



COURSE DESCRIPTION
Business Consulting
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	Master
1.6. Degree programme / Qualification	International Business Administration/Master
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	-				
2.3. Seminar coordinator	Ec. Ionut Babos, associate				
2.4. Year of study	2	2.5. Semester	2	2.6. Type of assessment	Exam
2.7. Course status	Compulsory			2.8. Course type	Specialisation subject

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

3.1. Number of hours per week	2	of which: 3.2. course	0	3.3. seminar/ laboratory/ project	2
3.4. Total of hours in the curriculum	24	of which: 3.5. course	0	3.6. seminar/ laboratory	24
Time allocation for individual study (IS) and self-taught activities (ST)					hours
Learning from textbooks, course materials, bibliography, and notes (IS)					0
Additional research in the library, on subject-specific electronic platforms, and on-site					18
Preparing seminars/ laboratories/ projects, assignments, reports, portfolios, and essays					18
Tutoring (professional guidance)					2
Examinations					4
Other activities					9
3.7. Total hours of individual study (IS) and self-taught activities (ST)				51	
3.8. Total hours per semester				75	
3.9. Number of credits				3	

4. Prerequisites (where applicable)

4.1. curriculum-related	
4.2. skills-related	

5. Specific conditions (where applicable)

5.1. course-related	Classroom with computer and projector
5.2. seminar/laboratory-related	Classroom with computer and projector

6.1. Competencies resulting from the completion of the degree programme

Professional competencies	
Competency code	Competency
PC2	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
PC5	Advanced communication within various professional environments in order to take action effectively in multiple social and cultural contexts (multinational corporations)
Transversal competencies	
Competency code	Competency
TC2	Identification of roles and responsibilities in a team and their application within companies
TC3	Making effective use of life-long learning opportunities to ensure an ongoing adaptation to changes arising in a business environment

6.2. Learning outcomes relevant to the degree programme

Learning outcomes targeted by the subject		
Competency code	Knowledge and comprehension	Specific academic skills
PC2 PC5 CT2 CT3	The graduate 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.	The graduate demonstrates a high ability to understand the complexity of macroeconomic policies and is thus able to infer their implications at microeconomic level.

7. Subject-specific learning outcomes

Knowledge and understanding
1. The master student 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
Specific academic skills
1. The master graduate has the capacity to propose to the company management various methods to improve the relations with the employees, to increase the employees satisfaction and to recruit better employees
2. The master graduate has the capacity to propose various solutions related to the (financial) management of the company

8. Contents

8.2. Seminar/ laboratory	Teaching and learning methods	Remarks
Establishing a business in consulting	Examples, discussions	
The nature of consulting	Examples, discussions	
Choosing a business model for professional consulting	Examples, discussions	
Researching the business environment and adapting to change	Examples, discussions	
Consulting contracts	Examples, discussions	
Managing the clients' expectations / Client reporting and their presentations	Examples, discussions	
Bibliography		

Baaij, M.G., 2025. Introduction to business and management consulting, SAGE Publications Ltd.
 Biech, E., 2019. New business consulting – The basics and beyond, John Wiley & Sons, Inc.
 Weiss, A., 2011, The consulting bible, Wiley, USA
 specialized websites announced before and/or during seminars

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	The level of accumulated knowledge Coherence and logic. The capacity to understand and apply the knowledge.	Project (presented during the exam session)	70%
9.5. Seminar/ laboratory	The capacity to apply the acquired knowledge Creativity in finding, selecting in processing the available information	Case study during the semester	30%
9.6 Minimum standard for passing			
Attendance at minimum 70% of seminars Knowledge of fundamental notions and their application on examples Economic interpretation of the results obtained Elaboration and presentation of the project			

10. SDG labels (Sustainable Development Goals)

		Sustainable Development Generic Label						
								
								Nu se aplică nici o etichetă

Date of entry:

22.05.2026

Signature of course coordinator

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Signature of seminar coordinator

Ec. Ionuț Baboș

Date of approval in the department:

27.05.2026

Signature of the head of department

Prof. Ioan Cristian CHIFU, PhD