

**SYLLABUS**  
Academic year 2017-2018

**1. Information regarding the programme**

1.1. Higher education institution	Universitatea Babeș-Bolyai
1.2. Faculty	Faculty of Business
1.3. Department	Business Administration
1.4. Field of study	Business Administration
1.5. Study cycle	Bachelor
1.6. Study programme / Qualification	Business Administration (English)

**2. Information regarding the course**

2.1. Name of the course	Enviromental Economics						
2.2. Code	ILE0034						
Iae3130	Assoc.Prof. Crina PETRESCU, PhD						
2.4. Seminar coordinator	Assoc.Prof. Crina PETRESCU, PhD						
2.5. Year of study	2	2.6. Semester	I	2.7. Type of evaluation	C	2.8. Type of course	elective

**3. Total estimated time (hours/semester of didactic activities)**

3.1. Hours per week	3	Of which: 3.2. lecture	2	3.3 seminar/laboratory	1
3.4. Total hours in the curriculum	42	Of which: 3.5. lecture	28	3.6. seminar/laboratory	14
Time allotment:					ore
Learning using manual, course support, bibliography, course notes					6
Additional documentation (in libraries, on electronic platforms, field documentation)					6
Preparation for seminars/labs, homework, papers, portfolios and essays					8
Tutorship					2
Evaluations					2
Other activities:					4
3.7. Total individual study hours			28		
3.8. Total hours per semester			70		
3.9. Number of ECTS credits			3		

**4. Prerequisites (if necessary)**

4.1. curriculum	-
4.2. competencies	-

**5. Conditions (if necessary)**

5.1. for the course	classroom with computer and projector;
5.2. for the seminar /lab activities	classroom with computer and projector;

**6. Specific competencies acquired**

Professional competencies	<p>C1.Collection, processing and analysis of information regarding the interaction external environment - business / organization.</p> <p>C2. Application of professional ethics principles, norms and values within one's own rigorous, effective and responsible work strategies.</p> <p>C3. Running a subdivision of a company/ an organization</p>
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Transversal competencies	<p>CT1. Implementing ethical principles, norms, and values within one's own rigorous, efficient, and responsible strategy of work.</p> <p>CT2. Identifying the roles and responsibilities in a multispecialty team and implementing various relational techniques and efficient teamwork.</p>
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### 7. Objectives of the course (outcome of the acquired competencies)

7.1. General objective of the course	<ul style="list-style-type: none"> <li>The course aims to offer students the main information regarding the nature of negotiation, types of negotiation, the most important negotiation strategies and techniques, to help them build skills to negotiate intelligently so as to become better negotiators in business and other fields.</li> </ul>
7.2. Specific objective of the course	<ul style="list-style-type: none"> <li>Presentation of communication as the main negotiation instrument.</li> <li>Presentation of alternative conflict resolution methods.</li> <li>Analysis of constructive conflict management methods in negotiation.</li> <li>Presentation of the concept and importance of negotiation.</li> <li>Analysis of elements essential to negotiation.</li> <li>Analysis of negotiation fundamental influence factors.</li> <li>Presentation of types of negotiation.</li> <li>Identification of negotiation stages, creation of negotiation plan, analysis of negotiation.</li> <li>Presentation and analysis of negotiation strategies.</li> <li>Presentation and analysis of negotiation tactics.</li> <li>Presentation of types of negotiators and negotiation styles.</li> </ul>

### 8. Content

8.1. Course	Teaching method	Remarks
1. The Economy: study object, vision, objectives	Interactive presentation, PPT presentation, student participatory presentation through the analysis of applied home assignments	Why study Environmental Economics? Study object, vision, objectives The functions of Eco-Economics
2. The interaction economy-natural environment	Interactive presentation, PPT presentation, student participatory presentation through the analysis of applied home assignments	10 Principles of Economics What the Nature offers to economy and society Natural capital: utility and value
3. Theoretical and practical basic aspect of environmental economics	Interactive presentation, PPT presentation, student participatory presentation through the analysis of applied home assignments	Objectives laws of eco-eco
4. Economic concepts useful for environmental economics - I	Interactive presentation, PPT presentation, student participatory presentation through the analysis of applied home assignments	Market, demand, supply Market failure Market failure and resources
5. Eco-eco development	Interactive presentation, PPT presentation, student participatory presentation through the analysis of applied home assignments	Types of eco-eco development Value and cost of eco-eco development
6. Economic concepts useful for environmental economics - II	Interactive presentation, PPT presentation, student participatory presentation through the analysis of applied home assignments	Welfare, GNP, money, distribution
7. Ecological crises – features, causes, solutions	Interactive presentation, PPT presentation, student participatory presentation through	What is ecological or environmental crisis?

	the analysis of applied home assignments	Major signs of the ecological crisis The causes of the ecological crisis Some remedies to alleviate and overcome the crisis
8. The ecosystem as a whole	Interactive presentation, PPT presentation, student participatory presentation through the analysis of applied home assignments	The finite character of the Planet Abiotic and biotic resources
9. Energy – environment, economy, perspectives	Interactive presentation, PPT presentation, student participatory presentation through the analysis of applied home assignments	General remarks Fossil fuels Renewable energy Nuclear energy
10. Biodiversity – development, extinctions, conservation and evaluation	Interactive presentation, PPT presentation, student participatory presentation through the analysis of applied home assignments	General remarks Development, extinctions and biodiversity Evaluation of the danger of extinction Current causes of extinction of living species Nature conservation Ecological Economics
11. Natural and anthropogenic risks	Interactive presentation, PPT presentation, student participatory presentation through the analysis of applied home assignments	General remarks Seismic risks Flood risks The exploitation of mineral resources and its environmental impact The cost of damages
12. Environmental strategies and policies	Interactive presentation, PPT presentation, student participatory presentation through the analysis of applied home assignments	Objectives, strategies and policies at UE level
13. Corporate Social Responsibility	Interactive presentation, PPT presentation, student participatory presentation through the analysis of applied home assignments	Content, function, implications
14. Synthesis of presented notions	Interactive presentation, PPT presentation, student participatory presentation through the analysis of applied home assignments	Synthesis
Bibliography	<ol style="list-style-type: none"> <li>1. Azqueta, D. (2002), <i>Introducción a la Economía Ambiental</i>, Ed. Mc Graw Hill, Madrid.</li> <li>2. Bădileanu, M. (2002), <i>Economia protecției mediului înconjurător</i>, Ed. Sylvi, București.</li> <li>3. Beaumais, O. (coord.) (2002), <i>Économie de l'environnement. Méthodes et débats</i>, Ed. Documentation française, Paris.</li> <li>4. Bleahu, M. (2001), <i>Privește înapoi cu mânie... Privește înainte cu spaimă</i>, Ed. Economică, București.</li> <li>5. Bobeică, V. (2007), <i>Producerea durabilă</i>, Universitatea de Stat din Moldova, Ministerul Ecologiei și Resurselor Naturale, Chișinău.</li> <li>6. Bran, F., Simon, T., Nistoreanu, P. (2000), <i>Ecoturism</i>, Ed. Economică, București.</li> <li>7. Brown, R. L. (2001), <i>Eco-economie. Crearea unei economii pentru planeta noastră</i>, Ed. Tehnică, București.</li> <li>8. Bürgermeier B. (2005), <i>Économie du développement durable</i>, Ed. De Boeck, Bruxelles.</li> <li>9. Burny, Ph, Petrescu, D. C. (2008), <i>Environmental Economics</i>, EFES, Cluj-Napoca, Les Presses Agronomiques de Gembloux ASBL, Gembloux.</li> <li>10. Clemente, G., Sanjuán, N., Vivancos, J. L. (editori) (2005), <i>Análisis de Ciclo de Vida: Aspectos Metodológicos y Casos Prácticos</i>, Ed. Universidad Politécnica de Valencia, Valencia.</li> <li>11. Daly, H., Farley, J. (2004), <i>Ecological Economics</i>, Island Press.</li> <li>12. Fabian, A, Onaca, R. (1999), <i>Ecologie aplicată. Cine se teme de ecologie?</i>, Casa de editură Sarmis, Cluj-Napoca.</li> <li>13. Ghereș, M. (2003), <i>Agroturism</i>, Ed. Risoprint, Cluj-Napoca.</li> </ol>	

14. Ghereș, M., Rusu, T., Ghereș, M. I. (2003), *Economia mediului și protecția agrosistemelor*, Ed. Risoprint, Cluj-Napoca.
15. Grecu, I. (2003), *Economia și Managementul de Mediu*, Ed. Europolis, Constanța
16. Horaicu, C. (2004), *Monitorizarea integrată a mediului*, Ed. Tipo Moldova, Iași.
17. Ionescu, T., Petrescu, D. C. (2006), *Studii de istorie a gândirii economice*, EFES.
18. Kotler, Ph, Lee, N. (2005), *Corporate Social Responsibility. Doing the Most Good for Your Company and Your Cause*. John Wiley & Sons, Inc., Hoboken, New Jersey.
19. Negrei, C. (2002), *Economia și politica mediului*, Ed. ASE, București
20. Mankiw, G. (2007), *Principles of Microeconomics*, 4th ed, Thomson South-Western publication.
21. Manoliu, M., Ionescu, C. (1998), *Dezvoltare durabilă și protecția mediului*, HGA, București, p. 105-117.
22. Negucioiu, A., Petrescu. D. C. (2006), *Introducere în Eco-Economie*, EFES.
23. Pârvu, C. (2001), *Ecologie generală*, Ed. Tehnică, București.
24. Petrescu, D. C. (2006), *Economia integrării europene*, Ed. Carpatica, Cluj-Napoca.
25. Petrescu, I. (coord.) (2002), *Catastrofe geologice*, Ed. Dacia, Cluj-Napoca.
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28. Petrescu-Mag, R. M. (2008), *Politici, instituții și legislație pentru mediu*, Ed. AcademicPres, Cluj-Napoca.
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30. Ristoiu, T., Ristoiu, D. (2004), *Elemente de ecologie*, Ed. U.T. Pres, Cluj-Napoca.
31. Rojanschi, V., Bran, F., Diaconu, Gh. (2002), *Protecția și ingineria mediului*, Ed. Economică, București.
32. Rojanschi, V., Bran, F., Grigore, F. (2004), *Elemente de economia și managementul mediului*, Ed. Economică, București.
33. Teleuță, Al., Duca, Gh., Stratan, A., (2003), *Economia mediului și dezvoltarea durabilă*, Ed. UASM, Chișinău.
34. Vișan, S., Angelescu, A., Alpopi C. (2000) *Mediul înconjurător. Poluare și protecție*, ed. a II a, Ed. Economică, București.
35. Zaharia, C. (2004), *Energia și mediul*, Ed. Universității „Alexandru Ioan Cuza”, Iași, p. 5-154.
36. \*\*\* (2002), *Semne vitale 2002*, Worldwatch Institute, Ed. Tehnică, București.

8.2. Seminar / laboratory	Teaching method	Remarks
1. The Economy: study object, vision, objectives	Exemplification, analysis, case studies	Why study Environmental Economics? Study object, vision, objectives The functions of Eco-Economics
2. The interaction economy-natural environment	Exemplification, analysis, case studies	10 Principles of Economics What the Nature offers to economy and society Natural capital: utility and value
3. Theoretical and practical basic aspect of environmental economics	Exemplification, analysis, case studies	Objectives laws of eco-eco
4. Economic concepts useful for environmental economics - I	Exemplification, analysis, case studies	Market, demand, supply Market failure Market failure and resources
5. Eco-eco development	Exemplification, analysis, case studies	Types of eco-eco development Value and cost of eco-eco development
6. Economic concepts useful for environmental	Exemplification,	Welfare, GNP, money, distribution

economics - II	analysis, case studies	
7. Ecological crises – features, causes, solutions	Exemplification, analysis, case studies	What is ecological or environmental crisis? Major signs of the ecological crisis The causes of the ecological crisis Some remedies to alleviate and overcome the crisis
8. The ecosystem as a whole	Exemplification, analysis, case studies	The finite character of the Planet Abiotic and biotic resources
9. Energy – environment, economy, perspectives	Exemplification, analysis, case studies	General remarks Fossil fuels Renewable energy Nuclear energy
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11. Natural and anthropic risks	Exemplification, analysis, case studies	General remarks Seismic risks Flood risks The exploitation of mineral resources and its environmental impact The cost of damages
12. Environmental strategies and policies	Exemplification, analysis, case studies	Objectives, strategies and policies at UE level
13. Corporate Social Responsibility	Exemplification, analysis, case studies	Content, function, implications
14. Synthesis of presented notions	Exemplification	Synthesis
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36. \*\*\* (2002), *Semne vitale 2002*, Worldwatch Institute, Ed. Tehnică, București.

**9. Corroborating the content of the course with the expectations of the epistemic community, professional associations and representative employers within the field of the program**

The discipline content is consistent with what is being taught in other universities at home and abroad. In order to adapt it to the labour market requirements, there were held meetings with business representatives.

**10. Evaluation**

Type of activity	10.1 Evaluation criteria	10.2 Evaluation method	10.3 Share in the grade (%)
10.4. Course	Knowledge of the presented theoretical concepts Correct application of theory to practice	Final examination	60%
10.5. Seminar/lab activities	Correctly solving exercises, case studies	Tests/projects during the semester	30%
	Interest in individual preparation, seriousness in addressing issues	Points for active participation in seminars	10%
10.6. Minimum performance standards			
<ul style="list-style-type: none"> <li>• Knowledge of the presented theoretical concepts</li> <li>• Correct application of theory to practice through simple exercises/case studies.</li> </ul>			

Date

Course coordinator

Seminar coordinator



**12.04.2017**

**Dacina Crina PETRESCU, PhD**

**Dacina Crina PETRESCU, PhD**

**Date of approval**

**Head of department**

**Oana GICA, PhD**

