



SYLLABUS
Business Consulting
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	Master
1.6. Study programme/Qualification	International Business Administration/Master degree
1.7. Form of education	Full time

2. Information regarding the discipline

2.1. Name of the discipline		Business Consulting				Discipline code		IME0059	
2.2. Course coordinator		Ionuț Baboș, associate							
2.3. Seminar coordinator		Ionuț Baboș, associate							
2.4. Year of study	2	2.5. Semester	4	2.6. Type of evaluation	E	2.7. Discipline regime		compulsory	

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

3.1. Hours per week	2	of which: 3.2 course	0	3.3 seminar/laboratory	2
3.4. Total hours in the curriculum	24	of which: 3.5 course	0	3.6 seminar/laborator	24
Time allotment for individual study (ID) and self-study activities (SA)					hours
Learning using manual, course support, bibliography, course notes (SA)					0
Additional documentation (in libraries, on electronic platforms, field documentation)					18
Preparation for seminars/labs, homework, papers, portfolios and essays					18
Tutorship					2
Evaluations					4
Other activities:					9
3.7. Total individual study hours					51
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	classroom with computer and projector
5.2. for the seminar /lab activities	classroom with computer and projector



6.1. Specific competencies acquired

Professional/essential competencies	<p>C2. Higher ability to substantiate and assess strategies and decision alternatives, as well as their selection and implementation in business administration at international level/ within multinational corporations</p> <p>C5. Advanced communication within various professional environments in order to take action effectively in multiple social and cultural contexts (multinational corporations)</p>
Transversal competencies	<p>CT2. Identification of roles and responsibilities in a team and their application within companies</p> <p>CT3. Using the opportunities offered by life-long learning for continuous adaptation to changes in the business environment.</p>

6.2. Learning outcomes

Knowledge	<p>The student of the Master's programme has complex knowledge in macro- and micro-economic areas, with direct and indirect impact on business and the business environment.</p> <ul style="list-style-type: none">✓ Analyzes the commercial information and consults the managers in order to decide in a variety of aspects which affects the future, productivity and sustainable functionality of a company (Analizeaza informatiile comerciale si consulta directorii in vederea luarii de decizii intr-o gama variata de aspecte care afecteaza perspectiva, productivitatea si functionarea durabila a unei societati)
Skills	<p>The student demonstrates a high ability to understand the complexity of macroeconomic policies and is thus able to infer their implications at microeconomic level.</p> <ul style="list-style-type: none">✓ Proposes to the company management various methods to improve the relations with the employees, to increase the employees satisfaction and to recruit better employees (Ofera consiliere personalului de conducere din cadrul unei organizatii cu privire la metodele de imbunatatire a relatiilor cu angajatii, la metodele imbunatatite de angajare si de formare a angajatilor si la cresterea gradului de satisfactie a salariatilor)✓ Proposes various solutions related to the financial management of the company (Ofera consultanta si sfaturi si propune solutii legate de gestiunea financiara).
Responsibility and autonomy:	<p>The student is able to perform complex professional tasks, under conditions of autonomy and professional independence.</p> <ul style="list-style-type: none">✓ Evaluates and adapts rapidly the priorities, responding to the frequently changes in circumstances. Evaluates and adapts continuously the tasks and responds to those needing an increased level of attention (Evaluaza si adapteaza prioritatile rapid ca raspuns la circumstante care se schimba frecvent. Evaluateaza si adapteaza in mod continuu sarcinile si raspunde la cele care necesita o atentie suplimentara).

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

7.1 General objective of the discipline	<ul style="list-style-type: none">• To present the importance of establishing a consultancy services for business
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7.2 Specific objective of the discipline	<ul style="list-style-type: none"> To provide an integrated perspective on consultancy To present the strenghts and weaknesses of consultancy services
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8. Content

8.2 Seminar / laboratory	Metode de predare	Observații
Establishing a business în consulting / Crearea unei afaceri în domeniul consultanței	Examples, discussions / exemplificare, discutii	
The nature of consulting / Caracteristicile afacerii de consultanță	Examples, discussions / exemplificare, discutii	
Choosing a business model for professional consulting / Alegerea unui model de afaceri pentru consultanța profesională	Examples, discussions / exemplificare, discutii	
Researching the business environment and adapting to change / Cercetarea mediului de afaceri și adaptarea la schimbare	Examples, discussions / exemplificare, discutii	
Consulting contracts / Constracțele de consultanță	Examples, discussions / exemplificare, discutii	
Managing the clients' expectations / Gestionarea așteptărilor clienților	Examples, discussions / exemplificare, discutii	
Client reportings and their presentations / Rapoartele și prezentările pentru clienți	Examples, discussions / exemplificare, discutii	
Bibliography 1. Hipkiss, A., 2010, Successful consulting, Hodder & Stroughton, UK 2. Verlander, E.G., 2012, The practice of professional consulting, Wiley, USA 3. Weiss, A., 2011, The consulting bible, Wiley, USA 4. specialized websites announced before and/or during seminars		

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

Business consulting plays an important role in financing and developing business. There is a need for knowledge related to and understanding of business consulting services and of the associated risks, since consultancy became a part of every day life at business and personal level alike.

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).
- The submission and presentation of case studies will be conducted during the examination session, in accordance with the established schedule.

Activity type	10.1 Evaluation criteria	10.2 Evaluation methods	10.3 Percentage of final grade
10.4 Course	Level of knowledge gained	Project (presented in the exam session)	70%
	Logical coherence. The ability to understand and apply knowledge		
10.5 Seminar/laboratory	The ability to apply the concepts taught	Case study (during the semester)	30%



	Creativity in finding, selecting and processing the available information		
10.6 Minimum standard of performance			
<ul style="list-style-type: none">• Attendance at minimum 70% of courses• Knowledge of fundamental notions and their application on examples• Economic interpretation of the results obtained• Elaboration and presentation of the project			

11. Labels ODD (Sustainable Development Goals)¹

Date:
20.03.2025

Signature of course coordinator
Ec. Ionuț Baboș

Signature of seminar coordinator
Ec. Ionuț Baboș

Date of approval:
10.04.2025

Signature of the head of department
Prof.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.”.