



SYLLABUS
Academic year 2018-2019

1. Information regarding the programme

1.1 Higher education institution	Universitatea Babeș-Bolyai
1.2 Faculty	Business
1.3 Department	Hospitality Services
1.4 Field of study	Business Administration
1.5 Study cycle	Bachelor
1.6 Study programme / Qualification	Business Administration in Hospitality Services

2. Information regarding the discipline

2.1 Name of the discipline	Intercultural behaviour in Hospitality Industry						
2.2. Discipline cod	ILE0062						
2.3 Course coordinator	Prof. Adina NEGRUȘA, PhD						
2.4 Seminar coordinator	Prof. Adina NEGRUȘA, PhD						
2.5. Year of study	2	2.6 Semester	II	2.7. Type of evaluation	C	2.8 Type of discipline	Elective

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

3.1 Hours per week	3	Of which: 3.2 course	1	3.3 seminar/laboratory	2
3.4 Total hours in the curriculum	42	Of which: 3.5 course	14	3.6 seminar/laboratory	28
Time allotment:					hours
Learning using manual, course support, bibliography, course notes					8
Additional documentation (in libraries, on electronic platforms, field documentation)					8
Preparation for seminars/labs, homework, papers, portfolios and essays					6
Tutorship					2
Evaluations					4
Other activities: Preparation for the Final Examination					5
3.7 Total individual study hours					33
3.8 Total hours per semester					75
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	<ul style="list-style-type: none"> Classroom with video projector
5.2. for the seminar /lab activities	<ul style="list-style-type: none"> Classroom with video projector



6. Specific competencies acquired

Professional competencies	<ul style="list-style-type: none"> • C1. gathering, processing, and analysing data regarding the interaction between a company/ an organisation and the external environment • C4. implementing business development strategies in the hospitality industry
Transversal competencies	<ul style="list-style-type: none"> • identifying the roles and responsibilities in a multispecialty team and implementing various relational techniques and efficient work within a team

7. Objectives of the discipline (outcome of the acquired competencies)

7.1 General objective of the discipline	In order to be successful, tourism marketers should have cultural knowledge of their target markets. They must know and understand the major value orientations of their customers, and be aware of and sensitive to cultural differences among international tourist markets and local hosts. Tourism marketers and managers should learn, understand, and respect the influence of national culture on human behaviour.
7.2 Specific objective of the discipline	<p>This course is collaborative because the students are expected to provide some of the content. The weekly readings target particular aspects of cultural differentiation. Working within those topics, teams of students are asked to describe aspects of tourism behaviour in particular cultures based on their research and/or personal experiences.</p> <ul style="list-style-type: none"> • To understand how culture influences international tourism issues. • To understand tourist behaviour from the cultural point of view • To identify how national cultures influence tourists' purchases, choices, and experiences • To identify the reasons for specific tourist reactions to the external environment • To understand the relation between strategic decisions and cultural approach of tourists behaviour

8. Content

8.1 Course	Teaching methods	Remarks
1. <i>Globalization, tourism and culture</i>	<ul style="list-style-type: none"> • interactive course, based on lecture and debates • discussions and debates during the lecture based on examples and case studies provided by the teacher 	1 lecture
2. <i>Cultural concept and diversity</i>	<ul style="list-style-type: none"> • interactive course, based on lecture and debates • discussions and debates during the lecture based on examples and case studies provided by the teacher 	2 lectures
3. <i>Cultural concept in tourism and hospitality.</i>	<ul style="list-style-type: none"> • interactive course, based on lecture and debates • discussions and debates during the lecture based on examples and case studies provided by the teacher 	2 lectures
4. <i>Culture's dimensions</i>	<ul style="list-style-type: none"> • interactive course, based on lecture and debates • discussions and debates during the lecture based on examples and case studies provided by the teacher 	2 lectures
5. <i>Influence of culture on communication process and tourism</i>	<ul style="list-style-type: none"> • interactive course, based on lecture and debates • discussions and debates during the lecture based on examples and case studies provided by the teacher 	2 lectures

6. <i>Influence of culture on hospitality services</i>	<ul style="list-style-type: none"> • interactive course, based on lecture and debates • discussions and debates during the lecture based on examples and case studies provided by the teacher 	2lectures
7. <i>Influence of culture on motivational process</i>	<ul style="list-style-type: none"> • interactive course, based on lecture and debates • discussions and debates during the lecture based on examples and case studies provided by the teacher 	2 lectures
8. Comparison across cultures	<ul style="list-style-type: none"> • interactive course, based on lecture and debates • discussions and debates during the lecture based on examples and case studies provided by the teacher 	1 lecture

Bibliography

Compulsory references:

1. Istocescu, A.: Management comparat internațional, Editura Ase, București, 2005.
2. Ionescu, Gh.; Cazan, Emil; Negrușă, A.: Management organizațional, Editura Tribuna Economică, bucurești 2001 - Biblioteca Catedrei de Business Cluj-Napoca.
3. Mead, Richard – International management – Cross Cultural Dimensions, Blackwell Publishing, International, 2005
4. Mendenhall, M.; Punnett, B.J.; Ricks, D.: Global Management, Blackwell Publishers International 1995.
5. Mintzberg, Henry: The Nature of Managerial Work, Prentice-Hall, Englewood Cliffs. H.S. 1980 - Biblioteca Centrală a Universității.

8.2 Seminar / laboratory	Teaching methods	Remarks
1. Globalization, tourism and intercultural management. <i>Case study Cultural diversity in tourism</i>	Case study analysis, short presentation, exercises and games	2 seminars
1 Elements for defining culture. <i>Exercises Culture's dimensions</i>	Case study analysis, short presentation, exercises and games	2 seminars
2 <i>Practical exercise-</i> Influence of culture on communication process. Case study <i>Cultural influence in communication process in tourism</i>	Case study analysis, short presentation, exercises and games	2 seminars

3	Cultural values in tourism and hospitality. <i>Essay</i> – Tourist cultural behavior.	Case study analysis, short presentation, exercises and games	2 seminars
4	Exercises Influence of culture on motivation process. <i>Essay</i> - Influence of culture on motivation process.	Case study analysis, short presentation, exercises and games	2 seminars
5	Study tourist behaviour across cultures. <i>Case study Tourists' behavior</i>	Case study analysis, short presentation, exercises and games	2 seminars
Bibliography Compulsory references: 1. Istocescu, A.: Management comparat internațional, Editura Ase, București, 2005. 2. Ionescu, Gh.; Cazan, Emil; Negrușă, A.: Management organizațional, Editura Tribuna Economică, bucurești 2001 - Biblioteca Catedrei de Business Cluj-Napoca. 3. Mead, Richard – International management – Cross Cultural Dimensions, Blackwell Publishing, International, 2005 4. Mendenhall, M.; Punnett, B.J.; Ricks, D.: Global Management, Blackwell Publishers International 1995. 5. Mintzberg, Henry: The Nature of Managerial Work, Prentice-Hall, Englewood Cliffs. H.S. 1980 - Biblioteca Centrală a Universității.			

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

The course and seminar content is in accordance with the content of other courses from correspondent national and international faculties.
Also, several meetings were held with leaders from business environment in order to match the curricula with the labour market requests.

10. Evaluation

Type of activity	10.1 Evaluation criteria	10.2 Evaluation methods	10.3 Share in the grade (%)
10.4 Course	<ul style="list-style-type: none"> • Correctness and amplitude of theoretic knowledge • Logic coherence • Specialized terminology • Understanding of basic concepts in study cross-cultural behavior trough the lenses of various theories 	Final test	50 %



10.5 Seminar/lab activities	<ul style="list-style-type: none"> • Ability to apply learned concepts 	Seminar attendance and activity minimum 2 case studies	30 %
	<ul style="list-style-type: none"> • Study work elaborated on announced topics 	Elaboration and oral presentation of a study (in teams of 2-3)/ essays (2 essays)	20 %
10.6 Minimum performance standards			
<ul style="list-style-type: none"> • comprehension of basic notions and their usage • interpretations of the obtained results 			

Date

Signature of course coordinator

Signature of seminar coordinator

Prof.univ.dr. Adina Negruşa

Prof.univ.dr. Adina Negruşa

Date of approval

Signature of the Head of department

Conf.univ.dr. Oana Gica

