

Syllabus

1. Programme information

1.1. Institution	THE BUCHAREST UNIVERSITY OF ECONOMIC STUDIES
1.2. Faculty	International Business and Economics
1.3. Departments	Department of International Business and Economics
1.4. Field of study	International business and economics
1.5. Cycle of studies	Master Studies
1.6. Education type	Full-time
1.7. Study programme	Business Communication in English
1.8. Language of study	English
1.9. Academic year	2017-2018

2. Information on the discipline

2.1. Name	International Transactions								
2.2. Code	17.0091IF1.2-0003								
2.3. Year of study	1	2.4. Semester	2	2.5. Type of assessment	Exam	2.6. Status of the discipline	O	2.7. Number of ECTS credits	4
2.8. Leaders	S(S)	prof.univ.dr. PARASCHIV Dorel Mihai					dorel.paraschiv@ase.ro		
	S(S)	prof.univ.dr. BELU MIHAELA GABRIELA					mihaela.belu@rei.ase.ro		
	S(S)	prof.univ.dr. POPA Ioan					ioan.popa@rei.ase.ro		

3. Estimated Total Time

3.1. Number of weeks	14.00		
3.2. Number of hours per week	1.00	of which	
		S(S)	1.00
3.3. Total hours from curriculum	14.00	of which	
		S(S)	14.00
3.4. Total hours of study per semester (ECTS*25)	100.00		
3.5. Total hours of individual study	86.00		
<i>Distribution of time for individual study</i>			
Study by the textbook, lecture notes, bibliography and student's own notes	40.00		
Additional documentation in the library, on specialized online platforms and in the field	20.00		
Preparation of seminars, labs, assignments, portfolios and essays	10.00		
Tutorials	11.00		
Examinations	3.00		
Other activities	2.00		

4. Prerequisites

4.1. of curriculum	
4.2. of competences	

5. Conditions

for the S(S)	
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6. Acquired specific competences

PREFESSIONAL	C1	
PREFESSIONAL	C4	

7. Objectives of the discipline

7.1. General objective	
7.2. Specific objectives	<ul style="list-style-type: none"> • Present the stages of concluding and implementing an export-import operation • Acquisition of knowledge in international commercial business domain • Skills, abilities and competences in international commercial negotiation and carrying out foreign trade operations

8. Contents

8.1. S(S)		Teaching/Work methods	Recommendations for students
1	Foreign trade operations: Definition; mechanism; foreign trade company	Interactive, using video-projection, discussion of topics with focus on key elements, provide examples, providing case-studies for further debate in next classes, using PowerPoint slides and comment upon them.	For students, it is recommended to priory read the class materials in order to be able to interact during teaching time
2	Networking and establishing business contacts and links	Idem	Idem
3	The Commercial Contract: Exports and Imports	Idem	Idem
4	International Expansion of the Company and Distribution	Idem	Idem
5	Managing international commercial business: Documentary management	Idem	Idem
6	Managing international commercial business: Risks management	Idem	Idem
7	Recap for exam	Idem	Idem
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Bibliography

- • Popa, Ioan, Tehnica operatiunilor de comert exterior, Economica, București, 2008, România
- • Popa, Ioan, Negocierea comercială internațională, Economica, București, 2006, România
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- • Paraschiv, Dorel, International Business, ASE, București, 2005, România
- • Barelier, A; Duboin, J; Duphil, F, Exporter. Pratique du commerce international, 19e Edition, Foucher, Paris, 2005, Franța
- • Daniels, John, D.; Radebaugh, Lee, H, International business. Environments and Operations, Ninth Edition, Prentice Hall, 2001, Statele Unite ale Americii
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- Popa, Ioan, Negocierea comercială internațională, Economica, 2006
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- Barelier, A; Duboin, J; Duphil, F, Exporter, Pratique du commerce international, 19e Edition, Foucher, 2005

9. Corroboration of the contents of the discipline with the expectations of the representatives of the epistemic community, of the professional associations and representative employers in the field associated with the programme

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10. Assessment

Type of activity	Assessment criteria	Assessment methods	Percentage in the final grade
10.1. S(S)			30.00
10.2. Final assessment			70.00
10.3. Modality of grading	Whole notes 1-10		
10.4. Minimum standard of performance			

Date of listing,
05/26/2022

Signature of the discipline leaders,

Date of approval in the
department

Signature of the Department Director,