

SYLLABUS
Academic year 2017-2018

1. Information regarding the programme

1.1. Higher education institution	Universitatea Babeş-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						
2.3. Course coordinator	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	Continuous (Colocviu)	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:					h
Learning using manual, course support, bibliography, course notes					14
Additional documentation (in libraries, on electronic platforms, field documentation)					15
Preparation for seminars/labs, homework, papers, portfolios and essays					15
Tutorship					2
Evaluations					2
Other activities:					10
3.7. Total individual study hours					58
3.8. Total hours per semester					100
3.9. Number of ECTS credits					4

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	Collection, processing and analysis of information regarding the interaction external environment - business / organization. Research of business environment to make business decisions.
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Transversal competencies	<p>Implementing ethical principles, norms, and values within one's own rigorous, efficient, and responsible strategy of work.</p> <p>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"> 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.
7.2. Specific objective of the course	<ul style="list-style-type: none"> Presentation of communication as the main negotiation instrument. Presentation of alternative conflict resolution methods. Analysis of constructive conflict management methods in negotiation. Presentation of the concept and importance of negotiation. Analysis of elements essential to negotiation. Analysis of negotiation fundamental influence factors. Presentation of types of negotiation. Identification of negotiation stages, creation of negotiation plan, analysis of negotiation. Presentation and analysis of negotiation strategies. Presentation and analysis of negotiation tactics. Presentation of types of negotiators and negotiation styles.

8. Content

8.1. Course	Teaching method	Remarks
The Economy: necessity, study object, vision, objectives	Interactive presentation, PPT presentation, student participatory presentation through the analysis of applied home assignments	1 course
The interaction economy-natural environment	Interactive presentation, PPT presentation, student participatory presentation through the analysis of applied home assignments	1 course
Theoretical and practical basic aspect of environmental economics	Interactive presentation, PPT presentation, student participatory presentation through the analysis of applied home assignments	1 course
Economic concepts useful for environmental economics	Interactive presentation, PPT presentation, student participatory presentation through the analysis of applied home assignments	2 courses
Eco-eco development	Interactive presentation, PPT presentation, student participatory presentation through the analysis of applied home assignments	1 course
Ecological crises – features, causes, solutions	Interactive presentation, PPT presentation, student participatory presentation through the analysis of applied home assignments	1 course
The ecosystem as a whole	Interactive presentation, PPT presentation, student participatory presentation through the analysis of applied home assignments	1 course
Energy – environment, economy, perspectives	Interactive presentation, PPT presentation, student participatory presentation through the analysis of applied home assignments	1 course
Biodiversity – development, extinctions, conservation and evaluation	Interactive presentation, PPT presentation, student participatory presentation through the analysis of applied home assignments	1 course
Natural and anthropogenic risks	Interactive presentation, PPT presentation, student participatory presentation through the analysis of applied home assignments	1 course
Environmental strategies and policies	Interactive presentation, PPT presentation, student participatory presentation through the analysis of applied home assignments	1 course

Corporate Social Responsibility	Interactive presentation, PPT presentation, student participatory presentation through the analysis of applied home assignments	1 course
Synthesis of presented notions	Interactive presentation, PPT presentation, student participatory presentation through the analysis of applied home assignments	1 course
Bibliography	<ol style="list-style-type: none"> 1. Azqueta, D. (2002), <i>Introducción a la Economía Ambiental</i>, Ed. Mc Graw Hill, Madrid. 2. Bădileanu, M. (2002), <i>Economia protecției mediului înconjurător</i>, Ed. Sylvi, București. 3. Beaumais, O. (coord.) (2002), <i>Économie de l'environnement. Méthodes et débats</i>, Ed. Documentation française, Paris. 4. Bleahu, M. (2001), <i>Privește înapoi cu mânie... Privește înainte cu spaimă</i>, Ed. Economică, București. 5. Bobeică, V. (2007), <i>Producerea durabilă</i>, Universitatea de Stat din Moldova, Ministerul Ecologiei și Resurselor Naturale, Chișinău. 6. Bran, F., Simon, T., Nistoreanu, P. (2000), <i>Ecoturism</i>, Ed. Economică, București. 7. Brown, R. L. (2001), <i>Eco-economie. Crearea unei economii pentru planeta noastră</i>, Ed. Tehnică, București. 8. Bürgermeier B. (2005), <i>Économie du développement durable</i>, Ed. De Boeck, Bruxelles. 9. Burny, Ph, Petrescu, D. C. (2008), <i>Environmental Economics</i>, EFES, Cluj-Napoca, Les Presses Agronomiques de Gembloux ASBL, Gembloux. 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. 11. Daly, H., Farley, J. (2004), <i>Ecological Economics</i>, Island Press. 12. Fabian, A, Onaca, R. (1999), <i>Ecologie aplicată. Cine se teme de ecologie?</i>, Casa de editură Sarmis, Cluj-Napoca. 13. Ghereș, M. (2003), <i>Agroturism</i>, Ed. Risoprint, Cluj-Napoca. 14. Ghereș, M., Rusu, T., Ghereș, M. I. (2003), <i>Economia mediului și protecția agrosistemelor</i>, Ed. Risoprint, Cluj-Napoca. 15. Grecu, I. (2003), <i>Economia și Managementul de Mediu</i>, Ed. Europolis, Constanța 16. Horaicu, C. (2004), <i>Monitorizarea integrată a mediului</i>, Ed. Tipo Moldova, Iași. 17. Ionescu, T., Petrescu, D. C. (2006), <i>Studii de istorie a gândirii economice</i>, EFES. 18. Kotler, Ph, Lee, N. (2005), <i>Corporate Social Responsibility. Doing the Most Good for Your Company and Your Cause</i>. John Wiley & Sons, Inc., Hoboken, New Jersey. 19. Negrei, C. (2002), <i>Economia și politica mediului</i>, Ed. ASE, București 20. Mankiw, G. (2007), <i>Principles of Microeconomics</i>, 4th ed, Thomson South-Western publication. 21. Manoliu, M., Ionescu, C. (1998), <i>Dezvoltare durabilă și protecția mediului</i>, HGA, București, p. 105-117. 22. Negucioiu, A., Petrescu, D. C. (2006), <i>Introducere în Eco-Economie</i>, EFES. 23. Pârvu, C. (2001), <i>Ecologie generală</i>, Ed. Tehnică, București. 24. Petrescu, D. C. (2006), <i>Economia integrării europene</i>, Ed. Carpatica, Cluj-Napoca. 25. Petrescu, I. (coord.) (2002), <i>Catastrofe geologice</i>, Ed. Dacia, Cluj-Napoca. 26. Petrescu-Mag, R. M. (2007), <i>Politica Agricolă Comună – trecut, prezent și viitor</i>, EFES, Cluj-Napoca. 27. Petrescu-Mag R. M. (2011) <i>Protecția mediului în contextul dezvoltării durabile. Legislație și instituții</i>. Editura Bioflux. 28. Petrescu-Mag, R. M. (2008), <i>Politici, instituții și legislație pentru mediu</i>, Ed. AcademicPres, Cluj-Napoca. 29. Riera, P., García, D., Kriström, B., Brännlund R. (2005), <i>Manual de Economía Ambiental y de los Recursos Naturales</i>, Ed. Thomson, Madrid. 30. Ristoiu, T., Ristoiu, D. (2004), <i>Elemente de ecologie</i>, Ed. U.T. Pres, Cluj-Napoca. 31. Rojanschi, V., Bran, F., Diaconu, Gh. (2002), <i>Protecția și ingineria mediului</i>, Ed. Economică, București. 32. Rojanschi, V., Bran, F., Grigore, F. (2004), <i>Elemente de economia și managementul mediului</i>, Ed. Economică, București. 	

33. Teleuță, Al., Duca, Gh., Stratan, A., (2003), <i>Economia mediului și dezvoltarea durabilă</i> , Ed. UASM, Chișinău.
34. Vișan, S., Angelescu, A., Alpopi C. (2000) <i>Mediul înconjurător. Poluare și protecție</i> , ed. a II a, Ed. Economică, București.
35. Zaharia, C. (2004), <i>Energia și mediul</i> , Ed. Universității „Alexandru Ioan Cuza”, Iași, p. 5-154.
36. *** (2002), <i>Semne vitale 2002</i> , Worldwatch Institute, Ed. Tehnică, București.

8.2. Seminar / laboratory	Teaching method	Remarks
The Economy: necessity, study object, vision, objectives	Exemplification, analysis, case studies	1 seminar
The interaction economy-natural environment	Exemplification, analysis, case studies	1 seminar
Theoretical and practical basic aspect of environmental economics	Exemplification, analysis, case studies	1 seminar
Economic concepts useful for environmental economics	Exemplification, analysis, case studies	2 seminars
Eco-eco development	Exemplification, analysis, case studies	1 seminar
Ecological crises – features, causes, solutions	Exemplification, analysis, case studies	1 seminar
The ecosystem as a whole	Exemplification, analysis, case studies	1 seminar
Energy – environment, economy, perspectives	Exemplification, analysis, case studies	1 seminar
Biodiversity – development, extinctions, conservation and evaluation	Exemplification, analysis, case studies	1 seminar
Natural and anthropogenic risks	Exemplification, analysis, case studies	1 seminar
Environmental strategies and policies	Exemplification, analysis, case studies	1 seminar
Corporate Social Responsibility	Exemplification, analysis, case studies	1 seminar
Synthesis of presented notions	Exemplification, analysis, case studies	1 seminar

Bibliography	1. Azqueta, D. (2002), <i>Introducción a la Economía Ambiental</i> , Ed. Mc Graw Hill, Madrid.
	2. Bădileanu, M. (2002), <i>Economia protecției mediului înconjurător</i> , Ed. Sylvi, București.
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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"> Knowledge of the presented theoretical concepts Correct application of theory to practice through simple exercises/case studies. 			

Date	Course coordinator	Seminar coordinator
12.04.2017	Assoc. prof. PhD Dacina Crina PETRESCU	Assoc. prof. PhD Dacina Crina PETRESCU

Date of approval

Head of department



UNIVERSITATEA
BABEȘ-BOLYAI

FACULTATEA DE
BUSINESS
IN PARTNERSHIP

Assoc. prof. PhD Oana GICA



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