



Faculty of Business Babeș-Bolyai University 2022-2023

School
Programmes
City of Cluj-Napoca



Faculty of Business Dean's Message



Associated Prof.
Valentin TOADER, PhD
Faculty of Business Dean
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"The Faculty of Business is the first higher education institution to offer business studies in Romania, being established in 1994 with the support of Nottingham Trent University, Athens University of Economics and Business and Technical University of Lisbon.

The Faculty of Business provides its students with the knowledge and skills necessary for a successful career in business, as well as the ability for continuous self-improvement.

The economic-social life proves us that the specializations offered by our faculty are in-increasing demand. Our graduates and even our students are among those who can easily find a job or initiate a business. Business education represents the future."

Mission. Co-creation, together with our business, public and NGO partners of knowledge, attitudes and skills which genuinely enhances the impact of educational, research and entrepreneurial initiatives.

Vision. To foster financial & intellectual independence for

people of all ages with entrepreneurial DNA.
We have this vision because financial independence values less without intellectual independence. We do not want to be focused only on wealth; we want people to also be focused on the meaning of their activity. These two dimensions leads to real, sustainable development that allows people to respond to the opportunities of their future.

Values.

Education 360°. Education is a social construction where the community of interest (students, professors, administrative personnel, business community, local community, NGO's, political establishment, national and international relevant institutions... and the list is open) covering various frequencies of reality, co-create the future. We want to integrate as many aspirations as we can in... partnership.

Entrepreneurship. Education needs to be useful, to offer tools and wings for independent students. The courage to implement small ideas that lead to high achievements, the thrill of solving the unsolvable problems, the timid beginning, the failure full of meaning, the sweetness of success, all of this are... priceless.

Innovation. Incrementally, we pursue the improvement of what we are doing, day by day, class by class, article by article, and project by project.

Education means playing with "Lego pieces," and in this game the number of pieces is important, the examples are important, the uninhibited variety of combinations and the unique differentiation it offer is... vital.

Diversity & multiculturalism.

Business education should offer everybody transparent access to educational opportunities.

Moreover, learning should incorporate as many cases, books, values, and perspective positioned in as many cultural contexts as possible. The way we are teaching/learning is profoundly influenced by our cultural heritage and we want to extend ourselves to an... ethical & international identity.

Life-long learning. Education does not stop after your bachelor degree, after your master or even PhD degree. It does not stop after your first job or even after your fulminant success, but goes on forever, helping us to provide meaning to our life, and elevate the threshold of our... perception.

Community of Opportunity.

Developing a long-lasting culture creates opportunity for all. Developing a sustainable network of students & alumni amplifies the transition from education to practice and gives birth to a community that values helping each other and enable each other as the ultimate... talent scouts.

Team



Assist. Prof. Dr. Aurelian SOFICA Vice Dean, International Relations aurelian.sofica@ubbcluj.ro

Contact me if you are the international relations coordinator and you want to discuss future collaborations. I will be your strategic partner.

Hi over there! I am a happy lecturer in Leadership, Human Resource Management and I enjoy teaching and building partnerships in multicultural environments. Babes-Bolyai University, Faculty of Business, Cluj-Napoca, Romania & Ecole de Management de Normandie, France are a big part of my professional identity.

International relations are strongly challenged by our times. Still our focus is on offering outstanding educational experience face-to-face, hybrid or online. This is why we continuously develop our educational philosophy, deeply connected to all our stakeholders: students, professors, international partners, business environment, and educational specialists.



Prof. dr. Adina NEGRUŞAERASMUS Program Coordinator adina.negrusa@ubbcluj.ro

Contact me if you have any questions related to Erasmus and if you are interested in the academic side. I will be your academic adviser.

As professor at the Faculty of Business since 2004, I experienced its entire international development and, in many times, I have been involved in different activities organized for international students and helping the organization of international projects.

A mobility in Cluj-Napoca will help you to meet people from different cultures, improve your global perspectives, learn more about this part of Europe and experience study in one of the biggest universities in Romania.

In my current role, as Erasmus coordinator, I am enthusiastic about helping you get advice and services you need, to make sure your time at our faculty is successful and enjoyable.



Claudia HUSZAR claudia.huszar@ubbcluj.ro International Relations and PR Officer.

Contact me if you are a student or partner and you want to discuss the process and the documents necessary to join us. I will be your problem solver.

I am part of the Faculty of Business community for 8 years already and I am grateful that throughout this time I have met so many captivating, openminded and fun exchange students and colleagues from partner universities. It constantly gives me the opportunity to learn about new cultures, traditions and education systems from other countries, so I am always happy to meet and chat with our incoming students and partners.

Cluj-Napoca might not be the best well-known destination but try it and you will discover a fascinating city, amazing student life and the Faculty of Business environment which will give you a new perspective on international business and tourism. See you in Cluj!

Student's **Testimonials**



Anastasiya DOBROVOLSKA Alumni master programme IBA 2014-2016 Corporate Account Executive, Microsoft, IE

YouTube testimonial https://youtu.be/lcZ0JZVS-dg

I have completed both my bachelor and master degrees at the Faculty of Business in Cluj-Napoca and one of the reasons I am happy about my decision towards my studies is that at the Faculty of Business you are encouraged to be creative while obtaining practical knowledge, and furthermore, having the opportunity to have international experience with the Erasmus+programme.

What I miss most is the encouragement from the teachers, that everything is possible as long as you are determined!



Betuel GAG Alumni bachelor programme AAE 2015-2019 Marketing Assistant, Benjamin Stevens Estate Agents, UK

YouTube testimonial https://youtu.be/OyImnR9GPXw

The Faculty of Business taught me so many skills about public speaking, management, understanding the environment of the business, understanding customers and clients, and also understanding the employers and suppliers. There are many things you will learn, many things you will explore. The one thing I really loved is the collective environment - the people there that helped me understand what the business vibe is like. This is a good opportunity for any future student and any person who wants to develop their skills. There are great teachers there, you can discuss and learn so many things. And remember: the effort you do today is the result you get tomorrow!



Orsolya Anna MATE Alumni bachelor programme AASOE 2015-2019 Researcher at University of Hull, UK

YouTube testimonial https://youtu.be/olusbv19qKw

Before starting my academic career, I knew I wanted to travel the world and clearly my learning experience had to be in accordance with this passion of mine. Therefore, when it came to applying for a university, I made sure the institution I was choosing was able to offer me the right opportunities. At the moment, I can say I obtained two bachelor degrees and an Erasmus+ semester abroad thanks to the partnerships of the Faculty of Business. All these experiences had a major impact on my personality and on the direction of my professional career. I deeply believe that when it comes to choosing a university you have to make sure you will have the right support to follow your dreams and grow as a person!

Faculty of Business

Teachers & Teaching Methods

Each teacher has a unique professional identity, a sum of strengths, a task role, or a set of task roles, specific to them, and that make them valuable in their field. This diversity of tasks comes to offer a diversity of teaching styles, in partnership with the diversity of teaching styles among students.

The roles associated to the teachers, from which we started to build are those of designer, trainer, facilitator, pedagogue, and mentor. These roles differentiate themselves based on several levels: purpose, closeness, engagement, necessary skills, objective, learning path, constantly helping a professional identity for each teacher. (See Teacher's role, page 9)

These roles depend upon the context, but also on each person's personality and comfort zone. Our aim is to ensure that these roles are covered in a flexible manner, in the best way, to be an answer to the different learning styles that the students have.

Learning styles diversity represent a challenge that we happily accept. Some students learn by getting involved, without deductions, in the class activity (active learning); some students choose to stay quiet, to gather information and opinions from colleagues, and then engage in debates (reflexive learning); other students prefer to read the materials, alongside a big mug of coffee (theoretic learning), and others activate themselves just when the learning process shows them how to use the information, attitudes, competencies from class, to gain a practical competitive advantage (pragmatic learning).



Marius GAVRILETEA



Cornelia POP



Ramona RĂCHIŞAN



Ioan Alin NISTOR



Dragos PĂUN









Larissa BĂTRÂNCEA

Daniela CÎMPEAN







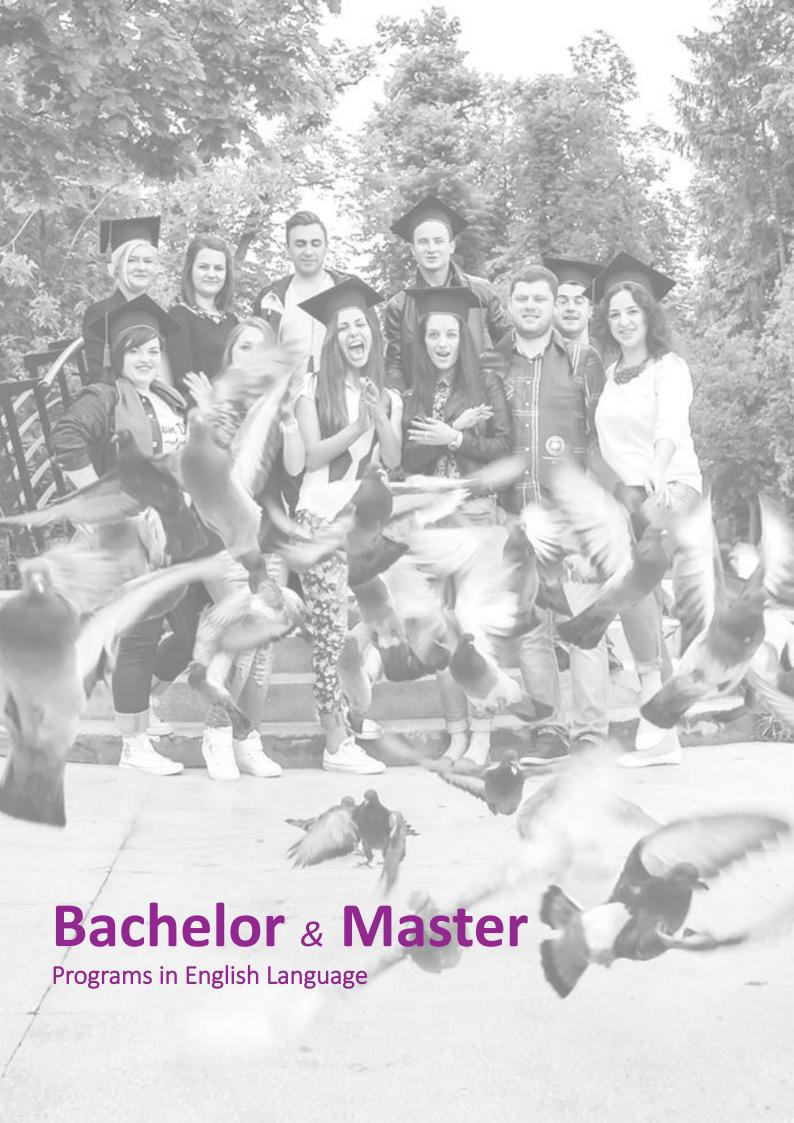






	Designer	Coach	Facilitator	Pedagogue	Mentor
Purpose	Creates learning materials	Gives energy and motivates	Helps with building ideas	Instructs the participants	Guides, inspires, and helps
Closeness	Indirect through materials	Open, joyful, close to the group	Close to the group	Formal with large groups	Close only to some of the participants
Engagement	Students discover by themselves	Students are attracted	Students engage voluntarily	Participation is a formal process	Restrained participation
Competencies	Editing and designing	Ability to motivate	Emotional intelligence	Presentation, persuasion	Counselling and communication
Objective	First contact with the topic	Involvement, partnership	Connects theory with experiences	Passes knowledge	Helps with the career evolution
J	Established by the designer	Flexible, interaction	Established by the participants	Established by the pedagogue	Established by mentor & protégé

Teacher's Roles



Bachelor program

Business Administration

Business Administration

Full-time learning, English line, Cluj-Napoca, program accredited by Romanian Agency for Quality Assurance in Higher Education -ARACIS



Associated prof. Ioan Alin NISTOR Coordinator of the English program ioan.nistor@ubbcluj.ro

"When we introduced the studies of business in Romania, we were thinking of a program that offers a world-class education, in one of the most interesting cities in Eastern Europe. We have combined the excellent tradition of teaching of the greatest universities in Romania with a modern approach oriented towards business."

General Overview

Our bachelor-degree in business administration is adapted to the similar ones from the best business schools worldwide. We collaborate with some of the most important companies in Cluj-Napoca, providing courses designed based on the requirements and recommendations of the business environment. As Cluj-Napoca is the entrepreneurial capital of Romania, our curriculum is designed to help students start their own business, aiming at encouraging entrepreneurial initiatives.

After passing the final examination, the title awarded to students is Bachelor in Economics. The learning outcomes provided by this study programme are represented by the professional and transversal competencies.

Professional competencies

Gathering, processing and analysing data regarding the interaction between a company/an organisation and the external environment. • Providing assistance for running a company/an organisation as a whole. • Running a subdivision of a company/an organisation. • Providing assistance in human resources management. • Using databases specific to business management.

Transversal competencies
Implementing ethical principles,
norms and values within one's

own rigorous, efficient, and responsible strategy of work.

• Identifying the roles and responsibilities in a multispecialty team and implementing various relational techniques and efficient teamwork. •Identifying various opportunities for continuing education and efficiently using learning resources and techniques for their development.

Examples of jobs that students of this program can have after graduation, according to Romanian Occupational Code, are: specialist in planning, control and reporting of economic performance (242110), counsellor/expert/inspector/refer ent/economist in economic management (263106), assistant director/responsible for operation (243217).

Courses & ECTS credits

1 st Semester (Fall)	credits
Microeconomics	6
Applied Mathematics for Economics	5
General Management	6
Leadership	5
Business Informatics	5
Foreign Language I	3
Sports I (just for full time)	2
and Courseton (Courter)	
2 nd Semester (Spring)	credits
Macroeconomics	5
Applied Statistics in Business Public Finance	5
	6
Basic Accounting	6
Business Law	5
Foreign Language 2	3 2
Sports II (just for full time)	
3 rd Semester (Fall)	credits
Principles of Marketing	5
Introduction to Econometrics	5
Corporate Finance	5
Financial Accounting	5
Business Information Systems	4
Business Foreign Language I	3
Elective I	3
4 th Semester (Spring)	credits
Marketing Research	6
International Financial Markets	5
Managerial Accounting	5
Human Resources Management	5
Internship - Business Administration	3
Business Foreign Language II	3
Elective II	3
Eth Samastar (Eall)	aradita
5 th Semester (Fall) Operations Management	credits 5
Business Negotiations	5
Insurance and Reinsurance	5
Financial Control and Audit	5
Financial Forecast and Analysis	
Techniques	4
Scientific Research Methodology	3
Flective III	3
Elective III	
6 th Semester (Spring)	credits
Economic and Financial Analysis	6
Customer Relationship Management	5
Entrepreneurship	5
E-business	5
Bachelor thesis/paper writing	3
Elective IV	3

Elective V

Bachelor program

Business Administration in Hospitality Services

Business Administration in Hospitality Services

Full-time learning, English line, Cluj-Napoca, program accredited by Romanian Agency for Quality Assurance in Higher Education -ARACIS



Associated professor Cristina FLEŞERIU Program Coordinator, English line, cristina.fleseriu@ubbcluj.ro

"As the initiator of the hospitality business administration field in Romanian higher education, the Faculty of Business developed this academic program in response to the more and more internationalized business environment. If you are dynamic, love to travel, and interact with others, the Business Administration in Hospitality Services program is for you! Students enrolled in our Business Administration in Hospitality Services program are prepared by dedicated academics, and hospitality experts to become professionals, possessing business knowledge, managerial skills, and professional competencies, capable of obtaining entry-level management positions in the hospitality industry."

After passing the final examination, the title awarded to students is Bachelor in Economics.

The learning outcomes provided by this study programme are represented by the professional and transversal competencies.

Professional competencies

Gathering, processing, and analysing economic data for business management.

- Business environment research for substantiation of business decisions. Negotiating contract clauses and managing the relationships with clients and suppliers. Implementing business development strategies in the hospitality industry.
- Providing assistance in business human resources management. Implementing the systems for quality, environment, and food safety management in the hospitality industry.

Transversal competencies

Implementing professional and ethical principles, norms and values within one's own rigorous, efficient and responsible strategy of work. • Identifying the roles and responsibilities in a multispecialty team and implementing various relational techniques and efficient work within a team. • Identifying various opportunities for continuing education and efficiently using learning resources and techniques for their development.

Examples of jobs that students of this program can have after graduation, according to Romanian Occupational Code, are: tourism activity organizer (243102), counsellor/expert/inspector/referent/economist in economic management (263106), assistant director/responsible for operation (243217).

Courses & ECTS credits

1 st Semester (Fall)	credits
Microeconomics	6
Applied Mathematics for Economics	5
General Management	6
Leadership	5
Business Informatics	5
Foreign Language I	3
Sports I (just for full time)	2

2 nd Semester (Spring)	credits
Macroeconomics	5
Applied Statistics in Business	5
Public Finance	6
Basic Accounting	6
Business Law	5
Foreign Language 2	3
Sports II (just for full time)	2

3 rd Semester (Fall)	credits
Principles of Marketing	5
Introduction to Econometrics	5
Corporate Finance	5
Financial Accounting	5
Hospitality information systems	4
Management of Hospitality Services	3
Elective I	3

4 th Semester (Spring)	credits
Marketing Research	6
Entrepreneurship in Tourism and	5
Hospitality Industry	5
Human Resources Management	5
Destination Marketing	5
Business Administration in Hospitality	3
Industry	3
Elective II	3
Elective III	3

5 th Semester (Fall)	credits
Economics of Hospitality and Tourism	5
Services	5
Travel agency management	5
Hotel Facilities and Properties	5
Leisure and recreation	4
Elective IV	4
Elective V	4
Business in Foreign Language I	3

6th Semester (Spring)	credits
Hospitality business budgeting	5
Microfinance of Hospitality Services	6
Customer Relationship Management	6
Bachelor Thesis Preparation	5
Elective VI	5
Hospitality business budgeting	5

Master program

International Business Administration

International Business
Administration. Full-time
education in English, Cluj-Napoca,
program accredited by Romanian
Agency for Quality Assurance in
Higher Education ARACIS



Associated prof. Dragoş PĂUN Program coordinator dragos.paun@ubbcluj.ro

"When introducing the MA in International Business Administration in our academic offer, we wanted to create the best MA programme in Business on the Romanian market. We focused on enhancing the learning experience of the students by introducing new modules that have never been offered. We have also introduced active teaching tools such as case studies, simulation games, consulting projects and debates, which engage students in the learning process and encourage critical thinking. The programme is designed to follow the same structure as international MBA programmes. We would have not succeeded without the support of our corporate partners, who interact with our students by offering lectures, trainings, internships and work placements."

The learning outcomes provided by this study programme are represented by the professional and transversal competencies.

Professional competencies

In-depth knowledge and systematic use of the set of information resulting from the

theoretical, methodological, legislative, and practical developments specific to business administration at international level. • Higher ability to substantiate and assess strategies and decision alternatives, as well as their selection and implementation in business administration at international level/ within multinational corporations.

- Ability to adapt dynamically to changes emerging in both national and international business settings by an appropriate and flexible use of the information available.
- •Systemic interpretation of economic and social regulations and standards in order to cope with a series of new issues and situations arising in an international business environment. •Advanced communication within various professional environments in order to take action effectively in multiple social and cultural contexts (multinational corporations).

Transversal competencies

Ability to interpret, adapt, and make full use of business ideas within an international context.

• Use of international databases in order to identify various investment opportunities within the international economic environment, as well as to evaluate related benefits and risks. • Drawing up analysis and synthesis documents on the international business environment and identifying the

opportunities to relaunch a business internationally.

• Providing consultancy tailored to the specific features of an international business environment. • Making effective use of life-long learning opportunities to ensure an ongoing adaptation to changes arising in an international business environment. Examples of jobs that students of this program can have after graduation, according to Romanian Occupational Code, are: company manager (242111), operations/product manager (241226), organization specialist/analyst (241311).

Courses & ECTS credits	
1st Semester (Fall)	credits
European and International Taxation	5
Global institutions and International	5
Business Law	Э
Business Ethics	5
International Finance	5
International Management	5
Global Economics	5
2 nd Semester (Spring)	credits
Econometrics	6
Financial Management and Controlling	6
International Human Resources Management	6
International Accounting and Reporting	6
International Marketing	6
3 rd Semester (Fall)	credits
3 rd Semester (Fall) Mergers & Acquisitions	credits 6
Mergers & Acquisitions	6
Mergers & Acquisitions Valuation and FinTech Emerging Markets Supply Chain Management	6
Mergers & Acquisitions Valuation and FinTech Emerging Markets Supply Chain Management Elective I	6 6 6
Mergers & Acquisitions Valuation and FinTech Emerging Markets Supply Chain Management	6 6 6
Mergers & Acquisitions Valuation and FinTech Emerging Markets Supply Chain Management Elective I	6 6 6 6 3
Mergers & Acquisitions Valuation and FinTech Emerging Markets Supply Chain Management Elective I Elective II	6 6 6 6 3 3
Mergers & Acquisitions Valuation and FinTech Emerging Markets Supply Chain Management Elective I Elective II 4th Semester (Spring)	6 6 6 6 3 3
Mergers & Acquisitions Valuation and FinTech Emerging Markets Supply Chain Management Elective I Elective II 4th Semester (Spring) International Insurance	6 6 6 6 3 3 credits
Mergers & Acquisitions Valuation and FinTech Emerging Markets Supply Chain Management Elective I Elective II 4th Semester (Spring) International Insurance International Business Models	6 6 6 6 3 3 credits 6
Mergers & Acquisitions Valuation and FinTech Emerging Markets Supply Chain Management Elective I Elective II 4th Semester (Spring) International Insurance International Business Models Project Management	6 6 6 6 3 3 credits 6 6 6
Mergers & Acquisitions Valuation and FinTech Emerging Markets Supply Chain Management Elective I Elective II 4th Semester (Spring) International Insurance International Business Models Project Management Business consulting	6 6 6 6 3 3 3 credits 6 6
Mergers & Acquisitions Valuation and FinTech Emerging Markets Supply Chain Management Elective I Elective II 4th Semester (Spring) International Insurance International Business Models Project Management Business consulting Academic research in International	6 6 6 6 3 3 credits 6 6 6

Master's Dissertation Writing

Master program

Business Administration in Hospitality and International Tourism

Business Administration in Hospitality and International Tourism. Full-time education in English, Cluj-Napoca, program accredited by Romanian Agency for Quality Assurance in Higher Education -ARACIS



Associated prof. Valentin TOADER
Program coordinator
valentin.toader@ubbcluj.ro

"This programme was introduced because of our partnerships with the private sector. There is a strongly perceived need for the hospitality industry to develop a master programme in English. We also know that studying in English allows our students to extend their theoretical and practical education in one of our partner universities around the World".

The learning outcomes provided by this study programme are represented by the professional and transversal competencies.

Professional competencies

Running a business division/ subdivision in the hospitality and tourism sector. • Advanced knowledge of concepts, techniques, and methods used in the scientific and applied research specific to the hospitality and tourism sector. • Ability to identify and diagnose the influences of global economic, political, cultural, and environmental factors specific to the hospitality and tourism sector, both internationally and locally. • Drawing up decision-based strategies/ alternatives specific to hospitality/ tourism units by means of modern information technology tools. • Drawing up various reports/ studies useful for the running of a hospitality/ tourism unit and the provision of consultancy in the field.

Transversal competencies

Use of professional ethics standards and values specific to the field of hospitality and tourism. • Identification of roles and responsibilities in a team and their implementation within various hospitality and tourismbased businesses. • Making effective use of various learning resources and techniques for personal development. Examples of jobs that students of this program can have after graduation, according to Romanian Occupational Code, are: company manager (242111), marketing specialist (243103), process improvement manager (242108).

Courses & ECTS credits	
1st Semester (Fall)	credits
International tourism marketing	6
Economics and politics of international tourism	6
Accounting and financial reporting	6
Taxation in hospitality and tourism	3
Hospitality and tourism sales management	3
Events management	3
Estate and facilities management	3
2 nd Semester (Spring) Lodging operations and business	credits 6
strategies	6
Tourism information systems Forecasting in tourism	6
-	
Forecasting in tourism Commercial contracts in international	6

3 rd Semester (Fall)	credits	
Cross-cultural competencies in	4	
international hospitality and tourism	4	
Entrepreneurship, innovation, and	_	
development of new tourism products	6	
Business negotiation for hospitality and	6	
tourism in sustainability context	ь	
Advanced research and data analysis in	4	
hospitality and tourism	4	
Economic and financial analysis in		
hospitality and tourism	4	
Elective I	3	
Elective II	3	

tourism

4 th Semester (Spring)	credits
IT&C solutions for hospitality and tourism	6
Reports and analysis for decision process	5
Elective III	5
Elective IV	5
Scientific research in business	
administration in international hospitality	3
and tourism	
Study tour / Internship on Business	
Administration in international	3
hospitality and tourism	
Master's Dissertation Writing	3



Cluj-Napoca

The heart of Transylvania

A dynamic and youthful university city, the capital of Transylvania is Romania's second most populous urban centres. True to Transylvania's Saxon background, Cluj-Napoca is endowed with gothic wonders like the Stunning St. Michael's Church and the Reformed Church.

For cultural experiences you can get acquainted with rural customs and history at the Ethnographic Museum, which has an outdoor exhibition with hundreds of reconstructed houses. There is also a nationally renowned Botanical garden, elegant parks and an epic gorge waiting for you just outside the city.

Central Park is an official historic monument and is bounded by the sleek Cluj Arena to the east and Somesul Mic river to the north. Even on freezing days in winter you could head here to walk the graceful alleys, embellished with a magnificent marble fountain, pond, bandstand and the striking old casino building, which is traced by a colonnade. But of course, summer is when the park comes into its own, when you can dine on the terrace at the island pavilion and rent a pedal boat or rowboat from the jetty.

Cetăţuia Hill is one of the most visited places in Cluj-Napoca not only for its historical value but for the panoramic view it delivers. Who wouldn't want to be on top of a wonderful city and enjoy both nature and the perspective view at the same time? Cetăţuia Hill is not just a highland that offers a panoramic view, the hill is also a site where a marvellous fortress was built by the Habsburgs. A park also hosted

here will give you an opportunity not only to relax, but also to escape busy city life.

Botanical Garden. A few minutes on foot from the Old Town is a 14-hectare botanical garden plotted in the 1920s. There are 11,000 different species here, planted in greenhouses and a host of individual gardens arranged according to geography or applications, like medicine and historic trades. As with all botanical attractions, the garden is best visited in spring and summer, but at any time of the year you can call in at the Botanical Museum and Herbarium, which has 660,000 sheets of dried plants in cabinets.

Ethnographic Park. On the western outskirts is an outdoor museum for a deep insight into Transylvanian rural life.

Established on a hillside in 1929, the park has 200 historic buildings that have been brought here in pieces and rebuilt. The most beautiful of these are two 18th-century Saxon churches with murals inside, while more than 30 are open and shed light on traditional livelihoods like metalworking, pottery, animal husbandry, stonemasonry, peasant mining and many more.

Turda Gorges. If you have a few hours to spare, drive down to this limestone canyon about 30 km south of Cluj-Napoca. One of Romania's favourite climbing destinations, Turda Gorge is almost three kilometres long. with walls that reach 300 metres. The surfaces are riddled with around 60 caves, most of which are no more than a few meters deep, while the largest burrows into the rock for 120 meters. Walkers can choose to stay low by the river or battle up the gradient to view the gorge from above, which is difficult but worth the effort.

Sources: ttps://www.thecrazytourist.com/; https://www.itinari.com/

If you want to just walk-through Cluj-Napoca just follow the link https://youtu.be/oHBR5eRkibY



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