

Management (IVth Year of study, VIIth SEMESTER)

Credit value (ECTS): 5

Course category

Discipline field (mandatory)

Course holder:

Conf. Dr. George Ungureanu

Discipline objectives (course and practical works)

- Knowledge and understanding: Preparing superior business skills to ensure graduates cognitive, professional and emotional value in: design, implementation, business plans.
- The course is specifically came to fill knowledge of the business necessary for an understanding of market economy mechanisms.
- Professional Knowledge: Analysis of problems addressed is synthetic but comprehensive and thorough to give students the knowledge necessary elements of economic phenomena in all their complexity.
- ✓ Ability to make consistently business-specific issues;
- ✓ capacity of analysis and synthesis of established models of business advice and interpretations specific economic and business phenomena,
- ✓ ability to think creatively, to act independently and teamwork;
- ✓ ability to correlate the activities of interdisciplinary fields;
- ✓ Ability to identify solutions to problems in the advisory programs.
- Cognitive and practical skills
- ✓ ability to critically evaluate business contexts and to propose measures to streamline the activities of companies,
- ✓ ability to build hypotheses that facilitate solutions to problems identified in the advisory programs;
- ✓ communication and negotiation skills;
- ✓ ability to use computer in business processes;
- ✓ ability to develop a well-reasoned and innovative scientific work.
- ✓ ability to use economic knowledge and capabilities developed within consulting firms, multinationals, small and medium enterprises;
- ✓ ability to evaluate business contexts and to achieve effective advice;
- ✓ ability to develop and implement programs of interest and needs properly consulting firms or other types of organizations;
- ✓ cultivating an attitude of open, constructive and performance oriented.

- Contents (syllabus)

Lecture (chapters / subchapters)
INTRODUCTION TO MANAGEMENT
Historic. Etymology. Concept. Management features. The evolution of managerial thinking in Romania
EXTERNAL ENVIRONMENT OF THE COMPANY
Environmental factors.

The features of the market economy
MANAGEMENT ORGANIZATION
Formal and informal organization. Company functions. Management functions
SYSTEM COMPANY'S DECISION
Concept. Typology decisions. Stages of decision making. Effectiveness and efficiency of decision
MANAGERS, ENTREPRENEURS AND THOUGHT LEADERS
Managers. Entrepreneurs. Leaders and leadership. Styles and types of managers. Comparison between managers, entrepreneurs and leaders
HUMAN RESOURCES MANAGEMENT
And human resource management role. Management groups. Labor disputes
NEGOTIATION - BUSINESS MANAGEMENT
The concept of negotiation. Classification negotiations. Conducting negotiations. Manager -negotiator Negotiating complaint. Price negotiation
ECONOMIC MANAGEMENT OF THE COMPANY
Company functions. Resources and factors of production. Management expenses and costs
ASSURANCE MANAGEMENT AND EFFICIENT USE TECHNICAL AND MATERIAL RESOURCES

Lucrări practice
DESIGN PROJECT Introduction 1.1 Project title 1.2 Location 1.3 Amount requested from donor: 1.4 Summary 1.5 Project Justification 1.6 Objectives
PLANNING PROJECT 2.1 Detailed description of activities 2.2 Implementation Team 2.3 Duration and plan Project 2.4. Project budget 2.5 Indicators for monitoring and evaluation 2.6 Risk management 2.7 Logical Framework 2.8 Multiplier effects or ensuring project continuity
Self-assessment of managerial skills
Calculation of operating cost for mechanical Us / used / rented from third parties

BIBLIOGRAPHY

1. **Ungureanu** George. Management. Editura TipoMoldova. 2009. ISBN 978 973 8432 91 8
2. **Ungureanu** George. Management. Editura Terra Nostra. 2008. ISBN 978 973 8432 91 8.
3. **Ungureanu** George. Managementul procesarii si conservarii productiei. Editura Alfa. 2008. ISBN (10) 973 8953 53 7
4. Ciurea I, Brezuleanu S, **Ungureanu** G,. Management, Editura “Ion Ionescu de la Brad”, 2005; ISBN : 973 7921 59 3

Evaluation

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

Contact person

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