

COURSE SYLLABUS

University	UNIVERSITY OF ORADEA
Faculty	FACULTY OF ENERGY ENGINEERING AND INDUSTRIAL MANAGEMENT
Study program*	INDUSTRIAL ECONOMICAL ENGINEERING

I. Course Name: Entrepreneurship in Engineering and Management

II. Course Details

Code	Semester	No of hours/week				
		Credits	Lecture	Seminar	Laboratory	Project
IEMI-0884	VIII	2	1	1	-	-

III. Course coordinator (title, name, surname, e-mail):

Associate Professor PhD. Eng., Albu Adina-Victoria, adina_victoria@yahoo.com

IV. Course objectives

- understanding and mastering the concepts and processes necessary to develop a business plan for the manufacture of textile and leather products.
- developing an individual way of economic thinking that will serve to correctly assess opportunities and risks in the actions taken.
- applying the acquired knowledge in related fields; establishing correlations between theory and practice.

V. Course content

V.1. Lecture (chapters/subchapters and paragraphs)

	No. of hours
INTRODUCTION TO ENTREPRENEURSHIP	
1.1. The role of small and medium-sized businesses in Romania	2
1.2. Recognizing opportunities and generating ideas	
THE ENTREPRENEUR - QUALITIES AND MOTIVATIONS	
2.1. Definition and evolution. Myths about entrepreneurs	
2.2. Tasks and roles of an entrepreneur	
2.3. Entrepreneurial capacity and essential qualities of the entrepreneur	2
2.4. The entrepreneur and the manager	
2.5. Entrepreneurial motivations	
IDENTIFYING BUSINESS IDEAS AND MATCHING THEM WITH RESOURCES	
3.1. Making the business relevant to resources	
3.2. Financing the business	
3.3. Making the business relevant to economic trends and conditions	2
3.4. Business opportunities	
3.5. Making the business relevant to the entrepreneur's skills	
BUSINESS FORECASTING	
4.1. Market Assessment	
4.2. Industry Analysis	
4.3. Start-up Costs	
4.4. Growth Phase Operating Costs	2
BUSINESS FEASIBILITY	
5.1 Sales Forecasting	
5.2 Cash Flow Forecasting	
5.3. Business Feasibility Analysis	2
CHOOSING THE LOCATION. PLANNING AND ARRANGEMENT OF FACILITIES	
6.1. Choosing the area, locality and location	
6.2. Choosing, planning and organizing the facilities	2
6.3. Company logistics	
ACCOUNTING RECORDS AND FINANCIAL STATEMENTS	
7.1. General concepts	
7.2. Elements of accounting	
7.3. Financial record system	
7.4. Financial statements prepared in small and medium-sized enterprises	2

V.2. Laboratory/Seminar/Project:	
Making a business plan. Summary, business description	2
Industry analysis. Target market. Competition	2
Method of entering the business	2
Marketing plan and promotion and sales strategy	2
The functioning of the company. Management and organization	2
Financial projections. Business plan presentation. Summaries	2
Knowledge check	2

VI. Bibliography

1. Albu Adina-Victoria – Entrepreneurship – Course notes, E-Learning (e.uoradea.ro), Oradea, 2025
2. Albu Adina-Victoria – Entrepreneurship, seminar notes, E-Learning, e.uoradea.ro, Oradea, 2025
3. Nicolescu O, - Management of small and medium-sized enterprises, Economic Publishing House, Bucharest, 2001
4. Văduva S, - Entrepreneurship, Economic Publishing House, Bucharest, 2004
5. Botezat Elena, Benea Benjamin – Communication and negotiation in business, University of Oradea Publishing House, 2010

VII. Grading criteria

Activities	Assessment	% of final grade
Exam	<p>Written exam:</p> <p>1. Requirements to get the minimum grade for passing the exam Knowledge and understanding of the course content at the level of basic ideas. For the minimum grade, the student must correctly solve 5 questions on the final exam. Solving at least half of the quizzes in the written exam.</p> <p>2. Requirements for the maximum grade Knowledge and understanding of the course content at the high level of ideas. For the minimum grade, the student must correctly solve 10 questions on the final exam. Solving all the quizzes in the written exam.</p>	70%
Seminar/Laboratory/Project	The evaluation of the Seminar activity is based on tests (10%), the paper produced and presented (10%), and the method of active participation in debates (10%).	30%

VIII. Learning outcomes:

The student/graduate has knowledge in developing the documentation necessary to describe a business plan for the production process for obtaining leather products, will comparatively analyze the concepts and theories of the field, to appreciate the limits of certain processes, programs, projects, concepts, methods and theories.

Done on the date: 20.09.2025

Approved in the FC meeting: 24.09.2025

Course coordinator,

Associate Professor PhD. Eng., Albu Adina-Victoria