 UNIVERSITATEA DIN ORADEA	PROCEDURA DE SISTEM privind inițierea, aprobarea, monitorizarea și evaluarea periodică a programelor de studii	Ediția: I				
		Revizia:				
	Structura emitentă: <i>Prorectorat Management Academic</i>	10	11	12	13	14

SEAQ_PS_PrMA_A.06

DISCIPLINE DESCRIPTION

1. Information on the study programme

1.1 Academic institution	UNIVERSITY OF ORADEA
1.2 Faculty	FACULTY OF ENVIRONMENTAL PROTECTION
1.3 Department	ANIMAL HUSBANDRY AND AGRITOURISM
1.4 Field of study	ENGINEERING AND MANAGEMENT
1.5 Cycle of study	MASTER
1.6 Study programme/Qualification	ENGINEERING AND MANAGEMENT IN PUBLIC FOOD SUUPLY AND AGRITOURISM

2. Information on the discipline

2.1 Name of discipline	MANAGEMENT OF ACCOMMODATION UNITS II				
2.2 Course holder	ASSOCIATE PROFESSOR				
2.3 Seminar/Laboratory/Project holder	ASSOCIATE PROFESSOR				
2.4 Year of study	II	2.5 Semester	I	2.6 Type of evaluation	2.7 Regime of discipline

(C) Compulsory; (O) Optional; (E) Elective

3. Total estimate time (hours per semester of didactic activities)


3.1 Number of hours per week	2	Out of which: 3.2 course	1	3.3 seminar/laboratory/project	1
3.4 Total hours in the curriculum	28	out of which: 3.5 course	14	3.6 seminar/laboratory/project	14
Time allotment					
Study assisted by manual, course support, bibliography and notes	55				
Additional documentation in the library/ on specialised electronic platforms and in the field	35				
Preparation of seminars/laboratories/ topics/reports, portfolios and essays	27				
Tutorship	4				
Examinations	2				
Other activities.....					
3.7 Total hours of individual study	123				
3.9 Total hours per semester	137				
3.10 Number of credits	5				

4. Prerequisites (where appropriate)

4.1 curriculum	Basic knowledge on the importance of Accommodation units management I
4.2 competences	-

5. Conditions (where appropriate)

5.1. related to course	Course room, laptop, video projector, blackboard, internet
5.2. related to seminar	Course room, laptop, video projector, blackboard, internet


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6. Specific competences acquired

Professional competences	<ul style="list-style-type: none"> ▪ Knowledge, understanding and use of the specific language of management in general, respectively of tourism management; ▪ The correct use of knowledge in the field in order to explain and interpret the most important processes and phenomena in the field studied; ▪ Valorization of some basic knowledge from the main fields that are corroborated with the field of tourism besides the geographical ones (Economy, Marketing, Sociology) in order to have an interdisciplinary understanding of the phenomena and processes. ▪ Application and interpretation of concepts specific to the field of accommodation unit management in real situations: the correct interpretation of tools and methods of analysis, data collection and processing techniques ▪ Use of principles and methods specific to the processes of forecasting, organization, coordination, training and control-evaluation within the accommodation units ▪ Selection of methods, techniques and procedures for the use of information technology in the management of the accommodation unit ▪ Correct use of financial management tools at the level of the accommodation unit; ▪ Understanding and efficient analysis of the profit and loss account of an accommodation unit
Transversal competences	<ul style="list-style-type: none"> ▪ Improving the oral and written communication for professional purposes, respectively the development of the skills to work efficiently in the elaboration of some specialized works; ▪ The use of efficient work techniques in a multidisciplinary team, ethical attitude towards the group, acceptance of diversity of opinion; ▪ Correlating the theoretical aspects with the practical ones in order to insert and adapt to the requirements of the labour market; ▪ Assuming roles / functions of leading the activity of professional groups or of some institutions / organizations; ▪ Active involvement in scientific research;


7. Objectives of discipline (coming from the specific competences acquired)

7.1 General objective	<ul style="list-style-type: none"> ▪ Knowledge and application of the processes of forecasting, organization, coordination, training and control-evaluation in the activity of the tourist / hotel unit, as well as the correct use of information technology at the level of accommodation units
7.2 Specific objectives	<ul style="list-style-type: none"> ▪ Knowledge and understanding of the notions specific to the management applicable in the accommodation units; ▪ Formation of skills aimed at running an accommodation unit (hotel, boarding house, etc.); ▪ Interpretation of a set of information in order to solve possible problems that may occur in the accommodation units and to evaluate the possible conclusions; ▪ Correct interpretation of the financial statements of an accommodation unit; ▪ Development of argumentation skills; ▪ Creating favourable conditions for individual and team study; ▪ Participation in research activities of the discipline (Symposiums, scientific sessions for students, competitions)

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8. Content*/

8.1 Course	Methods of teaching	No. of hours / Remarks
Control and evaluation of the activity in the accommodation units	Exposure Debate Participatory lecture	2
Control of the efficiency of the activity of the accommodation units	Conversation Exposure Debate	2
Organizational culture	Conversation Exposure Debate	2
Financial management	Debate Participatory lecture	2
Financial balance indicators	Exposure Participatory lecture	2
Financial planning in the accommodation unit	Exposure Debate Participatory lecture	2
Rates of accommodation units	Exposure Debate Participatory lecture	2
Bibliography (in Romanian language only): Andrei, R., Copețchi, M., Dragnea, I., Manual de tehnici operaționale în activitatea de turism [Manual of operational techniques in tourism activity], Ed. Irecson, București, 2006. Chereji I., Tehnici hoteliere [Hotel techniques], Editura Universității din Oradea, 2014 Daraba A (2007), Managementul ospitalității în turism: industria ospitalității, fenomenul turistic, sfera serviciilor [Hospitality management in tourism: hospitality industry, tourism phenomenon, scope of services], Ed. Zigotto, Galați Gavrilescu Lupu, N., Hotelul - Economie și Management [Hotel - Economy and Management], ediția a VI-a, Ed. CH Beck, București, 2010 Moisă C., Tehnica operațiunilor de turism [The technique of tourism operations], Seria Didactica, Universitatea “1 Decembrie 1918” din Alba Iulia, 2016 Moroșan I, Analiza economico- financiară [Financial and economic analysis], Editura Fundației România de Măine, București, 2006 Stavrositu S, Managementul calității serviciilor și ospitalitatea în restaurante, gastronomie, hoteluri [Service quality management and hospitality in restaurants, gastronomy, hotels], editura Polirom, București, 2014. Stănciulescu D.A. (coord.) (2002), Tehnologie hotelieră (Front Office) [Hotel Technology (Front Office)], Ed. Gemma-Print, București Usturoi MG, Chereji Jr I, Păsărin B., Usturoi A, Tehnici hoteliere și de servire a clienților [Hotel and customer service techniques], Editura Pim, Iași, 2016		
8.2 Seminar	Methods of teaching	No. of hours / Remarks
1. Control of service quality and customer satisfaction	Conversation Heuristic case study	1
2. Diversification of services	Conversation Heuristic case study	1
3. Types of organizational cultures	Conversation	2

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	Heuristic case study	
4. The international context - the characteristics of the managerial culture	Conversation Heuristic case study	1
5. Promotion policy	Heuristic case study Short case study	1
6. Customer loyalty	Conversation Heuristic case study	1
7. Annex "Profit and loss account"	Exposition Conversation Heuristic case study	2
8. Analysis of the efficiency of the invested capital	Exposition Conversation Heuristic case study	2
9. Strategic financial planning	Exposition Conversation Heuristic case study	2
10. Total cost method and sales breakeven point	Exposition Conversation Heuristic case study	1
8.3 Laboratory	Methods of teaching	No. of hours / Remarks
-		
8.4 Project presentation	Methods of teaching	No. of hours / Remarks
-		


* The content, respectively the number of hours allocated to each course / seminar / laboratory / project will be detailed during the 14 weeks of each semester of the academic year.

9. Corroboration of discipline content with the expectations of the epistemic community, professional associations and representative employers from the field corresponding to the study programme

<ul style="list-style-type: none"> ▪ The content of the discipline is in accordance with what is studied in other university centres in the country and abroad, respectively with the requirements of the professional activities carried out within the employing organizations. ▪ Regarding the topicality of the topics discussed, the improvement of the teaching method and the presentation of the practical cases and their solution, the teacher participates in Conferences / Symposia where these topics are debated. At the same time, the teacher elaborates specialized scientific papers for the benefit of students and academia.
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10. Evaluation

Type of activity	10.1 Evaluation criteria	10.2 Evaluation methods	10.3 Share in the final grade
10.4 Course	Checking the degree of systematization and use of the notions acquired in the course by	Written exam	70%

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	correctly and completely solving the requirements of the exam subjects		
10.5 Seminar	Ability to apply and put into practice the assimilated knowledge Individual work	Active involvement in addressing the topic of seminars Project development	30%
10.6 Laboratory	-		
10.7 Project	-		
10.8 Minimum standard of performance			
<ul style="list-style-type: none"> ▪ Knowledge, presentation and customization of the terms regarding the management of the accommodation units and the processes that it implies, respectively the achievement of at least 50% of the total score awarded following the application of the evaluation methods mentioned above. 			

Date of completion	Signature of course holder**	Signature of the seminar / laboratory / project holder**
19.06.2023	Ass.prof. Aurelia Ioana Chereji	Ass. Prof. Aurelia Ioana Chereji

Date of approval in the department	Signature of the Director of the Department*** Dean signature***
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