



COURSE OUTLINE

1. Information about the program

1.1 Higher education institution	“Alexandru Ioan Cuza” University of Iași
1.2 Faculty	Faculty of Economics and Business Administration
1.3 Department	Management, Marketing and Business Administration
1.4 Field of study	Business Administration
1.5 Cycle of study	Bachelor
1.6 Study program / Qualification	Business Administration

2. Information about the course

2.1 Course title	Management						
2.2 Course coordinator	Professor Daniela-Tatiana Agheorghiesei, PhD						
2.3 Seminar coordinator	Assistant Iuliana Chițac, PhD						
2.4 Year of study	1	2.5 Semester	1	2.6 Type of evaluation*	E	2.7 Course status**	C

* MT-MID-TERM, O-ORAL EXAM, E-EXAM, M-MIXED; ** C-compulsory/O-optional/E-elective

3. Estimated time allocation (hours per semester and teaching activities)

3.1 Number of hours per week	4	out of which: 2 course	2	2 seminar / laboratory	2
3.4 Total number of hours per semester	56	out of which: 28 course	28	28 seminar / laboratory	28
Time allocation					h
Study based on course book, course materials, bibliography and other					36
Supplementary study in the library, on electronic platforms and on the field					33
Preparing seminars/laboratories, assignments, papers, portfolios and essays					10
Tutorship					9
Examination					8
Other activities					-
3.7 Total hours of individual study					79
3.8 Total hours per semester					150
3.9 Number of credits					5

4. Prerequisites (if applicable)

4.1 Referring to curriculum	Not necessary
4.2 Referring to competences	Not necessary

5. Conditions (if applicable)

5.1 For the course	Not necessary
5.2 For the seminar / laboratory	Not necessary



6. Specific competences accumulated

Professional competencies	C1 – Gathering, processing and analysing information about external environment – firm/organization interaction (1.5 credits) C2 – Assistance for administring the entire firm/organization (1 credit) C3 – Administring the activity of a subdivision within the structure of the firm/organization (2 credits) C4- Assistance in human resource management (0.5 credits)
Transversal competencies	-

7. Course objectives (based on specific competencies accumulated)

7.1 General objective	Main objective: To acquire the theoretical and methodological elements of management
7.2 Specific objectives	After successfully finalizing this course, students will be able to: <ul style="list-style-type: none">• understand the fundamental concepts and principles of management, including the basic roles, skills and managerial functions;• understand the theoretical aspects and practice application of managerial process;• be familiar with interactions between the environment, technology, human resources, and organizations in order to achieve a high organizational performance;• be aware of the ethical dilemmas and social responsibilities faced by managers.

8. Content (Main Topics)

8.1	Course	Teaching methods	Observations (time and bibliography)
1.	Key-issues of management. Introduction to Management and Organizations Chapter 1- Management and Organisations	Interactive course, exposure, explanations, heuristic conversation	<i>4 hours</i> Robbins, S.P., Coulter, M., Management, Pearson Education, eight edition, SUA, 2009; 12th Edition 2013
2.	Organizational culture and Environment. Social Responsibility and Managerial ethics Chapert 2 – Understanding Management’s Context: Constraints and Challenges Chapter 5 – Managing social	Interactive course, exposure, explanations, heuristic conversation	<i>4 hours</i> Robbins, S.P., Coulter, M., Management, Pearson Education, eight edition, SUA, 2009; 12th Edition 2013

Course coordinator

Seminar coordinator



	responsibility and ethics		
3.	Foundations of Planning. Mission, Goals, Objectives and Strategies Chapter 8 - Foundations of Planning. Chapter 9 –Strategic Management	Interactive course, exposure, explanations, heuristic conversation	<i>4 hours</i> Robbins, S.P., Coulter, M., Management, Pearson Education, eight edition, SUA, 2009; 12th Edition 2013
4.	Managers as decision makers. The decision-making process Chapter 7 - Managers as decision makers eleventh edition, 2012	Interactive course, heuristic conversation, problem solving method	<i>4 hours</i> Robbins, S.P., Coulter, M., Management, Pearson Education, eight edition, SUA, 2009; 12th Edition 2013
5.	Organizational structure and design Chapter 10 – Basic Organisational Design	Interactive course, exposure, explanations, heuristic conversation	<i>2 hours</i> Robbins, S.P., Coulter, M., Management, Pearson Education, eight edition, SUA, 2009; 12th Edition 2013
6.	Managing human resources Chapter 12- Managing human resources	Interactive course, exposure, explanations, heuristic conversation	<i>2 hours</i> Robbins, S.P., Coulter, M., Management, Pearson Education, eight edition, SUA, 2009; 12th Edition 2013
7.	Motivating employees Chapter 16 - Motivating employees	Interactive course, exposure, explanations, heuristic conversation	<i>2 hours</i> Robbins, S.P., Coulter, M., Management, Pearson Education, eight edition, SUA, 2009; 12th Edition 2013
8.	Managers as leaders. Leadership process in organization Chapters 17 - Managers as leaders	Interactive course, exposure, explanations, heuristic conversation	<i>2 hours</i> Robbins, S.P., Coulter, M., Management, Pearson Education, eight edition, SUA, 2009; 12th Edition 2013
9.	Controlling Chapters 18 – Introduction to Controlling	Interactive course, exposure, explanations, heuristic conversation	<i>2 hours</i> Robbins, S.P., Coulter, M., Management, Pearson Education, eight edition, SUA, 2009; 12th Edition 2013

Bibliography
Compulsory reading:

Robbins, S.P., Coulter, M., Management, Pearson Education, eight edition, SUA, 2009; 12th edition (Global Edition) 2013

Optional reading:



Jones, R.G., George, M.J., *Contemporary Management*, 3rd Editions, McGraw-Hill Irwin, 2003
Dessler, G., *Management. Leading People and organizations in the 21st Century*, Prentice Hall, 2004
Whetten, D.A., Cameron, K.S., *Developing Management Skills*, Pearson Education, SUA, eight edition (global edition), 2011

8.2	Seminar / Laboratory	Teaching methods	Observations (time and bibliography)
1-10	Read and prepare to discuss the case study indicated at the previous seminar. <i>Applications</i> – Introduction to management. <i>Applications</i> – Types of managers and managers' roles. <i>Case study</i> – Organizational culture. <i>Debate</i> – Business ethics. <i>Case study</i> – Mission, Goals, objectives, strategies. <i>Case study</i> - Decision making process <i>Case study</i> – Organizational structures. <i>Applications</i> – Motivating through management. <i>Applications</i> – Leadership. <i>Applications</i> – Management control.	Interactive teaching methods, case study method	2 or 4 hours (case studies of the course book)
2	Homework (team project)		8 hours

Bibliography**Compulsory reading:**

Robbins, S.P., Coulter, M., *Management*, Pearson Education, eight edition, SUA, 2009; Robbins, S.P., Coulter, M., *Management*, Pearson Education, SUA; 12th Edition (Global Edition), 2013

Optional reading:

Whetten, D.A., Cameron, K.S., *Developing Management Skills*, Pearson Education, SUA, eight edition (global edition), 2011

Professor **Daniela-Tatiana
AGHEORGHIESEI**, PhD

Assistant **Iuliana CHIȚAC**, PhD

Date of approval in the departament
February, 17, 20223

Head of departament
Professor **Andrei NEȘTIAN**, PhD



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**8. Content (Main Topics)**

8.1	Course	Teaching methods	Observations (time and bibliography)
1.	Key-issues of management. Introduction to Management and Organizations Chapter - Management and Organisations	Interactive course, exposure, explanations, heuristic conversation	<i>4 hours</i> Robbins, S.P., Coulter, M., Management, Pearson Education, eight edition, SUA, 2009; 12th Edition (Global Edition), 2013
2.	Organizational culture and Environment. Social Responsibility and Managerial ethics Chapert – Understanding Management’s Context: Constraints and Challenges Chapter – Managing social responsibility and ethics	Interactive course, exposure, explanations, heuristic conversation	<i>4 hours</i> Robbins, S.P., Coulter, M., Management, Pearson Education, eight edition, SUA, 2009; 12th Edition (Global Edition), 2013
3.	Foundations of Planning. Mission, Goals, Objectives and Strategies Chapter - Foundations of Planning Chapter –Strategic Management	Interactive course, exposure, explanations, heuristic conversation	<i>4 hours</i> Robbins, S.P., Coulter, M., Management, Pearson Education, eight edition, SUA, 2009; 12th Edition (Global Edition), 2013
4.	Managers as decision makers. The decision-making process Chapter - Managers as decision makers	Interactive course, heuristic conversation, problem solving method	<i>4 hours</i> Robbins, S.P., Coulter, M., Management, Pearson Education, eight edition, SUA, 2009; 12th Edition (Global Edition), 2013
5.	Organizational structure and design Chapter – Basic Organisational Design	Interactive course, exposure, explanations, heuristic conversation	<i>2 hours</i> Robbins, S.P., Coulter, M., Management, Pearson Education, eight edition, SUA, 2009; 12th Edition (Global Edition), 2013
6.	Managing human resources Chapter - Managing human resources	Interactive course, exposure, explanations, heuristic conversation	<i>2 hours</i> Robbins, S.P., Coulter, M., Management, Pearson Education, eight edition, SUA, 2009; 12th Edition (Global Edition), 2013
7.	Motivating employees Chapter - Motivating employees	Interactive course, exposure, explanations, heuristic conversation	<i>2 hours</i> Robbins, S.P., Coulter, M., Management, Pearson Education, eight edition, SUA, 2009; 12th Edition (Global Edition), 2013



8.	Managers as leaders. Leadership process in organization Chapters - Managers as leaders	Interactive course, exposure, explanations, heuristic conversation	<i>2 hours</i> Robbins, S.P., Coulter, M., Management, Pearson Education, eight edition, SUA, 2009; 12th Edition (Global Edition), 2013
9.	Controlling Chapters – Introduction to Controlling	Interactive course, exposure, explanations, heuristic conversation	<i>2 hours</i> Robbins, S.P., Coulter, M., Management, Pearson Education, eight edition, SUA, 2009; 12th Edition (Global Edition), 2013

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8.2	Seminar / Laboratory	Teaching methods	Observations (time and bibliography)
1-10	Read and prepare to discuss the case study indicated at the previous seminar. <i>Applications</i> – Introduction to management. <i>Applications</i> – Types of managers and managers' roles. <i>Case study</i> – Organizational culture. <i>Debate</i> – Business ethics. <i>Case study</i> – Mission, Goals, objectives, strategies. <i>Case study</i> - Decision making process <i>Case study</i> – Organizational structures. <i>Applications</i> – Motivating through management. <i>Applications</i> – Leadership. <i>Applications</i> – Management control.	Interactive teaching methods, case study method	2 or 4 hours (case studies of the course book)
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8. Content (Main Topics)

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2.	Organizational culture and Environment. Social Responsibility and Managerial ethics Chapt 2 – Understanding Management’s Context: Constraints and Challenges Chapter 5 – Managing social responsibility and ethics	Interactive course, exposure, explanations, heuristic conversation	<i>4 hours</i> Robbins, S.P., Coulter, M., Management, Pearson Education, eight edition, SUA, 2009; 12th Edition (Global Edition), 2013
3.	Foundations of Planning. Mission, Goals, Objectives and Strategies Chapter 8 - Foundations of Planning. Chapter 9 –Strategic Management	Interactive course, exposure, explanations, heuristic conversation	<i>4 hours</i> Robbins, S.P., Coulter, M., Management, Pearson Education, eight edition, SUA, 2009; 12th Edition (Global Edition), 2013
4.	Managers as decision makers. The decision-making process Chapter 7 - Managers as decision makers	Interactive course, heuristic conversation, problem solving method	<i>4 hours</i> Robbins, S.P., Coulter, M., Management, Pearson Education, eight edition, SUA, 2009; 12th Edition (Global Edition), 2013
5.	Organizational structure and design Chapter 10 – Basic Organisational Design	Interactive course, exposure, explanations, heuristic conversation	<i>2 hours</i> Robbins, S.P., Coulter, M., Management, Pearson Education, eight edition, SUA, 2009; 12th Edition (Global Edition), 2013
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10. Evaluation system

Activity Type	10.1 Criteria evaluation	10.2 Evaluation Methods	10.3 Percentage in the final grade (%)
10.4 Course	Grid test/Exam	Written test/grid exam - Mid-term exam - 20% Final exam - 40%	60%



10.5 Seminar	Team project Case studies , applications, presentations, debates	Written form Oral form	40%
10.6 Attending and performing the final exam. Obtaining a minimum of 5 points (out of 10) on the grid test (at the final exam). Obtaining a minimum of 5 points (out of 10) at the seminar evaluation. The final grade can be upgraded by a maximum of one point based on the student's participation in the thematic debates during the course.			





