

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. Stoenoiu Carmen Elena, 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 mater. |
| 5.2. for the seminars / laboratories / projects | N/A |

6. Specific competences

| | |
|--------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Professional competences | N/A |
| Transversal competences | 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. 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. 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. |

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, teaching | 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 | | |

| | | | |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------|--|--|
| 5. Enterprise and economic environment. Assets and of undertaking. | exercise, case study, formative evaluation | | |
| 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 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: | | | |
| <ul style="list-style-type: none"> ✓ <i>The exam marks must be at least 5.</i> | | | |

| Date of filling in: | Responsible | Title Surname NAME | Signature |
|---------------------|--------------|-------------------------------------------|-----------|
| 20.06.2023 | Course | Assoc. Prof. Carmen Elena Stoenoiu, Ph.D. | |
| | Applications | | |
| | | | |

| | |
|----------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------|
| Date of approval in the Council of the Communications Department 11.07.2023 | Head of Communications Department Prof. Virgil DOBROTA, Ph.D. |
| Date of approval in the Council of the Faculty of Electronics, Telecommunications and Information Technology 12.07.2023 | Dean Prof. Ovidiu POP, Ph.D. |