OBJECTIVE(S):** Developing and deepening the vision of actor's thinking by cultivating and developing individual skills through actor-specific exercises with a high degree of complexity; Deepening the means of the creation process in the theater, developing the acting techniques and skills; Practical realization and mounting of scenes from complex dramatic texts (ancient drama, Shakespeare, Chekov, Ionesco, contemporary texts etc.) depending on the personality of the student.

**COURSE CONTENTS:** Establishing, deepening and stimulating the student's creativity as a process of recovery of human totality, of the entire individual potential, a complex formation of new skills, specific to an activity of spiritual and psychological-physical performance, to overcome the limits of the common person. The process of experimentation and recovery of the five senses, of all types of memory and imagination, as well as of all mental processes, actually processed, not only superficially symbolic and mimicked, of sensory information obtained by correctly, honestly and also imaginatively relating to static objects and live dynamic subjects, as well as to environmental events, in a permanent relationship with the dynamics of situations and through a strict observance of established themes and rules, until the specific mechanism of the actor's creativity has been acquired, namely to transform the convention (the theme proposed) into a procedural objective

psychic reality that also determines the appropriate behaviors naturally and organically.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: THEATRICAL PERFORMANCE**

**ECTS CREDITS: 5/SEMESTER**

**TYPE OF COURSE:** Compulsory, synthesis

**COURSE OBJECTIVE(S):** Review of techniques and methods acquired during Cycle I; Acting art starts from the necessity of learning about the human being, of the objective and subjective reality. Deepening the knowledge aims to develop the student's personal value, and confidence in the ability of self-improvement in order for the student to be able to adapt to any concrete conditions in the theatre. Creation of specialists in the improvisation approach of (literary or dramatic) classical works in a cognitive perspective of inter-disciplinarity. This theoretical and especially practical subject, a field less studied today, tends to explore, to study the contemporary bio-social conditions that impose diverse, exciting locations - for the ultimate creation of a new form of performance. Formation of refined specialists meant to change or remodel the world of the modern performance.

**COURSE CONTENTS:** The paths and the modalities of the conversion of the dramatic text into a scenic performance (imagining the journey from the text to the performance). The actor's tools: The overall character's objective; Objective of the scene; Physical, emotional and mental obstacles; substitution; Inner images; Intention and action; The pre-scenic moment; The scenic space and the fourth wall; Acts of staff; Inner monologue; The story of the character; Pleasure of playing (relaxation). Analyzing classic dramatic texts. Finding contemporary correspondence and identifying the new means of expression that are being proposed. Studying the specific "improvisation" means for an artistic completion; as an academic and professional Test, the student must succeed on his/her own to bring out the special qualities of the one who (in this masters) conceives a powerful and refined whole (a performance) .

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: FILM ACTING TECHNIQUES**

**ECTS CREDITS: 4/SEMESTER**

**TYPE OF COURSE:** Compulsory, deepening

**COURSE OBJECTIVE(S):** Capability to memorize, repeatability, distributive attention, assuming relationship with the partner and the camera, capability to identify with the proposed situation and the connection of thinking

**COURSE CONTENTS:** the course includes notions of deepening the film technique through the



elaboration of the filming technique notions according to the plans, the connection of the thought, the post-synchronous technique, the filming under unfavorable conditions, the process of repetitiveness in any given situation, the notions of conception, the signing of a film contract and / or television, watching movies in different cinematic styles, presenting, taking risks and assuming a program of the shooting day, notions about eating, recreation and everyday life in relation to a cinematic career

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: ART PROJECT MANAGEMENT**

**ECTS CREDITS:** 4/SEMESTER

**TYPE OF COURSE:** Compulsory, deepening

**COURSE OBJECTIVE(S):** Training skills in project management; assimilation of the theoretical and operational concepts in the field of project management; ability to identify and apply management methods in professional activity to achieve greater efficiency and effectiveness.

**COURSE CONTENTS:** 1. Management-culture-art interaction; 2.Theoretical Fundamentals of Management; 3.Funds of project management; 4.Management modern at the level of the cultural and artistic project; 5. Nature and purpose of cultural and artistic project; 6.Objects of projects - General aspects; 7. Organization of project management in general; 8. The process of elaborating the artistic project; 9.Models of project identification and uniformity; 10.Registration of the project proposal; 11.Implementation of the project; 12. Evaluation of the project; 13. Project evaluation - Principles of work; 14.Project selection process, specific criteria and tools ofevaluation; 15.Management of project teams; 16. Management of communication within the artistic project; 17. Artistic project management and financial profit; 18. Managing the management of material resources within the project; 19. Types of expenses in the artistic project 20. The budget of the artistic project; 21.Financing the artistic project from public sources; 22.Financing the project from private sources; 23.Contacts - Definition and mode of administration; 24.Management of risk; 25.Management of artistic project marketing;26.Management of project quality; 27. Classification of cultural and artistic programs and projects according to the area of interest criterion; 28. Interaction between market economy, art and projects oriented towards cultural-economic products.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: IMPROVISATION AS PERFORMANCE**

**ECTS CREDITS:** 4/1<sup>ST</sup> SEMESTER

**TYPE OF COURSE:** Optional, synthesis

**COURSE OBJECTIVE(S):** Creating specialists in approaching classical (literary or dramatic) works through improvisation in a cognitive perspective of interdisciplinarity; This theoretical and especially practical subject tends to explore, to study the contemporary bio-social conditions that impose diverse, exciting locations - for the creation of a new form of performance; The formation of refined specialists meant to change or remodel the world of modern performance; During the two years of the Master - "Improvisation as a form of performance", the student must trainhimself as a cultured, always impressed person, seeking new forms imposed by the Romanian life or the European community

**COURSE CONTENTS:** 1.Analysis of dramatic texts (at the student's proposal) - identification of means of expression specific to improvisation; 2. Studying the specific "improvisation" means for artistic finalization, for an academic and professional achievement; 3. Forming individuality and developing the personality of the future actor-creator student; 4. The mode of expression of the student through: subjectivity (creative individuality); 5.Function of awareness; 6. Corrective training - in the creative process; 7. The psychological gesture and improvisation; 8. The role of improvisation in the development of scenic skills; 9.Definition of the scenic space in order to perform the improvisation performance; 10. Psychological Unity in Scenic Communication Action; 11.Behaviour, specific means of expression in the art of improvisation; 12. Scenic improvisation, making the final performance

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

**COURSE TITLE: DECLAMATION AND PROSODY**

**ECTS CREDITS:** 4/2<sup>ND</sup> SEMESTER

**TYPE OF COURSE:** Optional, synthesis

**COURSE OBJECTIVE(S):** Vocal force and stylistic refinement; verbal, non-verbal communication. Body. Relationships with the scenic background and lights, costume, props, sounds, etc.

**COURSE CONTENTS:** 1. Purpose of the text in the tradition of the theater. Written text and scenic text. The metamorphoses of the written text in the scenic reading process; 2. Rhythm. Tempo. The emphasis. Intonation and intonation subjectivity. Voice intensities ; 3. Inner technique (emotions), outer technique(logic). Expressive effects.; 4. The oral feature of the text, the correlation of speech with the other elements (spatial, sound, visual, etc.) of the final artistic product; 5. Monologue, on a dramatic Shakespearean text.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

## 2<sup>ND</sup> YEAR, 1<sup>ST</sup> SEMESTER AND 2<sup>ND</sup> SEMESTER

### COURSE TITLE: CULTURE AND GLOBALIZATION

ECTS CREDITS: 3/SEMESTER

TYPE OF COURSE: Compulsory, synthesis

**COURSE OBJECTIVE(S):** Establishing models and systems of exegesis and appreciation (skills) by reference to the evolution of the 20th century auctorial models; knowledge, understanding and explanation of the elementary notions and events specific to the history of the European culture and civilization; developing an extensive vocabulary allowing the interdisciplinary dialogue.

**COURSE CONTENTS:** Europe from the beginning of the Middle Ages to the Renaissance. Renaissance and European Enlightenment. Diversity of cultures - the unity of European civilization. European culture in modern times. European culture and civilization in the perspective of globalization. Culture and civilization trends. Models of organization and foundation of culture: gnosiological model, cosmological model, ontological model

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

### COURSE TITLE: SPECTACOLOGY

ECTS CREDITS: 3/SEMESTER

TYPE OF COURSE: Compulsory, synthesis

**COURSE OBJECTIVE(S):** Acquiring a basic vocabulary common to all specialties in the field of performing arts; Establishing models and systems of exegesis and appreciation (skills) by reference to the evolution of the performance art; Providing students with comparative analysis tools, chronologically designed to assimilate information about the past in terms of present and utility for the profession today; Developing an analytical thinking that supports the formation of a professional artistic conception of the future specialists in performing arts (actors, directors, etc.)

**COURSE CONTENTS:** 1.The performance in the ancient Greece: the structure of the acting area; the importance of the ritual; the dramatic text; Aristotelian concepts (mimesis, katharsis); theatre and its role in society; 2. Forms of performance in the Roman Empire: theatre, gladiators, public executions; the social role of the show (bread and circus); contributing to the formation of a realistic view of theater; 3.Theatricality in the Oriental performance - "Empire of Signs": India, China, Japan; 4. The show-church relationship in the Middle Ages; 5. The Renaissance theatre and the configuration of the humanistic theories about drama; 6. Renaissance in Spain (the Spanish "golden age") - Lope de Vega, Tirso de Molina, Cervantes; English Renaissance theater and its poetics; "The Shakespeare case"; 7.Classicism: Aesthetic rationalism and philosophical rationalism 8. Enlightenment. Rationalization of the theatrical act; about theatre as a "moral institution";

9.Romanticism. The free and open concept of art. Analysis of beauty, genius and taste. The preference for the miraculous and freedom of fantasy, the nature-truth alliance, the refusal of norms, the function of the audience. Theatre and myth; 10. Realism and Naturalism. Theater as a "social organ"; drama of ideas and psychological drama; 11.Romanian estheticians and playwrights about the performing art: Tudor Vianu, MihailRalea, I.L. Caragiale, G.M. Zamfirescu, Mihail Sebastian, V.I. Popa, Camil Petrescu; 12. Commenting the performance in the specialized press. The role of criticism in the evolution of the performing art.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

### COURSE TITLE: CREATIVITY WORKSHOP AND DRAMA RESEARCH

ECTS CREDITS: 5/SEMESTER

TYPE OF COURSE: Compulsory, deepening

**COURSE OBJECTIVE(S):** Developing the creative capability in every specific compartment of a theatrical production (technically and artistically); Assuming the responsibility of elaborating and presenting a personal theatrical project that illustrates practically the theme of the thesis.

**COURSE CONTENTS:** The course starts with discussions on the theme of the thesis and on the appropriate text to be chosen to support practically the ideas presented in the thesis, if the theme refers to a dramatic text. In case the theme refers to a theatrical concept, the master student has to create an original text. The coordinating teacher will take care that the students are oriented to wards original, personal solutions both in conceiving the performance and in performing. Avoiding theatrical clichés and common places, both in performing and in conceiving the performance to be presented, is a desideratum that the students' creative phantasy has to accomplish totally freely. The difficulties of such an approach can be overcome by collective debates and, last but not least, by stimulating the competitiveness.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

### COURSE TITLE: STAGECRAFT AND PRODUCTION MANAGEMENT

ECTS CREDITS: 5/SEMESTER

TYPE OF COURSE: Compulsory, synthesis

**COURSE OBJECTIVE(S):** Experimenting the acting art in the process of collective and individual creation of the actor in order to open a vast field of experimentation, discovery and knowledge, human knowledge and interrelation; Knowledge and practice of the notions and means used in the art of theater direction and their prolongation in the art of the actor; Practical realization and mounting of scenes from complex dramatic texts (ancient drama, Shakespeare, Chekhov, Ionesco, contemporary

texts etc.) depending on the personality of the student.

**COURSE CONTENTS:** Object and subject of theatrical art: multidimensionality of human resources and nature. The duality and contradictions of human behavior; The specificity of the performing art: the emitter called ACTOR. Repetition and innovation in the art of the actor; The basic notions of the theatre director book. Review of the acquisitions of the acting means. Being an actor today; The practical research piece applied in the theatrical experiment. Exercises that stimulate the discovery and modeling of the artistic personality of a personal vision of the art of the performance. Ceremony in the presence of an audience - theater performance

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

#### **COURSE TITLE: ACTING PORTFOLIO**

**ECTS CREDITS:** 5//SEMESTER

**TYPE OF COURSE:** Compulsory, synthesis

**COURSE OBJECTIVE(S):** Knowledge and pursuit of the artistic act according to the predefined geometry of the scenic space, Implementation of speech techniques adapted to the main stage of a theatre. Expansion of the message. Adaptation to working conditions in the professional theater, Rehearsal training to create a character in the parameters of the dramatic text, Deepening the notions of makeup and hairdressing.

**COURSE CONTENTS:** This course involves the elaboration of practical notions of conceiving and assuming the dramatic character in the context of creating a repertoire with which the actor can enter in theater competitions or festivals. Conceiving the repertoire along with the actor's duty to approach a professional presentation style involves a varied reading of dramatic texts and the choice of fragments representative for each style.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

#### **COURSE TITLE: EXPRESSIVENESS AND THE ART OF SPEAKING**

**ECTS CREDITS:** 3/1<sup>ST</sup> SEMSTER

**TYPE OF COURSE:** Optional, deepening

**COURSE OBJECTIVE(S):** The basis of an expressive dynamics, of an outer technique (the form) is created through the interdependence of resonance between the inner impulse and the outer shape, by therigorously, consciously and professionally modeled and manipulated word; the right speech (diction + voice preparation) must become a "second nature", so that the student's only preoccupation is acting the created scenic situation.

**COURSE CONTENTS:** Full, diaphragmatic breathing (inspiration, expiration, retention) as an essential tool necessary for penetrating scenic speech. Applications. Complex training (static and

dynamic, acrobatic even) that support the phonematic system, vocals and consonants of the Romanian language. Voice qualities: stretching, strength, amplitude. Exercise and development. Variations: combinations and permutations between voice registers, temps and intensities. The vocal force is seconded by stylistic refinement. Inner technique (emotions), outer technique (logic). Expression effects. Power of concentration and attention distribution, will and creative imagination.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

#### **COURSE TITLE: ACTING TECHNIC IN MUSICALTHEATRE**

**ECTS CREDITS:** 3/2<sup>ND</sup> SEMESTER

**TYPE OF COURSE:** Optional, deepening

**COURSE OBJECTIVE(S):** Aims to lead young actors to a conscious reception of the music-text relationship; Pursues the understanding of the complexity of this genre from one age to the next, deepening the skills necessary for performance in this field; Pursues the formation of the voice for theatre and the functionality of the vocal registers and the expressivenessof the voice of the student-actor, cultivates the voice for different genres in the repertoire demanded by the theatre stage; Emphasis on the acquisition of the techniques of using the spoken voice, the shout and onomatopoeia in the configuration of musical discourse, necessary for expressing a wide range of feelings. Voice experiments will be used to highlight the expressive-musical value of the voice and to bring "vocalism" out of its " traditional habits.

**COURSE CONTENTS:** Developing musical hearing, breathing capacity, vocal ambit, forming an individualized musical repertoire; Musical sound and its theoretical study; Physical, physiological and psychological bases of music.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Examination

#### **COURSE TITLE: RESEARCH PAPER INTERNSHIP**

**ECTS CREDITS:** 6/2<sup>ND</sup> SEMESTER

**TYPE OF COURSE:** Specialization

**COURSE OBJECTIVE(S):** The internship involves guiding the students in the elaboration of the dissertation paper by the coordinator by documenting in libraries and consulting the specialized bibliography.

**COURSE CONTENTS:** Elaboration and completion of the paper according to the established plan, of the specialty bibliography and in accordance with the writing rules of the dissertation paper

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Preliminary Examination

FIELD: MUSIC  
PROGRAMME TITLE: CONTEMPORARY  
ROMANIAN MUSICAL ART  
MASTER'S DEGREE

1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER AND 2<sup>ND</sup> SEMESTER

**COURSE TITLE: CHOIR CONDUCTING**

ECTS CREDITS: 5/SEMESTER

TYPE OF COURSE: Compulsory, in-depth

**COURSE OBJECTIVE(S):** The theoretical and psychological training of the conductor; acquiring conducting technique, competences and skills for conducting the choral ensemble; acquiring an appropriate and gradual repertoire as regards its complexity and difficulty; acquiring evolved musical thinking; developing artistic – musical sensitivity; forming in-depth stylistic culture.

**COURSE CONTENTS:** Human voice: Voice features, Voice categories, Vocal range or ambitus; Selecting voices for the choral ensemble: selecting children's voices, selecting adult voices for amateur or professional choirs; Various types of choral ensembles: according to the component voices: choirs of equal voices (children, women, men) mixed choirs, multiple choirs, according to the number of choir singers: choir group, chamber choir, large choir, etc., according to the social component: school choirs, military choirs, peasant choirs, academic choirs, etc; Choir setting: on stage – voice arrangement in a cappella or vocal-symphonic concerts, at recording, in the outdoors, on footboards; Human voice cultivation: presentation of the phonatory apparatus, artistic breathing, respiratory gymnastics; Voice emission: Sound production, vocal warm-up and sound propagation in the environment; Vocal warm-ups and their role in vocal education: for breathing, for the study of articulation, for homogenization, for equalization, for vocal range extension, for harmonic tuning; Choir tuning: tempered and non-tempered tuning, procedures for correcting the just intonation from the harmonic point of view, intonation, musical hearing; The study of melodic and harmonic intonation of perfect and imperfect intervals: melodic and harmonic intonation of tone - semitone intervals, melodic and harmonic intonation of perfect intervals (fourth, fifth and eighth), melodic and harmonic intonation of imperfect intervals (thirds, sixths and sevenths); Diction in choral singing: the study of vowels, the study of consonants, vowel and consonant attack exercises, exercises of cutting off the vowel or consonant of words; Articulation in choral singing: exercises of correct articulation of words in choral singing, the pronunciation unit of the ensemble; Sound balance: achieving the sound balance in polyphonic choral pieces, achieving sound balance in harmonic homophonic choral pieces; Elasticity issues of the choral ensemble: rhythmic and tempo

elasticity, dynamic elasticity; Dynamic contrasts,agogics and virtuosity issues

LANGUAGE OF INSTRUCTION: Romanian

ASSESSMENT METHOD(S): Written examination

**COURSE TITLE: VOCAL (CHORAL) ARRANGEMENTS**

ECTS CREDITS: 5/SEMESTER

TYPE OF COURSE: Compulsory, in-depth

**COURSE OBJECTIVE(S):** The subject aims at developing those techniques by which we can successfully create any type of choral arrangements, taking into account various choral types, compositional techniques, aesthetic principles or counterpoint, form or harmonic elements.

**COURSE CONTENTS:** Introduction. Definition of the choral arrangement; The child's voice and hearing. Children's choir; Musical arrangements for children (one voice) with rhythmic accompaniment; Musical arrangements for children (one voice) with rhythmic, timbral accompaniment; Choral arrangements (one voice) with polyphonic rhythmic accompaniment; Choral arrangements for two voices; The use of ison and pedal in the choral arrangement; Theme: Choral arrangements for equal voices (arrangements for two and three voices); Women's choir - choral arrangements; Men's choir and its arrangements; Choral Arrangements for mixed choir I; Choral Arrangements for mixed choir II; Choral Arrangements for mixed choir III; Final review of the acquired knowledge

LANGUAGE OF INSTRUCTION: Romanian

ASSESSMENT METHOD(S): Written examination

**COURSE TITLE: HISTORY OF ROMANIAN MUSIC: THE 20TH CENTURY**

ECTS CREDITS: 4/SEMESTER

TYPE OF COURSE: Compulsory, in-depth

**COURSE OBJECTIVE(S):** Deepening the knowledge of the musical creation activity of the most important Romanian contemporary composers; Acquiring the knowledge of the 20th century Romanian creation and applying it to practice

**COURSE CONTENTS:** Romanian folklore and cultural creation at the end of the 19th century. The first attempts to capitalize on the national vein in Romanian music; George Enescu and Romanian folklore in the compositions of the first stage of creation; Mihail Jora - the connection with Enescu and the role of folklore in his musical creation; Mihail Andricu - folkloric quoting versus folk-style compositions, a characteristic of his chamber creation; Paul Constantinescu and the Byzantine-style creation; Filip Lazăr's Romanian folk-style creation; Theodor Rogalski, an artisan of Romanian folk song rhythms; Sabin Drăgoi and the image of songs specific to Banat region; Tudor Ciortea's instrumental musical creation; Ion Dumitrescu, a promoter of the authentic Romanian folklore; Liviu

Comes and the valorization of Romanian folklore in the creations for children; Vinicius Grefiens' choral creation and the national music vein Tiberiu Olah, an artisan of Romanian folk-style melodics, Miriam Marbé and the study of folk ritual in music; Alfred Alessandrescu, Mansi Barberis, Tiberiu Brediceanu, Augustin Bena, Dimitrie Cuclin, Dumitru Georgescu Kiriac, Ion Nonna Otescu, Stan Golestan and Marian Negrea: the contemporary generation of George Enescu, Choral music in the creation of the composers Augustin Bena, Mihail Andricu, Dumitru Georgescu Kiriac, Ion Vidu and Sabin Dr goi, Chamber music in the first half of the 20th century; Symphonic music in the first half of the 20th century; Vocal-symphonic music by the composers of the first half of the 20th century; Romanian chamber music in the 6th, 7th and 8th decades; Famous composers in the second half of the 20th century - Part I: Nicolae Brânduș, Dan Buciu, Dumitru Capoianu, Vladimir Cosma; Famous composers in the second half of the 20th century - Part II: Tudor Ciortea, Felicia Donceanu, Liviu Comes, Florin Comișel; Famous composers in the second half of the 20th century - Part III: Iancu Dumitrescu, Gheorghe Dumitrescu, Ion Dumitrescu, Liviu Glodeanu; Famous composers in the second half of the 20th century - Part IV: Teodor Grigoriu, Vasile Herman, Tudor Jarda, Hilda Jerea; Famous composers in the second half of the 20th century - Part V: Aurel Stroe, Ștefan Niculescu, Anatol Vieru, Myriam Marbé; New generation composers - Part I: Călin Ioachimescu, Maia Ciobanu, Liviu Donceanu, Șerban Nichifor; New generation composers - Part II: Adrian Iorgulescu, Sorin Lerescu, Liana Alexandra, Costin Miereanu; New generation composers - Part III: Irina Odgescu, Sabin Putza, Doina Rotaru, Costin Cazaban;

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

#### **COURSE TITLE: CONTEMPORARY ROMANIAN SINGING**

**ECTS CREDITS:** 4/SEMESTER

**TYPE OF COURSE:** Compulsory, in-depth

**COURSE OBJECTIVE(S):** Acquainting students with the basics of vocal technique, musicality, musical understanding and the interpretation of contemporary Romanian musical material. Cognitive objectives: Adapting vocal range, endurance and flexibility to the demands of contemporary music and special vocal effects, Hearing training in order to develop the singer's ability to determine pitches and gain confidence in his/her own means and independence from the instrumental accompaniment, Diction training in order to facilitate the use of phonemes of the International Phonetic Alphabet, which is often used in contemporary singing; Procedural objectives: Using contemporary singing concepts and theories,

Using methods of self-assessment learning; Attitudinal objectives: Complying with professional deontology rules based on explicit value options, Working in teams to solve different learning tasks, Using specific methods to develop a team work plan (choir, orchestra).

**COURSE CONTENTS:** The specificity of non-traditional voice lines - specific interval movement. The specificity of nontraditional vocal lines - experimental declamation. Muscle coordination, mind-body coordination. Acquiring vocal color skills, removing the vibrato. Contemporary notational means - the indicative notation. Contemporary notational means - verbal indications. Contemporary notational means - the random component. Contemporary notational means - music charts. Contemporary notational means - synchronization with the electronic device. Contemporary notational means - recitation. Contemporary notational means - unpitched speaking with or without designated rhythms. Proportional notation. Microsounds. *Sprechstimme*. Seminar: Specific technique, repertory (George Enescu, Anatol Vieru, Ștefan Niculescu, Tiberiu Olah, Felicia Donceanu, Myriam Marbé, Aurel Stroe, Cornel Rănu, Nicolae Brânduș)

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

#### **COURSE TITLE: STYLISTICS OF MUSICAL CREATION**

**ECTS CREDITS:** 4/SEMESTER

**TYPE OF COURSE:** Compulsory, of synthesis

**COURSE OBJECTIVE(S):** The synoptic approach to the phenomenology of musical creation - in terms of stylistic parameters. Refining the analytical skills in the three dimensions of musical language. Deepening the stylistic determination in relation to the predominance and configuration of musical language elements, as well as musical forms and genres. Revealing the expressive peculiarities that subtly impress the interpretative style and, consequently, improving the students' discernment for choosing the best means to stylistically perform their own interpretations. Students will acquire the knowledge of musical stylistics of various eras apply it to practice.

**COURSE CONTENTS:** Musical language - dimensions, expressive valences, stylistic evolution. Musical interpretation and the performer's role - in the context of stylistic evolution. Musical text and musical notation variety - the expression of stylistic evolution. Baroque - aspects of musical language elements in the Italian Baroque - Monteverdi, Peri, Torelli, Corelli, Vivaldi. Baroque - aspects of musical language elements in the French Baroque - Leclair, Rameau, Couperin. Baroque - aspects of musical language elements in the German Baroque - J. S. Bach, Telemann, Haendel. The 18th century - Gallant style and the Mannheim

School - J. Chr. Bach, Boccherini, Johann Stamitz, C. Stamitz, Vanhal, Franz Danzi. Viennese Classicism - Stylistic interferences with Gallant style and the Mannheim School - Haydn, Mozart. Viennese Classicism - Stylistic interference with Gallant style and the Mannheim School - L. van Beethoven. Musical Romanticism, Programmatism and national schools in the 19th century - Berlioz, Schubert, Schumann, J. Brahms. National schools in the 19th century: Liszt, Chopin, Grieg, Saint-Saens, Smetana; Rimski-Korsakov, Ceaikovski, Musorgski. Romantic Opera - C. von Weber, Rossini, Wagner, Verdi, Donizetti, Bizet. Modernity - Postromanticism and Neoclassicism (R. Strauss, Puccini, Skriabin, Reger, Rachmaninov) Impressionism and its influences on musical creation (Debussy, Ravel, Szymanowski, I. Albéniz, P. Dukas, Respighi). The second Viennese School and its imprint on the creation of the era - Schönberg, A. Berg, A. Webern, I. Stravinski, G. Gershwin. Seminar: 1. Specific introductory notions of Latin language morphology and the Latin verbal system: word, root, stem, desinence, suffixes, prefixes. Vowel alternations e/o/zero. 2. The numeral in Latin language. Latin numeral formation and exercises with numerals. The Latin verbal system: inflexion, the four conjugations and the specific desinences. Specific grammar categories-voice, aspect, mood, tense, person, number. Inflectum and perfectum stems. Tenses formed by inflectum and perfectum stems. Finite moods (active, passive and middle voice-deponent verbs). Means of formation, suffixes and desinences. 5. Non-finite/nominal moods: infinitive, participle, gerund, gerundive, supine. Deponent verbs. 7. Irregular verbs.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: ART INTERNSHIP**

**ECTS CREDITS:** 4/SEMESTER

**TYPE OF COURSE:** Compulsory, of synthesis

**COURSE OBJECTIVE(S):** Achieving skills to be able to prepare and conduct instrumental or vocal-instrumental ensembles; achieving the skills necessary to recognize and analyze the harmonic, formal or vocal structures of a choral piece; elaborating some basic techniques for the study of voices (homogenization, synchronization and balance between voices); by applying more complex techniques, we move from the elaboration of more developed Renaissance, Romanticism and modern vocal pieces, to choral pieces written in foreign languages.

**COURSE CONTENTS:** During practice, MA students will be initiated into the study of simple instruments (flute, blockflute, small percussion instruments) so that they will also be able to teach their pupils to accompany a soloist, or even a vocal group, during their future teaching activity. A specific repertoire

will be created.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** oral examination

**COURSE TITLE: CONTEMPORARY MUSIC: LANGUAGE AND STYLE**

**ECTS CREDITS:** 4/SEMESTER

**TYPE OF COURSE:** Optional, of synthesis

**COURSE OBJECTIVE(S):** An interdisciplinary approach which brings together the fields of music aesthetics, music history and music analysis, the main stylistic directions of the 20th century music; Deepening the knowledge of contemporary languages by theoretical and practical-analytical means; Understanding the ideatic, philosophical and aesthetic content of modern and contemporary artistic visions in close connection with the society history, with the spirit of the time; Students will acquire knowledge about the universal creation of the 20th century music and they will apply it to practice;

**COURSE CONTENTS:** Modernism in music: Modernism in French music, Modernism in German music, Modernism in Russian music; Impressionism - aesthetics and language. Claude Debussy. Influences of Impressionism in European Music (M. Ravel, G. Enescu, B. Bartok, C. Szymanowsky); Postromanticism – a synthesis movement at the beginning of the 20th century (G. Mahler, A. Schoenberg, G. Enescu); Expressionism - aesthetics and language. Tonal Expressionism (R. Strauss). Atonal Expressionism (A. Schönberg, A. Berg, A. Webern). Modal Expressionism (Stravinski, Bartok, Prokofiev); Modal Expressionism (Stravinski, Bartok, Prokofiev); Neoclassicism. Neoclassical aspects in the music of the first two decades (Busoni, Ravel, Enescu); Stravinskian Neoclassicism; French Neoclassicism (E. Satie, D. Milhaud, A. Honegger; German Neoclassicism (P. Hindemith); Italian Neoclassicism (P. Casella.); G. Enescu - evolution of the creation and style. Analysis of the works: Octuor, op. 7, Sonata no. 3 for piano and violin, op.25; G. Enescu - evolution of the creation and style. Analysis of the works: Opera Oedipe, Quartet op. 22, no. 2; Traditional composers. D. Şostakovich; Second wave Avangardism: Pierre Boulez and Karlheinz Stockhausen; stochastic music; Darmstadt School: Luigi Nonno, K. Stockhausen, P. Boulez; electronic music; Functional music: having aesthetic function, having commercial function, Ambient music: BrinEno (Music for airports); Music for advertisements, the video, music for movies; Entertainment shows - music-hall, variété; Musical theater in the second half of the 20th century; Pop music culture; Jazz music

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: ETHNOMUSICOLOGY****ECTS CREDITS:** 4/SEMESTER**TYPE OF COURSE:** optional, of synthesis**COURSE OBJECTIVE(S):** Acquainting MA students with the basic elements of traditional Romanian music, with the analysis of the Romanian repertoire of traditional songs; acquiring knowledge of the regional specificity of Romanian folk songs and traditions;**COURSE CONTENTS:** Regional aspects and features of children's folklore and lullaby; The bridal repertoire; in Moldavia, Oltenia, Muntenia, Banat Transylvania; particular aspects; Funeral ceremony; Spring-summer calendar customs; Muntenia, Moldavia, Transylvania; Autumn-winter calendar customs; Pastoral repertoire; Pastoral repertoire; Ballad; Doina; Old style song; Modern song; Folk dance music; Urban folklore**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Test**COURSE TITLE: INTERNSHIP****ECTS CREDITS:** 4/2<sup>ND</sup> SEMESTER**TYPE OF COURSE:** Compulsory, of synthesis**COURSE OBJECTIVE(S):** Achieving skills to be able to prepare and conduct instrumental or vocal-instrumental ensembles; achieving the skills necessary to recognize and analyze the harmonic, formal or vocal structures of a choral piece; elaborating some basic techniques for the study of voices (homogenization, synchronization and balance between voices); by applying more complex techniques, we move from the elaboration of more developed Renaissance, Romanticism and modern vocal pieces, to choral pieces written in foreign languages.**COURSE CONTENTS:** During practice, MA students will be initiated into the study of simple instruments (flute, blockflute, small percussion instruments) so that they will also be able to teach their pupils to accompany a soloist, or even a vocal group, during their future teaching activity. A specific repertoire will be created.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** oral examination**2<sup>ND</sup> YEAR, 1<sup>ST</sup> SEMESTER AND 2<sup>ND</sup> SEMESTER****COURSE TITLE: CHOIR CONDUCTING****ECTS CREDITS:** 5/SEMESTER**TYPE OF COURSE:** Compulsory, in-depth**COURSE OBJECTIVE(S):** The theoretical and psychological training of the conductor; acquiring conducting technique, competences and skills for conducting the choral ensemble; acquiring an appropriate and gradual repertoire as regards its complexity and difficulty; acquiring evolved musical thinking; developing artistic – musical sensitivity; forming in-depth stylistic culture.**COURSE CONTENTS:** Conducting beat patterns:

directional and complimentary gestures, combined beating time, "una batutta" beating time; Attacks: delayed attacks, full time attacks, time signature attacks, anacrusis Cut-offs: specific features of cut-offs, vowel cut-offs, consonant or consonant group cut-offs, attack and word cut-offs; Fermata: different beat measure fermata, fermata finale, intermediate fermata, time signature fermata, pause fermata; Fermata (continuation): general pause fermata, general pause fermata, bar line fermata, fermata between two notes; Interpretative conducting art: what is the interpretative act?, the conductor-interpreter, complying with score indications, score studying by the conductor; Styles and the conducting art: what does style mean?, styles in relation to musical history periods.

**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Examination**COURSE TITLE: SUPERIOR MUSIC THEORY****ECTS CREDITS:** 5/SEMESTER**TYPE OF COURSE:** Compulsory, in-depth**COURSE OBJECTIVE(S):** Deepening the knowledge of music theory; acquiring the necessary skills for the recognition and reproduction of simple and composite intervals, of high difficulty, three and four sound chords, in the direct state and inversions; acquiring the necessary knowledge to write melodic, harmonic (for 4 voices) and polyphonic (for 3 voices) high difficulty dictation; The ability to interpret the signs specific to medium and complex scores proper to the music in the second half of the 20th century**COURSE CONTENTS:** Traditional musical notation versus modern (contemporary) notation; New methods of musical notation of sound height in modern creation; New methods of musical notation of sound duration used in the musical creations of the second half of the 20th century; Modern methods of musical notation of sound intensity; Methods used in modern scores for rendering musical timbre; Studying the specific signs of graphic or electronic scores; Scores used in computer music; New concepts related to tonality; Integrated tonal-modal systems; Polytonality and polymodality; Hexatonic system – tone scale; Atonality and serial dodecaphonism; Modes of limited transposition in Olivier Messien's creation; Nonretrogradable rhythm; Serial rhythm and the rhythm in electronic music**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** examination**COURSE TITLE: VOCAL INSTRUMENTAL ARRANGEMENTS****ECTS CREDITS:** 4/SEMESTER**TYPE OF COURSE:** Compulsory, in-depth**COURSE OBJECTIVE(S):** Transforming a composition into a vocal-instrumental work; The subject aims at developing those techniques by



which we can successfully create simple vocal-instrumental arrangements taking into account different choral types, compositional techniques, aesthetic principles or counterpoint, form or harmonic elements.

**COURSE CONTENTS:** Introduction. Defining the vocal - instrumental arrangement; Orff instruments for children; Musical arrangements for children's voices (one voice) with rhythmic accompaniment and blockflöte; Musical arrangements for children's voices (one voice) with rhythmic accompaniment and harmonic support (guitar); Musical arrangements (one voice) with polyphonic rhythmic accompaniment and harmonic support; Musical arrangements for voice with accompaniment (piano); Vocal - instrumental adaptations for women's choir with rhythmic accompaniment; Vocal - instrumental adaptations for women's choir with rhythmic accompaniment and harmonic support (piano); Vocal - instrumental adaptations for men's choir with rhythmic accompaniment; Vocal - instrumental adaptations for men's choir with rhythmic accompaniment and harmonic support (piano); Vocal - instrumental adaptations for mixed choir with rhythmic accompaniment; Vocal - instrumental adaptations for mixed choir with rhythmic accompaniment and harmonic support (piano)

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** examination

#### **COURSE TITLE: MANAGEMENT OF THE ARTISTIC PROJECT**

**ECTS CREDITS:** 4/SEMESTER

**TYPE OF COURSE:** Compulsory, in-depth

**COURSE OBJECTIVE(S):** The course is addressed to all MA students in the music field and it has the following objectives: Acquainting students with the necessary notions and strategy to draw up and implement an artistic project; Studying the elements that make up an artistic project (planning notions, legal notions, economic notions); Developing the mental and intellectual abilities of the MA student through the study of music management methodology; Studying the elements of music management adapted to contemporary trends; Studying national and international funding opportunities for artistic projects.

**COURSE CONTENTS:** The concept of artistic management: Definitions. Concepts, Functions; The concept of artistic Project: Placing the project among the achieved products, Project definition Classification of projects; Management of the artistic project: Historical references, The team and the project manager, Particularities of the project management, Project constraints, Deconstruction of the project structure, Project structure, Project life cycle, Project evolution; Prerequisites for preparing the making-up of a project; Writing up the artistic project: establishing the project idea, Analysis of

the idea, Analysis of the interest group, Analysis of objectives and alternative variants, Methods of identifying variants; Mobility and networking: key elements for successful cooperation; The importance of training in the professional development; The role and recognition of competencies; International cultural cooperation, the impact on the Romania creative sector; Non-refundable funds for cultural projects: National, Private; Financing of cultural projects - International cultural cooperation; Partnerships and the establishment of the consortium; International cultural cooperation and the role of cultural networks • What is cultural cooperation? (history and development); Cultural cooperation, globalization and the post-communist context; Project management in the artistic field: real challenges and imaginary traps; How to initiate, develop, present and communicate, how to implement and evaluate a cultural project; Possibilities, difficulties and risks in the "activity cycle" of the cultural project; The social dimension of artistic projects.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

#### **COURSE TITLE: LANGUAGE AND STYLE IN THE 20TH CENTURY ROMANIAN MUSIC**

**ECTS CREDITS:** 4/SEMESTER

**TYPE OF COURSE:** Compulsory, in-depth

**COURSE OBJECTIVE(S):** Deepening the knowledge about the activity of musical creation of the most important stages of Romanian cult music; Acquiring knowledge about the Romanian creation of the 20th century and applying it to practice.

**COURSE CONTENTS:** The generation of George Enescu's precursors: The era of Vaudeville, Alexandru Flechtenmacher's musical creation; stylistic features; First attempts to create national music: Eduard Caudella, George Ștef nescu, ConstantinDimitrescu, Gheorghe Dima, IacobMureșianu, GavriilMusicescu, CiprianPorumbescu; George Enescu's creation and the assertion of a Romanian style in European musical literature; The composers' generation at the beginning of the 20th century and the attempts to harness the folklore: AlexandruZirra, Ion NonnaOtescu, MihailJora, DimitrieCuclin, Alfred Alessandrescu. Stylistic and language features in their musical creation; Byzantine style in Paul Constantinescu's creation; the attraction of the modality; Sabin Dr goi and the universe of diatonic modality; Romanian music and the authentic folklore in the creation of the composers MihailAndricu, FilipLaz r and Theodor Rogalski; The national folk music in the creation of the composers in the 5th, 6th and 7th decades; Ion Dumitrescu, Gheorghe Dumitrescu, MirceaChiriac, Tudor Jarda; The national folk music in the creation of the composers in the last quarter of the 20th

century;  
 Vasile Timis, Nicolae Beloiu, Felicia Donceanu, Irina Odagescu, Carmen Petra-Basacopol, Dan Buciu, Maya Badian, Irina Hasnas, Sabin Pautza;  
 Neofolkloric trends in some young composers' creation: Violeta Dinescu, George Balint, Dan Teodorescu, Mihaela Stanculescu-Vosganian;  
 Combining the folkloric suggestion with new ways of creation by Cornel Taranu, Liviu Glodeanu, Mihai Moldovan Ulpui Vlad, Aurel Stroe, Corneliu Cezar;  
 Byzantine music in the creation of the composers: Marian Negrea, Sigismund Todu, Liviu Comes, Doru Popovici, Șerban Nichifor, Nicolae Brânduș, Myriam Marbe and Octavian Nemescu;  
 Aesthetic Balkanism in the creation of the composers: Paul Constantinescu, Adrian Iorgulescu, Nicolae Brânduș, Anatol Vieru;  
**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: ART INTERNSHIP**

**ECTS CREDITS:** 4/1<sup>ST</sup> SEMESTER  
**TYPE OF COURSE:** Compulsory, of synthesis  
**COURSE OBJECTIVE(S):** Achieving skills to be able to prepare and conduct instrumental or vocal-instrumental ensembles; achieving the skills necessary to recognize and analyze the harmonic, formal or vocal structures of a choral piece; elaborating some basic techniques for the study of voices (homogenization, synchronization and balance between voices); by applying more complex techniques, we move from the elaboration of more developed Renaissance, Romanticism and modern vocal pieces, to choral pieces written in foreign languages.  
**COURSE CONTENTS:** During practice, MA students will be initiated into the study of simple instruments (flute, blockflute, small percussion instruments) so that they will also be able to teach their pupils to accompany a soloist, or even a vocal group, during their future teaching activity. A specific repertoire will be created.  
**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: INTERACTIVE MUSIC TEACHING APPROACH**

**ECTS CREDITS:** 4/SEMESTER  
**TYPE OF COURSE:** Optional, of synthesis  
**COURSE OBJECTIVE(S):** The course is addressed to all MA students in the music field and it has the following objectives: Using interactive methods in the music teaching process; Acquiring some music-specific working methods; Acquiring mental and intellectual abilities through the study of this subject.  
**COURSE CONTENTS:** Interactive teaching strategies: Teaching methodology between tradition and innovation; Definition of the method; Functions of teaching methods; Classifications of teaching

methods; Educational means; Complementarity of the benefits and limitations of exposure methods and interactive methods; The role of interactive didactic strategies in teaching, learning, evaluation processes: concept, components, factors/variables, classification, steps to develop an effective strategy; Concept; The factors/variables on which the organization of teaching strategies depends, in general, and the interactive teaching strategies, in particular; Classification of teaching strategies  
 Definition of strategies; The components of a teaching strategy; Classification of teaching - learning - evaluation strategies; Teaching - learning - interactive evaluation: interactive -creative learning; The concept of interactive -creative learning; Active and creative student profile; The factors that block pupils' creativity and activism in school; Means of stimulating creativity and activism in the teaching process; Practical references of teaching methodology innovation. Examples of interactive teaching-learning methods; The method of reciprocal teaching/learning; The jigsaw method; The "Swap pair" method; The pyramid method; Cause and effect diagram; The LOTUS technique (Water Lily Flower); Brainstorming; Starbursting; The method of *Thethinking hats*; The technique 6/3/5; Philips 6/6; Frisco method  
 Interactive evaluation; The functions of evaluation; The relationship between initial evaluation - formative evaluation - summative evaluation; The operations and steps of evaluation; Teaching methodology and postmodern education: The constructivist theory in education and the interactive methods; The constructivist model; The benefits of Constructivism  
 Criticisms of Constructivism; The constructivist theory in education and the interactive methods  
**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Test

**COURSE TITLE: CONTEMPORARY MUSIC EDUCATION THROUGH ROMANIAN FOLKLORE**

**ECTS CREDITS:** 4/SEMESTER  
**TYPE OF COURSE:** optional, of synthesis  
**COURSE OBJECTIVE(S):** The course is addressed to all MA students in the music field and it has the following objectives: Using the repertoire of traditional songs and customs in the music education process; Acquiring mental and intellectual abilities through the study of this subject; Knowledge about those particularities of musical folklore that can shape students' personality.  
**COURSE CONTENTS:** General objectives of the course; The relationship between the students' music education and Romanian music folklore; The role of music education and the importance of studying it: music functions; Teaching principles from the perspective of music education; Teaching methods specific to music education class; Teaching means and materials necessary for the music class

with folkloric specificity; Means of achieving the objectives during music education activities; Specific means of achieving music education through folklore; Evaluation during the educational process; The musical game and the use of folk songs; Organizing students' folkloric performances and auditions; Children's folklore applied in contemporary music Education: educational valences, specific local features, civic education by means of songs and children's games; Traditions and folklore customs practiced by children: Paparuda, Caloianul (Scaloianul), winter traditions and customs practiced by children; Music education systems based on folklore in other countries: Orff method, Zoltan Kodaly method, Knowledge of Romanian traditional songs and games and their role in children's contemporary education;

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Test

<b>COURSE TITLE: RESEARCH PAPER INTERNSHIP</b>
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**ECTS CREDITS:** 10/2<sup>ND</sup> SEMESTER

**TYPE OF COURSE:** Compulsory, domain course

**COURSE OBJECTIVE(S):** To create and develop the students' competences necessary to elaborate summative papers, both theoretical and applied in nature, based on the knowledge, understanding and use of the concepts, theories, methods and techniques of research specific to the domain.

**COURSE CONTENTS:** Establishing the research topics; Discussions about the various aspects of the graduation thesis: title, structure, layout, the use of bibliographical sources, graphics, tables, figures, etc; Setting the deadlines for each stage of graduation thesis elaboration; Reaching an agreement regarding the theoretical and methodological aspects specific to each research topic; Preparing the students to perform empirical research: details regarding the presentation of the organization where the empirical research will take place, clarifications regarding the research methods and the interpretation of the results; Checking the degree of achieving the proposed objectives by the students in elaborating the thesis; Discussions about the manner of formulating the conclusions derived from the research, identifying the limitations and the future directions of research; Discussions about the manner of defending the theses in front of the board of examiners during the graduation papers presentation session;

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam



of

# Faculty Physical Education and Sports

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**Bachelor's  
Degree**

# Faculty of Physical Education and Sports

**Duration: 3 years**  
**No. of credit points: 180**

**Field: *Physical Education and Sports***

**Programme title:**

**Physical Education and Sports**

**Physical Education and Sports (Centre of Drobeta-Turnu Severin)**

**Field: *Kinetic Therapy***

**Programme title:**

**Kinetic Therapy and Special Motricity**

**Kinetic Therapy and Special Motricity (Centre of Drobeta-Turnu Severin)**



**Master's  
Degree**

**Duration: 2 years**  
**No. of credit points: 120**

**Field: *Physical Education and Sports***

**Programme title:**

**Performance in Sports**

**Curricular and Extracurricular Motricity**

**Sport Management**

**Field: *Kinetic Therapy***

**Programme title: Kinetic Therapy in Neuro-motor Recovery**

**FIELD: PHYSICAL EDUCATION AND SPORTS**  
**PROGRAMME TITLE: PHYSICAL EDUCATION AND SPORTS (CRAIOVA AND CENTRE OF DROBETA-TURNU SEVERIN)**  
**BACHELOR'S DEGREE**

**1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: GENERAL INTRODUCTION ON TRACK AND FIELD**

**CODE: D05ESCL103**

**ECTS CREDITS: 5**

**COURSE OBJECTIVE(S):** The general discipline's objective: acquiring theoretical and practical knowledge related to the practice of track and field.

**COURSE CONTENTS:** Course: 1. Introduction to track and field; 2. The subject and problems of the theory and methodology of athletics; 3. General background of athletic evidence technique; 4. Initiation in athletics – running; 5. Initiation in athletics – jumping; 6. Initiation in athletics – throwing; 7. Stages of learning athletic exercises; 8. The typical pattern of learning exercises, running, jumping and throwing. Seminar: 1. Methodology of exercise training in the running school; 2. The methodology of learning exercises in the jumping school; 3. Methods of learning the exercises in the throwing school; 4. Step learning methodology in middle-distance running; 5. Step learning method in sprints and relay running; 6. Long Jump Learning Method with Crumpling and 1½ ½ Steps in Flight; 7. Method of high-jump learning with stepping and ventral rolling; 8. Method of learning how to throw balls and weights.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: THE SCIENTIFIC FOUNDAMENTALS OF GAMES – BASKETBALL**

**CODE: D05ESCL104**

**ECTS CREDITS: 5**

**COURSE OBJECTIVE(S):** The course is aimed at students of the first year and supports their understanding of basic concepts of the basketball game. The objectives of the course are: learning the technical elements and individual tactics of attack and defense; training profile best performer of practicing basketball game in regular conditions; developing the capacity to execute and demonstrate the main actions of individual technical-tactical actions in the 1: 1 relationship

**COURSE CONTENTS:** Course: 1. History and evolution of the game; 2. The constitutive parts of the basketball game; 3. The categorical and terminological system of basketball; 4. Trends of evolution in basketball game; 5. The features of the game; 6. Game and training concept; 7. Description of the basketball game. Basic rules in the practice of the game; 8. Basketball technique in attack; 9. The tactics of basketball game; 10. Rules

of the game. Seminar: 1. Learning basic position, change direction and motion into the field; 2. Learning to hold, catch, and take the ball from place, followed by travel; 3. Learning stops and pivoting; 4. Dribbling learning; 5. Learning shooting from the place and jump; 6. Learning shooting from running and from dribbling; 7. Fixing the technical elements acquired in complex and complex structures, playing in half and all over the field in the form of individual tactical attack and defense tactics; 8. Improving technical and tactical actions of individual and collective tactical combinations of attack and defense; 9. Developing the ability to apply technical-tactical knowledge in the game; 10. Basic rules - arbitration.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: LEISURE ACTIVITIES-ORIENTEERING**

**CODE: D05ESCL107**

**ECTS CREDITS: 3**

**COURSE OBJECTIVE(S):** Acquiring theoretical and practical knowledge related to learning and strengthening the main elements and technical procedures specific to the orienteering discipline, as well as the main regulations in this sport.

**COURSE CONTENTS:** Course: 1. Main notions in orienteering; 2. Conventional signs on the orienteering map; 3. Notions of planimetry and levelment; 4. Courses of orienteering and age categories; 5. Important aspects of the regulation for orienteering competitions; 6. Working strategies in an orienteering race; 7. Leading lines and choice of displacement variants between control stations; 8. Means of technical training using compass; 9. The evaluation of the distance to go in the orienteering races and the description control points; 10. Description and classification of orienteering competitions by mode of movement; 11. Description of the type of orienteering races; 12. Classification of national and international orienteering competitions; 13. General physical training tips for beginners; 14. General aspects of technical training for beginner orienteers. Seminar: 1. The meaning of the colors and the main conventional signs on the orienteering map; 2. Geographical setting of the map; 3. Map setting using the compass; 4. Means of strengthening the technique using the finger compass; 5. Technics and basic strategies in an orienteering race; 6. Running an orienteering race, accompanied by a teacher; 7. Running individually an orienteering race in a park area; 8. Running individually an orienteering race in an urban area; 9. Identification of the attack points in an orienteering race; 10. Running an orienteering race using the back of the control stations; 11. Means of technical training for beginners; 12. Means of physical training for beginners; 13. Running an orienteering course in

competition conditions; 14. Participation in an orienteering competition.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam

**COURSE TITLE: THEORY AND PRACTICE OF WINTER SPORTS – SKI**

**CODE:** D05ESCL215

**ECTS CREDITS:** 3

**COURSE OBJECTIVE(S):** This ski course is a theoretical support necessary for physical education teachers, students, in order to approach the learning process of alpine skiing, to know the driving systems necessary for the learning and improvement of the basic technical procedures.

**COURSE CONTENTS:** Course: Winter sports, their appearance and development; The appearance of skiing in Romania; Theoretical, methodological and organizational features of the alpine skiing basic learning process; The basics of the alpine skiing its technique - priority theoretical aspects; Theoretical and technical aspects of cross-country skiing, biathlon and ski jumping; Methodical particularities of alpine skiing in pre-school, gymnasium and high-school; The particularities of ski learning; Conduct rules of a skier on the slope; Measures to avoid accidents. First aid; Choosing, keeping and maintaining the ski materials. The quality of the snow. Seminar: Getting used to skiing. Acquiring basic skills (skiing, climbs, turns); Learning the basic position and the direct descent. Stops; Assimilation of the means of avoidance, successive steps towards the hill, turning to the valley. Adaptation to the crossing of different forms of land; Brakes: side skid brake, oblique skid brake; Learning to bypass the plug; Learning the oblique descent; Learning the bypass to the valley in the plow preceded by the oblique descent. Detour towards the valley with half the plow; Acquiring the bypass to the valley with a hill opening. Application paths

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**1<sup>ST</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: THEORY AND METHODOLOGY OF PHYSICAL EDUCATION AND SPORTS**

**CODE:** D05ESCL211

**ECTS CREDITS:** 5

**COURSE OBJECTIVE(S):** Acquiring the fundamental theoretical-methodological notions and development trends necessary for their proper usage in professional communication and their interdisciplinary correlation for a further satisfactory evolution in the field of study.

**COURSE CONTENTS:** Course: 1. The goals of physical education and sports; 2. The research methods in physical activities and sports; 3. Fundamental theoretic notions in theory and methodology of physical education and sports:

physical development, motor movement; Motor capacity, physical education and sports; 4. The system of the means of physical education and sports; 5. The content of the instructional and educational process of physical education (specific knowledge, somatic and functional parameters, motor qualities); 6. Speed and coordinative capacity: definition, restrictive factors, types, methods of development, means of action and the place and role in lesson; 7. Endurance: definition, restrictive factors, types, methods of development, means of action and the place and role in lesson; 8. Strength: definition, restrictive factors, types, methods of development, means of action and the place and role in lesson; 9. Flexibility: definition, restrictive factors, types, methods of development, means of action and the place and role in lesson; 10. Motor skills; 11. The lesson of physical education and sports - arguments, requirements, structure, training and coaching; 12. The effort in the lesson of physical education and sport: parameters, dosage, leading and determination; 13. Density of the physical education lesson; 14. Training methods. Seminar: 1. Physical education and sports as social activities; 2. Evolution of theoretical thinking in physical education and sports (2 hours); 3. Movement games (2 hours); 4. Forms of organizing the students and methods of organizing the exercises (2 hours); 5. Formulating themes and objectives in motor qualities and developing systems for students (4 hours); 6. Formulating themes and objectives in motor skills of locomotion, handling and stability and developing systems for students (4 hours); 7. Formulating themes and objectives specific motor skills in athletics and developing systems for students (2 hours); 8. Formulating themes and objectives specific motor skills in acrobatic gymnastics and developing systems for students (2 hours); 9. Formulating themes and objectives specific motor skills in sport games and developing systems for students (2 hours); 10. Applying (by groups) a density protocol to a lesson of physical education directly in the pre-university education units (2 hours); 11. Interpretation of the density protocol achieved in school units in pre-university education (2 hours).

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: SCIENTIFIC FUNDAMENTALS OF FOOTBALL**

**CODE:** D05ESCL214

**ECTS CREDITS:** 5

**COURSE OBJECTIVE(S):** This course addresses first-year-students of Physical Education and Sports Faculty and includes general notions regarding the theory and methodology of teaching the football game, all organized according to teaching the sports training factors (physical, technical, tactical,



theoretical, psychological or biological training) both in primary, secondary or high-schools and in the sports clubs with a football profile. There are also notions of recovery after effort injuries suffered by athletes, as football is a sport of contact. The vision promoted by the content - a profound analysis of the concrete mechanisms of approaching football in schools and in the training of performance footballers - is recommended, at the same time offering a useful guide to those who work in football at various levels.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: THE SCIENTIFIC FUNDAMENTALS OF THE HANDBALL GAME**

**CODE:** D05ESCL213

**ECTS CREDITS:** 5

**COURSE OBJECTIVE(S):** The discipline aims to know and use the proper terminology specific to the field and handball in particular, describing and demonstrating the operational systems corresponding to handball. It also seeks to select and develop operational handball specific systems in view of the intended purpose.

**COURSE CONTENTS:** Course: 1. Historical milestones of handball game development; 2. Handball as a means of physical education and sport; 3. Handball technique. Individual actions; 4. Tactics of handball; 5. Collective actions in attack; attack in system; 6. Collective defense actions; the game in system; 7. Defense system 6: 0; 8. Handball game regulation; 9. Phase I and Phase III of the attack - Counterattack and organization of the game; 10. Phase II of the attack - sustained counterattack; 11. Concept of playing and training in handball; 12. Concept of playing and training in handball; 13. Characteristics of the effort in the handball game. Contribution of the game to the development of specific motor skills; 14. The internal competition system and the rules for the organization of competitions Seminar: 1. The fundamental position for attack and defense. Movement in the field; 2. Holding, catching and passing the ball; 3. Dribbling, fence and misleading movements; 4. Throwing in the added, crossed and jump step; 5. Removing the ball from the opponent. Blocking throws. Attacking the opponent in possession of the ball; 6. Goalkeeper technique; 7. Phase II of the attack - sustained counterattack; 8. Phase II of the attack - sustained counterattack; 9. Phase IV of the attack - Game in the system; 10. Attack system with a pivot and two pivots; 11. Bringing the ball into successive advancement. The passes of hiring semicircle players; 12. Crossing. Firewall. Blocking and leaving the block; 13. Replenishment in defense. Taking over, teaching and exchanging people in defense; 14. Defense system 6 + 0.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**2<sup>ND</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: THEORY AND PRACTICE OF TRACK AND FIELD**

**CODE:** D05ESCL316

**ECTS CREDITS:** 5

**COURSE OBJECTIVE(S):** Acquiring theoretical and practical knowledge of practicing athletic sports

**COURSE CONTENTS:** Course: 1. General background of treadmill technique; 2. Technique and methodology of middle-distance running, long-distance running; 3. Technique and method of sprints; 4. Relay Running Technique and Methodology; 5. Technique and method of hurdles; 6. General Basics of Jumping Techniques; 7. Technique and method of jumping in 1½ ½ steps in flight; 8. Technique and method of high jump with ventral rolling; 9. General basics of throwing techniques; 10. Technique and method of throwing the ounce ball; 11. Technique and method of throwing weight. Seminar: 1. Step learning method in sprints; 2. Method of jumping learning in 1½ and 1½-in-flight increments; 3. The method of learning to hurdles; 4. Relay Run Learning Methodology; 5. Weight lifting learning methodology; 6. Method of height-jump learning with ventral roll.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: THEORY AND PRACTICE IN GYMNASTICS – RHYTHMIC GYMNASTICS**

**CODE:** D05ESCL317

**ECTS CREDITS:** 5

**COURSE OBJECTIVE(S):** Forming skills to apply the rhythmic gymnastics content according to the physical education curricula. Developing posture and confident body movement, enhancing coordination and agility, increasing flexibility and strength for students from different levels using specific apparatus and music.

**COURSE CONTENTS:** 1. Brief history and aspects of the modern rhythmic gymnastics' evolution. Object of the theory and methodology of rhythmic gymnastics; 2. Definition, characteristics, particularities, tasks, branches of rhythmic gymnastics in the system of physical education and sports; 3. Basic Body Preparation. Theoretical and methodological notions of aesthetic movements; 4. Body skills - features, execution characteristics, systematization; 5. The motor content of rhythmic gymnastics: variations of rhythmic and dance steps (definition, systematization, technical characteristics); 6. Conducted actions technique (systematization, characteristics); 7. Technique of inertial movements (definition, systematization, technical characteristics); 8. The technique of balance elements (definition, systematization, basic

mechanism, balance school). 9. Artistic jumps and turns; 10. Specific apparatus used in rhythmic gymnastics (Rope, hoop, ball, clubs, ribbon); 11. Basic rules for the composition of the exercises as a whole; Scoring Code Provisions in Rhythmic Performance Gymnastics.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: HANDBALL TEACHING METHODOLOGY IN SCHOOL**

**CODE:** D05ESCL319

**ECTS CREDITS:** 5

**COURSE OBJECTIVE(S):** The general objective of the discipline is training students on how to teach handball in schools in accordance with the provisions of the framework objectives of physical education and with the provisions of the curriculum and the curriculum theory.

**COURSE CONTENTS:** Course: 1. Handball as a means of physical school education; 2. Methodology of teaching individual technical tactics; 3. Methodology of teaching techniques and techniques for attack game; 4. Counterattack and sustained counterattack; 5. Methodology of teaching techniques and techniques for attack game; 6. Organizing the attack, attacking the system; 7. Methodology of teaching technical elements for defense. Defense 6: 0 and 5: 1; 8. Methodology of teaching throws at the cross-linked, cross-jump and jump; 9. Methodology of Teaching the Phase I and Phase III of the Defense - Reploding and Organizing the Defense; 10. Methodology of teaching the technical elements and techniques specific to the goalkeeper's game; 11. Methodology of training the representative school team; 12. Organization of the handball base of performance; 13. Arbitration and organization of matches; 14. Methodology of delivering specific items and procedures to portals. Seminar: 1. The fundamental position for attack and defense. Movement in the field; 2. Holding, catching and bouncing the ball; 3. Dribbling, slopes and misleading movements; 4. Throwing in the added, crossed and jump step; 5. Removing the ball from the opponent. Blocking throws. Attacking the opponent in possession of the ball; 6. The goalkeeper's game; 7. Phase I of the attack – Counterattack; 8. Phase II of the attack - sustained counterattack; 9. Phase IV of the attack – system game; 10. Attack system with a pivot and two pivots; 11. Bringing the ball into a squalid penetration. The passes of hiring semicircle players; 12. Crossing. Firewall. Blocking and leaving the lock; 13. Replenishment in defense. Taking over, teaching and exchanging people in defense; 14. Defense system 6: 0, 5: 1.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: THE METHODOLOGY OF TEACHING GYMNASTICS IN SCHOOL**

**CODE:** D05ESCL320

**ECTS CREDITS:** 5

**COURSE OBJECTIVE(S):** Forming skills to apply the gymnastics content according to the expected goals in relation to the goal pursued.

**COURSE CONTENTS:** Course: Content components of gymnastics as defining elements of educational goal; The organisation of gymnastics content by the curriculum; The requirements of school schedule in order to realize the gymnastics content; Operational systems of learning specific to gymnastics, found in the structure of the physical education lesson; Methodical priorities in teaching school gymnastics; The place, the role and the method of teaching front and formations exercises; The human motricity and the laws of motor movements; The place, the role and the method of teaching the exercises of general physical development; The method of teaching acrobatic exercises; The method of teaching pole vaults. Seminar: The method of teaching front and formations exercises; The method of teaching exercises of general physical development – cane and rope; The method of teaching exercises of general physical development – ball and hoop; The method of teaching exercises of general physical development – gymnastics bench and the fixed ladder; The method of teaching exercises of general physical development – dumbbells and medical balls; The method of teaching acrobatic exercises; The method of teaching bounces with support; The composition of the applicative route and the relay with applicative-useful skills; The leading of some curricular sequence with a given theme.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: THEORY AND PRACTICE IN SPORTING BRANCHES – BODYBUILDING**

**CODE:** D05ESCL322

**ECTS CREDITS:** 3

**COURSE OBJECTIVE(S):** Acquiring theoretical and practical knowledge about practicing bodybuilding

**COURSE CONTENTS:** Course: 1. A brief history of bodybuilding activities; 2. Force with specific purpose; 3. Intensity of strength training; 4. The principles of modern sports training in bodybuilding for beginners; 5. Principles of modern sports training in bodybuilding for intermediaries; 6. Principles of modern sports training in advanced bodybuilding; 7. Competition rules and rules for the design of bodybuilding programs. Seminar: 1. Specific exercises to accommodate bodybuilding activities for all; 2. Methodology of learning the execution of exercises for the development of different muscle groups for beginners; 3. Methodology of learning the execution of exercises

for the development of different muscle groups for those with medium stage somatic development. **LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Written exam

**2<sup>ND</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: METHODOLOGY OF TEACHING ATHLETICS IN SCHOOL**

**CODE:** D05ESCL425

**ECTS CREDITS:** 4

**COURSE OBJECTIVE(S):** Acquiring theoretical and practical knowledge of practicing athletics in school

**COURSE CONTENTS:** Course: 1. Athletics in Physical Education and Sports Lesson – General notions, Features, etc; 2. Athletics in pre-school cycle; 3. Primary cycle athletics (grades 1 to 4); 4. Athletics in the gymnasium cycle (grades 5 - 8); 5. Means of athletics and preparation of the representative sports school team; 6. Organizing a sports competition for athletics; 7. Athletic effort - a milestone in teaching lessons with specific themes; 8. Evaluation in school athletics. Seminar: 1. Teaching athletics in the form of games and exercises for preschoolers; 2. Methodology of learning exercises, jumping and throwing according to the school curriculum for grades 1 -4; 3. Games and competitions for class; 4. Methodology of learning exercises, jumping and throwing according to the school curriculum for grades 5 – 8; 5. Games and contests, regulations (grades 5 - 8); 6. Assessment of practical and practical knowledge

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: FOOTBALL TEACHING METHODOLOGY IN SCHOOL**

**CODE:** D05ESCL426

**ECTS CREDITS:** 4

**COURSE OBJECTIVE(S):** This course, which is mainly didactical, addresses Physical Education and Sports students as future physical education teachers and coaches involved in training and preparing children and juniors for performance football. The content of the course contains benchmarks and assessments for coaches working with seniors, offering solutions for increased performance. The course includes data on the history of national and international football game and the basic concepts of the football game regulations, while systematizing the technique of the game by the theoretical and scientific approach of the technical elements of the game. Also, it contains basic concepts of approaching game tactics, a necessary guide for participation in the primary, secondary and high-school competitions.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: BASKETBALL TEACHING METHODOLOGY IN SCHOOL**

**CODE:** D05ESCL427

**ECTS CREDITS:** 4

**COURSE OBJECTIVE(S):** It addresses to the students of physical education and sports and includes the most appropriate ways, methods and means of teaching basketball in school. Competences: Defining and using appropriate terminology specific to the area and specialization; Selection and development of basic basketball operating systems in view of the intended purpose; Applying techniques and methods of assessing the results of evaluation of physical education lessons. Objectives: Capacity of using specific methodology means learning technical and tactical action elements; Training profile best performer of practicing basketball game in regular conditions; Training basketball skills in accordance with the requirements of the program.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: THEORY AND PRACTICE IN GYMNASTICS – ARTISTIC GYMNASTICS**

**CODE:** D05ESCL428

**ECTS CREDITS:** 4

**COURSE OBJECTIVE(S):** Forming skills to apply the artistic gymnastics content according to the expected goals in relation to the goal pursued.

**COURSE CONTENTS:** Course: Romanian contributions to the development of the international artistic gymnastics; Modern trends in artistic gymnastics' development as sporting branch of performance; The relationship between The Score Code's foresights and the workout content in artistic gymnastics; The technical content in artistic gymnastics. Requirements of making contest programs; The method of teaching specific elements; The contest organisation and notions of arbitration; Programming and planning the content of the artistic gymnastics. Seminar: Disciplines' requirements for practical activities; The technique and method of ground exercises; The technique and method of bounces; The technique and method of ground exercises with support; The technique and method of exercises at the beam and pommel horse; The technique and method of exercises at the unequal parallel bars and fixed bar; The technique and method of exercises at the equal parallel bars and the rings; Specific physical training programs; Consolidation of the machine exercises. Evaluation.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: APPLIED MANAGEMENT IN PHYSICAL EDUCATION AND SPORTS**

**CODE:** D05ESCL432

**ECTS CREDITS:** 3

**COURSE OBJECTIVE(S):** The general objective of this discipline is to familiarize students with the main concepts and practices of Management applied in physical education and sports.

**COURSE CONTENTS:** Course: The evolution of managerial thinking; Processes and management relationships; The system approach to the management process; Functions of the management process: The forecast; Management Process Functions: Organizing; Management Process Functions: Coordination; Functions of the management process: Training; Functions of the management process: Control-evaluation; Models of management analysis; Structural organization; Decision-making process; General management methods. Methods of management based on information and communication technology; Management techniques; Managers of sports organizations. Seminar: Factors that determined the development of management theories; Management and leadership; Processes and management relationships; Functions of the management process; Components of structural organization; Contingency factors of the structural organization; Organizational structure of the enterprise; The process of delegating authority; The human element in the organizational structure; Simple structure; mechanic bureaucracy; Professional bureaucracy; Divisive structure; Adhocracy; Missionary organization; Information system; Methodology of elaboration and improvement of managerial information system; Dashboard; Managerial Communication; Decision and its elements; Information and decision; Managers as decision makers; Types of decisions; Structure of the decision-making process; Methods and models for optimizing decisions; Elaboration of group decisions; General management methods; Management methods based on Information and Communication Technology; Management techniques

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam

**3<sup>RD</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: THEORY AND PRACTICE IN GYMNASTICS – ACROBATICS**

**CODE:** D05ESCL644

**ECTS CREDITS:** 3

**COURSE OBJECTIVE(S):** Forming skills to apply the acrobatic gymnastics content according to the expected goals in relation to the goal pursued.

**COURSE CONTENTS:** Course: The history and the characteristics of acrobatic gymnastics; Notions about terminology specific to acrobatic gymnastics; The structure and the composition of the exercises; The technical aspects of acrobatic exercises; The acrobatic static basic elements; The acrobatic dynamic basic elements; Methodical aspects

considering the achievement of technical basic notions of acrobatic elements. Seminar: The organization of the collective and the adduction of terminological basic notions; The acrobatic static basic elements; The acrobatic dynamic basic elements; Basic combinations; Constructions in 2, 3, 4 performers; Techniques of assurance and help in acrobatic gymnastics; Evaluation.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam

**COURSE TITLE: ADAPTED PHYSICAL ACTIVITIES**

**CODE:** D05ESCL643

**ECTS CREDITS:** 4

**COURSE OBJECTIVE(S):** Acquiring knowledge on how to use specific content of different sports branches in the rehabilitation and social integration of people with disabilities, but also making use of specific programs of adapted sports - aimed at maximizing the existing potential - for participating in specific competitions.

**COURSE CONTENTS:** Course: Adapted physical activities – field. Perspectives; Objectives and particularities of motor learning for people with disabilities; Adapted physical activities for deaf people: development characteristics and objectives. Specific competitive system; Adapted physical activities for people with visual impairments: development characteristics and objectives. Specific competitive system; Adapted physical activities for people with intellectual disabilities: development characteristics and objectives. Specific competitive system; Adapted physical activities for people with motor disorder and other special conditions: development characteristics and objectives; Specific competitive system. Seminar: Adapted physical activities for deaf people: content of adapted activities. Practical application; Adapted physical activities for people with visual impairments: content of adapted activities. Practical application; Adapted physical activities for people with intellectual disabilities: content of adapted activities. Practical application; Adapted physical activities for people with motor disorder and other special conditions: content of adapted activities. Practical application; Creating and applying instructional strategies for adapted physical activities - based on the type of disability, level of motor skills, and level of competition. Case study..

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: GENERAL KNOWLEDGE OF SPORTS TRAINING**

**CODE:** D05ESCL103

**ECTS CREDITS:** 3

**COURSE OBJECTIVE(S):** This course aims at familiarizing students with aspects of sports training as a complex process for adapting athletes's body to competition demands. It includes the guidelines

that the coach must know in order to conduct scientifically the sports training of the athlete's body. Pedagogical, biological and psychological principles, requirements and rules are presented, all these creating an original normative framework, implemented in long and short programmes, a process developed on the basis of training and performance objectives, which are components of managerial projects. The content of the paper includes: the training methodology on the components of the sport training, the stages character, the sports state and division in training periods, the structure, the programming and the planning, as well as the evaluation of training.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: BODY EXPRESSION AND EURITHMY**

**CODE:** D05ESCL540

**ECTS CREDITS:** 3

**COURSE OBJECTIVE(S):** Developing capacities to integrate accumulated knowledge from the field of motor activities into sequences and programs whose themes are transmitted through aesthetic body movement. Developing the knowledge needed to convey the nonverbal communication to highlight its educational, social and cultural value.

**COURSE CONTENTS:** Course: 1. Concerns about knowing how to communicate; 2. Human personality: hipercomplex system-individual, individual - person - characteristics – personality; 3. The concept of communication. Types of communication. General knowledge of nonverbal communication; 4. Artifacts and proxemics; 5. Facial and body expressions; 6. The content of preparation for expression; 7. Techniques of eurythmy. Seminar: 1.Expression workout - the basic elements of classical and character barre ballet; 2. Structures in different tempos and rhythms; 3. Elements of individual and group improvisation; 4. Elements of rhythmic games; 5. Actions models on different themes; 6. Rules regarding creating an artistic performance; 7. Evaluation.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam

**COURSE TITLE: THEORY AND PRACTICE IN EXPRESSION SPORTS – DANCE**

**CODE:** D05ESCL537

**ECTS CREDITS:** 4

**COURSE OBJECTIVE(S):** Forming skills to apply the dance as sport content according to the expected goals in relation to discipline's characteristics. Learning the main elements of dance

**COURSE CONTENTS:** Course: The appearance and development of dance; The importance of forming the scenic outfit and of motor gesture for

restoring the artistic message; The bodily move in restoring the artistic message: positions and moves; Dance - standard section; Dance - latin section; The importance of dance in school. Seminar: The course's needs and the organisation of the community; Structures of exercises on different rhythmic themes; Elements of artistic execution from classic ballet; Dance - standard section; Dance - latin section.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: PRACTICE AND METHODOLOGY OF MOTOR ACTIVITIES BY AGE GROUPS**

**CODE:** D05ESCL538

**ECTS CREDITS:** 4

**COURSE OBJECTIVE(S):** Passing a set of theoretical-methodical and practical specialty knowledge aimed at the professional development of graduates licensed in Physical Education and Sports in order to apply the motor activities by age groups and persons with special educational needs.

**COURSE CONTENTS:** 1. Training methods in physical education; 2. Methods of organization exersing motor activities; 3. Methodic aspects concerning organisation and delpoyment of movement games; 4. Organisation and delpoyment of motor activities in cold time and in special conditions; 5. Motricity by age groups in special educational requierement individuals - general considerations; 6. Practice and methodology of the motor activities from 0 to 1 year-olds; 7. Practice and methodology of the motor activities from 1 to 3 year-olds; 8. Practice and methodology of the motor activities from 3 to 6 year-olds; 9. Practice and methodology of the motor activities from 6/7 to 10/11 year-olds; 10. Practice and methodology of the motor activities from 10/11 to 14/15 year-olds; 11. Practice and methodology of the motor activities from 14/15 to 18/20 year-olds (teenagers); 12. Practice and methodology of the motor activities from 20 to 35 year-olds (youngsters); 13. Practice and methodology of the motor activities from 35 to 65 year-olds (adults); 14. Practice and methodology of the motor activities above 65 year-olds (old people).

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: RESEARCH METHODS**

**CODE:** D05ESCL536

**ECTS CREDITS:** 4

**COURSE OBJECTIVE(S):** The general discipline's objective: to acquire the methodological principles of scientific research in physical education and sports, and to develop the capacity to apply them in elaboration and presentation of dissertations and scientific papers.

**COURSE CONTENTS:** Course: 1. Concept of research in physical education and sports. Basic concepts. Structure of the research. Stages and dynamics of scientific research; 2. Documentation in scientific research; 3. Observational research; 4. Experimental research; 5. Surveys; 6. Interviews; 7. Case studies; 8. Statistical analysis of the data; 9. Writing and presenting the dissertation. Seminar: 1. Concept of research in physical education and sports. Basic concepts. Structure of the research. Stages and dynamics of scientific research; 2. Documentation in scientific research; 3. Observational research; 4. Experimental research; 5. Surveys; 6. Interviews; 7. Case studies; 8. Statistical analysis of the data; 9. Writing and presenting the dissertation.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Practical examination

### 3<sup>RD</sup> YEAR, 2<sup>ND</sup> SEMESTER

#### **COURSE TITLE: AEROBIC GYMNASTICS**

**CODE:** D05ESCL647

**ECTS CREDITS:** 3

**COURSE OBJECTIVE(S):** Forming skills to apply the aerobic gymnastics content according to the expected goals.

**COURSE CONTENTS:** Course: Aerobics – conceptual delimitation; The history of aerobic gymnastics; Types of aerobics; The content of the aerobics lesson; The effort in aerobics; The advantages of systematic practice in aerobic gymnastics; Notions of musical theory; Principles of progress in the aerobics lesson; Aerobics in physical education's subsystems and sport for everyone; Aerobic gymnastics – means of physical education in school. Seminar: Exercises from basic gymnastics used in aerobic gymnastics; Specific moves of aerobic gymnastics; Steps combinations in 8T, 16T, 32T; Workout - easy difficulty; Workout – moderate difficulty; Workout – hard difficulty; Evaluation.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam

#### **COURSE TITLE: HISTORY OF PHYSICAL EDUCATION**

**CODE:** D05ESCL651

**ECTS CREDITS:** 3

**COURSE OBJECTIVE(S):** The general objective of the discipline is to acquire knowledge of the evolution of physical exercise over time and the causal relationship with contemporary physical education.

**COURSE CONTENTS:** Course: The subject, research methods and sources of the history of physical education and sport; Exercise in the primitive commune; Physical education in antiquity; Physical education in feudalism; Physical education during renaissance; Physical education during the Enlightenment; The main national systems of

physical education; Physical education in Romania; The Beginnings and the Evolution of School Physical Education in Romania; The beginnings and evolution of the organization of sports activity in Romania; History of the ancient Olympic Games; Modern Olympic Games. Seminar: Ancient East; Ancient Greece, Preclassic Greece, Classical Greece; Ancient Rome; Physical education of nobles; Physical exercises of peasants and townspeople; French School, German School, Nordic School and English School of physical education; Exercises in primitive commune, physical education in antiquity and physical education in feudalism on Romanian territory; History of organizing sports in Romania; The ancient Olympic Games; Modern Olympic Games.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam

#### **COURSE TITLE: MARKETING IN PHYSICAL EDUCATION AND SPORTS**

**CODE:** D05ESCL652

**ECTS CREDITS:** 3

**COURSE OBJECTIVE(S):** The general objective of the discipline is to familiarize students with the sport marketing as a whole and with the mechanisms involved.

**COURSE CONTENTS:** Course: Concept and scope of marketing; Market study; Segmentation of the market; Product policy; Pricing Policy; Distribution policy; Communication policy; Force sales policy. Seminar: The concept and scope of marketing applications. (Debates, case studies); Determination of sample size. Organizing a market investigation. (Applications); Sampling by quota method. Making a Questionnaire (Applications, Case Studies); Scaling up consumer ratings. Market share. Relative market share. (Applications); Price and profitability. Estimation of the psychological price. (Applications, Case Studies); Choosing the Optimal Distribution Option (Applications, Case Studies, Debates); Communication strategy. Brand. (Debates, case studies).

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written exam

#### **COURSE TITLE: SPORTS FACILITIES**

**CODE:** D05ESCL649

**ECTS CREDITS:** 3

**COURSE OBJECTIVE(S):** The course addresses students from Physical Education and Sports faculties, as well as teachers in pre-university education, specialists in the field, sports coaches and managers and all those who want to deepen their knowledge in this field. The course is structured on 14 chapters and is based on a documented bibliography on sports infrastructure and on techniques for setting up and maintaining sports facilities. It has 3 credits in the curriculum, being a compulsory, specialized discipline which

proposes a synthesis of data from the multitude of sources of prestigious authors in the field. The specific competences accumulated are professional and transversal and as objectives, the course aims at: Acquiring theoretical knowledge related to the arrangement, maintenance, operation and exploitation of sports facilities; Acquiring knowledge about the characteristics of sports facilities; Acquiring knowledge about the components of sporting bases; Acquiring knowledge about the location and construction of sports facilities.

**COURSE CONTENTS:** Course: 1. The material basis of sports organization; 2. The clasification of sports facilities, technical systems and sports instalations; 3. The characteristics of sports facilities; 4. The elements of sports facilities; 5. The improvement and endowment of sports facilities; 6. The location and construction of indoor sports facilities; 7. The location and construction of outdoor sports facilities; 8. Sports facilities regarding general physical training; 9. Steps in the improvement of sports facilities; 10. Human resources in sports facilities; 11. The maintenance of sports facilities; 12. Sports facilities and enviroment, the hygiene of sports facilities; 13. The protection and security of athletes and spectators activity; 14. The lighting and ventilation of gyms and stadiums. Seminar: 1. The clasification and characteristics of sports buildings; 2. Elements of sports facilities; 3. Rules regarding the improvement of sports facilities; 4. The plans regarding the maintenance of sports facilities; 5. Project regarding the upgrade and cleaning of sports complex; 6. The design of sports base with necessary annexes made by students; 7. The design of an organizational chart with staff involved in the management of sports base made by students.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: USING SOFTWARE PACKAGES IN PHYSICAL EDUCATION AND SPORTS**

**CODE:** D05ESCL648

**ECTS CREDITS:** 3

**COURSE OBJECTIVE(S):** The general discipline's objective: developing skills to use software packages in physical education and sports.

**COURSE CONTENTS:** Course: 1. Using software packages in physical education and sports. Generalities, classification criteria, examples; 2. Software for physical education; 3. Software for individual sports; 4. Sports team management software; 5. Tournaments manage software; 6. Clubs and sports associations management software; 7. Motion analysis software; 8. Athlete training and performance monitoring software; 9. Statistical packages for physical education and sports; 10. Excel program: formulas, functions, macros. Applications in physical education and sports. Seminar: 1. Using software packages in

physical education and sports. Generalities, classification criteria, examples; 2. Software for physical education; 3. Software for individual sports; 4. Sports team management software; 5. Tournament manage software; 6. Clubs and sports associations management software; 7. Motion analysis software; 8. Athlete training and performance monitoring software; 9. Statistical packages for physical education and sports; 10. Excel program: formulas, functions, macros. Applications in physical education and sports.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Practical examination



**FIELD: KINETIC THERAPY**  
**PROGRAMME TITLE: KINETIC THERAPY AND SPECIAL MOTRICITY (CRAIOVA AND CENTRE OF DROBETA-TURNU SEVERIN)**  
**BACHELOR'S DEGREE**

**COURSE TITLE: HYGIENE AND FIRST AID**

**CODE: D06KTC101**

**ECTS CREDITS: 5**

**COURSE OBJECTIVE(S):** Understanding basic concepts in public health and first aid; understanding the determinant of major health problems; knowledge of the main rules in hygiene for Romania and the EU; Acquiring the minimum knowledge, skills and abilities needed to provide first aid; Obtaining theoretical and practical knowledge on environmental hygiene and food hygiene; Assimilation of practical information that will allow its application by the students in the various situations they will encounter in the professional kinetotherapeutic field they will choose  
**LANGUAGE OF INSTRUCTION:** Romanian/English  
**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: ANATOMY AND BIOMECHANIC I**

**CODE: D06KTC105**

**ECTS CREDITS: 5**

**COURSE OBJECTIVE(S):** Development of basic knowledge about the human body, acquiring the basic notions of osteology, arthrology, myology, splanchnology as the theoretical and practical basis for the study of other fundamental disciplines; Acquirement of theoretical and practical knowledge about the morphology of the human body as a whole, organs, systems and component parts; Acquirement of basic knowledge in osteology, myology, arthrology; Acquirement of basic knowledge regarding the morphology and structure of the respiratory, cardiovascular, nervous, digestive, urogenital system; Gaining practical knowledge about the particularities of bones, muscles and human body joints; Integration of practical information that will allow its application in the various situations encountered by the students in the future professional kinetotherapeutic field.  
**LANGUAGE OF INSTRUCTION:** Romanian/English  
**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: ANATOMY AND BIOMECHANIC II**

**CODE: D06KTC113**

**ECTS CREDITS: 5**

**COURSE OBJECTIVE(S):** Development of basic knowledge about the human body, acquiring the basic notions of the anatomy of the nervous system as a theoretical and practical basis for the study of other fundamental disciplines.  
**LANGUAGE OF INSTRUCTION:** Romanian/English  
**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: KINESIOLOGY**

**CODE: D06KTC109**

**ECTS CREDITS: 5**

**COURSE OBJECTIVE(S):** The purpose of this course is to identify and explain the concepts, theories and specific laws of the human movement as well as the use of fundamental and specialized knowledge for their interpretation and application in practice. There are defined the principles of the movement as a therapeutic measure as well as indications, contra-indications and main forms of its practical application; The specific objectives learned from the study of this discipline are the achievement of correct reasoning through the use of the theoretical knowledge.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: PHYSIOLOGY**

**CODE: D06KTC114**

**ECTS CREDITS: 5**

**TYPE OF COURSE:** Fundamental discipline

**COURSE OBJECTIVE(S):** The purpose of the discipline of Physiology is to give to the students the opportunity to understand how is the normal function of human body and how it is adapted to environmental variations. It is important to explain the variations of some biological parameters and to identify the factors that cause these variations. The students will be able to interpret the deviations from normality of some biological parameters and to find a clinical correlation; The specific objectives learned from the study of the discipline of Physiology are the setting up of strong theoretical, clinical and practical knowledge of physiology in kinetotherapy, in order to develop necessary skills to elaborate and to correct and efficient apply of rehabilitation programs in various diseases.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: PHYSICAL THERAPY BASES**

**CODE: D06KTC201**

**ECTS CREDITS: 5**

**COURSE OBJECTIVE(S):** This course provides the student an introduction to the theoretical and practical basis for the use of therapeutic exercise in rehabilitation settings. Emphasis is given to the basic components (goals) of a comprehensive therapeutic exercise program including: to correct the body posture and alignment, improve range of motion, strength, muscular endurance, balance, coordination, correcting respiratory deficits, effort training and sensitivity reeducation; Following the completion of this course, students will understand and apply: the theoretical and scientific bases associated with the use of therapeutic exercises in the rehabilitation process; knowledge and skills related to the development of basic components of

a comprehensive rehabilitation program, how to prescribe, perform and progress therapeutic exercise programs, including determination of therapeutic goals and objectives, selection development of criteria for progression and return to activities of daily living; physiological effects, therapeutic indications and contraindications associated with the use of passive, active, active-assisted, resistive (isometric, isotonic, isokinetic) and cardiorespiratory exercise.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: SEMIOLOGY**

**CODE:** D06KTC 202

**ECTS CREDITS:** 5

**COURSE OBJECTIVE(S):** The purpose of this course is to have knowledges in field of clinical evaluation, practical assessment of each human body system, teach the specific medical terminology and diagnostic methods.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: KINETOPROPHYLAXY**

**CODE:** D31MTCL101

**ECTS CREDITS:** 4

**COURSE OBJECTIVE(S):** The teaching-learning process (the course and practical work) aim at acquiring theoretical knowledge of the concept of health status and chronic diseases, therapeutic and behavioral interventions for maintaining health condition (primary prevention) or for preventing the chronic diseases from worsening (secondary and tertiary prevention) or appearance of morphological and functional complications in some disease or sequelae (secondary and tertiary prevention) based on a topical bibliography. This present curriculum was designed taking into account the specific skills and competencies of the physiotherapist using reasoning and knowledge from current research in order to elaborate programmes of primary, secondary and tertiary prophylaxis of the high incidence pathologies in Romania and EU (diabetes, hypertension, obesity, osteoporosis, neuromotor disorders, etc) based on physical activity and therapeutic exercise. The course aims that the student will be able to meet the following outcomes: To understand the differences between physical activity, exercise, physical inactivity (sedentary time) and understand chronic disease conditions; To choose a concept that is currently under debate in the literature regarding exercise/PA and its effect on a chronic condition or health related condition and identify the physiological/biological concepts by which exercise/PA can be used to refute or support the argument that exercise can be used as medicine for the chosen topic; Hypothesize the mechanisms by

which exercise is a valid approach to primary, secondary and tertiary disease prevention

**LANGUAGE OF INSTRUCTION:** Romanian/English

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: MASSAGE AND COMPLEMENTARY TECHNIQUES**

**CODE:** D06KTC204

**ECTS CREDITS:** 5

**COURSE OBJECTIVE(S):** The course require deepening knowledge of the morphology and functions of the various systems and structures of the human body involved in massage and interfering with notions of topographical anatomy and living anatomy of the human body, physiology, pathophysiology and clinical pathology, allowing the acquisition of practical skills useful in various situations with whom they will face in their professional activity; This course includes definitions, descriptions, and directions for the application and use of most common massage methods and techniques such as effleurage, petrissage, friction, compression, tapotement, and vibration, as well as their variations It is important to understand both why and where massage methods, and techniques are used, as well as how to organize a process that uses the various therapeutic approaches efficiently. Also, explain massage therapy effects on the cardiovascular and lymphatic systems, as well as on connective tissues. States how massage therapy supports functions of the skin, internal organs, body systems, and specific conditions where it has been found to produce positive effects; During the practical hours the application of all techniques on body will be exemplify and practically applied.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: MANAGEMENT AND MARKETING IN KINETOTHERAPY (PHYSICAL THERAPY)**

**CODE:** D06KTC205

**ECTS CREDITS:** 5

**COURSE OBJECTIVE(S):** The assimilation by the future physiotherapist of the various fundamental aspects of Management and Marketing used in their practical activity

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: EVALUATION METHODS IN KINETOTHERAPY (PHYSICAL THERAPY)**

**CODE:** D06KTC207

**ECTS CREDITS:** 4

**COURSE OBJECTIVE(S):** This course emphasis of the class the use of critical thinking skills to apply assessment principles for the determination of the quality of assessment tools and usefulness of the data for meaningful decision-making. These skills

are essential to the future specialist ability to critically evaluate the clinical status of the patients of all ages; The main objective of course is to obtain knowledge in administration and interpretation of measurement and evaluation procedures in kinetotherapy. The main focus will be on: global assessment of physical development, assessment of human musculoskeletal system: evaluation of segmental physical development, assessment of joint mobility, assessment of muscle strength, grasping, walking, assessment of effort capacity etc; The course help to the accumulation of theoretical and practical notions regarding the evaluation of functional status that is mandatory for the formulation of the kinetotherapeutic strategy and the monitoring of the rehabilitation results.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: REHABILITATION IN PHYSICAL AND SENSORIAL DISABILITIES**

**CODE:** D06KTC209

**ECTS CREDITS:** 5

**COURSE OBJECTIVE(S):** The objectives of the course are: knowledge of the general harmonious physical development and of the normal human body motricity at different age categories, physical and somatic evaluation, in order to detect the deviations from normal, developing the ability to understand the mechanism of formation and correction of physical and sensorial impairments, training the capacity of building the methodical route of the kinetic programs for correction of the first and second degree physical deficiencies in the physical therapy sessions, establish a management capacity in order to build the kinetic programs in order to correct physical deficiencies 1<sup>st</sup> and 2<sup>nd</sup> degree in rehabilitation field, education of the ability to use a correct specialized language.

**COURSE CONTENTS:** The course presents the various types of physical and sensorial deficiencies that arise through various growth disorders and body development that are manifested by deviations, structural deformations that induce and disturbances of the shape and physical functions of the body. These deficiencies alter the morpho-functional development of the body. The correct posture of the body and, implicitly, the good functioning are concerns of kinetic therapy that proposes corrective and prophylactic exercises for them in the practical courses.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: METHODS AND TECHNIQUES IN NEUROMOTOR REHABILITATION**

**CODE:** D06KTC210

**ECTS CREDITS:** 5

**COURSE OBJECTIVE(S):**

At the end of the course the student should be able to: to comprehend the fundamental principles of neuromotor re-education methods and techniques; to comprehend the evaluation rationale and decision making of the proper method/technique depending on the patient's clinical condition; to identify and apply the extero- and proprioceptive stimuli which are used in PNF and in other techniques also; to identify and describe basic neurodevelopmental techniques and basic proprioceptive neuromuscular facilitation techniques; to demonstrate and instruct basic neurodevelopmental techniques using proper hand placement and positioning; to demonstrate and instruct basic proprioceptive neuromuscular facilitation techniques using primary and secondary patterns; to perform basic neurodevelopmental and proprioceptive neuromuscular facilitation techniques.

**COURSE CONTENTS:** This course introduces the students to the study of the neuroanatomical bases of reeducation methods and techniques, core principles of the most common neuromotor re-education methods and techniques and their application in clinical practice. The course is a mix of theory driven lectures corroborate with practical sessions that will allows the student to identify the pathology and select the appropriate neuromotor methods and techniques to rehabilitate the patient. The lab course focuses on instruction in specific treatment techniques and method used for muscle re-education, motor learning to regain functional independence, normalization of muscle tone and gait training for the patient with different injury or disease of the nervous system. The following rehabilitation techniques will be practiced: Neurodevelopmental Technique (Bobath Concept) Proprioceptive Neuromuscular Facilitation (PNF), Brunnstrom and Rood inhibition and facilitation techniques through the progression of postures, as well as Frankel method.

**LANGUAGE OF INSTRUCTION:** Romanian/English

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: SOCIAL ASSISTANCE**

**CODE:** D06KTC211

**ECTS CREDITS:** 4

**COURSE OBJECTIVE(S):** The assimilation by the future physiotherapist of the various fundamental aspects of psychotherapy used in social assistance

**LANGUAGE OF INSTRUCTION:** Romanian/English

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: OCUPATIONAL THERAPY**

**CODE:** D06KTC213

**ECTS CREDITS:** 4

**COURSE OBJECTIVE(S):** The practical courses emphasis on the ability of students: to make independent and critical assessments which

determine the person's goals; to identify, formulate and solve problems autonomously; to improve the person's ability to perform daily activities and reach the person's goals. The objective of this course is that after the hours of course and seminars, the student will be able when exposed to punctual clinical situations to illustrate the possibilities of OT treatment true activities and occupation appropriate to expose case.

**COURSE CONTENTS:** The course will introduce to the students the foundations and basic of occupational therapy (OT), the process and domain of practice for this profession. OT is a client-centred health profession concerned with promoting health and well-being through occupation. The primary goal of OT is to enable people to participate in the activities of everyday life. Topics of this course include the history of OT, professional values and ethics; development, and parameters of the profession; models of practice; roles of occupation in daily life; clinical reasoning; the process of designing and documenting client-centered, activity and task analysis, occupation-based interventions, therapeutic use of activity and occupation.

**LANGUAGE OF INSTRUCTION:** Romanian/English  
**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: EQUIPMENTS IN KINETOTHERAPY (PHYSICAL THERAPY)**

**CODE:** D06KTC214

**ECTS CREDITS:** 4

**COURSE OBJECTIVE(S):** Identify and explain the theoretic and practical concept for use the specific devices in rehabilitation. How to indicate the devices and how to work. Movement assessment before use the specific rehabilitation equipment.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: REHABILITATION IN SPORTS MEDICINE**

**CODE:** D06KTC215

**ECTS CREDITS:** 4

**COURSE OBJECTIVE(S):** Development the knowledges of sport activities, specific pathology in sport, evaluation of health and method for increase the sport performance; How to design the goals of sport specific rehabilitation; Return to sport activity.

**LANGUAGE OF INSTRUCTION:** Romanian/English

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: APPLICATIONS FOR SWIMMING THERAPEUTICAL**

**CODE:** D06KTC208

**ECTS CREDITS:** 3

**COURSE OBJECTIVE(S):** Upon successful completion of this course, the student will demonstrate knowledge of the properties of water

and describe the application of such in rehabilitation programs; demonstrate the ability to utilize the physical properties of water to improve range of movement for patients with stiff joints or tight soft tissues; demonstrate an understanding of the physical properties of water to strengthening techniques in the pool; demonstrate an understanding of the equipment used in aquatic therapy and their applications; demonstrate the ability to confidently use various flotation devices in regard to patient handling; demonstrate knowledge of and apply the goals of aquatic therapy; demonstrate an appropriate selection of treatment techniques for these patients.

**COURSE CONTENTS:** The purpose of this course is to introduce the student to aquatic therapy and common musculoskeletal, neurological, cardiorespiratory diseases which are managed with aquatic therapy by physiotherapists. The course aims to identify the importance of the properties of water on the ability to move the body, establishing the indications and contraindications of hydrokinotherapy, presenting some types of techniques and exercises performed in water for prevention or therapeutic purposes. This information may assist the physical therapist in planning an efficient treatment plan and recognizing those who may be physiologically at risk to participate in aquatic therapy at a given point in the rehabilitation process

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: PRACTICAL PLACEMENT IN SOCIAL ASSISTANCE CENTERS**

**CODE:** D06KTC206

**ECTS CREDITS:** 6

**COURSE CONTENTS:** Neuromotor rehabilitation third age, social integration of people with disabilities.

**LANGUAGE OF INSTRUCTION:** Romanian/English

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: PRACTICAL PLACEMENT IN SPA UNITS**

**CODE:** D06KTC211

**ECTS CREDITS:** 4

**COURSE OBJECTIVE(S):** Development the specific practical competences in field of using the specific spa methods and ways

**COURSE CONTENTS:** Indication and contraindication of environments factors in rehabilitation.

**LANGUAGE OF INSTRUCTION:** Romanian/English

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: PHYSICAL THERAPY IN ORTHOPAEDICS TRAUMA**

**CODE:** D06KTC301

**ECTS CREDITS:** 3

**COURSE OBJECTIVE(S):** Knowledges of clinic and functional disorders in orthopedic and traumatology disorders

**COURSE CONTENTS:** application of physical therapy indication/ contraindication, functional assessment and goals of rehabilitation of short and long term.

**LANGUAGE OF INSTRUCTION:** Romanian/English

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: GERIATRIC AND GERONTOLOGY REHABILITATION**

**CODE:** D06KTC302

**ECTS CREDITS:** 4

**COURSE OBJECTIVE(S):** This course provides information on the neuro-physiological theories and concepts of aging, the physiological and pathological changes and problems associated with this process, and the appropriate rehabilitation interventions are discussed. Also, the course is designed to facilitate understanding of older adults and their special needs and to promote concepts of healthy aging based on physical effort.

**COURSE CONTENTS:** Cognitive impairments, dementia, biological, socioeconomic, and functional changes due to aging will be discussed. During the practical courses the poly pathology of older patients are emphasized, and students are encouraged to apply all the notions learned in other courses in order to identify the needs of older patient and establish the goals and therapeutic intervention for rehabilitation process of older persons. Students are challenged to solve the therapeutic problems relevant to the types of older patients they will assist in physical therapy clinical settings in order to develop the practical skills necessary to select and apply the means, techniques, procedures and methods used to the rehabilitation of older patients.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: REHABILITATION IN CARDIO-PULMONARY DISORDERS I**

**CODE:** D06KTC303

**ECTS CREDITS:** 4

**COURSE CONTENTS:** Pulmonary dysfunction, evaluation of respiratory function, goals of rehabilitation program in pulmonary disorders.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: REHABILITATION IN PEDIATRICS**

**CODE:** D06KTC304

**ECTS CREDITS:** 5

**COURSE OBJECTIVE(S):** Evaluation of functional diagnostic and application of physical therapy

methods in neuromotor child development; Development the capacity of analysis the sciences concepts about how to introduce the rehabilitation methods in pediatry; Goals of rehabilitation.

**LANGUAGE OF INSTRUCTION:** Romanian/English

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: PRACTICAL PLACEMENT IN ORTHOPEDIC AND PEDIATRIC UNITS**

**CODE:** D06KTC305

**ECTS CREDITS:** 4

**COURSE OBJECTIVE(S):** Functional diagnostic, evaluation of motor function in different pathology, development the skills of evaluation, put the functional diagnostic and design the rehabilitation program in orthopedic and pediatric pathologies.

**LANGUAGE OF INSTRUCTION:** Romanian/English

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: RESEARCH METHODOLOGY**

**CODE:** D06KTC306

**ECTS CREDITS:** 5

**COURSE OBJECTIVE(S):** Principles of research methodology, application in physical therapy, how to start a researchm how collect the data and analysis; The results of research in physical therapy help the physical therapist to analyse the results of rehabilitation porgram; Guide for interviews, questionnaire, data base documentation.

**LANGUAGE OF INSTRUCTION:** Romanian/English

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: ORTHETICS AND PROTHETICS**

**CODE:** D06KTC307

**ECTS CREDITS:** 3

**COURSE OBJECTIVE(S):** Knowledges of orthosis and prosthesis principles, evaluation before use the device, indication of devices, rehabilitation after prothesis, phases of rehabiliattion after arthroplasty.

**LANGUAGE OF INSTRUCTION:** Romanian/English

**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: PHYSIOTHERAPY**

**CODE:** D06KTC308

**ECTS CREDITS:** 4

**COURSE OBJECTIVE(S):** The students will learn about the balneoclimatology, Romanian bioclimate, natural mineral or warm waters or gases used for therapy, therapeutic saline's. The course will focus on the rationale and appropriate selection of therapy for selected conditions. On the theoretical and practical courses the students will be instruct about: galvanic current, iontophoresis, galvanic bath, ultrasound therapy, *low frequency currents* such as TENS, faradic, high voltage, micro current, diadynamic currents, *medium frequency currents* such as: Interferential currents, direct and modified

direct currents, magnetotherapy, laser used for therapy, ultraviolet light etc.

**COURSE CONTENTS:** Balneology, electrotherapy with emphasis on their actions on cellular level, benefices, adverse reactions, contraindications and precautions, also the practical use modalities.

One by one all of forms of electrotherapy will be presented, mentioning the definition, description of electrotherapy techniques, application parameters, indications and contraindications, how to operate the equipment that supplies the electric current and the derived energy forms.

Students will study and experience the parameters, responses and sensations by the application of different forms of electrical current used in rehabilitation therapy. Also they will learn to identify common characteristics of electrical stimulation equipment (on/off switches, intensity, electrodes, etc.)

**LANGUAGE OF INSTRUCTION:** Romanian/English  
**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: REHABILITATION IN CARDIO-PULMONARY DISORDERS II**

**CODE:** D06KTC 310

**ECTS CREDITS:** 4

**COURSE OBJECTIVE(S):** Evaluation of cardiovascular system, knowledges about cardiovascular pathology, specific goals of rehabilitation in hypertension, myocardic ischemia, arithmy, indication of physcial exercises in cardiac failure, development the specific protocols of rehabiliattion.

**LANGUAGE OF INSTRUCTION:** Romanian/English  
**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: PHYSICAL THERAPY IN NEUROLOGY**

**CODE:** D06KTC311

**ECTS CREDITS:** 4

**COURSE CONTENTS:** Theory and practical aspects of neurologic disorders, evaluation of neuromotor function, diagnostic in neurology; Specific pathology ( stroke, peripheric neuropathies, muscle distrophy, rare disease).

**LANGUAGE OF INSTRUCTION:** Romanian/English  
**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: PHYSICAL THERAPY IN RHEUMATOLOGIC DISEASES**

**CODE:** D06KTC312

**ECTS CREDITS:** 4

**COURSE OBJECTIVE(S):** The general objective of the discipline is to explain the important role of kinetotherapy as an important tool in the treatment of rehabilitation of rheumatic diseases. After the presentation of the clinical and etiopathogenesis of the rheumatologic diseases, the emphasis will be on the assessment of the functional clinical

evaluation possibilities of the patient with rheumatic pathology, on kinetic management in the intervention of rheumatic diseases recuperation in different stages and joints; Students will also learn to formulate rehabilitation goals and propose a individualized complex physiotherapy program.

**COURSE CONTENTS:** In rheumatology, the rehabilitation perspective refers mainly to patients with spinal pain such as discopathy, spondylosis, ankylosing spondylitis; rheumatoid arthritis, also related to soft tissues such as fibromyalgia and related to musculoskeletal changes due to aging such as osteoarthritis of the shoulder, knee, hip, ankle, wrist, etc. In inflammatory diseases, anatomical and functional rehabilitation management includes joint protection, maintenance of physical fitness and prevention of musculoskeletal and joints impairment.

**LANGUAGE OF INSTRUCTION:** Romanian/English  
**ASSESSMENT METHOD(S):** Exam

**COURSE TITLE: PRACTICAL PLACEMENT IN CARDIOPULMONARY AND NEUROLOGYC UNITS**

**CODE:** D06KTC313

**ECTS CREDITS:** 4

**COURSE CONTENTS:** Evaluation in specific pathology –stroke, pulmonary dysfunction, peditry, muscledisorders, rheumatology, cardiovascular diseases; Create the reahbilitation program-goals, methods of physical therapy; Restore the effort capacity, prescription of physical exercises in chronic diseases.

**LANGUAGE OF INSTRUCTION:** Romanian/English  
**ASSESSMENT METHOD(S):** Exam



of

# Faculty Social Sciences

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## Bachelor's Degree

# Faculty of Social Sciences

**Duration: 3 years**  
**No. of credit points: 180**

Field: *Social Assistance*  
Programme title: Social Assistance

Field: *Philosophy*  
Programme title: Philosophy

Field: *Sociology*  
Programme title: Sociology

Field: *Political Sciences*  
Programme title: Political Sciences

Field: *History*  
Programme title: History

Field: *International Relations and European Studies*  
Programme title: International Relations and European Studies

## Master's Degree

**Duration: 2 years**  
**No. of credit points: 120**

Field: Philosophy  
Programme title: Contemporary Philosophy of Organisations and the Business Environment

Field: Sociology  
Programme title: Community Development and European Integration

Field: Political Sciences  
Programme title: National and Euro-Atlantic Security

Field: History  
Programme title: Romanians in the History of Europe

**FIELD: HISTORY**  
**PROGRAMME TITLE: HISTORY**  
**BACHELOR'S DEGREE**

**1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: INTRODUCTION IN ROMANIAN'S ANCIENT HISTORY**

**CODE: D12ISTL101**

**ECTS CREDITS: 6**

**TYPE OF COURSE:** fundamental, course + seminary

**COURSE OBJECTIVE(S):** At the end of the semester, the students must have main information about the ancient history of Romania: politics, wars, world relations, people, culture, religion

**COURSE CONTENTS:** The course content is presented in 14 items starting from the Prehistoric Age, continuing with the Dacian Kingdoms, Roman-Dacian conflicts, Roman conquest of Dacia, Free Dacian people, Roman Province of Dacia, The retreat of Aurelian, The migrations, the restoration of Constantine the Great, the starting of Christian religion, martyrdom, Romanization process, Romanian ethno genesis.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: WORLD AND ROMANIAN HISTORIOGRAPHY**

**CODE: D12ISTL107**

**ECTS CREDITS: 5**

**TYPE OF COURSE:** complementary, course + seminary

**COURSE OBJECTIVE(S):** At the end of the semester, the students must have main information about the main historical works and the great historian's life.

**COURSE CONTENTS:** There are presented main historian biographies (foreigners and Romanians), works, historiographical issues, tendencies and evolutions

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**1<sup>ST</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: SOCIETY, INSTITUTIONS, STATE IN THE ANCIENT ROMANIAN SPACE**

**CODE:**

**ECTS CREDITS: 6**

**TYPE OF COURSE:** fundamental, course + seminary

**COURSE OBJECTIVE(S):** At the end of the semester, the students must be able to have extended information about the themes presented in the first semester.

**COURSE CONTENTS:** The course is oriented on study cases and particular problems of the historical research.

**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Written examination/  
project based

**COURSE TITLE: INTRODUCTION IN THE WORLD'S ANCIENT HISTORY**

**CODE: D12ISTL202**

**ECTS CREDITS: 6**

**TYPE OF SEMINARY:** fundamental, seminary + course

**COURSE OBJECTIVE(S):** At the end of the semester, the students must be able to have extended information about the themes presented in the course.

**COURSE CONTENTS:** The course content is presented in 14 items starting from the Ancient East, continuing with the politics, kingdoms, empires, city states, Greek and Roman political history, great migrations.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination/  
project based

**COURSE TITLE: ECONOMY, SOCIETY AND CULTURE IN THE EASTERN, GREEK AND ROMAN ANTIQUITY**

**CODE:**

**ECTS CREDITS: 6**

**TYPE OF SEMINARY:** fundamental, seminary + course,

**COURSE OBJECTIVE(S):** At the end of the semester, the students must be able to have extended information about the themes presented in the first semester.

**COURSE CONTENTS:** At the end of the semester, the students must have main information about the ancient history of East, Greece, Rome, Gauls, Thracians: politics, wars, world relations, people, culture, religion.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination/  
project based

**2<sup>ND</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**2<sup>ND</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: INTRODUCTION TO XX<sup>TH</sup> CENTURY WORLD HISTORY**

**CODE: D12ISTL304**

**ECTS CREDITS: 7**

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** gaining fundamental knowledge referring to XX<sup>th</sup> century and the beginning of XXI century of world history; developing the historian thinking of students through the use of structural and comparative analyses; using and interpretation of documents.

**COURSE CONTENTS:** Introduction (Short view over the contemporary world); Consequences of Peace Treaties from Paris. The struggle of Great Powers to impose a new social-political and economic order around the world; States with totalitarian and authoritarian regimes: *USSR, Germany, Italy, Spain, Portugal*; States with democratically regime (1919-1939): *Great Britain, France, USA*; Main Asian countries (1919-1939): *Japan, China*; World War II; New world order after World War II; Collapse of the colonial empires; Cold War.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

### 3<sup>RD</sup> YEAR, 1<sup>ST</sup> SEMESTER

#### **COURSE TITLE: MUSEOLOGY**

**CODE:** D12ISTL502

**ECTS CREDITS:** 3

**TYPE OF COURSE:** special

**COURSE OBJECTIVE(S):** At the end of the semester, the students must have main information about the museum science, research and protection, conservation of the historical heritage.

**COURSE CONTENTS:** There are presented main types of museums, the principles of protection of the cultural heritage, principles of the research in history and archaeology.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Project-based

#### **COURSE TITLE: HISTORY OF THE EUROPEAN INTEGRATION**

**CODE:** D12ISTL508

**ECTS CREDITS:** 2

**TYPE OF COURSE:** special

**COURSE OBJECTIVE(S):** At the end of the semester, the students must have main information about the European Union, structure, history, institutions steps of the construction and integration.

**COURSE CONTENTS:** There are presented main steps in the EU construction, the main institutions, the main historical milestones, the main steps of the integration.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Project-based

#### **COURSE TITLE: INTRODUCTION IN THE GREEK-LATIN EPIGRAPHY**

**CODE:**

**ECTS CREDITS:** 2

**TYPE OF COURSE:** special

**COURSE OBJECTIVE(S):** At the end of the semester, the students must have main information about the Greek-Roman epigraphy, basic language elements, steps of historical investigation.

**COURSE CONTENTS:** There are presented main steps of the historical investigation, different types of

inscriptions, the importance of the epigraphy for the historical research.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Project-based

#### **COURSE TITLE: HISTORY OF THE JEWS**

**CODE:** D12ISTL509

**ECTS CREDITS:** 3

**TYPE OF COURSE:** complementary

**COURSE OBJECTIVE(S):** The course provides an insight into the history of the Jews. The course aims at: exploring some issues and major historical phenomena regarding the history of the Jews; addressing themes that are representative for this specialization; acquiring new abilities of generalization and abstraction of historical phenomena specific to the studied period; acquiring basic knowledge about the history of the Jews; developing the students' historical thinking through the use of structural and comparative analysis; use and interpretation of documents;

**COURSE CONTENTS:** This course examines the history of Jews and Judaism as a history of cultural development, change, and negotiation. The course introduces students to the major events, figures, and themes of Jewish history from the Spanish Expulsion to the post-WWII era, including the Enlightenment and Emancipation, Zionism, the Holocaust, and the foundation of Israel.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

### 3<sup>RD</sup> YEAR, 2<sup>ND</sup> SEMESTER

#### **COURSE TITLE: HISTORY OF THE HOLOCAUST**

**CODE:** D12ISTL614

**ECTS CREDITS:** 3

**TYPE OF COURSE:** complementary

**COURSE OBJECTIVE(S):** The course provides an insight into the history of the Holocaust. The course aims at: exploring some issues and major historical phenomena in those epochs; addressing themes that are representative for this specialization; acquiring new abilities of generalization and abstraction of historical phenomena specific to the studied period; acquiring basic knowledge about the history of the Holocaust; developing the students' historical thinking through the use of structural and comparative analysis; use and interpretation of documents;

**COURSE CONTENTS:** This course covers German Jewry in the post-war and Nazi period, and includes the rise of the National Socialist Party, the establishment of the totalitarian state, anti-Jewish policies, and responses of German Jewry in the face of racial persecution. The course also covers the steps in the establishment of the "Final Solution" and its execution in various countries. It covers all

major aspects of the concentration and extermination camps, including their role in the context of the "Final Solution".

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

<b>COURSE TITLE: HISTORY OF THE COLD WAR</b>
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**CODE:** D12ISTL613

**ECTS CREDITS:** 3

**TYPE OF COURSE:** complementary

**COURSE OBJECTIVE(S):** The course provides an insight into the history of the Cold War. The course aims at: exploring some issues and major historical phenomena in those epochs; addressing themes that are representative for this specialization; acquiring new abilities of generalization and abstraction of historical phenomena specific to the studied period; acquiring basic knowledge about the history of the Cold War; developing the students' historical thinking through the use of structural and comparative analysis; use and interpretation of documents.

**COURSE CONTENTS:** The beginning of the Cold War, the expansion of communism in the world, the transition of East-European states from "Popular democracies" to "Developed Socialism", from the strategic balance to peripheral confrontation, from instability to fundamental crisis of socialist states, cold war crises, the end of the cold war.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**FIELD: POLITICAL SCIENCE**  
**PROGRAMME TITLE: POLITICAL SCIENCE**  
**BACHELOR'S DEGREE**

**1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: INTRODUCTION TO POLITICAL SCIENCES**

**CODE: D12SPL101**

**ECTS CREDITS: 6**

**TYPE OF COURSE:** mandatory

**COURSE OBJECTIVE(S):** The course aims: to present the evolution of the discipline of political science in the contemporary period; to provide students case studies and particular models of theoretical analysis of the fundamental concepts in the field.

**COURSE CONTENTS:** Theory and method; Themes and methods; The transition typology and the dilemmas of democracy; Political science: interdisciplinary research and relations of political science with the other social sciences; Political behaviour: theoretical foundations; Political participation: theoretical foundations; Comparative policy: theoretical and institutional aspects; Political institutions: institutional analysis and legal perspectives; Institutionalization of post-communist parties; Political parties; The dynamics of the electoral body and the participation in parliamentary, presidential and European elections; Transition and democracy; Political pluralism; Governmental and intra-gouvernemental instability after 1989.

**LANGUAGE OF INSTRUCTION:** Romanian/ English

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: RESEARCH METHODOLOGIES IN SOCIAL SCIENCES**

**CODE: D12SPL103**

**ECTS CREDITS: 6**

**TYPE OF COURSE:** fundamental

**COURSE OBJECTIVE(S):** Acquisition of essential information on the methodology of research in social sciences; Understanding and formulating theories, research hypotheses, questions, modelling; Understanding and using quantitative methods and qualitative methods; Acquisition of research techniques and tools (case study, observation, questionnaire, interview, focus group, etc.); Improving analysis, synthesis and comparison capability.

**COURSE CONTENTS:** General considerations of scientific research; Quantitative research and qualitative research in social sciences; Methodology of scientific research; Choosing the research theme; Formulating research questions and launching hypotheses; Dependent variables and independent variables; Methods of data collection; Sampling; Survey poll; Survey through questionnaire; Interview; Focus group; Observation; Content

analysis; Press monitoring; Methods of data analysis and interpretation of results; Drawing up the research report.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**1<sup>ST</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: STUDIES OF SECURITY**

**CODE: D12SPL204**

**ECTS CREDITS: 6**

**TYPE OF COURSE:** mandatory

**COURSE OBJECTIVE(S):** The course aims to: provide the appropriate conceptual framework of the defence and security system in the international context; to offer students several models of analysis of the institutions and security; to familiarize students with the main reflections of the national defence system in the context of NATO's defence strategy.

**COURSE CONTENTS:** Security institutions (definitions, concepts, classification); The international security environment; Strategic institutions and concepts; Security and the post-modern world; The North-Atlantic treaty; Strategic content for the European security; Coordinates of the regional security; Russia and the ex-Soviet space; General provisions on the European Union's external action and specific provisions on the common security policy; Security strategies in the Euro-Atlantic space; The security strategy of Romania; The new security strategy of the USA; Theoretical considerations on the homeland security concept; The European security area: admission to the Schengen space.

**LANGUAGE OF INSTRUCTION:** Romanian/ English

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: COMMON POLICIES OF THE EUROPEAN UNION**

**CODE: D12SPL201**

**ECTS CREDITS: 6**

**TYPE OF COURSE:** fundamental

**COURSE OBJECTIVE(S):** To become familiar with the field of community policies in order to understand the functioning of decision-making in the EU through the paradigms of European studies; To define the main concepts addressed; Surprisingly and critically interpreting the problem and setting the agenda; Understand the interdisciplinary character of the field of study; To make associations and comparisons with other disciplines in the field; Understand the mechanism of adopting public policies at supranational level; Familiarize yourself with European Institutional Architecture.

**COURSE CONTENTS:** The economic and political construction of the European Union; The EU legal system: sources of Community law, case law and application of Community law; Fundamental rights

and citizens' freedoms in the European Union; Transfer and exercise of competences at the level of the European Union; Institutionalization and Exercise of the Exclusive Powers of the European Union; Institutionalization of shared competences with Member States; Powers to support, coordinate or complement the action of Member States; The political system of the European Union under the Treaty of Lisbon; Institutional and Political Architecture of the European Union: The Executive of the European Union; Legislative initiative; Institutional and Political Architecture of the European Union: Legislation of the European Union; Interinstitutional relations and decision-making in the European Union; Establishment of the Customs Union and the Internal Market; Common commercial policy; Institutionalization of the Area of Freedom, Security and Justice; Social policy in the European Union; Common foreign and security policy.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: IMAGIOLOGY AND NATIONAL SECURITY**

**CODE:**

**ECTS CREDITS:** 8

**TYPE OF COURSE:** fundamental

**COURSE OBJECTIVE(S):** Presentation of key concepts, imaging theories, and models using imaging techniques in configuring and operationalizing the national security strategy; The analysis of the imagological constructs with which they operate in the field of manipulation and media warfare and those aimed at counteracting them; Define the main concepts addressed; Surprisingly and critically interpreting the problem; Understand the interdisciplinary character of the field of study; Make associations and comparisons with other disciplines in the field.

**COURSE CONTENTS:** General notions and principles of imagology; Content analysis; Myths, images and stereotypes; Characteristics of the imagistic constructs; Trends in media coverage of national security issues: dominant themes, attitudes and frames; Review of news reporting; Casuistry; Image analysis; Image indicator system; Image analysis and organization image management; Configuration and reconfiguration of the mind through manipulation and ideological intoxication; Persuasion, propaganda and manipulation; Casuistry; Institutionalizing threats to security in the political discourse.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: SECURITY AND PUBLIC POLICIES**

**CODE:**

**ECTS CREDITS:** 8

**TYPE OF COURSE:** fundamental

**COURSE OBJECTIVE(S):** To become familiar with the field of public policies in order to understand the functioning of the decision-making process through the paradigms of study of public policies; Define the main concepts addressed; Surprisingly and critically interpreting the problem and setting the agenda; Understand the interdisciplinary character of the field of study; To make associations and comparisons with other disciplines in the field; Understand the mechanism for adopting public policies; Familiarize yourself with public policy monitoring and evaluation processes.

**COURSE CONTENTS:** Current concepts in the study of public policies; Public Policy Cycle; Paradigms in the study of public policies; Identify the issue and set the agenda; Formulating the public policy proposal; Mechanism for adopting public policies; Monitoring and evaluating public policies; Methods of analysing and forecasting the implementation of public policies; Politicians and political implications of Euro-Atlantic integration; European cooperation under the Common Security and Defence Policy; Europeanisation and analysis of the policy cycle of public policy security in European governance; EU and NATO as models for formulating public security policies; Administrative capacity and European integration; Decentralization of public services; Continuity and change in public policy making; Analytical perspectives. Institutionalization of the European Area of Freedom, Security and Justice; Analysis of national foreign policy; Theories, concepts and models.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**2<sup>ND</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: GOVERNANCE OF THE EUROPEAN UNION**

**CODE:** D12SPL304

**ECTS CREDITS:** 5

**TYPE OF COURSE:** specialty

**COURSE OBJECTIVE(S):** Acquiring essential information about theories, models and interpretations of governance; Acquiring the mechanisms for adopting and implementing public policies in the European Union; Improving content analysis techniques of strategic documents related to community public policies.

**COURSE CONTENTS:** Current concepts in the study of European governance; The theories of European integration; The architecture of attribution and transfer of competences within the Union and the principle of subsidiarity; The institutional system, interinstitutional relations and decision-making in the EU (I) The European Parliament; The institutional system, interinstitutional relations and decision-making in the EU (II) Council and European Council; The institutional system, interinstitutional relations and decision-making in

the EU (III) European Commission; Theories and models of governance analysis; European governance, good governance and multi-level governance; Principles of good governance; Administrative capacity and European integration; Theories of Europeanization.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: INTRODUCTION TO PUBLIC POLICIES**

**CODE:** D12SPL303

**ECTS CREDITS:** 6

**TYPE OF COURSE:** fundamental

**COURSE OBJECTIVE(S):** Acquiring essential information about the theories, models and the state of knowledge in the field of public policies; Understanding the mechanisms for adopting and implementing public policies; Improving content analysis techniques of strategic documents related to national and community social and public policies; Analysis of Public Sector Management Processes; Improve the capacity to analyse, synthesize and compare social and public policies in totalitarian regimes and during the transition period.

**COURSE CONTENTS:** General considerations on public policies; Paradigms in the study of public organizations; Decision system in public organizations; Mechanism for adopting public policies; Administrative capacity and European integration; Decentralization of public services; Evaluation of public policies; Methods of analysing and forecasting the implementation of public policies.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: ROMANIAN POLITICS**

**CODE:** D12SPL305

**ECTS CREDITS:** 5

**TYPE OF COURSE:** mandatory

**COURSE OBJECTIVE(S):** The course aims: to identify the main topics of the post-communist transition debate related to the configuration of the legislative framework, political participation, electoral system, parliamentary and presidential elections, political institutions; to provide students with the conceptual support needed to understand contemporary political phenomena and processes in connection with the European political practice; to familiarize students with the evolution of the institutional system from a comparative perspective.

**COURSE CONTENTS:** Transition and integration; The theory of democracy and the consolidation of civil society in post-communist Europe; The Romanian Constitution (1991); The Romanian Constitution – a legal expression of the relationship established between the political forces; The constitutional framework of the political life; The

constitutional revision of 2003; The electoral system. The electoral law; The electoral rights of the Romanian citizens in the context of the European integration; Evolution of the electoral system; The new electoral system; Parliament; The functions of the Parliament; Parliament's acts; President; The legal framework of the election of the President of Romania; The role and attributions of the President of Romania; Presidential immunity regime; Acts of the President of Romania; The evolution of the presidential institution after 1989; Government. Terminological specifications; Incompatibilities; Role and structure; Acts of the Government.

**LANGUAGE OF INSTRUCTION:** Romanian/ English

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: SECURITY POLICIES AND STRATEGIES**

**CODE:**

**ECTS CREDITS:** 8

**TYPE OF COURSE:** fundamental

**COURSE OBJECTIVE(S):** To become familiar with the field of public policies and security strategies in order to understand the functioning of the decision-making process regarding the building and adoption of the strategic concept of national security; Define the main concepts addressed; Surprisingly and critically interpreting the problem and setting the agenda; Understand the interdisciplinary character of the field of study; Make associations and comparisons with other disciplines in the field.

**COURSE CONTENTS:** The national security strategy as the basis of the national security policy; Conceptual clarifications; Risk management; Institutionalization of the strategic concept in national security; National security content in the current and emerging global environment; Analysis of the national security policy development process and strategy formulation and major factors influencing this process; Challenges and Impact of Contemporary and Emerging International Security on the National Security Agenda; The concepts, tools and processes used in developing policies and strategies to respond to the national security challenges and the international security environment of the 21<sup>st</sup> century; Defining strategic vision, strategic security concepts, and allocating national resources; Predictive techniques and development of alternative scenarios in national security; Allocation and mobilization of resources. Defence planning, attribute and essential component of the defence policy; Contemporary security strategies; Case study: The evolution of the strategic concept of security; Generating defence and security within the national framework: a retrospective analysis of Romanian strategic concepts.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination



## 2<sup>ND</sup> YEAR, 2<sup>ND</sup> SEMESTER

### COURSE TITLE: GEOPOLITICS AND GEOSTRATEGY

CODE: D12SPL205

ECTS CREDITS: 6

TYPE OF COURSE: mandatory

**COURSE OBJECTIVE(S):** The course on Geopolitics and Geostrategy aims at: providing the conceptual framework appropriate to geopolitics and geostrategy; providing students with some models of the geopolitical analysis/ case studies; familiarizing students with the main reflections of geopolitics during the contemporary period.

**COURSE CONTENTS:** Geopolitics and geostrategy: theory, methods, definitions, concepts, schools; Geopolitics and globalization: state-nation; The geopolitics of integration in Europe: security, territoriality, identity; Geopolitics and regional security; National and religious minorities in multicultural societies; New geopolitical actors; Europe and the geopolitics of Euro-Islam; Cultural and public diplomacy; Strategic priorities of the American administration; New dimensions of information; Geopolitics and international organizations; Geopolitics of NATO and enlargement; Geopolitics of the EU enlargement.

**LANGUAGE OF INSTRUCTION:** Romanian/ English  
**ASSESSMENT METHOD(S):** Written examination

### COURSE TITLE: HISTORY OF POLITICAL IDEAS

CODE: D12SPL405

ECTS CREDITS: 4

TYPE OF COURSE: mandatory

**COURSE OBJECTIVE(S):** The course aims to provide the conceptual framework appropriate to the evolution of discipline History of Political Ideas and to provide students the main theoretical thinking models of the fundamental concepts in the field through the interdisciplinary research; to present the main contributions and concerns in the field and to familiarize students with the evolution of the institutional system from a comprehensive perspective of the political thought.

**COURSE CONTENTS:** The Antiquity Philosophy (periodicity); Democratic ideals in Ancient Greece and the birth of the Athenian model; History of Ideas in the Middle Ages (periodization); The Doctrine of the Church; The doctrine of the state and the evolution of the monarchy at the end of the Middle Ages (periodization, theoretical references); Renaissance and Enlightenment: Freedom and reason in the space of ideas; Humanism, civic humanism and Christian humanism; Humanism and Reform: freedom of conscience; The political and spiritual transformation of Europe in the 17<sup>th</sup>-18<sup>th</sup> centuries; Saint-Simon; Auguste Comte and reorganization of modernity; John Stuart Mill: Participation and Freedom in the 19<sup>th</sup> Century. Friedrich August Hayek; Karl Raimund Popper;

Charles Taylor: the principle of community pluralism.

**LANGUAGE OF INSTRUCTION:** Romanian/ English  
**ASSESSMENT METHOD(S):** Written examination

### COURSE TITLE: COMPARATIVE POLITICS (THEORIES AND METHODS)

CODE: D12SPL403

ECTS CREDITS: 6

TYPE OF COURSE: fundamental

**COURSE OBJECTIVE(S):** To become familiar with the field of applied comparative policies in order to understand the functioning of political systems in different states through the comparative analysis method; To define the main concepts addressed; To correctly capture and critically interpret the elements under comparative analysis, to acquire the comparative analysis process; To understand the interdisciplinary character of the field of study; To make associations and comparisons with other disciplines in the field.

**COURSE CONTENTS:** Contemporary Concepts in Comparative Political Analysis; Building comparative research; Designing the research algorithm; Approaches to the comparison method; Application of quantitative and qualitative aspects in comparative analysis; Analysis methodology in comparative research; Comparative analysis of policy change policies at government level; Causes of change; The role of the space-time context in the comparative analysis of institutional change; Identifying and explaining the causes of the diversity of transition and democratization of political regimes; Launching hypotheses and designing case studies in comparative research; Comparative analysis of the indicators of democratization; Comparative analysis of the organization and functioning of political systems; Comparative analysis of principles and legal provisions; Models of comparative analysis of public policies.

**LANGUAGE OF INSTRUCTION:** Romanian  
**ASSESSMENT METHOD(S):** Written examination

### COURSE TITLE: SECURITY AND GOVERNANCE IN THE EU

CODE:

ECTS CREDITS: 8

TYPE OF COURSE: fundamental

**COURSE OBJECTIVE(S):** To become familiar with the field of EU governance and public policies in order to understand the functioning of the decision-making process through the paradigms of governance study; To define the main concepts addressed; Surprisingly and critically interpreting the problem. Understand the interdisciplinary character of the field of study; To make associations and comparisons with other disciplines in the field; To understand the decision-making mechanism and the institutional architecture of the EU.

**COURSE CONTENTS:** The European Union in the context of the Treaty of Lisbon; European integration – theoretical models and conceptual approaches; Analytical models of governance; European governance, multi-level governance and network governance; The institutional framework of the European Union in the context of European security (I); High Representative for Foreign Affairs and Security Policy; The institutional framework of the European Union in the context of European security (II); European Parliament; The institutional framework of the European Union in the context of European security (III); The European Commission; The institutional framework of the European Union in the context of European security (IV); The Council and the European Council; The phenomenon of Europeanisation and the strengthening of the administrative capacity of the Member States and the candidate countries; The correlation of Europeanization and security within the multi-level European conditionality and the European socialization model; EU governance and the strategic dimension of public management in the context of European security.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

### 3<sup>RD</sup> YEAR, 1<sup>ST</sup> SEMESTER

**COURSE TITLE: HISTORY OF POLITICAL THOUGHT**

**CODE:** D12SPL501

**ECTS CREDITS:** 6

**TYPE OF COURSE:** mandatory

**COURSE OBJECTIVE(S):** The course aims to present the main contributions and concerns in the field of the political thought and to familiarize students with the evolution of the institutional system from a comprehensive perspective of freedom and laicity in the contemporary period

**COURSE CONTENTS:** Political thinking: theory and practice in the XX-XXI centuries: rights, justice and social justice; The European public space between the liberal views and the idea of nation-state; Michael Walzer: multiculturalism and pluralism; Freedom, equality and discipline in the theory of social and political pluralism (M. Walzer's theory); Will Kymlicka: The New Liberal Theory; Religious freedom; Jean Dominique Durand – the public space and the private space; Francis Messner – the new theory of the liberal state; The new establishment of pluralism in the European Union (first stage).

**LANGUAGE OF INSTRUCTION:** Romanian/ English

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: POLITICAL AND ELECTORAL MANAGEMENT**

**CODE:** D12SPL502

**ECTS CREDITS:** 6

**TYPE OF COURSE:** fundamental

**COURSE OBJECTIVE(S):** To acquire essential knowledge regarding the management of political organizations, electorate and the configuration of the legislatures in the post-communist period; Acquisition of essential knowledge about institutions and regulations in the electoral context, candidates' publicity schemes and campaigning.

**COURSE CONTENTS:** Political and electoral management – general considerations; Management functions; Leadership and management; Theories and models of leadership; Parties, electors and the configuration of the legislatures in the post-communist period; Institutions and regulations in the electoral context; Candidates' publicity schemes; Motivation, involvement and commitment of members of political organizations; Strategic management in the context of political and electoral competition; Evolution of the electoral system and political implications in the post-communist period; Quantitative research and qualitative research in the electoral context; Organizing election campaigns.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

### 3<sup>RD</sup> YEAR, 2<sup>ND</sup> SEMESTER

**FIELD: INTERNATIONAL RELATIONS AND EUROPEAN STUDIES**  
**PROGRAMME TITLE: INTERNATIONAL RELATIONS AND EUROPEAN STUDIES**  
**BACHELOR'S DEGREE**

**1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER**  
**1<sup>ST</sup> YEAR, 2<sup>ND</sup> SEMESTER**  
**2<sup>ND</sup> YEAR, 1<sup>ST</sup> SEMESTER**  
**2<sup>ND</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: THEORIES OF EUROPEAN INTEGRATION**

**CODE: D12RIL401**

**ECTS CREDITS: 7**

**TYPE OF COURSE:** mandatory

**COURSE OBJECTIVE(S):** Understanding the themes, concepts and theories of European integration. Acquiring the ability to analyse the behaviour of actors, states or institutions, within the European Union, the consequences of their decisions and the way they influence each other and relate on different levels of hierarchy.

**COURSE CONTENTS:** Object of study; Definitions, concepts, classifications in the field of European integration; Federalism; Functionalism; Neo-functionalism; Inter-governmentalism; Liberal Inter-governmentalism; The new institutionalism; Multi-level governance; Actors and competences in the European Union.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: INTERNATIONAL LAW**

**CODE: D12RIL403**

**ECTS CREDITS: 6**

**TYPE OF COURSE:** mandatory

**COURSE OBJECTIVE(S):** Acquiring basic knowledge of a large number of judicial institutions of international law as well as the mechanisms used within international relations.

**COURSE CONTENTS:** General aspects regarding International Law; Concepts: sovereignty, legal norms, public law; Expressions of international law; International treaties; The principles of international law; The subjects in the legal report under international law; The states; Elements of the state; International responsibility under the international law; Diplomacy rules; Solving international differences; Humanitarian law rules; Environmental protection under the international law.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

**3<sup>RD</sup> YEAR, 1<sup>ST</sup> SEMESTER**  
**3<sup>RD</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**FIELD: SOCIOLOGY**  
**PROGRAMME TITLE: SOCIOLOGY**  
**BACHELOR'S DEGREE**

**1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: INTRODUCTION TO SOCIOLOGY (I)**

**CODE: D36SOCL101**

**ECTS CREDITS: 6**

**TYPE OF COURSE: fundamental**

**COURSE OBJECTIVE(S):** The course aims to familiarize students with the fundamental concepts and themes of sociology. During the course, and in close connection with the themes presented, the main aspects characterizing the contemporary society and the Romanian society will be reviewed. Throughout the course students will be familiarized with the particular perspective of sociology to analyse social phenomena and processes.

**COURSE CONTENTS:** A sociological perspective of analysing the social life; Connections between sociology and the social-political context; A brief introduction on the history of evolution of sociology; On "laws", principles and paradigms in sociology; Humanization process and the evolution of human society; The individuals and human society. Theoretical and sociological approaches; Human personality and socialization; Factors and conditions of social life.

**LANGUAGE OF INSTRUCTION:** Romanian/ English

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: HUMAN DEVELOPMENT**

**CODE: D36SOCL106**

**ECTS CREDITS:**

**TYPE OF COURSE: compulsory**

**COURSE OBJECTIVE(S):** The sociological perspective of the analysis of the multiple transformations through which the human being passes through life, of biological and psychological nature. Students will be aware of how the three dimensions influence and generate certain life experiences, based on which a person takes decisions throughout his/ her life.

**COURSE CONTENTS:** Throughout the courses, the main theories of psychological and sociological nature will be known regarding the development and formation of the human individual. The course is designed so as to encourage interaction and students' individual skills to analyse, from its own perspective, multiple and complex relationships that influence the trajectory of a person throughout life. The information gained during the course will allow the use of analytical milestones useful in understanding the factors underlying the level of development of each individual, explaining both social success and social failure. The methodology put to use for this course consists of theoretical and

methodological training through courses and application development at seminars.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: INTRODUCTION TO THE SOCIAL RESEARCH METHODOLOGY**

**CODE: D36SOCL102**

**ECTS CREDITS: 6**

**TYPE OF COURSE: fundamental**

**COURSE OBJECTIVE(S):** Knowing the main characteristics of the scientific methodology; The understanding and using of the concepts of method, technique and scientific hypothesis; Knowing the major steps of a scientific research project.

- **COURSE CONTENTS:** Common knowledge; Scientific knowledge; Human investigation and science; The characteristic of scientific methodology; The principles of methodology in the social research; The definition and role of hypothesis in the sociological research; The scientific language and the concepts analysis; Qualitative research.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: APPLIED INFORMATICS**

**CODE: D36SOCL107**

**ECTS CREDITS:**

**TYPE OF COURSE: C**

**COURSE OBJECTIVE(S):** The course aims to prepare students for the use of a personal computer, in order to produce and present different materials. In this regard, the operating system, main features and how to use Word, Excel, and Power Point applications are presented.

**COURSE CONTENTS:** Overview of the Windows operating system; Microsoft Office Word; Microsoft Office Excel; Microsoft Office Power Point.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**1<sup>ST</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: INTRODUCTION TO SOCIOLOGY (II)**

**CODE: D36SOCL201**

**ECTS CREDITS: 6**

**TYPE OF COURSE: fundamental**

**COURSE OBJECTIVE(S):** The course aims to familiarize students with the fundamental concepts and themes of sociology. During the course, and in close connection with the themes presented, the main aspects characterizing the contemporary society and the Romanian society will be reviewed. Throughout the course students will be familiarized with the particular perspective of sociology to analyse social phenomena and processes.

**COURSE CONTENTS:** Human society as a system; World's population and global problems; Social groups: definitions, types and categories; Social class and social stratification; Social structure; Dynamics of human society. Social fact and phenomena; Social order and social control.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: SOCIAL STATISTICS**

**CODE:** D36SOCL203

**ECTS CREDITS:**

**TYPE OF COURSE:** C

**COURSE OBJECTIVE(S):** The course aims to provide a set of concepts, statistical-mathematical methods and models, necessary for the understanding of the current-continuous movements occurring in the world of socio-economic phenomena and processes, with all the implications regarding the growth, decrease, diversification and structural changes of these phenomena and processes.

**COURSE CONTENTS:** Sorting and Ordering Data; Distribution series indicators; Correlation in the analysis of the links between phenomena; Chronological series analysis; Indices in factorial analysis; Space series analysis; Elements of survey theory and technique.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: SOCIAL PSYCHOLOGY**

**CODE:** D36SOCL204

**ECTS CREDITS:**

**TYPE OF COURSE:** speciality

**COURSE OBJECTIVE(S):** At the end of this course the students should have acquired the main concepts and theories of social psychology, understood and learnt the specific methods of this research domain. They should be able to understand and explain the interactions between the individual and group or society in a given situation.

**COURSE CONTENTS:** Psychology, sociology and social psychology: domains of study & connections. Attitudes, values and behaviours. Prosocial behaviour. Antisocial behaviour (violence). The psycho-sociology of the small groups. Research methods in social psychology

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: METHODS AND TECHNIQUES OF SOCIAL RESEARCH**

**CODE:** D36SOCL202

**ECTS CREDITS:** 6

**TYPE OF COURSE:** fundamental

**COURSE OBJECTIVE(S):** Knowing the main characteristics of the most important research methods in field of social sciences; Learning the

ability to use and apply the main research methods; Learning all the steps of a research project.

**COURSE CONTENTS:** Social research and the opinion poll; The use of questionnaire in the opinion polls; Constructing and structuring the questionnaire; The problem of asking questions in the sociological enquires; Methods and types of sampling; The interview in the research methodology; The method of observation; The experiment in the social sciences.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**2<sup>ND</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: HISTORY OF SOCIOLOGY (I)**

**CODE:** D36SOCL103

**ECTS CREDITS:** 6

**TYPE OF COURSE:** fundamental

**COURSE OBJECTIVE(S):** The course aims to support the students in order to thoroughly understand and understand the succession of the main sociological doctrines (Comte, Stuart Mill, Marx, Spencer, Spengler) and the context of their emergence (the second half of the 18<sup>th</sup> century and the first half of the 19<sup>th</sup> century).

**COURSE CONTENTS:** Methodological criteria of analyzing the history of sociology; Genesis and evolution of sociology; Auguste Comte and the foundation of sociology as a science; Sociology of John Stuart Mill; Evolution and natural selection. Charles Darwin; Sociological theories based on general biology; Herbert Spencer and J. Arthur de Gobineau; Sociological theories based on general biology. Oswald Spengler.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: SOCIAL POLICIES**

**CODE:**

**ECTS CREDITS:**

**TYPE OF COURSE:** speciality

**COURSE OBJECTIVE(S):** At the end of this course the students should have acquired the main concepts and theories in this domain, understood and learnt the specific methods of this research area. They should be able to diagnose a social problem, to propose solutions and to evaluate results.

**COURSE CONTENTS:** Social problems; Types of social problems approaches; Public goods; The „free rider” problem; Perverse effects: how do they appear and act; The analysis of public policies; Theory and practice; The political mechanisms of welfare; The „welfare state” – critical approaches; Poverty: theories on poverty and measurement possibilities; Research methods on public policies.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**2<sup>ND</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: HISTORY OF SOCIOLOGY (I)**

**CODE:**

**ECTS CREDITS:** 6

**TYPE OF COURSE:** fundamental

**COURSE OBJECTIVE(S):** The course aims to help students deeply understand the succession of the main theories of the 19<sup>th</sup> century major sociology schools – French, German, Italian). During the course, the most important concepts of sociologists such as Durkheim, Tarde, Weber, Simmel, Tonnies or Pareto are analyzed.

**COURSE CONTENTS:** Sociological school of Emile Durkheim. Social facts theory; Psychologist theory of Gabriel Tarde. Social imitation; Comprehensive sociology of Max Weber; Formalist sociology, Theory of Georg Simmel; Sociological system of Vilfredo Pareto, Social action, Residues and derivations.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: SOCIOLOGY OF DEVIANCE**

**CODE:**

**ECTS CREDITS:**

**TYPE OF COURSE:**

**COURSE OBJECTIVE(S):** The course offers a sociological perspective of knowing the deviant phenomena by going through the main sociological and psychological theories.

**COURSE CONTENTS:** Students will go through the main theories designed to explain deviant behaviours, attempts to predict criminality, focusing on course and seminar on the possibilities of social integration of delinquent persons. The methodology put to use for this course consists of theoretical and methodological training through courses and application development at seminars.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: DEMOGRAPHY AND SOCIOLOGY OF THE POPULATION**

**CODE:** D36ASL404

**ECTS CREDITS:**

**TYPE OF COURSE:**

**COURSE OBJECTIVE(S):** Knowledge of the demographic phenomena and interdependencies between them. Obtaining professional skills to analyses the demographic phenomena through statistical processing and data interpretation.

**COURSE CONTENTS:** Defining the concepts of demographic science at classes. Make predictions on the evolution of the Romania population by using statistical methods and interpreting them from a sociological perspective. The methodology put to use for this course consists of theoretical training at classes. Elaboration of analyses and projections of the population at seminar classes.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**3<sup>RD</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: CONTEMPORARY THEORIES IN SOCIOLOGY (I)**

**CODE:**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** fundamental

**COURSE OBJECTIVE(S):** Knowledge and analysis of the main current sociological theories and currents of the first half of the 20<sup>th</sup> century. Starting with the historical evolution of sociology in the twentieth century, the course aims to develop students' ability to synthesize and analyze the universe of sociological theories of the twentieth century.

**COURSE CONTENTS:** Neo-positivism in sociology; Neo-evolutionism in sociology. From Herbert Spencer to Gerhard Lenski; Sociology of modernization and dependence; On modern world system. Theory of Immanuel Wallerstein; American sociology of Chicago School. Interactionism approach of William James and C.H. Cooley; American sociology of Chicago School. Interactionism approach of W. Thomas, Fl. Zaniecki, H. Blumerși Robert E. Park.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: RURAL SOCIOLOGY**

**CODE:**

**ECTS CREDITS:**

**TYPE OF COURSE:**

**COURSE OBJECTIVE(S):** Familiarize students with the specifics of rural areas; Knowledge of the specific rural areas research methods; Elaboration of a draft of rural development.

**COURSE CONTENTS:** The course is structured according to the frames and manifestations of the rural sociology system elaborated by D. Gusti: the cosmic frame, biological, psychic, historical and economic, spiritual, moral-legal, administrative-political. The methodology put to use for this course consists of theoretical and methodological training through courses and the elaboration of applications at seminars.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination + individual projects

**COURSE TITLE: URBAN SOCIOLOGY**

**CODE:**

**ECTS CREDITS:**

**TYPE OF COURSE:**

**COURSE OBJECTIVE(S):** The course of urban sociology is structured to create a sociological view of the urban environment. The city is a complex social entity and an integrated vision on it will allow

the knowledge of the less visible processes than those obtained through a superficial analysis.

**COURSE CONTENTS:** Knowledge of the main paradigms of city analysis, understanding the specificities of cities in relation to the socio-economic environment. Explaining the cities development directions according to the functional areas and urban infrastructure. The sociological perspective of the town and urban planning projects. The methodology put to use for this course consists of theoretical training at the classes and elaboration of the urban development projects

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination + individual projects

<b>COURSE TITLE: SOCIOLOGY OF CULTURE</b>
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**CODE:**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** fundamental

**COURSE OBJECTIVE(S):** The understanding of the concept of culture in the field of social sciences; Understanding the relationship between culture and society, the elements of culture and the cultural and social phenomenon; Developing the capacity of understanding and accepting the cultural diversity.

**COURSE CONTENTS:** Sociological knowledge of culture; The language – essential element of culture; The social norms and sanctions; The evolution of the sociological research of values; Values – from sociological and economical perspectives; The configuration of values at national perspective; The evolution of values in the western culture; The values of the contemporary world.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**3<sup>RD</sup> YEAR, 2<sup>ND</sup> SEMESTER**

<b>COURSE TITLE: CONTEMPORARY THEORIES IN SOCIOLOGY (I)</b>
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**CODE:**

**ECTS CREDITS:** 5

**TYPE OF COURSE:** fundamental

**COURSE OBJECTIVE(S):** Knowledge and analysis of the main sociological theories and currents of the second half of the 20<sup>th</sup> century. Starting with the historical evolution of sociology in the twentieth century, the course aims to develop students' ability to synthesize and analyze the universe of sociological theories of the twentieth century.

**COURSE CONTENTS:** Ethnomethodology of Harold Garfinkel; Dramaturgic sociology. Erwig Goffman; Theory of social change. George Homans and Peter Blau; Social conflict. Ralph Dahrendorf and Lewis Coser; Structuralism and functionalist sociology. Talcott Parsons; Sociobiology. Edward Wilson.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination



**FIELD: PHILOSOPHY**  
**PROGRAMME TITLE: PHILOSOPHY**  
**BACHELOR'S DEGREE**

**1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: HISTORY OF ANCIENT PHILOSOPHY**

**CODE: D36FILL102**

**ECTS CREDITS: 6**

**TYPE OF COURSE: fundamental**

**COURSE OBJECTIVE(S):** Knowledge of the basic issues and concepts of ancient philosophy. The correct use of the concepts presented in the course and those found in the specialty literature.

**COURSE CONTENTS:** The relation between history of philosophy and philosophy; Socio-cultural premises for philosophy genesis in ancient Greece. Ionian "cosmology"; Stressed metaphysical direction: Pythagoras' School and Eleatic School. Ontological mediation: Empedocles, Anaxagoras and atomists. The foundation of human ontology: Sophists and Socrates; The great philosophical systems of classical age: Plato and Aristotle. Philosophy as a means of salvation: Epicurus, Stoics and Skeptics; Philosophy in ancient Rome. The transition from Greco-Roman philosophy to Christianity: Neo-Platonism and Gnosticism.

**LANGUAGE OF INSTRUCTION: Romanian**

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: ELEMENTARY LOGIC**

**CODE: D36FILL103**

**ECTS CREDITS: 6**

**TYPE OF COURSE: specialty**

**COURSE OBJECTIVE(S):** Students will be able to (i) identify, analyse, evaluate and construct different types of deductive arguments with categorical propositions and inductive arguments; (ii) identify different types of fallacies in argumentation.

**COURSE CONTENTS:** Arguments and non-arguments; Deductive and inductive arguments. Validity; Types of deductive arguments; Types of inductive arguments; Evaluation of inductive arguments; Categorical propositions; Arguments with categorical propositions; Immediate inferences; Syllogisms; Fallacies.

**LANGUAGE OF INSTRUCTION: Romanian**

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: INTRODUCTION TO PSYCHOLOGY**

**CODE: D36FILL104**

**ECTS CREDITS: 5**

**TYPE OF COURSE: complementary**

**COURSE OBJECTIVE(S):** use of psychology-specific concepts for organization of knowledge and explanation of facts, events, real life processes.

**COURSE CONTENTS:** Perspectives in psychology; Sensations and perceptions; Memory, thinking, communication and language, imagination; Motivation and affectivity, will and attention; Personality.

**LANGUAGE OF INSTRUCTION: English**

**ASSESSMENT METHOD(S):** Oral examination

**1<sup>ST</sup> YEAR, 2<sup>ND</sup> SEMESTER**

**COURSE TITLE: HISTORY OF MEDIEVAL PHILOSOPHY**

**CODE: D36FILL202**

**ECTS CREDITS: 6**

**TYPE OF COURSE: fundamental**

**COURSE OBJECTIVE(S):** Knowledge of the basic issues and concepts of medieval philosophy; The correct use of the concepts presented in the course and those found in the specialty literature.

**COURSE CONTENTS:** Greek and Latin Apologists; Philosophy of the Church Fathers; Scholastic philosophy; The quarrel of universals; Arabian philosophy; Jewish philosophy.

**LANGUAGE OF INSTRUCTION: Romanian**

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: ARGUMENTATION THEORY**

**CODE: D36FILL203**

**ECTS CREDITS: 5**

**TYPE OF COURSE: specialty**

**COURSE OBJECTIVE(S):** This course provides theoretical and practical instruments for identification, analysis and evaluation of different types of presumptive and defeasible arguments.

**COURSE CONTENTS:** The Quarrel; *Argumentum Ad Baculum*; *Argumentum Ad Hominem*; The Debate; Mill's Model of Debate. *Argumentum Ad Populum*; *Argumentum Ad Verecundiam*; Appeals to emotion; Dialectic. Aristotle's Rules of Dialectic; *Argumentum Ad Ignorantiam*; Complex Questions; Formal logic and informal logic; Begging the Question; Equivocation and Amphiboly; The Paradox of Liar; Defeasible and presumptive arguments; Argumentation schemes.

**LANGUAGE OF INSTRUCTION: Romanian**

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: ETHICS**

**CODE: D36FILL205**

**ECTS CREDITS: 5**

**TYPE OF COURSE: specialised**

**COURSE OBJECTIVE(S):** Knowledge of the main historical forms of ethics; Knowledge of the main directions of universal ethical thinking; Acquiring the capacity to analyse and evaluate the contemporary world from the point of view of the values developed in the universal ethical thinking.

**COURSE CONTENTS:** 1. Introductory notions: the object and issues of ethics; the difference between

ethics and morality; 2. Historical forms of ethics: Ethics in Antiquity, Indian ethics, Chinese ethics, Islamic ethics; 3. European philosophical ethics: Greek ethics, medieval ethics, modern ethics; 4. Normative ethics: ethical selfishness, deontology, virtue theory; 5. Theories about the nature of ethics: ethical realism, relativism, universal prescriptivism.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

## 2<sup>ND</sup> YEAR, 1<sup>ST</sup> SEMESTER

### COURSE TITLE: EPISTEMOLOGY

**CODE:** D36FILL302

**ECTS CREDITS:** 5

**TYPE OF COURSE:** specialty

**COURSE OBJECTIVE(S):** The goal of the course is for students to understand and compare epistemological theories and paradigms by all participants at course.

**COURSE CONTENTS:** Epistemology deals with main concepts and theories on this field. The topics include explicit and implicit knowledge, opinion and scientific sentence, truth's foundation in classical epistemology, sources of knowledge in rationalism and empiricism, or knowledge in phenomenology and logics.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

### COURSE TITLE: POLITICAL PHILOSOPHY

**CODE:** D36FILL303

**ECTS CREDITS:** 4

**TYPE OF COURSE:** specialty

**COURSE OBJECTIVE(S):** This course focuses on some of the main topics in contemporary politics from a philosophical perspective.

**COURSE CONTENTS:** Types of separations in the modern democracies; The theological-political vector; The movement towards equality; The problem of political forms. Nation and democracy; Europe and the future of the nation; XX<sup>th</sup> Century's Wars; The powers of trade; The human rights; The Religion of humanity; The body and the political order; Sexual division and democracy; Rule of Law; Rule of Morality; Man's political condition and the unity of human species.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

## 2<sup>ND</sup> YEAR, 2<sup>ND</sup> SEMESTER

### COURSE TITLE: APPLIED ETHICS AND PROFESSIONAL DEONTOLOGY

**CODE:**

**ECTS CREDITS:** 6

**TYPE OF COURSE:** specialty

**COURSE OBJECTIVE(S):** knowledge of the main theories and problems of applied ethics and

professional deontology and their application to various concrete situations

**COURSE CONTENTS:** Interpersonal relationships; Sex and morality; Abortion; Right to life and euthanasia; Theories of punishment; Animal rights; Professional deontology.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Written examination

### COURSE TITLE: SYMBOLIC LOGIC

**CODE:** D36FILL401

**ECTS CREDITS:** 4

**TYPE OF COURSE:** specialty

**COURSE OBJECTIVE(S):** Students will learn how to symbolize and evaluate different types of deductive arguments, and how to construct proofs in propositional logic.

**COURSE CONTENTS:** Formal deductive systems; Propositional logic; Natural deduction in propositional logic; Non-classical propositional logics; Modal logic; Epistemic logic; Deontic logic; Predicate logic.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

### COURSE TITLE: PHILOSOPHICAL ANTHROPOLOGY

**CODE:** D36FILL403

**ECTS CREDITS:** 6

**TYPE OF COURSE:** specialty

**COURSE OBJECTIVE(S):** Analysing and comparing different points of view and the formulation of judgments and personal assessments on the issues of human nature and the meaning of life.

**COURSE CONTENTS:** The human being – the fundamental philosophical problem; Human being – body or soul?; Human – social being; The human and sacred (*homo religiosus*); The human and the symbol (*homo symbolicus*); The meaning of human existence; Freedom and responsibility.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Oral examination

### COURSE TITLE: HERMENEUTICS

**CODE:**

**ECTS CREDITS:** 4

**TYPE OF COURSE:**

**COURSE OBJECTIVE(S):** The goal is for students to understand and compare Schleiermacher's hermeneutics by all participants at course.

**COURSE CONTENTS:** This practical course is focused on Schleiermacher's paradigm of philosophical interpretation of texts. The students will interpret and apply his axioms in difficult texts that require this rigorous method. The goal is to use Schleiermacher's methods in any philosophical text.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: CLASSICAL GERMAN PHILOSOPHY****CODE:****ECTS CREDITS:** 6**TYPE OF COURSE:**

**COURSE OBJECTIVE(S):** The course Classical German Philosophy continues the project of modern philosophy, focussing mainly on the German idealism, and on authors such as Kant, Fichte, Schelling, or Hegel. The goal is to understand such contemporary theories and paradigms.

**COURSE CONTENTS:** The issues include main concepts on Kant philosophy, the course approaches the concepts of reason, ideality of space and time, or practical philosophy. On Hegel, the course focuses on logics, philosophy of nature, phenomenology of conscience.

**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Written examination**COURSE TITLE: EPISTEMOLOGY OF SOCIAL SCIENCES****CODE:** D36FILL405**ECTS CREDITS:** 5**TYPE OF COURSE:**

**COURSE OBJECTIVE(S):** This course focuses on interpreting, using an epistemological key, of social sciences methods and goals. The goal is for students to understand and compare epistemological theories and paradigms for all participants at course. The goal is to understand specific concept and theories.

**COURSE CONTENTS:** Epistemology of social sciences will start from Thomas Kuhn's vision on sciences, including contextualisation and globalisation of science, or specific and general methods in such sphere. Among other issues, the course will approach main quantitative and qualitative methods.

**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Written examination**3<sup>RD</sup> YEAR, 1<sup>ST</sup> SEMESTER****COURSE TITLE: HISTORY OF ROMANIAN PHILOSOPHY****CODE:** D36FILL502**ECTS CREDITS:** 5**TYPE OF COURSE:** specialised

**COURSE OBJECTIVE(S):** Knowledge of the historical process of the emergence and maturation of Romanian philosophy; Knowledge of the fundamental directions of the Romanian philosophical thinking; Knowledge of the most important Romanian philosophers and their works.

**COURSE CONTENTS:** The beginnings of Romanian philosophy; shaping the horizon and connecting to European thinking; Mechanistic materialism at the end of the nineteenth century; Philosophers of

rationalist orientation; Spiritualist tendencies. Phenomenology attempts; Philosophy of culture.

**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Written examination**COURSE TITLE: PHILOSOPHY AND PSYCHOANALYSIS****CODE:** D36FILL506**ECTS CREDITS:** 4**TYPE OF COURSE:** specialty

**COURSE OBJECTIVE(S):** Using the concepts of psychoanalysis to organize knowledge and explanation of some philosophical ideas or concepts but of facts, events, processes of real life.

**COURSE CONTENTS:** Psychoanalysis: history and fundamental concepts; Psychoanalytical perspective on the human psyche; Freudian slips. Defence Mechanisms; Elements of psychoanalytic psychotherapy; Psychoanalytic hermeneutics. Psychoanalytic Anthropology.

**LANGUAGE OF INSTRUCTION:** English**ASSESSMENT METHOD(S):** Oral examination**COURSE TITLE: MODERN PHILOSOPHY****CODE:****ECTS CREDITS:** 7**TYPE OF COURSE:**

**COURSE OBJECTIVE(S):** The goal is for students to understand and compare modern theories and paradigms by all participants at course.

**COURSE CONTENTS:** Modern philosophy relies on a historical and analytical approach of modern authors, paradigms and concepts. The topics include visions of philosophy from Newton to Berkeley, dealing also with Bacon, Leibniz, Descartes, Hume, Locke, Pascal, Vico, and Hobbes.

**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Written examination**COURSE TITLE: PHILOSOPHY OF HISTORY****CODE:****ECTS CREDITS:** 4**TYPE OF COURSE:**

**COURSE OBJECTIVE(S):** The goal of philosophy of history is to compare paradigms, and to understand that some of these projections deal with nationalism and political extremism.

**COURSE CONTENTS:** Philosophy of history projects, first of all, the main concepts of history, such are time, events, contexts. Second of all, it will deal with paradigms on this field, from Antiquity, middle ages and modernity. The course will analyse metaphysical vision of history from idealism or empiric theory of history.

**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: CONTEMPORARY PHILOSOPHY****CODE:** D36FILL501**ECTS CREDITS:** 7**TYPE OF COURSE:****COURSE OBJECTIVE(S):** The goal is for students to understand and compare contemporary theories and paradigms by all participants at course.**COURSE CONTENTS:** This course is approaching, through historical and analytical methods, some contemporary philosophers such are Dilthey, Husserl, Scheler, Heidegger, Hartmann, Blumenberg, Levinas, Popper, and Wittgenstein. For every author, the course will focus on most relevant items. For instance, the autonomy of spiritual sciences at Dilthey, Scheler and philosophy of life, Hartmann and supremacy of ethics.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Written examination**3<sup>RD</sup> YEAR, 2<sup>ND</sup> SEMESTER****COURSE TITLE: ANALYTIC PHILOSOPHY****CODE:** D36FIL604**ECTS CREDITS:** 4**TIPUL DISCIPLINEI:** specialty**COURSE OBJECTIVE(S):** This course focuses on some of the main topics in the history of analytic philosophy.**COURSE CONTENTS:** The origins of analytic philosophy; G.E. Moore's criticism of absolute idealism; Russell on logic, language, science and philosophy; Wittgenstein's early philosophy: Tractatus Logico-Philosophicus.; Language and reality; Proposition as „logical image“; Beyond what can be said: Ethics. Wittgenstein's later philosophy; Metaphilosophical premises; On language and psychological life; Analytic philosophy and tradition. „Philosophical ability“ and conceptual clarification; Holism and atomism in analytic philosophy.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Written examination**COURSE TITLE: PHENOMENOLOGY AND EXISTENTIALISM****CODE:** D36FIL602**ECTS CREDITS:** 5**TYPE OF COURSE:** specialised**COURSE OBJECTIVE(S):** Knowledge of issues and concepts specific to phenomenology and existentialism; Knowledge of the most prominent representatives of phenomenology and existentialism; The correct use of the concepts presented in the course and those found in the specialty literature.**COURSE CONTENTS:** I. Phenomenology; A. Precursors: Bernhard Bolzano, Franz Brentano; B. Representatives: Edmund Husserl, Max Scheler, Nicolai Hartmann, Maurice Merleau-Ponty,

Emmanuel Levinas; II. Existentialism: Sören Kierkegaard (precursor), Martin Heidegger, Jean-Paul Sartre, Karl Jaspers, Gabriel Marcel.

**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Written examination**COURSE TITLE: PHILOSOPHY OF HISTORY****CODE:****ECTS CREDITS:** 4**TYPE OF COURSE:****COURSE OBJECTIVE(S):** The goal is for students to understand and compare theories and paradigms by all participants at course.**COURSE CONTENTS:** Philosophy of religion focuses on interpreting religion from a philosophical point of view; Considering this goal, the topics will include philosophical perspectives, such as ontological arguments about existence of God, cosmological visions, methods of interpreting attributes of God. Other issues will be the wonders, or life after death.**LANGUAGE OF INSTRUCTION:** Romanian**ASSESSMENT METHOD(S):** Written examination

**FIELD: SOCIAL ASSISTANCE**  
**PROGRAMME TITLE: SOCIAL ASSISTANCE**  
**BACHELOR'S DEGREE**

**1<sup>ST</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: INTRODUCTION TO SOCIOLOGY (I)**

**CODE: D36ASL101**

**ECTS CREDITS: 6**

**TYPE OF COURSE: fundamental**

**COURSE OBJECTIVE(S):** The course aims to familiarize students with the fundamental concepts and themes of sociology. During the course, and in close connection with the themes presented, the main aspects characterizing the contemporary society and the Romanian society will be reviewed. Throughout the course students will be familiarized with the particular perspective of sociology to analyse social phenomena and processes.

**COURSE CONTENTS:** A sociological perspective of analysing the social life; Connections between sociology and the social-political context; A brief introduction on the history of evolution of sociology; On "laws", principles and paradigms in sociology; Humanization process and the evolution of human society; The individuals and human society. Theoretical and sociological approaches; Human personality and socialization; Factors and conditions of social life.

**LANGUAGE OF INSTRUCTION: Romanian/ English**

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: INTRODUCTION TO THE SOCIAL RESEARCH METHODOLOGY**

**CODE: D36ASL102**

**ECTS CREDITS: 6**

**TYPE OF COURSE: fundamental**

**COURSE OBJECTIVE(S):** Knowing the main characteristics of the scientific methodology; Understanding and using of the concepts of method, technique and scientific hypothesis; Knowing the major steps of a scientific research project.

**COURSE CONTENTS:** Common knowledge; Scientific knowledge; Human investigation and science; The characteristic of scientific methodology; The principles of methodology in the social research; The definition and role of hypothesis in the sociological research; The scientific language and the concepts analysis; Qualitative research.

**LANGUAGE OF INSTRUCTION: Romanian/ English**

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: INTRODUCTION TO PSYCHOLOGY**

**CODE: D36ASL103**

**ECTS CREDITS: 5**

**TYPE OF COURSE: fundamental**

**COURSE OBJECTIVE(S):** using psychology-specific concepts for organization of knowledge and explanation of facts, events, real life processes.

**COURSE CONTENTS:** Perspectives in psychology; Sensations and perceptions; Memory, thinking, communication and language, imagination; Motivation and affectivity, will and attention; Personality.

**LANGUAGE OF INSTRUCTION: English**

**ASSESSMENT METHOD(S):** Oral examination

**COURSE TITLE: INTRODUCTION IN THE SOCIAL WORK PROFESSION**

**CODE: D36ASL104**

**ECTS CREDITS: 6**

**TYPE OF COURSE: compulsory**

**COURSE OBJECTIVE(S):** At the end of this course the students should have understood the notion of social work as a professional approach to helping the individual, the group and the communities in need. They should be able to define the main concepts and terms specific to the discipline, to identify the categories of beneficiaries, to describe the role of the social workers in society, to list the categories of knowledge, skills, and competencies necessary for practicing the social work profession.

**COURSE CONTENTS:** Historical overview of the social work profession; Professionalized social work (definition, mission and objectives); Functions, levels and areas of social work intervention; The social worker as regulated profession (definition, conditions of access to the profession, rights and responsibilities, attributions (specific activities), the legal framework for the exercise of the profession); Knowledge, practical skills, skills and values of the social worker; The roles of the social worker; The social work-client relationship.

**LANGUAGE OF INSTRUCTION: Romanian**

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: HUMAN DEVELOPMENT**

**CODE: D36ASL105**

**ECTS CREDITS:**

**TYPE OF COURSE: compulsory**

**COURSE OBJECTIVE(S):** The sociological perspective of the analysis of the multiple transformations through which the human being passes through life, of biological and psychological nature. Students will be aware of how the three dimensions influence and generate certain life experiences, based on which a person takes decisions throughout his/ her life.

**COURSE CONTENTS:** Throughout the courses, the main theories of psychological and sociological nature will be known regarding the development and formation of the human individual. The course is designed so as to encourage interaction and students' individual skills to analyse, from its own

perspective, multiple and complex relationships that influence the trajectory of a person throughout life. The information gained during the course will allow the use of analytical milestones useful in understanding the factors underlying the level of development of each individual, explaining both social success and social failure. The methodology put to use for this course consists of theoretical and methodological training through courses and application development at seminars.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

1<sup>ST</sup> YEAR, 2<sup>ND</sup> SEMESTER

**COURSE TITLE: INTRODUCTION TO SOCIOLOGY (II)**

**CODE:** D36ASL201

**ECTS CREDITS:** 6

**TYPE OF COURSE:** fundamental

**COURSE OBJECTIVE(S):** The course aims to familiarize students with the fundamental concepts and themes of sociology. During the course, and in close connection with the themes presented, the main aspects characterizing the contemporary society and the Romanian society will be reviewed. Throughout the course students will be familiarized with the particular perspective of sociology to analyse social phenomena and processes.

**COURSE CONTENTS:** Human society as a system; World's population and global problems; Social groups: definitions, types and categories; Social class and social stratification; Social structure; Dynamics of human society. Social fact and phenomena; Social order and social control.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: SOCIAL STATISTICS**

**CODE:** D36ASL203

**ECTS CREDITS:**

**TYPE OF COURSE:** C

**COURSE OBJECTIVE(S):** The course aims to provide a set of concepts, statistical-mathematical methods and models, necessary for the understanding of the current-continuous movements occurring in the world of socio-economic phenomena and processes, with all the implications regarding the growth, decrease, diversification and structural changes of these phenomena and processes.

**COURSE CONTENTS:** Sorting and Ordering Data; Distribution series indicators; Correlation in the analysis of the links between phenomena; Chronological series analysis; Indices in factorial analysis; Space series analysis; Elements of survey theory and technique.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: SOCIAL PSYCHOLOGY**

**CODE:** D36ASL204

**ECTS CREDITS:**

**TYPE OF COURSE:** speciality

**COURSE OBJECTIVE(S):** At the end of this course the students should have acquired the main concepts and theories of social psychology, understood and learnt the specific methods of this research domain. They should be able to understand and explain the interactions between the individual and group or society in a given situation.

**COURSE CONTENTS:** Psychology, sociology and social psychology: domains of study & connections. Attitudes, values and behaviours. Prosocial behaviour. Antisocial behaviour (violence). The psycho-sociology of the small groups. Research methods in social psychology

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: THE SOCIAL WORK SYSTEM**

**CODE:** D36ASL205

**ECTS CREDITS:** 5

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** At the end of this course the students should have acquired the knowledge about the national social work system: professionals, clients and social context: laws, institutions, structure, operating principles, social benefits and social services. They should be able to describe the social work network, as well as the social benefits and services for different kind of vulnerable groups.

**COURSE CONTENTS:** The course describes the organisation of the national social work system.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: THEORIES IN SOCIAL WORK**

**CODE:** D36ASL206

**ECTS CREDITS:** 4

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** At the end of this course the students should have acquired the main theoretical guidelines in the social work. They should be able to argue the importance of the theory of social work, to explain the situation – problem through different theoretical approaches, correctly associate the theoretical approaches to the studied cases.

**COURSE CONTENTS** Theory and its functions in the social work; The paradigm of knowledge in social sciences; Classifications of social work theories; The process of crystallization of the theoretical basis in the social work; Psychodynamic perspective; The cognitive-behavioural theory; Crisis intervention; Task-centred approach; Systemic and ecological perspective; Humanistic

and existentialist perspective; Theories on Social and Community Development; Empowerment and advocacy.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: METHODS AND TECHNIQUES OF SOCIAL RESEARCH**

**CODE:** D36ASL202

**ECTS CREDITS:** 6

**TYPE OF COURSE:** fundamental

**COURSE OBJECTIVE(S):** Knowing the main characteristics of the most important research methods in field of social sciences; Learning the ability to use and apply the main research methods; Learning all the steps of a research project.

**COURSE CONTENTS:** Social research and the opinion poll; The use of questionnaire in the opinion polls; Constructing and structuring the questionnaire; The problem of asking questions in the sociological enquires; Methods and types of sampling; The interview in the research methodology; The method of observation; The experiment in the social sciences.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**2<sup>ND</sup> YEAR, 1<sup>ST</sup> SEMESTER**

**COURSE TITLE: SOCIAL POLICIES**

**CODE:** D36ASL301

**ECTS CREDITS:**

**TYPE OF COURSE:** specialty

**COURSE OBJECTIVE(S):** At the end of this course the students should have acquired the main concepts and theories in this domain, understood and learnt the specific methods of this research area. They should be able to diagnose a social problem, to propose solutions and to evaluate results.

**COURSE CONTENTS:** Social problems; Types of social problems approaches; Public goods; The „free rider” problem; Perverse effects: how do they appear and act; The analysis of public policies; Theory and practice; The political mechanisms of welfare; The „welfare state” – critical approaches; Poverty: theories on poverty and measurement possibilities; Research methods on public policies.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: THE SOCIAL WORK OF THE FAMILY AND THE CHILD**

**CODE:** D36ASL302

**ECTS CREDITS:** 6

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** At the end of this course the students should have acquired the main knowledge about child rights and child protection,

about the risks and vulnerabilities for children, about families and parenting, and about the role of the social workers in the child protection and social work. They should be able to assess families and children and make proposal for child protection measures.

**COURSE CONTENTS:** The evolution of mentalities and attitudes towards the child over time; Child protection models; Social Work and Child Protection; The child's needs; Child protection policies in Romania; Reform in the field of child protection; The network of child protection and social assistance institutions; Social benefits and services for children; The rights of the child – the legal framework for the protection of children's rights in Romania; The attachment Theory; The child abandonment and the risks of the institutionalization of the child; The foster family and the professional foster parent; The child abuse; Children alone at home (whose parents are abroad); Special child protection measures; The adoption; Parental skills – education for parents.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: INTERVENTION METHODS AND TECHNIQUES IN SOCIAL WORK**

**CODE:** D36ASL303

**ECTS CREDITS:** 6

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** At the end of this course the students should have acquired the evaluation and intervention methodology in social work, the specific vocabulary. They should be able to select and apply the proper methods for assessment, intervention and evaluation in different situations, as well as to plan the social work intervention.

**COURSE CONTENTS:** Conceptual delimitations; Social diagnosis; Assessment of needs and resource; Risk assessment; Planning the social work intervention; The intervention in social work; Methodological approaches in social work (task-centred practice, evidence-based practice, psychosocial model); Observation method; Meeting, telephone conversation, genogram, ecomap; Interview; Study of the social documents. Recording and reports.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

**COURSE TITLE: PSYCHOPATHOLOGY AND PSYCHOTHERAPY**

**CODE:** D36ASL304

**ECTS CREDITS:** 4

**TYPE OF COURSE:** specialty

**COURSE OBJECTIVE(S):** Using concepts specific to psychopathology and psychotherapy for organizing the steps of knowing and explaining facts, events, processes from the activity of the social worker.



**COURSE CONTENTS:** Normality and abnormality; Mental illness and diagnosis; Causes, categories and descriptions of mental disorders; Introduction to psychotherapy; Behavioural and cognitive-behavioural psychotherapy; Psychodynamic therapies; Humanistic and existential therapies.

**LANGUAGE OF INSTRUCTION:** English

**ASSESSMENT METHOD(S):** Oral examination

## 2<sup>ND</sup> YEAR, 2<sup>ND</sup> SEMESTER

### COURSE TITLE: THE SOCIAL WORK OF THE ELDERLY

**CODE:** D36ASL401

**ECTS CREDITS:** 6

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** At the end of this course the students should have acquired the theoretical and practical basis for the social of the elderly. They should be able to identify the role and responsibilities of the multidisciplinary care team members and to demonstrate the ability to analyse the main risks and vulnerabilities of the person elderly and to identify the elderly neglect or abuse signs.

**COURSE CONTENTS:** Conceptual delimitations; Individual aging; Demographic aging; History of concerns about protection and social assistance for the elderly; Theoretical perspectives on aging; Old age and aging as social problems; Social policies for the elderly; Assessing the needs of the elderly; Abuse of the elderly; Legal framework of social work for the elderly; Social welfare benefits for the elderly; Social work services for the elderly; Multidisciplinary team for the elderly care; Social worker's roles in the social work of the elderly; Residential care and home care for old people.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

### COURSE TITLE: SOCIOLOGY OF DEVIANCE

**CODE:** D36ASL402

**ECTS CREDITS:**

**TYPE OF COURSE:**

**COURSE OBJECTIVE(S):** The course offers a sociological perspective of knowing the deviant phenomena by going through the main sociological and psychological theories.

**COURSE CONTENTS:** Students will go through the main theories designed to explain deviant behaviours, attempts to predict criminality, focusing on course and seminar on the possibilities of social integration of delinquent persons. The methodology put to use for this course consists of theoretical and methodological training through courses and application development at seminars

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

### COURSE TITLE: DEMOGRAPHY AND SOCIOLOGY OF THE POPULATION

**CODE:** D36ASL404

**ECTS CREDITS:**

**TYPE OF COURSE:**

**COURSE OBJECTIVE(S):** Knowledge of the demographic phenomena and interdependencies between them. Obtaining professional skills to analyse the demographic phenomena through statistical processing and data interpretation.

**COURSE CONTENTS:** Defining the concepts of demographic science at classes. Make predictions on the evolution of the Romania population by using statistical methods and interpreting them from a sociological perspective. The methodology put to use for this course consists of theoretical training at classes. Elaboration of analyses and projections of the population at seminar classes.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

## 3<sup>RD</sup> YEAR, 1<sup>ST</sup> SEMESTER

### COURSE TITLE: COUNSELING IN SOCIAL WORK

**CODE:** D36ASL501

**ECTS CREDITS:** 5

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** At the end of this course the students should have acquired the main counselling concepts, theories and technics utilized in the social work practice. They should be able to explain the importance of the counselling method in the social work practice, to create personalized counselling plans and to prove basic counselling skills.

**COURSE CONTENTS:** Introduction: what is counselling as the method in the social work; Ethics in social work and counselling; The counsellor's knowledge, skills, attitudes and personality; The counselling process; Counselling theories; Individual, couple, family and group counselling.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination

## 3<sup>RD</sup> YEAR, 1<sup>ST</sup> SEMESTER

### COURSE TITLE: THE SOCIAL WORK IN CRONIC ILLNESS AND HIV/AIDS

**CODE:**

**ECTS CREDITS:** 4

**TYPE OF COURSE:** compulsory

**COURSE OBJECTIVE(S):** At the end of this course the students should have acquired the theoretical and practical basis on social work for chronic or HIV/ AIDS patients and their families. They should be able to identify the main sources of difficulties caused by the chronic illness for the ill person and his family, to define the concept of palliative care and its principles, to list the responsibilities of the

social worker in supporting the patients and their families.

**COURSE CONTENTS:** Chronic illness and its implications on the patient and his family; Chronic diseases: cardiovascular diseases, bronchial asthma, obstructive pulmonary diseases, diabetes, cancer; Palliative care: definition, philosophy, ethics; Communicating bad news; The loss and bereavement; Support for children and their families; Counselling people with chronic illness and HIV/ AIDS; The spiritual assistance of people in terminal stages; The care in the terminal phase.

**LANGUAGE OF INSTRUCTION:** Romanian

**ASSESSMENT METHOD(S):** Written examination



# Faculty of Orthodox Theology

## CONTACT:

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Facebook Group: Facultatea de Teologie Ortodoxă Craiova

# Faculty of Orthodox Theology

## Bachelor's Degree

**Duration: 4 years**  
**No. of credit points: 240**

Field: *Theology*  
Programme title: Orthodox Pastoral Theology

**Duration: 3 years**  
**No. of credit points: 180**

Field: *Visual Arts*  
Programme title:  
Sacred Art  
Plastic Arts (Painting - Sculpture)

## Master's Degree

**Duration: 2 years**  
**No. of credit points: 120**

Field: *Theology*  
Programme title: Theology and Culture

Write your notes here:

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Dezvoltarea instituțională și eficientizarea procesului  
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