

## SYLLABUS

### 1. Data about the program of study

1.1	Institution	The Technical University of Cluj-Napoca
1.2	Faculty	Faculty of Machine Building
1.3	Department	Modern Languages and Communication
1.4	Field of study	Electronics and Telecommunications Engineering
1.5	Cycle of study	Bachelor of Science
1.6	Program of study/Qualification	Telecommunications Technologies and Systems/ Engineer, Applied Electronics/ Engineer
1.7	Form of education	Full time
1.8	Subject code	TST-E30.00, EA-E30.00

### 2. Data about the subject

2.1	Subject name	Interpersonal and group communication									
2.2	Subject area	C2									
2.3	Course responsible/lecturer	Assoc. Prof. Marinela Granescu, PhD									
2.4	Teachers in charge of seminars	-									
2.5	Year of study	2	2.6	Semester	2	2.7	Assessment	CA	2.8	Subject category	DC/DOB

### 3. Estimated total time

Year/ Sem.	Subject name	No. of weeks	Course			Applications			Indiv. study	TOTAL	Credits		
			[hours/week]			[hours/sem.]							
				S	L	P		S				L	P
II / 2	Interpersonal and Group Communication	14	1					14			12	26	1

3.1	Number of hours per week	1	3.2	of which, course	1	3.3	applications	0
3.4	Total hours in the teaching plan	14	3.5	of which, course	14	3.6	applications	0
Individual study								Hours
Manual, lecture material and notes, bibliography								4
Supplementary study in the library, online and in the field								2
Preparation for seminars/laboratory works, homework, reports, portfolios, essays								6
Tutoring								
Exams and tests								
Other activities								0
3.7	Total hours of individual study			12				
3.8	Total hours per semester			26				
3.9	Number of credit points			1				

### 4. Pre-requisites (where appropriate)

4.1	Curriculum	Basic communication concepts taught in Foreign languages, Communicative teaching, year 1
4.2	Competence	N.A.

5. Requirements (where appropriate)

5.1	For the course	N.A.
5.2	For the applications	N.A.

6. Specific competences

Professional competences	Theoretical knowledge (what the student must know)	Getting data and information on the theory of communication, with special emphasis on interpersonal communication ( the role of interlocutors in communication – psychological, cognitive and social variables, through various communication styles, nonverbal communication and interaction) and on group communication (from structure, formation, development to leadership and competition issues).
	Acquired skills (what the student is able to do):	After completing the discipline, the students will be able to: <ul style="list-style-type: none"> <li>- select verbal and nonverbal behaviours proper to specific interactions,</li> <li>- adapt own communication related behaviour flexibly,</li> <li>- choose correct messages in shape and content according to the purpose and context of communication,</li> <li>- interpret nonverbal communication,</li> <li>- have an improved communication with professional environments.</li> </ul>
	Acquired abilities: (what type of equipment the student is able to use)	After completing the discipline, the students will be able to: <ul style="list-style-type: none"> <li>- identify and assess a situation of communication,</li> <li>- be aware of own behaviour during communication,</li> <li>- easier adapt to attitudes and varied interactions,</li> <li>- be better and more aware while working in group and understand factors affecting group dynamics.</li> </ul>
	In accordance with Grila1 and Grila2 RNCIS	N.A.
Cross competences (Grila1 and Grila2 RNCIS)	<p>CT2. To split activities into stages and to assign them to subordinates, together with a complete explanation of their responsibilities, based on hierarchical levels, ensuring an efficient information transfer and interpersonal communication</p> <p>CT3. To adapt to new technologies, professional and personal development, by continuous training using dedicated software and documentation in Romanian and in an international language, at the least</p>	

7. Discipline objectives (as results from the *key competences gained*)

7.1	General objective	Development of interpersonal and group communication skills
7.2	Specific objectives	Knowledge of communication models, of psychological, cognitive and social implications in interaction, of communication styles, of obstacles for communication and of conditions for effective communication.

	Getting included in teams in order to perceive the main issues related to team work.
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## 8. Contents

8.1. Lecture (syllabus)	Teaching methods	
<ol style="list-style-type: none"> <li>1. Communication theories, from the cybernetic model to the new communication sciences. Definition of interpersonal communication. The communication situation.</li> <li>2. Role of interlocutors in communication – psychological, cognitive and social variables. Communication styles. Self image.</li> <li>3. Nonverbal communication. Relevance of nonverbal behaviour indicators for interactions. Proxemics.</li> <li>4. Interaction. – Interactional attitudes and behaviours. Obstacles and distortion sources in communication. Effective communication.</li> <li>5. Group communication. Group structure. Group norms and conformance. Cohesion and conflict , role negotiation. Leadership and roles in groups.</li> <li>6. Cooperation and competition in groups. Group development and team formations. Group <i>Leadership</i>– decision and performance.</li> <li>7. Group communication networks. Optimising group interaction and relationships. Organisational culture.</li> </ol>	Interactive lecture. Course participant presentations of several subtopics. Debate. Analysis and evaluation of verbal and nonverbal behaviours during interactions	
8.2. Applications/Seminars)	Teaching methods	Notes
Bibliography <ol style="list-style-type: none"> <li>1. Abric, J.-C., 2002, <i>Psihologia comunicării</i>, Editura Polirom, Iași</li> <li>2. Ailes, R., Kraushar, J., 1995, <i>You are the message</i>, Doubleday, NewYork</li> <li>3. Amado, G., Guittet, A., 2010, <i>Psihologia comunicării în grupuri</i>, Polirom, Iași</li> <li>4. Cabin, Ph., Dortier J-F. (coordonatori), 2010, <i>Comunicarea</i>, Polirom, Iași</li> <li>5. Charles, R. et Williame, C., 1994, <i>La communication orale</i>, Nathan, Paris</li> <li>6. Chiru, I., 2003, <i>Comunicarea interpersonală</i>, Editura Tritonic, București</li> <li>7. Dinu, M., 2008 <i>Fundamentele comunicării interpersonale</i>, Editura ALL, București</li> <li>8. Dinu, M., 2007, <i>Comunicarea. Repere fundamentale</i>, Orizonturi, București</li> <li>9. Ioani, M., Vlaicu, R., Grănescu M., 2003, <i>Tehnici de comunicare pentru ingineri</i>, UTPres</li> <li>10. Neculau, A., 2007, <i>Dinamica grupului și a echipei</i>, Polirom, Iași</li> <li>11. Pânișoară, I.-O., 2008, <i>Comunicarea eficientă</i>, Polirom, Iași</li> <li>12. Prutianu, St., 2000, <i>Manual de comunicare și negociere în afaceri</i>, Polirom, Iași</li> <li>13. Granescu, M., <i>Course notes</i>, Cluj-Napoca, 2015</li> </ol>		

## 9. Bridging course contents with the expectations of the representatives of the community, professional associations and employers in the field

Competences acquired will be used in the following COR occupations (Electronics Engineer; Telecommunications Engineer; Electronics Design Engineer; System and Computer Design Engineer; Communications Design Engineer) or in the new occupations proposed to be included in COR (Sale Support Engineer; Multimedia Applications Developer; Network Engineer; Communications Systems Test Engineer; Project Manager; Traffic Engineer; Communications Systems Consultant).

10. Evaluation

Activity type	10.1	Assessment criteria	10.2	Assessment methods	10.3	Weight in the final grade
Course		Mastering theoretical concepts and implementing them in the identification and evaluation of the communication situations; proper selection of message content and shape in agreement with the communication purpose and context; selection of appropriate verbal and non-verbal behavior during interactions		Written test Project		60% 40%
Applications						
10.4 Minimum standard of performance						
60% of the requirements						

Date of filling in  
Feb. 6, 2015

Course holder  
Assoc. Prof. Marinela Granescu, PhD

Date of approval in the department  
Feb. 6, 2015

Head of department  
Assoc. Prof. Monica Ioani, PhD