



Ellective Disciplines
Academic year 2016-2017
Specialization International Business Administration – line of study English
2nd Year
FULL-TIME

1st Semester

Studentii vor alege 1 din cele 4 discipline prezentate

Nr. crt	Disciplina	Titular	credite	Forma de verificare	Ore curs	Ore seminar	Ore laborator
1.	Energy Markets	Cristina Balint	4	C	2	1	-
2.	International Entrepreneurship	Oana Gică	4	C	2	1	-
3.	Investment Banking	Cornelia Pop	4	C	2	1	-
4.	International Investments	Cornelia Pop	4	C	2	1	-

Energy Markets (4 credits) - an 2 IBA, semester 3

2 hours lecture, 1 hour seminar

Objectives of the course:

- ✓ **Identify key political, technical and economic factors that influence oil and gas sectors and how they are interrelated;**
- ✓ **Evaluate role of OPEC in oil markets;**
- ✓ **Analyze electricity markets and the influence of oil and gas sources, as well as nuclear and coal;**
- ✓ **Compare and contrast roles of key regulators in energy markets;**
- ✓ **Identify key players in energy markets: energy companies, banks, fund managers and hedge funds;**
- ✓ **Compare and contrast different energy derivatives used in global markets.**

Chapters:

Influential Factors in Energy Markets
Evaluate influences on energy markets
Market Players
Oil Sector
Gas Sector
Electricity Sector
Risk Management in the Energy Sector
Energy Trading and Derivatives

INTERNATIONAL ENTREPRENEURSHIP

This course focuses on how to conduct business across borders. It addresses how founders/owners of entrepreneurial ventures exploit international business opportunities and address the challenges of conducting business internationally.

Specifically, we will address the following topics:

- ✓ Identify the various aspects and importance of international entrepreneurship
- ✓ Identify sources of information available for entrepreneurs seeking to move internationally
- ✓ Describe opportunities available to small businesses in the global environment
- ✓ Identify the important strategic issues in international entrepreneurship
- ✓ Discuss problems and barriers to international entrepreneurship
- ✓ Prepare an international business plan for a new business venture or international expansion
- ✓ Understand the advantages and disadvantages of exporting/importing, international franchising, joint ventures, and foreign direct investment

Investment Banking for IBA

(4 credits; lecture: 2 hours; seminar: 1 hour)

(Prof.dr. Cornelia Pop; Lector Dr. Sorin Berinde)

Objectives:

- To give an integrated perspective on investment banking industry
- To present the role of investment banking in financial intermediation
- To provide a better understanding investment banking activities and why investment banking is less developed in Romania

Brief content:

Investment banking origins and its international development

Industry structure at international level

Investment banking activities

International security offerings: structure and process

International syndicate intermediation

Investment banking and private equity

The future of investment banking: from boutique investment banks to large & complex institutions

International Investments

(4 credits; lecture: 2 hours; seminar: 1 hour)

(Prof.dr. Cornelia Pop)

Objectives:

- To give an integrated perspective over the international investments landscape
- To present some of the international investment vehicles (private equity funds, hedge funds, ETFs)
- To provide a better understanding of diversification benefits and pitfalls

Brief content:

International equity portfolios & Global equity indices

International fixed income portfolios & Global bond indices

Private equity at international level

International investment funds

International derivatives markets

Diversification at international level