



Ellective Disciplines
Academic year 2018-2019
Specialization International Business Administration – line of study English
2nd Year
FULL-TIME

1st Semester

Studentii vor alege 1 din cele 3 discipline prezentate în pachetul I

Nr. crt	Disciplina	Titular	credite	Forma de verificare	Ore curs	Ore seminar	Ore laborator
1.	Piețe de energie/Energy Markets	Lect.univ.dr. Cristina Ioana Balint	3	C	1	1	-
2.	Consultanță în afaceri/ Business Consulting	David de Vet	3	C	1	1	-
3.	Guvernanță corporativă/Corporate Governance	Lect.univ.dr. Larissa Margareta Bătrâncea	3	C	1	1	-

1st Semester

Studentii vor alege 1 din cele 3 discipline prezentate în pachetul II

Nr. crt	Disciplina	Titular	credite	Forma de verificare	Ore curs	Ore seminar	Ore laborator
1.	Antreprenoriat internațional/International Entrepreneurship	Lect.univ.dr. Oana Adriana Gică	3	C	1	1	-
2.	Capital risc și Crowdfunding/Venture Capital& Crowdfunding	BT Capital Parteners	3	C	1	1	-
3.	Analize de business (decizii bazate pe analiza statistică a datelor) /Business Data Analytics (Data driven decision making)	Pushkar Chatterji	3	C	1	1	-



ENERGY MARKETS

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