Management (YEAR IV, SEMESTER VII)

Credit value (ECTS): 4

Course category
Discipline field (mandatory)

Course holder:
Prof. PhD. George UNGUREANU

The purpose of this course is higher training in business to provide graduates with cognitive, professional and affective-value skills in: design, implementation, business plans, and the ability to develop and implement consulting programs appropriate to the interests and needs of companies or others types of organizations. The course is specifically designed to complement the business knowledge needed to understand the mechanisms of the market economy. The course involves the implementation of new or significant methods involving techniques, equipment and software, which are used in the production of goods and services. Examples of new production methods are the implementation of new automation equipment or the introduction of computer-aided design in the development of new products. The analysis of the approached problems is synthetic but comprehensive and thorough in order to offer the students the necessary elements to know the economic phenomena in all their complexity.

The course is specifically designed to complement the business knowledge needed to understand the mechanisms of the market economy. Training students in managerial skills, expanding the field and area of knowledge, consolidating and improving professional training in the field of strategic management.

Higher training in the field of business to provide graduates with cognitive, professional and emotional-value skills in: design, implementation, development plans of the company.

The agricultural management course addresses a complex process, foreshadowing the future of the company, its long-term evolution, a process in which the formulation of the strategy, implementation, evaluation and permanent control are combined and complement each other, in a continuous, dynamic flow and iterative. It involves a coherent approach to external and internal factors that have or may affect the organization, can influence its performance and existence and, from here, the development and implementation of rigorous and explicit strategies to enable the organization to successfully cope with changes likely to occurs in the environment, to adapt to survive and develop.

Contents (syllabus)

Course (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

Practicum/Project
Theme: FUNDAMENTATION OF THE DEVELOPMENT STRATEGY AT SC .. SA 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
Analysis of economic results of the company in terms of profit and entrepreneurial profit

REFERENCES

1. **Ungureanu George**. *Management*. Editura TipoMoldova. 2021. 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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