

# Syllabus

## 1. Programme information

1.1. Institution	THE BUCHAREST UNIVERSITY OF ECONOMIC STUDIES
1.2. Faculty	Business Administration in Foreign Languages
1.3. Departments	Department of Business Administration in foreign languages (UNESCO chair)
1.4. Field of study	Business Administration
1.5. Cycle of studies	Licence
1.6. Education type	Full-time
1.7. Study programme	Business Administration (in English language)
1.8. Language of study	English
1.9. Academic year	2019-2020

## 2. Information on the discipline

2.1. Name	<b>Decision-making process in business</b>								
2.2. Code	<b>19.0153IF3.2-0002</b>								
2.3. Year of study	<b>3</b>	2.4. Semester	<b>2</b>	2.5. Type of assessment	<b>Exam</b>	2.6. Status of the discipline	<b>O</b>	2.7. Number of ECTS credits	<b>5</b>
2.8. Leaders	C(C)	<b>prof.univ.dr. MICLEA Adriana</b>					adriana.mihnea@fabiz.ase.ro		
	S(S)	<b>lect.univ.dr. BUŞU E MIHAIL</b>					mihail.busu@man.ase.ro		

## 3. Estimated Total Time

3.1. Number of weeks	14.00
3.2. Number of hours per week	4.00 of which
	C(C) 2.00
	S(S) 2.00
3.3. Total hours from curriculum	56.00 of which
	C(C) 28.00
	S(S) 28.00
3.4. Total hours of study per semester (ECTS*25)	125.00
3.5. Total hours of individual study	69.00
<i>Distribution of time for individual study</i>	
Study by the textbook, lecture notes, bibliography and student's own notes	0.00
Additional documentation in the library, on specialized online platforms and in the field	0.00
Preparation of seminars, labs, assignments, portfolios and essays	19.00
Tutorials	0.00
Examinations	50.00
Other activities	0.00

## 4. Prerequisites

4.1. of curriculum	Course on Basic Microeconomics, according to the specific syllabus in the first year of study, undergraduate Course on Mathematics for Economists, according to the specific syllabus in the first year of study, undergraduate
4.2. of competences	Basic knowledge on utility function, uncertainty, risk, expected utility theory Basic notions regarding the matrix calculus, eigenvalues and eigenvectors

## 5. Conditions

for the C(C)	The course is using for general presentations the Power Point framework and for illustrative discussions or additional explanations . The basic rule is the interaction with the students, based on the compulsory study materials made available prior to the course.
for the S(S)	The seminar consists of solving specific problems, discussing scientific articles which presents results relevant to the current study subject as well as from discussions on the different ones stages of development of individual projects.

## 6. Acquired specific competences

PREFESSIONAL	C2	Business/ Organizational administration assistance
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## 7. Objectives of the discipline

7.1. General objective	This course is an introduction into the decision theory, on both short and long term. Its aim is to contribute to the improvement of individual abilities in decision making by exposing its theoretical interdisciplinary grounds together with a large selection of recent examples.
7.2. Specific objectives	The specific objectives are as follows: -Economic grounds of decision making theory -Decisions using Analytic Hierarchy Processes -Decisions using Game Theory -Experiments in strategic decisions using behavioral game theory

## 8. Contents

8.1. C(C)		Teaching/Work methods	Recommendations for students
1	Influence and order:the force of influence	Powe point presentation, blackboard explanations	Advance reading of the correspondent lecture notes and the indicated chapters in the Refernces
2	Mesuring Responses to Influences:tangible and Intangible	Powe point presentation, blackboard explanations	Advance reading of the correspondent lecture notes and the indicated chapters in the Refernces
3	Dynamics of Influence	Powe point presentation, blackboard explanations	Advance reading of the correspondent lecture notes and the indicated chapters in the Refernces
4	Structuring Influence	Powe point presentation, blackboard explanations	Advance reading of the correspondent lecture notes and the indicated chapters in the Refernces
5	Model as the means to Understand and Structure influences	Powe point presentation, blackboard explanations	Advance reading of the correspondent lecture notes and the indicated chapters in the Refernces

6	Quantifying Influence through Subjective Judgment and Prioritization	Powe point presentation, blackboard explanations	Advance reading of the correspondent lecture notes and the indicated chapters in the Refernces
7	Structures in Decision Making: Concept Construction	Powe point presentation, blackboard explanations	Advance reading of the correspondent lecture notes and the indicated chapters in the Refernces
8	Hierarchic Structures	Powe point presentation, blackboard explanations	Advance reading of the correspondent lecture notes and the indicated chapters in the Refernces
9	Network Structures	Powe point presentation, blackboard explanations	Advance reading of the correspondent lecture notes and the indicated chapters in the Refernces
10	How to Structure a Problem	Powe point presentation, blackboard explanations	Advance reading of the correspondent lecture notes and the indicated chapters in the Refernces
11	Step by step Structuring Process	Powe point presentation, blackboard explanations	Advance reading of the correspondent lecture notes and the indicated chapters in the Refernces
12	Structuring Hierarchies	Powe point presentation, blackboard explanations	Advance reading of the correspondent lecture notes and the indicated chapters in the Refernces
13	Structuring Networks, Validation of the Structures	Powe point presentation, blackboard explanations	Advance reading of the correspondent lecture notes and the indicated chapters in the Refernces
14	Judgement and Proportion	Powe point presentation, blackboard explanations	Advance reading of the correspondent lecture notes and the indicated chapters in the Refernces

***Bibliography***

- Thomas Saaty, 1. Principia Mathematica Decernendi-Mathematical principles of Decision Making, ----, RWS Publications, Pittsburgh,PA, 15213, 2010, -----, Statele Unite ale Americii
- Hal R. Varian, 2. Intermediate Microeconomics-A Modern Approach, -----, WW Norton & Company, ----, 2010, -----, Statele Unite ale Americii
- Theodore C. Bergstrom, Hal R. Varian, 3. Workouts in Intermediate Microeconomics-A Modern Approach, -----, W.W. Norton, ----, 2009, -----, Statele Unite ale Americii
- Thomas L. Saaty, Louis Vargas, 4.Models, Methods, Concepts & Applications of the Analytic Herarchy Process, ----, Kluwer's International Series, ----, 2001, -----, Germania

8.2. S(S)		Teaching/Work methods	Recommendations for students
1	Influence and order:the force of influence:exercises, discussions refering to this topic	Powe point presentation, blackboard explanations	Advance reading of the correspondent lecture notes and the indicated chapters in the Refernces
2	Solving specific exercises and disscution over the correspondent chapters	Powe point presentation, blackboard explanations	Advance reading of the correspondent lecture notes and the indicated chapters in the Refernces
3	Solving specific exercises and disscution over the correspondent chapters	Powe point presentation, blackboard explanations	Advance reading of the correspondent lecture notes and the indicated chapters in the Refernces

4	Solving specific exercises and discussion over the correspondent chapters	Powe point presentation, blackboard explanations	Advance reading of the correspondent lecture notes and the indicated chapters in the Refernces
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- Theodore C. Bergstrom, Hal R. Varian, 3. Workouts in Intermediate Microeconomics-A Modern Approach, -----, W.W. Norton, ----, 2009, -----, Statele Unite ale Americii
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### **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**

The content of the course was established after joint deliberations with experts from the Institute of Economic Forecasting and Institute for Statistics and Applied Mathematics under the Romanian Academy Institutes.

**10. Assessment**

Type of activity	Assessment criteria	Assessment methods	Percentage in the final grade
10.1. C(C)	Short, unannounced quiz-es	written evaluation	10.00
10.2. S(S)	Individual project, power point presentation, ability to answer specific questions	individual evaluation based on an oral presentation	30.00
10.3. Final assessment	written exam	written evaluation	60.00
10.4. Modality of grading	Whole notes 1-10		
10.5. Minimum standard of performance	getting a total average greater or equal to 5		

Date of listing,  
10/25/2021

Signature of the discipline leaders,

Date of approval in the  
department

Signature of the Department Director,