

SYLLABUS

1. Data about the program of study

1.1 Institution	Technical University of Cluj-Napoca
1.2 Faculty	Faculty of Electronics, Telecommunications and information Technology
1.3 Department	Department of Electrical Machines and Drives
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	Telecommunications Technologies and Systems/ Engineer Applied Electronics/Engineer
1.7 Form of education	Full time
1.8 Subject code	TST-E56.10/EA-E56.10

2. Data about the subject

2.1 Subject name	Financial management						
2.2 Subject area	Theoretical area Methodological area Analytic area						
2.3 Course responsible	Assoc. Prof. Carmen Elena STOENOIU, Ph.D – Carmen.Stoenoiu@emd.utcluj.ro						
2.4 Teacher in charge with seminar / laboratory / project	-						
2.5 Year of study	IV	2.6 Semester	8	2.7 Assessment	C	2.8 Subject category	DC/DO

3. Estimated total time

3.1 Number of hours per week	2	of which: 3.2 course	2	3.3 seminar / laboratory	-
3.4 To Total hours in the curriculum	28	of which: 3.5 course	28	3.6 seminar / laboratory	-
Distribution of time					hours
Manual, lecture material and notes, bibliography					45
Supplementary study in the library, online specialized platforms and in the field					-
Preparation for seminars / laboratories, homework, reports, portfolios and essays					-
Tutoring					3
Exams and tests					2
Other activities:					-
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	<i>Business economics, Accountancy</i>
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 discipline.
5.2. for the seminars / laboratories / projects	N/A

6. Specific competences

Professional competences	N/A
Transversal competences	<p>CT1: Methodical analysis of the problems encountered in the activity, identifying the elements for which there are established solutions, thus ensuring the fulfillment of professional tasks.</p> <p>CT2: Defining the activities in each stage and distributing them to the subordinates with the complete explanation of the duties, according to the hierarchical levels. It ensures the efficient exchange of information and inter-human communication.</p> <p>CT3: Adaptation to new technologies, professional and personal development, through continuous training. Use of printed documentation sources, specialized software and electronic resources in Romanian and in (at least) one language of international circulation.</p>

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

7.1 General objective	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,	Use of .ppt presentation, projector, blackboard
2. Financial management fonctions. Financial management relationship with other disciplines.		
3. Peculiarities of human resources. The role of the management in the organization.		

4. Planning and financial management	teaching exercise, case study, formative evaluation	
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		
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

The discipline content and the acquired skills are in agreement with the expectations of the professional organizations and the employers in the field of engineering and management, where the students carry out the internship stages and/or occupy a job, 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	<i>Final check through written examination comprising theoretical and practical questions presented in the course.</i>	100%
10.5 Seminar/ Laboratory	-	-	-
10.6 Minimum standard of performance			
Quality level:			
The aim of correctness and completeness of knowledge on:			
<ul style="list-style-type: none"> ✓ theoretical specific. ✓ the understanding and ability to achieve correlation between knowledge acquired. ✓ ability to use information acquired in practical examples. 			
Quantitative level:			

✓ *The exam marks must be at least 5.*

Date of filling in:	Responsible	Title First Name(s) SURNAME	Signature
16.06.2025	Course	Assoc. Prof. Carmen Elena STOENOIU, Ph.D.	
	Applications		

Date of approval in the Council of the Communications Department 18.06.2025	Head of Communications Department Prof. Virgil DOBROTA, Ph.D.
Date of approval in the Council of the Faculty of Electronics, Telecommunications and Information Technology 25.06.2025	Dean Prof. Ovidiu POP, Ph.D.