

SYLLABUS

1. Data about the program of study

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|--------------------------------------|---|
| 1.1 Institution | Technical University of Cluj-Napoca |
| 1.2 Faculty | Faculty of Electronics, Telecommunications and information Technology |
| 1.3 Department | Applied Electronics |
| 1.4 Field of study | Electronic Engineering, Telecommunications and Information Technologies |
| 1.5 Cycle of study | Bachelor of Science |
| 1.6 Program of study / Qualification | Applied Electronics / Engineer |
| 1.7 Form of education | Full time |
| 1.8 Subject code | 58.10 |

2. Data about the subject

| | | | | | | | |
|---|---|--------------|---|----------------|---|----------------------|-------|
| 2.1 Subject name | Entrepreneurial Education | | | | | | |
| 2.2 Subject area | Theoretical area Methodological area Analytic area | | | | | | |
| 2.3 Course responsible | Assoc. Prof. Alin Marius Grama, PhD Eng.– Alin.Grama@ael.utcluj.ro | | | | | | |
| 2.4 Teacher in charge with seminar / laboratory / project | - | | | | | | |
| 2.5 Year of study | IV | 2.6 Semester | 2 | 2.7 Assessment | V | 2.8 Subject category | DC/DO |

3. Estimated total time

| | | | | | |
|---|----|----------------------|----|--------------------------|-------|
| 3.1 Number of hours per week | 1 | of which: 3.2 course | 1 | 3.3 seminar / laboratory | 0 |
| 3.4 To Total hours in the curriculum | 50 | of which: 3.5 course | 14 | 3.6 seminar / laboratory | 0 |
| Distribution of time | | | | | hours |
| Manual, lecture material and notes, bibliography | | | | | 15 |
| Supplementary study in the library, online specialized platforms and in the field | | | | | 15 |
| Preparation for seminars / laboratories, homework, reports, portfolios and essays | | | | | 6 |
| Tutoring | | | | | 0 |
| Exams and tests | | | | | 0 |
| Other activities: | | | | | |
| 3.7 Total hours of individual study | 36 | | | | |
| 3.8 Total hours per semester | 50 | | | | |
| 3.9 Number of credit points | 2 | | | | |

4. Pre-requisites (where appropriate)

| | |
|----------------|------|
| 4.1 curriculum | N.A. |
| 4.2 competence | N.A. |

5. Requirements (where appropriate)

| | |
|---|---------------------------|
| 5.1. for the course | Amphitheatre, Cluj-Napoca |
| 5.2. for the seminars / laboratories / projects | - |

6. Specific competences

| | |
|--------------------------|---|
| Professional competences | <ul style="list-style-type: none"> • Adequate use of concepts specific to entrepreneurship • Use of appropriate tools to study the specific phenomena of different markets • Adequate and efficient use of resources, depending on the characteristics of the socio-economic environment • Assessing the possibilities of running a profitable and personal business, taking into account the interests of the community • Use of negotiation techniques with business partners • Identify possible ways to minimize risk when starting and running a business • Investigating general and specific elements of business success |
| Cross competences | <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> |

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

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|-------------------------|---|
| 7.1 General objective | Developing skills in the implementation and coordination of a business |
| 7.2 Specific objectives | <ol style="list-style-type: none"> 1. Assimilation of theoretical knowledge regarding the realization of a business plan 2. Acquiring the skills to use the terminology specific to entrepreneurship activity |

8. Contents

| 8.1 Lecture (syllabus) | Teaching methods | Notes |
|--|---|---|
| 1. Entrepreneurship. Definition and characterization | Presentation, heuristic conversation, exemplification, problem presentation, case study, formative evaluation | Use of .ppt presentation, projector, blackboard |
| 2. Management of personal resources | | |
| 3. Starting and developing a business | | |
| 4. Ethics in business | | |
| 5. Preconceptions about entrepreneurship | | |
| 6. The entrepreneur. Attitudes and characteristic behavior | | |
| 7. The Entrepreneur. General characteristics | | |

Bibliography

1. *A Guide to the Project Management Body of Knowledge (PMBOK Guide)*, [Project Management Institute](#) (PMI), 5th edition, 2013

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

The discipline content and the acquired skills are in agreement with the expectations of the professional organizations and the employers in the field, where the students carry out the internship stages and/or occupy a job (in the field of project management), and the expectations of the national organization for quality assurance (ARACIS).

10. Evaluation

| Activity type | 10.1 Assessment criteria | 10.2 Assessment methods | 10.3 Weight in the final grade |
|---|--|---|--------------------------------|
| 10.4 Course | The level of acquired theoretical knowledge and practical skills | 2 Summative evaluation written exam (theory and problems) | 100% |
| 10.5 Seminar/ Laboratory | The level of acquired knowledge and abilities | - | |
| 10.6 Minimum standard of performance | | | |
| Qualitative level: Minimum knowledge: <ul style="list-style-type: none"> ✓ knowledge of the fundamental notions related to entrepreneurship ✓ Knowledge related to making a business plan ✓ Knowledge related to the coordination of a business Minimum competences: <ul style="list-style-type: none"> ✓ be able to identify and manage personal resources. ✓ To be able to start a business Quantitative level: <ul style="list-style-type: none"> ✓ The grade on each assessment should be a minimum of 5 | | | |

| Date of filling in: | Responsible | Title Surname NAME | Signature |
|---------------------|--------------|---------------------------|-----------|
| 10.06.2025 | Course | Sl.dr.ing. Eniko SZILAGYI | |
| | Applications | - | |

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| Date of approval in the Department of Applied Electronics | Head of Department |
| 18.06.2025 | Prof. Dorin PETREUȘ, PhD Eng. |
| Date of approval in the Council of Faculty of Electronics, Telecommunications and Information Technology | Dean |
| 25.06.2025 | Prof. Ovidiu Aurel POP, PhD Eng. |