SYLLABUS

Internship and professional development

2nd year, Business in International Business Administration Programme
full time education
academic year 2026-2027

1. General Information

Students specialized in International Business Administration, masters level, must perform in the 2nd year of their study, an internship/professional development in the field of International Business.

This internship / professional development that will carried out by the student in the field of International Business is a compulsory subject that requires 84 hours and has 3 ECTS credits.

The objective of this subject is to implement and deepen practical knowledge in the field of International Business. It is aimed also to develop new skills and practical issues for future graduates of the Faculty of Business.

The internship / professional development has to take place in an organization, chosen by the student which is accepted by Faculty's Commission in charge of the internships.

2. Content

Topic includes the following courses: International Taxation, International Insurance, Mergers and Acquisitions, International Marketing, International Management, CSR, Leadership.

The internship / professional development portfolio will include the following documents:

1. General Agreement on performing the internship (filled in, signed, stamped and with the date mark). This document will be presented, and included the internship folder. After presenting the internship outcomes, two copies signed by the faculty Dean will return to the student, and the student has the obligation to give one copy to the company/ institution where he/ she performed the internship.

2. The student`s Final Individual Evaluation Form by the internship tutor (which will be filled in by the teacher in charge after presenting the internship folder).

3. The student`s Evaluation Report by the tutor (filled in, signed by the internship tutor).

4. The student`s Individual Weekly Attendance Form at the internship activities (filled in, signed, and it is compulsory to prove the entire 12 weeks of internship/ professional development).

5. The Report of specific activities performed at the host company/ institution

6. An Intrapreneurial Project

The above mentioned documents should be hand in to the supervising professor which will coordinate the internship / professional

The student will inform the coordinating professor the address / location where he/she will carry out the internship / professional development

3. Evaluation method (assessment)

Evaluation of the internship / professional development will be performed by the Faculty's academic staff, based on the portfolio presented by the student. Evaluation will assess: quality

of presentation and analysis approach to issues, conclusions and suggestions made by the student, but also based on the assessment of the tutor from the firm.

4. Intrapreneurial Project

In the project the student has to present the features of the company where he or she has done his/her internship. The project is based on the company and has to either present how the following questions are dealt with in the company or how the student will develop the company's strategy to tackle the issues. **Students must answer at least 4 of the questions listed below.** Do not limit yourselves only within these topics but these are mandatory to be presented in the project. The project has to represent the culmination of the theoretical knowledge that was acquired in the 3-teaching semesters and to improve the functioning of the company.

1. Mergers and Acquistions:

Present in a comparative way, the accounting treatment under Romanian accounting regulations and the accounting treatment according to International Financial Reporting Standards. Explain the differences between the two treatments and why it is important for an international company to focus also on IFRS and not only Romanian Accounting.

2. Emerging Markets:

Is the company doing business in emerging markets? Please describe the difference between a saturated market and an emerging market. If the company is not active in an emerging market please describe how you would proceed with the expansion. What strategies would you use?

Does your company have among its clients or suppliers companies from emerging economies? From which emerging economies? Is it difficult to work with companies in emerging countries? How would you see a relationship with the employees / partners?

3. International Investments:

Is your company the result of a FDI in Romania? If yes, please describe in which category it can be placed. If no, do you believe it can be targeted for a FDI – explain how you would attract a foreign investor in your company? Also present how your company could be considered as a capital exporting company. How would you choose the location for your investments abroad? Would you recommend your company to become part of a private portfolio? Why (justify your answer either if it is yes or no)

4. International Finance:

Is your company using any hedging technique against foreign exchange risk? If your company does not use one please make a proposal.

5. International Taxation:

Is your company involved in any international transactions? If so please describe the nature of the international taxation issues that are arising due to the transactions. If your company is not involved in any international transaction please describe how you would set up a scheme to optimize the taxes that you are paying in your domestic jurisdiction.

6. International Marketing

Please describe the marketing strategy that your company has used when entering the Romanian market or any other foreign market. If this has not been the case please provide with a strategy that can be used for entering into a market of your choice.

7. Financial Management and Controlling

Based on the company's activity, discuss at least 2 out of the 3 elements presented below. Make sure you present methods, principles or techniques used by the company and provide data for it.

7.1. Capital Budgeting Process. Investment Decision Criteria.

- Present the basic principles and methods used in investment decision, e.g. Net Present Value, Internal Rate of Return, Payback Period, Average Accounting Rate of Return, Profitability Index.

7.2. Cost of Capital.

Cost of Different Sources of Capital, e.g. Cost of Debt, Cost of Preferred Stock, Cost of Common Equity

7.3. Working Capital Management, e.g.

Managing and Measuring Liquidity.
Investing Short Term Funds: Short term investing instruments, Strategies.
Managing Accounts Receivable.
Managing Accounts Payable.
Managing Short Term Financing, e.g. Sources of short term financing, Asset-based loans, Computing the cost of borrowing

Note! When answering the questions for each topic please use as many support documents as possible (internal documents, advert campaigns, official documents, etc.)

Supervising instructor

Conf.univ.dr. Dragoș Păun