

**SYLLABUS**  
**MICROECONOMICS**  
 Academic year 2025-2026

**1. Information regarding the program**

1.1. Higher education institution	Universitatea Babeş Bolyai
1.2. Faculty	Business
1.3. Department	Hospitality Services
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		MICROECONOMICS				Discipline code		ILE0083			
2.2. Course coordinator			Conf. Univ. dr. Oana BODE								
2.3. Seminar coordinator			Conf. Univ. dr. Oana BODE								
2.4. Year of study		1	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	4	of which: 3.2 course	2	3.3 seminar/laboratory	2
3.4. Total hours in the curriculum	56	of which: 3.5 course	28	3.6 seminar/laboratory	28
<b>Time allotment for individual study (ID) and self-study activities (SA)</b>					<b>hours</b>
Learning using manual, course support, bibliography, course notes (SA)					28
Additional documentation (in libraries, on electronic platforms, field documentation)					28
Preparation for seminars/labs, homework, papers, portfolios and essays					28
Tutorship					2
Evaluations					4
Other activities:					4
<b>3.7. Total individual study hours</b>					<b>94</b>
<b>3.8. Total hours per semester</b>					<b>150</b>
<b>3.9. Number of ECTS credits</b>					<b>6</b>

**4. Prerequisites (if necessary)**

4.1. curriculum	Does not apply
4.2. competencies	Does not apply

**5. Conditions (if necessary)**

5.1. for the course	Attendance in time for lecture, respect for the audience and no mobile phone open during the session course.
5.2. for the seminar /lab activities	Minimum 10 presences and active intervention at seminars.

### 6.1. Specific competencies acquired

Professional/essential competencies	<ul style="list-style-type: none"><li>• C1.1 - Description of economic paradigms, concepts and theories regarding the influence of the external environment on the enterprise/organization</li><li>• C1.2. - Explaining and interpreting the relationship of economic influence exerted by the external environment on the enterprise/ organization</li><li>• C2.1 - Identification of economic concepts and theories related to companies/ organisations</li></ul>
Transversal competencies	<ul style="list-style-type: none"><li>• CT1- Applying the principles, norms and values of professional ethics within the framework of one's own rigorous, efficient and responsible work strategy</li></ul>

### 6.2. Learning outcomes

Knowledge	<p>The student has general knowledge of the microeconomic field, with an impact on the life and activity of companies. He also has knowledge of the relevance of the fundamental theories of microeconomics:</p> <ul style="list-style-type: none"><li>• understands the mechanisms of economic activity, decision-making, and individual behaviors of economic agents;</li><li>• understands the market mechanism and the formation of equilibrium in different competitive situations.</li></ul>
Skills	<p>The student analyzes and interprets economic phenomena, scientifically substantiates economic decisions at the microeconomic level. Demonstrates the ability to understand the effects of macroeconomic policies, thus being able to deduce their implications at the microeconomic level.</p>
Responsibility and autonomy:	<p>The student demonstrates a proactive and responsible attitude in the scientific substantiation and adoption of economic decisions.</p>

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

7.1 General objective of the discipline	<ul style="list-style-type: none"><li>• To help comprehend the basic economizing problem, specific economic issues and the policy alternatives.</li></ul>
7.2 Specific objective of the discipline	<ul style="list-style-type: none"><li>• explain how consumers take decisions</li><li>• to understand demand and supply</li><li>• to know the factors affecting the market demand and supply</li><li>• to discuss the government intervention: price controls, trade barriers, externalities, public goods and common resources</li></ul>

## 8. Content

8.1 Course	Teaching methods	Remarks
1. The 10 principles of economics	Interactive lecture, Discussion, Multimedia materials, Illustrated, Case Studies	1 lecture
2. The economic way of thinking	Interactive lecture, Discussion, Multimedia materials, Illustrated, Case Studies	1 lecture
3. The consumers' theory	Interactive lecture, Discussion, Multimedia materials, Illustrated, Case Studies	2 lectures
4. The demand theory	Interactive lecture, Discussion, Multimedia materials, Illustrated, Case Studies	2 lectures
5. The supply theory	Interactive lecture, Discussion, Multimedia materials, Illustrated, Case Studies	2 lectures
6. The market's equilibrium	Interactive lecture, Discussion, Multimedia materials, Illustrated, Case Studies	1 lecture
7. Controls of prices	Interactive lecture, Discussion, Multimedia materials, Illustrated, Case Studies	1 lecture
8. Consumers, producers and the efficiency of markets	Interactive lecture, Discussion, Multimedia materials, Illustrated, Case Studies	1 lecture
9. The cost of taxation	Interactive lecture, Discussion, Multimedia materials, Illustrated, Case Studies	1 lecture
10. Externalities	Interactive lecture, Discussion, Multimedia materials, Illustrated, Case Studies	1 lecture
11. Public goods and common resources	Interactive lecture, Discussion, Multimedia materials, Illustrated, Case Studies	1 lecture
Bibliography Compulsory Bibliography <ul style="list-style-type: none"> <li>• Landsburg S.E. – Price Theory &amp; Applications (Eight Edition), South-Western Cengage Learning, 2011</li> <li>• Arnold R.A. – Microeconomics (Tenth Edition), South-Western Cengage Learning, 2011</li> <li>• Mankiw N.G. – Principles of Economics (Sixth Edition), South-Western Cengage Learning, 2012</li> </ul> Optional Bibliography <ul style="list-style-type: none"> <li>• Stiglitz, E. J., Walsh, E. C., (2005), Economie, Ed. Economică.</li> <li>• Samuelson, Nordhaus, (2000), Economie politică, Ed. Teora.</li> <li>• Vorzsak, M., (2005), Economie pozitivă, Ed. Alma Mater, Cluj Napoca.</li> <li>• Vorzsak, M., Guț, C., Toader, V., (2011), Piață, concurență, prețuri, Ed. Alma Mater, Cluj-Napoca.</li> </ul>		
8.2 Seminar / laboratory	Teaching Method	Remarks
1. The 10 principles of economics	Debate, Conversation, Case studies, Problem	1 seminar
2. The economic way of thinking	Debate, Conversation, Case studies, Problem	1 seminar
3. The consumers' theory	Debate, Conversation, Case studies, Problem	2 seminars
4. The demand theory	Debate, Conversation, Case studies, Problem	2 seminars

5. The supply theory	Debate, Conversation, Case studies, Problem	2 seminars
6. The market's equilibrium	Debate, Conversation, Case studies, Problem	1 seminar
7. Controls of prices	Debate, Conversation, Case studies, Problem	1 seminar
8. Consumers, producers and the efficiency of markets	Debate, Conversation, Case studies, Problem	1 seminar
9. The cost of taxation	Debate, Conversation, Case studies, Problem	1 seminar
10. Externalities	Debate, Conversation, Case studies, Problem	1 seminar
11. Public goods and common resources	Debate, Conversation, Case studies, Problem	1 seminar
Bibliography		
<ul style="list-style-type: none"> <li>• Landsburg S.E. – Price Theory &amp; Applications (Eight Edition), South-Western Cengage Learning, 2011</li> <li>• Arnold R.A. – Microeconomics (Tenth Edition), South-Western Cengage Learning, 2011</li> </ul>		

**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**

<ul style="list-style-type: none"> <li>• Course content is consistent with what is done in other universities at home and abroad. To adapt to the labor market the contents meet the standards of the business community.</li> </ul>
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**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	The knowledge's accuracy and completeness; Logical consistency; The use of specialized language; Understanding the concepts and phenomena	Written exam (during the exam period)	60%
		Active attendance	5%
10.5 Seminar/laboratory	The involvement in the seminar activities.	Observation during the semester	15%
	The ability to apply the knowledge learnt	Application test given in the last seminar (week 14).	20%
REMARK	To calculate the final grade by summing up the points obtained during the semester, it is necessary to obtain at least 50% of the score related to the written exam. For the reexamination period, the evaluation method is also maintained. The score obtained at the application test and seminar remain unchanged.		
10.6 Minimum standard of performance			
<ul style="list-style-type: none"><li>Formation the economic way of thinking and acquiring the functioning of overall economy for a sustainable economic growth.</li></ul>			

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**11. Labels ODD (Sustainable Development Goals)<sup>1</sup>**

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**Date:**  
31.03.2025

**Signature of course coordinator**  
Conf. Univ. dr. Oana Ruxandra BODE

**Signature of seminar coordinator**  
Conf. Univ. dr. Oana Ruxandra BODE

**Date of approval:**  
10.04.2025

**Signature of the head of department**  
Conf. univ. dr. Marius BOTA

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<sup>1</sup> 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.*”.