



SYLLABUS
Financial Forecast and Analysis Techniques
Academic year 2025-2026

1. Information regarding the program

1.1. Higher education institution	Universitatea Babeș Bolyai
1.2. Faculty	Business
1.3. Department	Business
1.4. Field of study	Business Administration
1.5. Study cycle	Bachelor
1.6. Study programme/Qualification	Business Administration /Bachelor in Economic Studies
1.7. Form of education	Full time

2. Information regarding the discipline

2.1. Name of the discipline		Financial Forecast and Analysis Techniques				Discipline code		ILE0081			
2.2. Course coordinator			Lect. Univ. Dr. George-Silviu CORDOȘ								
2.3. Seminar coordinator			Lect. Univ. Dr. George-Silviu CORDOȘ								
2.4. Year of study		3	2.5. Semester		1	2.6. Type of evaluation		E	2.7. Discipline regime		Mandatory

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

3.1. Hours per week	3	of which: 3.2 course	2	3.3 seminar/laboratory	1
3.4. Total hours in the curriculum	42	of which: 3.5 course	28	3.6 seminar/laboratory	14
Time allotment for individual study (ID) and self-study activities (SA)					hours
Learning using manual, course support, bibliography, course notes (SA)					14
Additional documentation (in libraries, on electronic platforms, field documentation)					20
Preparation for seminars/labs, homework, papers, portfolios and essays					14
Tutorship					2
Evaluations					2
Other activities:					6
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	The course takes place in room with computer connected to the Internet, with installed software packages and video projector; Students are not allowed to delay and do not leave the room during the lectures; It is forbidden to use mobile phones in any way; In each course, students participate in interactive activities and complete quizzes on the topics presented.
5.2. for the seminar /lab activities	The seminar takes place in room with computer connected to the Internet, with installed software packages and video projector; Students are not allowed to delay and do not leave the room during the labs; The use of mobile phones is not allowed in any way during the laboratories; All study and practical work materials are available to students on Teams;



6.1. Specific competencies acquired

Professional/essential competencies	<p>C1.3. Applying the appropriate tools for analyzing the relationship of influence exerted by the external environment on the enterprise/organization</p> <p>C2.5. Elaboration of an analysis regarding the relations with economic implications between the subdivisions of the enterprise/organization</p>
Transversal competencies	<p>CT1. Applying the principles, norms and values of professional ethics within the framework of one's own rigorous, efficient and responsible work strategy</p>

6.2. Learning outcomes

Knowledge	<p>The student has knowledge of accounting, processing, and analysis of economic and financial information required for an effective organisation and management of businesses.</p> <ul style="list-style-type: none">• The student identifies sources of financial data for evaluating the financial performance of enterprises and for substantiating financial decisions.• The student knows methods of collecting data and performing statistics for testing and evaluation to generate statements and pattern predictions, in order to discover useful information in the decision-making process.
Skills	<p>The student has the necessary skills to use methods and techniques specific to the financial and accounting management of an enterprise as a whole, specialised software included.</p> <ul style="list-style-type: none">• The student has the necessary skills to use the methods and techniques of financial and accounting management of the activity of a company as a whole, including specialized computer programs.• The student uses dedicated software for data analysis, including statistics, spreadsheets and databases, explores the possibilities for preparing reports for administrators, superiors or clients.
Responsibility and autonomy:	<p>The student is able to make decisions according to their position and to take responsibility towards higher hierarchical levels.</p> <ul style="list-style-type: none">• The student develops forecasts of financial statements and proposes appropriate solutions to achieve the strategic objectives of the enterprise.• The student builds financial scenarios and proposes measures to improve the economic efficiency of the enterprise or an investment project.



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

7.1 General objective of the discipline	<ul style="list-style-type: none">Financial analysis and forecasting provides the specific tools and techniques to forecast the company's financial statements, depending on its financial planning and strategy (related to investment, financing and working capital policies).
7.2 Specific objective of the discipline	<ul style="list-style-type: none">Evaluate the financial performance of the companyAssess the financial risk of the companyIdentify the stages of financial forecasting;Select the financial forecasting techniqueDevelop a sales forecastIdentify realistic forecast assumptionsBuild the forecasted financial statementsAnalyze and interpret the financial forecast.

8. Content

8.1 Course	Teaching methods	Remarks
1. Analysis of the specific environment of financial management	Presentation, interactive exposure, practical examples from business environment, students participation	2 courses
2. Calculation and interpretation of financial ratios, based on financial statements	Presentation, interactive exposure, practical examples from business environment, students participation	2 courses
3. Qualitative forecasting techniques	Presentation, interactive exposure, practical examples from business environment, students participation	1 course
4. Quantitative forecasting techniques	Presentation, interactive exposure, practical examples from business environment, students participation	3 courses
5. Principles related to budgeting for the private environment	Presentation, interactive exposure, practical examples from business environment, students participation	1 course
6. Sales budgeting and planning	Presentation, interactive exposure, practical examples from business environment, students participation	1 course
7. Budgeting and planning of operational expenses	Presentation, interactive exposure, practical examples from business environment, students participation	1 course
8. Budgeting and planning of non-operational expenses	Presentation, interactive exposure, practical examples from business environment, students participation	1 course
9. Balanced Scorecard - as an analysis tool	Presentation, interactive exposure, practical examples from business environment, students participation	2 courses
Bibliography 1. Anghelache, C., Panait, M., Marinescu, I.A., Ni, G. (2017). Modele i indicatori utilizai în prognoza macroeconomic / Models and indicators used in macroeconomic forecast, Romanian Statistical Review, Supplement, no. 3, pp. 29-39 / 40-48 2. Anghelache, C., Anghel, M.G., Manole, A., Lilea, F.P.C. (2016). Modelare economic, financiar-monetar-bancar și informatic, Editura Artifex, București 3. Anghelache, C., Anghel, M. (2014). Modelare economic. Concepte, teorie și studii de caz., Editura Economic, București 4. Albrecht, W. S., L. L. Lookabill, and J. C. McKeown (1977). "The time-series properties of annual earnings". Journal of Accounting Research. 15(2): 226-244. 5. Konstantinidi, T. and P. F. Pope (2016). "Forecasting risk in future earnings". Contemporary Accounting Research. 33(2): 487-525. 6. Fairfield, P. M., S. Ramnath, and T. L. Yohn (2009). "Do industry-level analyses improve forecasts of financial performance?" Journal of Accounting Research. 47: 147-178.		
8.2 Seminar / laboratory	Teaching methods	Remarks
1. Analysis of the specific environment of financial management	Practical exercises, analysis, discussion problematization	2 seminars
2. Calculation and interpretation of financial ratios, based on financial statements	Practical exercises, analysis, discussion problematization	2 seminars
3. Qualitative forecasting techniques	Practical exercises, analysis, discussion problematization	1 seminar



4. Quantitative forecasting techniques	Practical exercises, analysis, discussion problematization	3 seminars
5. Principles related to budgeting for the private environment	Practical exercises, analysis, discussion problematization	1 seminar
6. Sales budgeting and planning	Practical exercises, analysis, discussion problematization	1 seminar
7. Budgeting and planning of operational expenses	Practical exercises, analysis, discussion problematization	1 seminar
8. Budgeting and planning of non-operational expenses	Practical exercises, analysis, discussion problematization	1 seminar
9. Balanced Scorecard - as an analysis tool	Practical exercises, analysis, discussion problematization	2 seminars

Bibliography

1. Anghelache, C., Panait, M., Marinescu, I.A., Ni, G. (2017). Modele i indicatori utilizai în prognoza macroeconomic / Models and indicators used in macroeconomic forecast, Romanian Statistical Review, Supplement, no. 3, pp. 29-39 / 40-48
2. Anghelache, C., Anghel, M.G., Manole, A., Lilea, F.P.C. (2016). Modelare economic, financiar-monetar-bancar și informatic, Editura Artifex, București
3. Anghelache, C., Anghel, M. (2014). Modelare economic. Concepte, teorie și studii de caz., Editura Economic, București
4. Albrecht, W. S., L. L. Lookabill, and J. C. McKeown (1977). "The time-series properties of annual earnings". Journal of Accounting Research. 15(2): 226-244.
5. Konstantinidi, T. and P. F. Pope (2016). "Forecasting risk in future earnings". Contemporary Accounting Research. 33(2): 487-525.
6. Fairfield, P. M., S. Ramnath, and T. L. Yohn (2009). "Do industry-level analyses improve forecasts of financial performance?" Journal of Accounting Research. 47: 147-178.

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

- ITC knowledge and skills are absolutely necessary and are required specifically in any company
- All business information systems presented in the course are used in all national and international companies
- All practical applications are directly related to business activity in various fields

10. Evaluation

- The same evaluation criteria are maintained for all exams sessions. The components of the evaluation process carried out during the semester cannot be recovered/redone in the examination sessions.
- To be able to accumulate the points obtained during the semester, it is mandatory to obtain a minimum of 5 (five) in the final exam (written/oral).

Activity type	10.1 Evaluation criteria	10.2 Evaluation methods	10.3 Percentage of final grade
10.4 Course	Apply concepts and check their understanding of accounting issues learned during the semester-based applications and/or case studies / practical examples	Final exam (in the exam session period)	60%
10.5 Seminar/ laboratory	Assignments that attest the interest for individual study, the implication in understanding and solving these tasks.	Assignments/tasks (evaluated throughout the semester)	40%
10.6 Minimum standard of performance			
<ul style="list-style-type: none"> • basic knowledge of all studied modules and their application in practical examples • practical skills in using and interpreting the studied methods and results 			



11. Labels ODD (Sustainable Development Goals)¹

	General label for Sustainable Development							

Date:
31.03.2025

Signature of course coordinator
Lect.univ.dr. George Silviu CORDOȘ

Signature of seminar coordinator
Lect.univ.dr. George Silviu CORDOȘ

Date of approval:
10.04.2025

Signature of the head of department
Prof. univ. dr. Ioan Cristian CHIFU

¹ Keep only the labels that, according to the [Procedure for applying ODD labels in the academic process](#), suit the discipline and delete the others, including the general one for *Sustainable Development* – if not applicable. If no label describes the discipline, delete them all and write „Not applicable.”.