

## Management consultancy (Master, 1st year AAA)

Credit value (ECTS) 7

### Course category

Domain (Imposed)

### Course holder:

Ph. D. Prof. Stejărel BREZULEANU

### Discipline objectives (course and practical works)

- ◆ The transmission of economic and entrepreneurial management knowledge to specialists with varied professional training.
- ◆ Tackling in a systemic vision of the most important issues involved in the organization of consultancy activities in management and business;
- ◆ Treating as a whole the aspects regarding the consultancy in management consulting and business development;
- ◆ Highlighting the determinant role of the consultant in increasing the efficiency and effectiveness of organizations, of its features and multiple functions they perform in the contemporary enterprise.

### Contents (syllabus)

Course (chapters/subchapters)
CONSULTANCY AND PROCESS OF CONSULTANCY IN MANAGEMENT AND BUSINESS ORGANIZATION AND MANAGEMENT BASED ON KNOWLEDGE - AS FUTURE OBJECT OF MANAGEMENT CONSULTANCY
PROFILE OF THE CONSULTANT AND ENSURANCE OF PROFESSIONAL COMPETENCE OF MANAGEMENT CONSULTANTS. ETHICS AND PROFESSIONALISM IN CONSULTANCY
CONSULTANCY FOR MANAGEMENT OF CHANGES. METHODS AND TECHNIQUES USED
PRIORITIES SPECIFIC TO THE CONSULTANCY IN ROMANIA AND IN EMERGING COUNTRIES IN EUROPE AND TYPOLOGY OF DOMAINS AND PRODUCTS OF MANAGEMENT CONSULTANCY
CONSULTANCY FOR HUMAN RESOURCES MANAGEMENT
EVALUATION AND COSTS OF THE ACTIVITY OF CONSULTANCY

Seminar
Providers of consultancy services
Profile of the social - economic consultant
Analyzing the current situation within the farming community
Estimating market opportunities for the development of the agricultural domain
Advising the farmers in the community
Continuous professional development of consultants
Description of competency units of the consultant
Sources of non-refundable financing available to farmers

### Bibliography

1. ALECU, I. ȘI COLAB., 2001 – *Managementul exploatațiilor agricole*. Editura Ceres, București.
2. ALECU, I. ȘI COLAB., 1997 – *Ghidul întreprinzătorului particular*. Ediția a 3-a. Editura Tehnică, București.
3. BREZULEANU S, 2004 – *Management în agricultură-teorie și practică*. Editura Performantica Iași
4. CIUREA, I.V., BREZULEANU S., UNGUREANU G. 2005 – *Management*. Editura „Ion Ionescu de la Brad” Iași.
5. GRENIER L.E. 1983–*Consulting to management*. Eglewood CliffsN.J. Prentince-Hall
1. MOLDOVEANU, MARIA, DOBRESU, E., 1995 – *Știința afacerilor*. Editura Expert, București.
2. NICA, P. ȘI COLAB., 1994 – *Managementul firmei*. S.R.L. Condor Chișinău.
4. NICOLESCU, O., VERBANCU, I., 1996 – *Management*. Editura Economică, București.
5. PLESOIANU G.,KUBR M., *Manualul consultantului în management*, Ed , AMCOR, 1992
6. OANCEA, MARGARETA, 2003 – *Managementul modern în unitățile agricole*. Editura Ceres, București.

## Evaluation

Evaluation form	Evaluation Methods	Percentage of the final grade
Exam	Oral examination	40%
Appreciation of the activity during the semester	Oral assessment during the semester, verification tests; colloquium.	60%

## Contact

**Ph.D. Prof. Stejărel BREZULEANU**

Faculty of Agriculture - USAMV Iași

Aleea Mihail Sadoveanu nr. 3, Iași, 700490, România

telefon: 0040 232 407516, fax: 0040 232 219175

E-mail: [stejarel@uaiasi.ro](mailto:stejarel@uaiasi.ro)