UNIVERSITATEA BABEȘ-BOLYAI
BABEȘ-BOLYAI TUDOMÁNYEGYETEM
BABEȘ-BOLYAI UNIVERSITÄT
BABEȘ-BOLYAI UNIVERSITY
TRADITIO ET EXCELLENTIA

FACULTATEA DE BUSINESS IN PARTNERSHIP

COURSE DESCRIPTION
Financial Forecast and Analysis Techniques
Academic year 2026-2027

1. Programme-related data

1.1. Higher Education Institution	Babeș-Bolyai University
1.2. Faculty	Business
1.3. Department	Business
1.4. Field	Business Administration
1.5. Level of study	Bachelor
1.6. Degree 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 assessment	Exam	
2.7. Course status	Compulsory			2.8. Course type	Domain discipline (DD)	

3. Total estimated time (hours per semester of teaching activities)

3.1. Number of hours per week	3	of which: 3.2. course	2	3.3. seminar/ laboratory/ project	1
3.4. Total of hours in the curriculum	42	of which: 3.5. course	28	3.6. seminar/ laboratory	14
Time allocation for individual study (IS) and self-taught activities (ST)					**hours**
Learning from textbooks, course materials, bibliography, and notes (IS)					14
Additional research in the library, on subject-specific electronic platforms, and on-site					20
Preparing seminars/ laboratories/ projects, assignments, reports, portfolios, and essays					14
Tutoring (professional guidance)					2
Examinations					2
Other activities					6
3.7. Total hours of individual study (IS) and self-taught activities (ST)			**58**		
3.8. Total hours per semester			**100**		
3.9. Number of credits			**4**		

4. Prerequisites (where applicable)

4.1. curriculum-related	
4.2 skills-related	

5. Specific conditions (where applicable)

5.1. course-related	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. seminar/ laboratory-related	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. Competencies resulting from the completion of the degree programme

Professional competencies	
Competency code	**Competency**
PC1	Gathering, processing and analysing data regarding the interaction between a company/an organisation and the external environment
PC2	Providing assistance for running a company/an organisation as a whole
Transversal competencies	
Competency code	**Competency**
TC1	Implementing ethical principles, norms and values within one's own rigorous, efficient, and responsible strategy of work

6.2. Learning outcomes relevant to the degree programme

Learning outcomes targeted by the subject		
Competency code	**Knowledge and comprehension**	**Specific academic skills**
PC1 PC2 TC1	19. The graduate has knowledge of accounting, processing, and analysing of economic and financial information required for an effective organisation and management of businesses.	19. The graduate 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.

7. Subject-specific learning outcomes

Knowledge and understanding
1. The student/graduate explains the role of financial analysis and forecasting in supporting the financial management of a company and its interaction with the external environment
2. The student/graduate describes the main categories of financial ratios and explains what aspects of performance, risk and financial structure they capture.
3. The student/graduate explains the principles and assumptions underlying qualitative and quantitative financial forecasting techniques.
4. The student/graduate understands the role of budgeting (sales, operating, non-operating) and the Balanced Scorecard in planning and monitoring company performance.
Specific academic skills
1. The student/graduate applies financial ratios to evaluate the financial performance and risk of a company based on financial statements.
2. The student/graduate uses qualitative and quantitative forecasting techniques to build financial forecasts consistent with given assumptions.
3. The student/graduate prepares sales and expenditure budgets and links them to forecasted financial statements.
4. The student/graduate uses financial forecasts, budgets and Balanced Scorecard indicators to analyse scenarios and propose measures to improve company performance.

8. Contents

8.1. Course	Teaching and learning 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, fnanciar-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 and learning 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

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
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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.
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9. 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).**

Type of activity	9.1 Evaluation criteria	9.2 Evaluation methods	9.3 Percentage in the final grade
9.4. Course	Knowledge of financial analysis and forecasting concepts and terminology	Final exam (in the exam session period)	60%
	Understanding of the role of financial analysis and forecasting for decision-making		
	Ability to explain and interpret main financial ratios		
	Ability to explain principles of qualitative and quantitative forecasting techniques		
	Ability to explain budgeting principles and links to forecasted financial statements		
	Ability to interpret financial forecasts and scenarios		
9.5. Seminar/ laboratory	Ability to calculate and interpret financial ratios in practical cases	Assignments/tasks (evaluated throughout the semester)	40%
	Ability to apply qualitative and quantitative forecasting techniques to data sets		
	Ability to build sales and expenditure budgets		
	Ability to construct and use simple forecasted financial statements and performance indicators		
	Accuracy, consistency and responsibility in completing assignments		

9.6 Minimum standard for passing
For a passing grade of 5 (five), the student must have: • basic knowledge of all studied modules and their application in practical examples • practical skills in using and interpreting the studied methods and results

10. SDG labels (Sustainable Development Goals)

	○	Sustainable Development Generic Label

1 FĂRĂ SĂRĂCIE	2 FOAMETE „ZERO”	3 SĂNĂTATE ȘI BUNĂSTARE	4 EDUCAȚIE DE CALITATE	5 EGALITATE DE GEN	6 APĂ CURATĂ ȘI SANITAȚIE	7 ENERGIE CURATĂ ȘI LA PREȚURI ACCESIBILE	8 MUNCĂ DECENTĂ ȘI CREȘTERE ECONOMICĂ	9 INDUSTRIE, INOVAȚIE ȘI INFRASTRUCTURĂ
○	○	○	●	○	○	○	○	○
10 INEGALITĂȚI REDUSE	11 ORAȘE ȘI COMUNITĂȚI DURABILE	12 CONSUM ȘI PRODUCȚIE RESPONSABILE	13 ACȚIUNE CLIMATICĂ	14 VIAȚA ACVATICĂ	15 VIAȚA TERESTRĂ	16 PACE, JUSTIȚIE ȘI INSTITUȚII EFICIENTE	17 PARTENERIATE PENTRU REALIZAREA OBIECTIVELOR	Nu se aplică nici o etichetă
○	○	○	○	○	○	○	○	○

Date of entry:	Signature of course coordinator	Signature of seminar coordinator
22.05.2026	Lect. George Silviu CORDOȘ, PhD	Lect. George Silviu CORDOȘ, PhD

Date of approval in the department:	Signature of the head of department
27.05.2026	Prof. Ioan Cristian CHIFU, PhD