



FIȘA DISCIPLINEI

1. Date despre program

1.1 Instituția de învățământ superior	Universitatea “Alexandru Ioan Cuza” din Iași
1.2 Facultatea	Facultatea de Economie și Administrarea Afacerilor
1.3 Departamentul	Management, Marketing și Administrarea Afacerilor
1.4 Domeniul de studii	Business Administration
1.5 Ciclul de studii	Licență
1.6 Programul de studii / Calificarea	Business Administration

2. Date despre disciplină

2.1 Denumirea disciplinei	Management						
2.2 Titularul activităților de curs	Prof.univ.dr. Daniela-Tatiana Agheorghiesei						
2.3 Titularul activităților de seminar	Drd. Iuliana Chițac						
2.4 Anul de studiu	1	2.5 Semestrul	2	2.6 Tipul de evaluare	E	2.7 Regimul disciplinei	OB

3. Timpul total estimat (ore pe semestru și activitățile didactice)

3.1 Număr de ore pe săptămână	4	din care: 3.2 curs	2	3.3 seminar/laborator	2
3.4 Total ore din planul de învățământ	56	din care: 3.5 curs	28	3.6 seminar/laborator	28

Distribuția fondului de timp

Studiul după manual, suport de curs, bibliografie și altele	23
Documentare suplimentară în bibliotecă, pe platformele electronice de specialitate și pe teren	23
Pregătire seminarii/laboratoare, teme, referate, portofolii și eseuri	10
Tutoriat	9
Examinări	4
Alte activități	0

3.7 Total ore studiu individual	69
3.8 Total ore pe semestru	125
3.9 Numărul de credite	5

4. Precondiții (acolo unde este cazul)

4.1 De curriculum	-
4.2 De competențe	-

5. Condiții (acolo unde este cazul)

5.1 De desfășurare a cursului	in the case of online teaching activity - laptop/computer, Inter...
5.2 De desfășurare a seminarului/laboratorului	in the case of online teaching activity - laptop/computer, Inter...

6. Competențe specifice acumulate

Competențe profesionale	<p>C1 – Gathering, processing and analysing information about external environment – firm/organization interaction (1.5 credits)</p> <p>C2 – Assistance for administrating the entire firm/organization (1 credit)</p> <p>C3 – Administrating the activity of a subdivision within the structure of the firm/organization (2 credits)</p> <p>C4- Assistance in human resource management (0.5 credits)</p>
Competențe transversale	

7. Obiectivele disciplinei (reieșind din grila competențelor specifice acumulate)

7.1 Obiectivul general	<p>Main objective: To acquire the theoretical and methodological elements of management</p>
7.2 Obiectivele specifice	<p>After successfully finalizing this course, students will be able to:</p> <ul style="list-style-type: none"> • understand the fundamental concepts and principles of management, including the basic roles, skills and managerial functions; • understand the theoretical aspects and practice application of managerial process; • be familiar with interactions between the environment, technology, human resources, and organizations in order to achieve a high organizational performance; • be aware of the ethical dilemmas and social responsibilities faced by managers.

8. Conținuturi

8.1 Curs

8.1	Course	Teaching methods	Observations (time and bibliography)
1.	Key-issues of management. Introduction to Management and Organizations	Interactive course, exposure, explanations, heuristic conversation	4 hours Robbins, S.P., Coulter, M., Management, Pearson Education, eight edition, SUA, 2009; 2012
2.	Organizational culture and Environment. Social Responsibility and Managerial ethics	Interactive course, exposure, explanations, heuristic conversation	4 hours Robbins, S.P., Coulter, M., Management, Pearson Education, eight edition, SUA, 2009; 2012
3.	Foundations of Planning. Mission, Goals, Objectives and Strategies	Interactive course, exposure, explanations, heuristic conversation	4 hours Robbins, S.P., Coulter, M., Management, Pearson Education, eight edition, SUA, 2009; 2012
4.	Managers as decision makers. The decision-making process	Interactive course, heuristic conversation, problem solving method	4 hours Robbins, S.P., Coulter, M., Management, Pearson Education, eight edition, SUA, 2009; 2012
5.	Organizational structure and design	Interactive course, exposure, explanations, heuristic conversation	2 hours Robbins, S.P., Coulter, M., Management, Pearson Education, eight edition, SUA, 2009; 2012
6.	Managing human resources	Interactive course, exposure, explanations, heuristic conversation	2 hours Robbins, S.P., Coulter, M., Management, Pearson Education, eight edition, SUA, 2009; 2012
7.	Motivating employees	Interactive course, exposure, explanations, heuristic conversation	2 hours Robbins, S.P., Coulter, M., Management, Pearson Education, eight edition, SUA, 2009; 2012
8.	Managers as leaders. Leadership process in organization	Interactive course, exposure, explanations, heuristic conversation	2 hours Robbins, S.P., Coulter, M., Management, Pearson Education, eight edition, SUA, 2009; 2012
9.	Controlling	Interactive course, exposure, explanations, heuristic conversation	2 hours Robbins, S.P., Coulter, M., Management, Pearson Education, eight edition, SUA, 2009; 2012

Bibliografie

Compulsory reading :

Robbins, S.P., Coulter, M., Management, Pearson Education, eight edition, SUA, 2009, 2012; 13th Edition, 2016 (only if this edition will be provided online by the faculty)

Optional reading :

Jones, R.G., George, M.J., *Contemporary Management, 3rd Editions, McGraw-Hill Irwin, 2003*
 Dessler, G., *Management. Leading People and organizations in the 21st Century, Prentice Hall, 2004*
 Whetten, D.A., Cameron, K.S., *Developing Management Skills, Pearson Education, SUA, eight edition (global edition), 2011*

8.2 Seminar / Laborator

8.2	Seminar / Laboratory	Teaching methods	Observations (time and bibliography)
1-10.	Read and prepare to discuss the case study indicated at the previous seminar. <i>Applications</i> – Introduction to management. <i>Applications</i> – Types of managers and managers' roles. <i>Case study</i> – Organizational culture. <i>Debate</i> – Business ethics. <i>Case study</i> – Mission, Goals, objectives, strategies. <i>Case study</i> - Decision making process <i>Case study</i> – Organizational structures. <i>Applications</i> – Motivating through management. <i>Applications</i> – Leadership. <i>Applications</i> – Management control.	Interactive teaching methods, case study method	2 or 4 hours (case studies of the course book)
2	Homework (team project)		8 hours

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Optional reading :

Whetten, D.A., Cameron, K.S., *Developing Management Skills, Pearson Education, SUA, eight edition (global edition), 2011*

9. Coroborarea conținuturilor disciplinei cu așteptările reprezentanților comunității, asociațiilor profesionale și angajatori reprezentativi din domeniul aferent programului

On an annual basis, the course content is discussed with the representatives of the business environment, who hire or could hire graduates from this program, while students are required to provide feedback (on-line, anonymous) after each semester about the course structure, teaching methods, as well as strengths / weaknesses (after the final evaluation).

10. Evaluare

Type of activity	10.1 Evaluation criteria	10.2 Evaluation methods	10.3 Allocation to the final grade (%)
10.4 Course	Theoretical and applied knowledge	Exam	60% (20%, -first exam (grid test), during the semester (Chapters 1, 2, 3) +40% final exam (grid test) (All 9 Chapters)
10.5 Seminar/ Laboratory	Applied / practical knowledge	reading and discussing case studies; homework	40% Obtaining minimum 5 points (out of 10) at the seminar evaluation

10.6 Standard minim de performanță

Obtaining minimum 5 points (out of 10) at the final exam; Obtaining minimum 5 points (out of 10) at the seminar evaluation

Data completării

25.09.2020



Titular curs

Prof.univ.dr. Daniela-Tatiana Agheorghiesei

Titular de seminar

Drd. Iuliana Chițac

Data avizării în Departament

25.09.2020

Director de Departament



Prof.univ.dr Valentin Niță

