UNIVERSITATEA DE ŞTIINŢE AGRICOLE ŞI MEDICINĂ VETERINARĂ CLUJ-NAPOCA
Facultatea de Agricultură
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No._____of _____

Form code USAMV 0107040215

SUBJECT OUTLINE

1. 1. Information on the programme

1.1. Higher education institution	University of Agricultural Sciences and Veterinary Medicine of Cluj-Napoca
1.2. Faculty	Agriculture
1.3. Department	Environmental and plant protection
1.4. Field of study	Environmental Engineering
1.5. Cycle of study [1)]	Bachelor
1.6. Specialization/ Study programe	Environmental Engineering
1.7. Form of eduction	ZI

2. Information on the discipline

2.1. Name of the discipline	Entrepreneurship							
2.2. Holder of course activities				PhD Associate Professor. Antonia ODAGIU				
2.3. Holder of seminar / laboratory / project activities				PhD Associate Professor. Antonia ODAGIU				
2.4. Year of study	IV	2.5. Semester	I	2.6. Evaluatio type	Continue	2.7. Discipline status	Content [2]	DS
							Compulsoriness[3]	DO

3. Total estimated time(teaching hours per semester)

3.1. Number of hours per week - frequency form	4	Out of which: 3.2. lecture	1	3.3. seminar / laboratory / project	1
3.4.Total hours of the educational plan	28	Out of which: 3.5. lecture	14	3.6. seminar / laboratory	14
Distribution of the time fund					h
3.4.1. Study after manual, course support, bibliography and notes					20
3.4.2. Additional documentation in the library, on specialized electronic platforms and in the field					10
3.4.3. Preparation of seminars / laboratories / projects, topics, reports, portfolios and essays					10
3.4.4.Tutorials					4
3.4.5. Examinations					4
3.4.6. Other activities					
3.7. Total hours of individual study	92				
3.8. Total hours per semester	120				
3.9. Number of credits[4]	4				

4. Preconditions (where applicable)

4.1. curriculum-related	Project Management.
4.2. of skills	General notions of environmental management.

5. Conditions (where applicable)

5.1. for the course	The course is interactive, students can ask questions about the content of the exhibition. The university discipline requires the observance of the start and end time of the course. No other activities are tolerated during the lecture, mobile phones should be closed.
5.2. . for the seminar / laboratory / project	In the practical work it is compulsory to go through the teaching material that contains each topic. Academic discipline is required for the entire duration of the work.

6. Competenţe specifice acumulate

Professional skills	Elaboration of the methodology underlying the efficient design and implementation of a Business Plan. Managerial, marketing and communication skills. Applying the legal norms in order to ensure a sustainable management and an effective marketing strategy, in the entrepreneurial sector. Coordination of financial analysis and forecasting activities. Design, development and coordination skills in eBusiness.
Transversal competences	Identifying and observing the rules of professional ethics and deontology, taking responsibility for the decisions taken and the risks involved. Identify the roles and responsibilities in a multidisciplinary team and apply effective networking and teamwork techniques. Efficient use of information sources and resources for communication and assisted training (Internet portals, specialized software applications, databases, online courses, etc.) both in Romanian and in a language of international circulation.

7. The objectives of the discipline (based on the grid of specific skills acquired)

7.1. General objective	Acquiring the knowledge taught in the course and practical work to ensure the acquisition of entrepreneurial skills.
7.2. Specific objective	Dobândirea capacităţii de a înfiinţa propria companie. Dobândirea capacităţii de a susţine desfăşurarea activităţii în propria companie.

8. Contents

8.1. Cours **Number of hours - 14**	Teaching methods	Remarks
1.Chapter 1. Introduction. General considerations regarding the concept of entrepreneurship.	Lecture	2 hours
2.Chapter 2. The Business Plan. 1.1. Stages of business plan development. 1.2. The generic model of the Business Plan. Methodology of applying the SWOT analysis for the Business Plan	Lecture Lecture	1 hour
3.Chapter 3. The organizational environment. 3.1. The internal environment of the organization. 3.2. The external environment of the organization.	Lecture	1 hour
4.Chapter 4. Elements of strategy and operational plan. 4.1 General strategy. 4.2. The functional strategy of the organization. 4.3. Production strategy. 4.4. Strategies regarding administrative and auxiliary services. 4.5.Operational planning	Lecture Lecture	2 hour
5.Chapter 6. Marketing concepts. 6.1 Instruments and strategies	Lecture	2 hour
6.Chapter 7. Entrepreneurial management. 7.1. Strategic management and human resources. 7.2.Marketing management.	Lecture	2 hours
7.Chapter 8.Communication.8.1.Communication skills and techniques	Lecture	1 hour
8.Chapter 9. Financial analysis and forecasting elements.9.1.Financial correlations at the organizational level9.2.The methodology for determining the gross profit 9.3.Factors that influence the volume of sales	Lecture Lecture	1 hour
9.Chapter 10. Business legislation		2 hours
10.Chapter 11. eBusiness and IT elements. 11.1.General concepts of IT and Internship with applicability in eBusiness.11.2.Methodology of launching some businesses on the Internet	Lecture Lecture	1 hour

8.2. PRACTICAL WORK **Number of hours - 14**		
Labor protection rules and PSI. Applications for the elaboration of the Business Plan. Applications for the elaboration of the Company Strategy Applications on Entrepreneurial Management Financial analysis and forecasting applications Design and development of an eBusiness Checking knowledge	Exposure. Case studies Case studies. brainstorming Case studies. brainstorming Case studies. brainstorming Case studies. brainstorming Verification method	1 hour 3 hours 3 hours 3 hours 3 hours 1 hour
Bibliografie Obligatorie: *Odagiu Antonia, 2014, Antreprenoriat, Note de curs* *Richard BRANSON, 2012, Afacerile pentru oameni, Editura Publica*		
Bibliografie Facultativă: John FUHRMAN, 2012, *Drumul spre leadership,* Editura Curtea Veche Caroline GLACKIN, Steve MARIOTT, *2012, Antreprenoriat,* Bizzkit		

9. Corroborating the contents of the discipline with the expectations of the representatives of the epistemic communities, professional associations and representative employers in the field related to the program

The content of the discipline is in accordance with what is studied in other university centers in the country and abroad.
The content and structure of the course are aspects adapted to the needs of students and their requirements in the field of environmental engineering.
The graduates of this course can use their knowledge gained in the job market offers, in institutions with a technological profile in general and in those with an environmental engineering profile in particular, including in companies and or non-governmental organizations that provide consultancy in the field.
At the same time, the specific knowledge of the course constitutes a starting point towards the higher level of preparation, represented by the doctoral programs, in the field of environmental protection.

10. Evaluation

Activity type	10.1. Evaluation criterias	10.2. Methods of evaluation	10.3. Weight in the final grade
10.4. Cours	-response to the exam - way of presenting the answer -the ability to synthesize	continue	70%
10.5. Seminar / Laboratory	- test results - laboratory presence -active involvement	Performance evaluation at final verification. Questions for students.	30%
10.6. Minimum standard of performance			
COURSE: Requirements for note 5 - The student must know, the basics: CAD, CAM, CAE, definition of CAD systems, classification of programs in the CAD category, data transfer methods, basics on solid modeling. LABORATORY: Obtaining minimum marks 5 for all laboratory applications.			

[1] The cycle of studies - one of the variants is chosen - Bachelor / Master / Doctorate
[2] The regime of the discipline (content) - for the license level one of the variants is chosen - DF (fundamental discipline), DD (discipline in the field), DS (specialty discipline), DC (complementary discipline)
[3] The regime of the discipline (compulsory) - one of the variants is chosen - DI (compulsory discipline) DO (optional discipline) DFac (optional discipline).
[4] A credit is equivalent to 25-30 hours of study (teaching activities and individual study).

Date completed
04.09.2019

Course holder
PhD Associate Professor. Antonia ODAGIU

Holder of laboratory works / seminars
PhD Associate Professor. Antonia ODAGIU

Date of approval in the department
05.09.2019

Department Director
Professor. PhD. Ioan OROIAN