

SYLLABUS

1. Data about the program of study

1.1	Institution	The Technical University of Cluj-Napoca
1.2	Faculty	Electronics, Telecommunications and Information Technology
1.3	Department	Electrical Machines and Drives
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-E55.10, EA-E55.10

2. Data about the subject

2.1	Subject name	Financial management										
2.2	Subject area	Engineering and Management										
2.3	Course responsible/lecturer	Assist. Prof. Carmen-Elena Stoenoiu, PhD ec. eng.										
2.4	Teachers in charge of applications											
2.5	Year of study	IV	2.6	Semester	2	2.7	Assessment	Colloquy	2.8	Subject category	DS/DOP	

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	
IV / 2	Financial management	14	2					28				50	78	3

3.1	Number of hours per week	2	3.2	of which, course	2	3.3	applications		
3.4	Total hours in the curriculum	28	3.5	of which, course	28	3.6	applications		
Individual study									Hours
Manual, lecture material and notes, bibliography									45
Supplementary study in the library, online and in the field									-
Preparation for seminars/laboratory works, homework, reports, portfolios, essays									-
Tutoring									3
Exams and tests									2
Other activities									0
3.7	Total hours of individual study	50							
3.8	Total hours per semester	78							
3.9	Number of credit points	3							

4. Pre-requisites (where appropriate)

4.1	Curriculum	Project management
4.2	Competence	Knowledge of operating a system approach to the enterprise as a system and its transposition in the economic environment in which it operates.

5. Requirements (where appropriate)

5.1	For the course	Amphitheatre, Cluj-Napoca During the course, students should give the teacher requests to participate in that debate to answer questions about the mater.
5.2	For the applications	N.A.

6. Specific competences

Professional competences	Theoretical knowledge (what the student must know):	Understand and acquire theoretical and practical knowledge on financial management, the manager's role, skills and responsibilities; Acquiring knowledge of financial mechanism, financial circuit: terminological concepts, fundamental concepts; Understanding of concepts and theories, market failures, theories or equitable distribution of income and optimum allocation of resources, tax classification, principles of taxation, financial indicators; Elements of financial management and planning.
	Acquired skills (what the student is able to do):	After completing the discipline, the students will be able to: - identify internal and external factors that influence a company; - to prepare and analyze a budget of income and expenses; - to prepare a cash flow statement; - determine the outcome of the activity of a company and to interpret; - calculate the financial indicators of performance, risk, etc.
	Acquired abilities: (what type of equipment the student is able to handle)	After completing the discipline, the students will be able to: - correct use of specialized economic concepts; - establish important elements in the development of a business; - to use existing accounting information in the financial statements documentation and subsequent analysis for decision making; - establish the elements necessary for evaluating investment projects.
	In accordance with Grila1 and Grila2	N.A.
Cross competences (Grila1 and Grila2 RNCIS)	<p>CT1. To methodically analyze engineering problems, by identifying the basic elements for which well-established solutions already exist, ensuring the fulfillment of the professional assignments</p> <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 objectives	Training of specialists in the field of electronics and telecommunications engineering, able to apply concepts, principles, method specific financial management, use, calculate and interpret financial indicators, needed for the substantiation of investment decisions and financing in the an enterprise.
7.2	Specific objectives	<ol style="list-style-type: none"> 1. Recognizing and understanding the basic concepts specific financial management; 2. Develop abilities and skills using the principles, theories and specific methods for calculating financial indicators; 3. Develop the skills and abilities of analysis and interpretation of results, the extrapolation of data to identify possible scenarios for the future development of an enterprise.

8. Contents

8.1. Lecture (syllabus)		Teaching methods	Notes
1	Introduction to financial management: concept, characteristics. Organizational culture.	Presentation, heuristic conversation, exemplification, problem presentation, teaching exercise, case study, formative evaluation	Use of .ppt presentation, projector, blackboard
2	Financial management functions. Financial management relationship with other disciplines.		
3	Peculiarities of human resources. The role of the management in the organization.		
4	Planning and financial management		
5	Enterprise and economic environment. Assets and of undertaking.		
6	Evaluation of financial securities.		
7	Balance sheet – types, role, interpreting data, characteristics.		
8	Profit and loss – role, interpreting data, characteristics.		
9	Finance company in the market economy. Basic concepts on economic flow, financial flow, flow statement.		
10	Investment decision in situation of certainty and uncertainty. Financing structure and cost of capital.		
11	Financing arrangements. Options, investing and financing decisions.		
12	Business risk. Causes generators. Prevention methods.		
13	Profit and profitability in a firm.		
14	Evaluation of financial position and performance of the company.		
Bibliography <ol style="list-style-type: none"> 1. Petrescu, S., Analiză și diagnostic financiar contabil, Editura CECCAR, București, 2010. 2. Popescu-Cruceru, A., Managementul financiar al firmei, Editura Artifex, București, 2006. 3. Halpeern, P., Finanțe manageriale, Editura Economică, București, 1998. 4. Robinson, S., Management financiar, Editura Teora, București, 1997. 5. Florio, M., Analiză cost – beneficiu a proiectelor mari, http://www.nord-vest.ro/Document_Files/ghid%20analiza%20cost%20beneficiu%20investitii_09c1en.pdf 			

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. Evaluations

Activity type	10.1	Assessment criteria	10.2	Assessment methods	10.3	Weight in the final grade
Course		The aim correctness and completeness of knowledge on: - theoretical specific; - the understanding and ability to achieve correlation between knowledge acquired; - ability to use information acquired in practical examples.		Final check through written examination comprising theoretical and practical questions presented in the course.		100%
Applications						
10.4 Minimum standard of performance						
Getting note 5 both practical training in the seminar and the theoretical work done in the course.						

Date of filling in
20.02.2015

Course responsible
Assist. Prof.
Carmen Stoenoiu, PhD.

Teachers in charge of applications

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Date of approval in the department
20.02.2015

Head of department
Prof. Iulian Birou, PhD