



## SYLLABUS

### Academic year 2017-2018

#### 1. Information regarding the programme

1.1. Higher education institution	BABEȘ-BOLYAI UNIVERSITY
1.2. Faculty	BUSINESS
1.3. Department	HOSPITALITY SERVICES
1.4. Field of study	BUSINESS ADMINISTRATION
1.5. Study cycle	MASTER
1.6. Study programme / Qualification	ADMINISTRAREA AFACERILOR ÎN OSPITALITATE ȘI TURISM INTERNATIONAL (cu predare în limba engleză)/ Business Administration in International Hospitality and Tourism

#### 2. Information regarding the course

2.1. Name of the course	<b>European funds for hospitality and tourism/ Fonduri europene pentru ospitalitate si turism</b>						
2.2. Code	IME0038						
2.3. Course coordinator	Lecturer Lazăr Paul Sorin, PhD						
2.4. Seminar coordinator	Lecturer Lazăr Paul Sorin, PhD						
2.5. Year of study	1	2.6. Semester	2	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	2	Of which: 3.2. lecture	1	3.3 seminar/laboratory	1
3.4. Total hours in the curriculum	28	Of which: 3.5. lecture	14	3.6. seminar/laboratory	14
Time allotment:					hours
Learning using manual, course support, bibliography, course notes					15
Additional documentation (in libraries, on electronic platforms, field documentation)					10
Preparation for seminars/labs, homework, papers, portfolios and essays					10
Tutorship					2
Evaluations					2
Other activities:					8
3.7. Total individual study hours					47
3.8. Total hours per semester					75
3.9. Number of ECTS credits					3

#### 4. Prerequisites (if necessary)

4.1. curriculum	Not the case
4.2. competencies	Not the case

#### 5. Conditions (if necessary)

5.1. for the course	Lecture Hall equipped with video-projector, computer
5.2. for the seminar /lab activities	Room equipped with video-projector, computer

## 6. Specific competencies acquired

Professional competencies	<ul style="list-style-type: none"> <li>• Ability to identify and implement effectively the strategies and tactics needed to develop, streamline and adapt business to changes in the domestic and international business environment;</li> <li>• Advanced ability to substantiate and evaluate decisional alternatives and to choose and implement their alternatives;</li> <li>• Advanced ability to model economic phenomena and processes, to develop analysis and synthesis work related to business development;</li> <li>• The ability to initiate and lead a business, to hold a leading position in any economic entity.</li> </ul>
Transversal competencies	<ul style="list-style-type: none"> <li>• Implementing ethical principles, norms, and values within one's own rigorous, efficient, and responsible strategy of work;</li> <li>• Identifying various opportunities for continuing education and efficiently using learning resources and techniques for their development.</li> </ul>

## 7. Objectives of the course (outcome of the acquired competencies)

7.1. General objective of the course	Familiarization of master students with European programs and tools through which funds can be accessed for the financing and implementation of projects, as well as the ways of elaborating and evaluating projects financed by European funds.
7.2. Specific objective of the course	<ul style="list-style-type: none"> <li>• Students will know the main aspects of regional policy</li> <li>• Students will be familiar with the objectives of structural cohesion policy, agricultural policies and the Structural and Complementary Funds in relation to the achievement of these objectives</li> <li>• Students will understand the scope of the different funds</li> <li>• Students will be able to identify the possibilities of financing projects from European sources;</li> <li>• Students will understand how to draw up, submit and evaluate European projects</li> </ul>

## 8. Content

8.1. Course	Teaching method	Remarks
<b>1. Cohesion Policy – Historical, Present and Institutional Framework</b>	Lecture, explanation, heuristic conversation, debate	One lecture
<b>2. European funding instruments and programs</b>	Lecture, explanation, heuristic conversation, debate	Two lectures
<b>3. Financing programs in Romania</b>	Lecture, explanation, heuristic conversation, debate	Two lectures

<b>4. The logical approach to designing a project</b>	Lecture, explanation, heuristic conversation, debate	Two lectures
<b>5. Applicant's Guide</b>	Lecture, explanation, heuristic conversation, debate	Three lectures
<b>6. Cost benefit analysis</b>	Lecture, explanation, heuristic conversation, debate	Two lectures
<b>7. Project evaluation</b>	Lecture, explanation, heuristic conversation, debate	Two lectures
<b>Bibliography</b>	<ol style="list-style-type: none"> <li>1. INFOREGIO – informații referitoare la Politica Regională și instrumente structurale în UE: <a href="http://ec.europa.eu/regional_policy/index_ro.htm">http://ec.europa.eu/regional_policy/index_ro.htm</a></li> <li>2. Strategia Europa 2020 <a href="http://ec.europa.eu/regional_policy/what/europe2020/index_ro.cfm">http://ec.europa.eu/regional_policy/what/europe2020/index_ro.cfm</a></li> <li>3. Documente oficiale referitoare la Politica Regională a UE (toate regulamentele): <a href="http://ec.europa.eu/regional_policy/information/legislation/index_ro.cfm">http://ec.europa.eu/regional_policy/information/legislation/index_ro.cfm</a></li> <li>4. Instrumente speciale de sprijin <a href="http://ec.europa.eu/regional_policy/ro/funding/special-support-instruments/">http://ec.europa.eu/regional_policy/ro/funding/special-support-instruments/</a></li> <li>5. Cooperare interregională <a href="http://ec.europa.eu/regional_policy/en/policy/cooperation/european-territorial/interregional/">http://ec.europa.eu/regional_policy/en/policy/cooperation/european-territorial/interregional/</a></li> <li>6. Politica de dezvoltare regională în România: <a href="http://www.mdrap.ro">http://www.mdrap.ro</a>, <a href="http://www.fonduri-ue.ro">http://www.fonduri-ue.ro</a></li> <li>7. ***, Carta Verde a dezvoltării regionale în România, 1997</li> <li>8. ***, Legea 315/2004 privind dezvoltarea regională în România (<a href="http://www.fonduri-structurale-europene.ro/legislatie/legea-315-2004.html">http://www.fonduri-structurale-europene.ro/legislatie/legea-315-2004.html</a>)</li> <li>9. Informații privind programele operaționale și apelurile de proiecte <a href="http://www.fonduri-structurale.ro">http://www.fonduri-structurale.ro</a> <a href="http://www.afir.info">www.afir.info</a></li> </ol>	

<b>8.2. Seminar / laboratory</b>	<b>Teaching method</b>	<b>Remarks</b>
Development disparities - the role of European funds	Analysis of case studies, conversation, debate	One seminar
Logical approach: identifying needs, goals and activities, project idea, documentation, source identification	Analysis of case studies, conversation, debate	Two seminars
Applicant's Guide to Different Funding Programs for tourism	Analysis of case studies, conversation, debate	Two seminars
Application for funding	Analysis of case studies, conversation, debate	Three seminars
Economic and financial indicators	Analysis of case studies, conversation, debate	Three seminars
Teamwork presentation	Analysis of case studies, conversation, debate	Three seminars
<b>Bibliography</b>	<ol style="list-style-type: none"> <li>1. INFOREGIO – informații referitoare la Politica Regională și instrumente structurale în UE: <a href="http://ec.europa.eu/regional_policy/index_ro.htm">http://ec.europa.eu/regional_policy/index_ro.htm</a></li> <li>2. Strategia Europa 2020 <a href="http://ec.europa.eu/regional_policy/what/europe2020/index_ro.cfm">http://ec.europa.eu/regional_policy/what/europe2020/index_ro.cfm</a></li> <li>3. Documente oficiale referitoare la Politica Regională a UE (toate regulamentele): <a href="http://ec.europa.eu/regional_policy/information/legislation/index_ro.cfm">http://ec.europa.eu/regional_policy/information/legislation/index_ro.cfm</a></li> <li>4. Instrumente speciale de sprijin <a href="http://ec.europa.eu/regional_policy/ro/funding/special-support-instruments/">http://ec.europa.eu/regional_policy/ro/funding/special-support-instruments/</a></li> </ol>	

	<p>5. Cooperare interregională <a href="http://ec.europa.eu/regional_policy/en/policy/cooperation/european-territorial/interregional/">http://ec.europa.eu/regional_policy/en/policy/cooperation/european-territorial/interregional/</a></p> <p>6. Politica de dezvoltare regională în România: <a href="http://www.mdrap.ro">http://www.mdrap.ro</a>, <a href="http://www.fonduri-ue.ro">http://www.fonduri-ue.ro</a></p> <p>7. ***, Carta Verde a dezvoltării regionale în România, 1997</p> <p>8. ***, Legea 315/2004 privind dezvoltarea regională în România (<a href="http://www.fonduri-structurale-europene.ro/legislatie/legea-315-2004.html">http://www.fonduri-structurale-europene.ro/legislatie/legea-315-2004.html</a>)</p> <p>9. Informații privind programele operaționale și apelurile de proiecte <a href="http://www.fonduri-structurale.ro">http://www.fonduri-structurale.ro</a> <a href="http://www.afir.info">www.afir.info</a></p>
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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**

Organization of meetings, workshops, debates, with representatives of the academic and institutional environment, with attributions and experience in the field of regional development and access to European funds (eg Regional Development Agency, County and Local Councils, Consultancy Companies). Working visits to projects funded by European funds.

**10. Evaluation**

Type of activity	10.1 Evaluation criteria	10.2 Evaluation method	10.3 Share of final grade
10.4. Course	<ul style="list-style-type: none"> <li>The originality of the subject approach and the attractiveness of the presentation</li> <li>The coherence of the theme presentation - to be easy to follow and understand</li> <li>Synthesis capacity - Focusing on important elements</li> <li>Ability to argue and support ideas presented</li> </ul>	Final exam	50 %
10.5. Seminar/lab activities	<ul style="list-style-type: none"> <li>Acquiring and understanding the issues covered in the course and seminar</li> <li>Aptitude to explain and use correctly the methods, models and tests of critical thinking</li> <li>The originality of the elaborated projects</li> <li>Ability to correlate the theoretical and practical aspects.</li> </ul>	Individual presentation of a project starting from the topics proposed at the beginning of the semester	50%
10.6. Minimum performance standards			
Knowing the objectives of the European Cohesion Policy and the main financial instruments through which it is being implemented.			

Date

Course coordinator

Seminar coordinator

Lecturer Lazăr Paul Sorin, PhD

Lecturer Lazăr Paul Sorin, PhD

Date of approval

Head of department  
Assoc prof. Oana Adriana Gică, PhD