SYLLABUS

1. Information regarding the program

1.1 Higher education institution	**University of Oradea**
1.2 Faculty	**Faculty of Economic Sciences**
1.3 Department	**Department of Economics Business**
1.4 Field of study	**Administrarea afacerilor**
1.5 Cycle of study	**Cycle I - Bachelor**
1.6 Program of study /Degree	**Administrarea afacerilor (în limba engleză) / Bachelor Degree**

2. Information regarding the discipline

2.1 Name of discipline		**INTERNATIONAL TRANSACTIONS**					
2.2 Course titleholder		**Associate Professor Andreea-Florina FORA, PhD**					
2.3 Seminar titleholder		**Associate Professor Andreea-Florina FORA, PhD**					
2.4 Year of study	II	2.5 Semester	IV	2.6 Type of assessment	Ex.	2.7 Type of discipline	I

(I) Compulsory; (O) Elective; (F) Facultative

3. Estimated total time (hours/semester of activities)

3.1 Number of hours/week	3	out of which: 3.2 course	2	3.3 seminar	1/0
3.4 Total of hours in the Curriculum	42	out of which: 3.5 course	28	3.6 seminar	14/0
Distribution of hours:					108 hours
Studying the workbook, course book, bibliography and notes					32 hours
Supplementary documentation in the library, on electronic specialty sites and in the field					32 hours
Preparing seminars/laboratories, themes, projects, portfolios and essays					20 hours
Tutorship					14 hours
Assessment activities					10 hours
Other activities.....					0 hours

3.7 Total hours of individual study	**108**
3.9 Total hours/semester	**150**
3.10 Number of credits	6

4. Pre-requisites (if applicable)

4.1 Curriculum	World Economy European Economics
4.2 Skills	-

5. Conditions (if applicable)

5.1. concerning the course activities	modern means of presentation – video projector
5.2. concerning the seminar/laboratory activities	modern means of presentation – video projector

6.1. Specific skills acquired	
Professional skills	C 1.2 Description of the paradigms, concepts and economic theories regarding the influence of the external business environment on the firm. . C 2.1 Identification of the concepts and theories associated to the firm/organisation. C 2.2 Explanation and interpretation of the relations between the entities of the firm/organisation. C 3.2 Applying the specific instruments for the analysis of the functioning of a subdivision of the firm/organisation. C 5.3 Applying the appropriate instruments for the data analysis specific to business administration.
Transversal Skills	CT1 - Applying professional ethic principles, norm and values in their own rigorous, efficient and responsible work strategy; CT2 - Identifying the roles and responsibilities in a multi-specialized team and using the relationship techniques and efficient work in the team; CT3 - Identifying the opportunities of continuous training and efficient capitalization of learning resources and techniques for their own development.

6.2. **Expected Learning Outcomes**

Knowledge	The student/graduate identifies and recognizes the relevance of theories, concepts and analytical tools necessary to understand and explain international economic relations. The student/graduate identifies and analyzes the context of business operations from the perspective of international economic relations.
Skills	The student/graduate analyzes and interprets international economic relations, through the prism of components, actors involved and specific processes, as well as applying theories in the field of international economic relations in the analysis of different economic systems, international trade and financial flows and policies, including international cooperation. The student/graduate identifies, critically analyzes and interprets the involvement of local, regional and global actors in international economic relations and substantiates and proposes efficient and innovative solutions for optimizing international business in the context of globalization and digitalization.
Responsibility and autonomy	The student/graduate contributes to the development and implementation of complex international projects, studies and analyses regarding the international economy, the international business environment and the sustainable international activity of a company. The student/graduate assumes specific responsibilities and roles in international projects, regarding the identification and critical analysis of strategic options and ethical decision-making related to internationalization and operation in foreign markets, in the context of digitalization. The student/graduate has the ability to work in teams, including multicultural ones, to actively contribute to debates and decisions, and to provide substantiated solutions to international economic problems, including the creation of business plans, in a volatile, complex and uncertain global context.

6.3. Objectives of discipline (resulting from the grid of specific skills acquired)

6.3.1 General objective of discipline	• to get an overall picture on the specific ways of achieving interconnections between states and firms, given the internationalization process; • to tutor students throughout the process of substantiating the theoretical knowledge of policies on trade, international contracting, financing operations or any other operations performed internationally.
6.3.2 Specific objectives	• to know and understand the current context of international economic relations; • to know and understand the context of international transactions and functional mechanisms of international transactions.

7. Contents

7.1 Course (C)	Teaching methods	Observations
7.1.1. Tariff trade policy (I)	Debate and Case Study - using video means of	-

	presentation	
7.1.2. Tariff trade policy (II)	Debate and Case Study - using video means of presentation	-
7.1.3. Non-tariff trade policy to stimulate exports (I)	Debate and Case Study - using video means of presentation	
7.1.4. Non-tariff trade policy to stimulate exports (II)	Debate and Case Study - using video means of presentation	-
7.1.5. Management of international economic business - international risks	Debate and Case Study - using video means of presentation	-
7.1.6. Management of international economic business - indirect and direct international exchanges	Debate and Case Study - using video means of presentation	-
7.1.7. International marketing and the international market context (I)	Debate and Case Study - using video means of presentation	-
7.1.8. International marketing and the international market context (II)	Debate and Case Study - using video means of presentation	-
7.1.9. Negotiation in International Economic Business (I)	Debate and Case Study - using video means of presentation	-
7.1.10. Negotiation in International Economic Business (II)	Debate and Case Study - using video means of presentation	-
7.1.11. Contracting and international business – import - export contracts	Debate and Case Study - using video means of presentation	-
7.1.12. International freight	Debate and Case Study - using video means of presentation	-
7.1.13. Methods of Payment	Debate and Case Study - using video means of presentation	-
7.1.14. Financing of international economic transactions	Debate and Case Study - using video means of presentation	-

Bibliography

1. Fora, Andreea – International Transactions, 2026 – https://e.uoradea.ro/my/courses.php
2. Chow Daniel, C.H. - *International Business Transactions: Problems*, Cases, And Materials**,** Fourth Edition, Aspen Publ, 2020.
3. Seyoum, Belay – *Export-Import Theory, Practices and Procedures*, Fourth Edition, Routledge, New-York and London, 2021.
4. United Nations Conference on Trade and Development, *Handbook of Statistics 2024 - Technical and statistical report*, United Nations Publications, New York, 2025.

7.2 Seminar (S)	Teaching methods	Observations
7.2.1. Introductory Seminar (2 hours) - Seminar presentation, dividing students into working groups for seminar activities, choosing seminar topics, presenting a model book review	Presentation	-
7.2.2. The nominal rate of protection and the effective rate of protection	Applications and Case Study -using video means of presentation	-
7.2.3. Trade policy and measures to stimulate exports Indirect exchange and intermediaries	Debate and Case Study - using video means of	-

	presentation	
7.2.4. Assessment Seminar (1 hour) International marketing and International negotiation	Test paper, Debate and Case Study -using video means of presentation	-
7.2.5. Risks in international business	Applications and Case Study -using video means of presentation	-
7.2.6. International contracting Carrying out export operations	Debate and Case Study - using video means of presentation	-
7.2.7. Assessment Seminar (1 hours) International payment and combined operations	Test paper, Debate and Case Study -using video means of presentation	

Bibliography

1. Fora, Andreea – International Transactions, 2026 – https://e.uoradea.ro/my/courses.php
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3. Seyoum, Belay – *Export-Import Theory, Practices and Procedures*, Fourth Edition, Routledge, New-York and London, 2021.
4. United Nations Conference on Trade and Development, *Handbook of Statistics 2024 - Technical and statistical report*, United Nations Publications, New York, 2025.

8. Corroboration of the contents of the discipline with the expectations of the epistemic community, professional associations and employers representing the field of study of the program

- Analysing some typical empirical situations and critical assessment of the methodologies used in the study of international business of public communities and private organizations
- Monitoring some typical situations by measuring the degree of regional development in international business.

9. Use of Generative Artificial Intelligence-Based Tools

For the assessment activities listed below:

- Course (on-site examination): the use of generative AI (GenAI) tools is not permitted**.**
- Seminar (final seminar assessment): the use of generative AI (GenAI) tools is not permitted**.**
- Practical work (projects): the use of generative AI (GenAI) tools is permitted for editing and verification purposes, in accordance with the provisions of the current regulations available at - http://steconomice.uoradea.ro/wp-content/uploads/2026/09/Regulament-utilizare-IA-generativa-in-FSE-UO.pdf.

10. Assessment

Type of activity	10.1 Assessment criteria	10.2 Assessment methods	10.3 Percentage of the final grade
10.4 Course (C)	*Minimum performance standards for 5*: -acquiring and oral presentation of basic knowledge (according to the compulsory bibliography) for each subject on the exam slip of paper *Minimum performance standards for 10:* - acquiring and oral presentation of the knowledge (course and indicated bibliography) for each subject on the exam slip of paper	Summative assessment: Oral assessment	60%
10.5 Seminar (S)	*Pre-requisites* • minimum 5 presences • presentation of the chosen topic: delivery, explanations, issues approached, admission to theme, timing, sources used, arguments to support the presented ideas *Seminar grade:* ▪ grade for project 60%; ▪ grade for test paper 1 20% ; ▪ grade for test paper 2 20%. • *minimum performance standards for 5*: making and presenting a thematic essay from the indicated mandatory references • *minimum performance standards for 10:* making and presenting a thematic essay from the indicated literature and test paper 1 and 2	Continuous assessment: Conducting a thematic study / project on the activity of international transactions	40%
10.9 Minimum performance standard ▪ designing a work/project on international business; ▪ developing a study based on fundamental economic indicators measuring international exchange processes. ▪ obtaining at least a grade of 4.50 in the oral examination during the examination session.			

Date
22.09.2026

Course titleholder:
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