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## COURSE CATALOGUE

<b>Unit course: Change management</b>			
<b>Speciality: Business Administration</b>			
<b>Course code:</b> S.02.O.0.06	<b>Number of credits: 8</b>	<b>Semester: II</b>	<b>Length: One semester</b>
<b>Type of activities:</b> <b>Course: 30 hours</b> <b>Seminar: 30 hours</b> <b>Laboratory: -</b>	<b>Number of hours</b>		<b>Number of students:</b>
	<b>Direct Contact</b> <b>60</b>	<b>Indirect Contact / Individual study</b> <b>180</b>	
<p><b>Prerequisites:</b></p> <ul style="list-style-type: none"> <li>- Research Methodology in Management.</li> <li>- Systems of managerial decisions.</li> <li>- Financial and economic analyses.</li> </ul> <p>Elaboration of the business plan and performing the feasibility studies; Effective communication using information technologies; Organizing research in order to substantiate and increase the accuracy of decisions making.</p>			
<p><b>Course outcomes:</b></p> <p>Adopting decisions to make changes in the organization:</p> <ul style="list-style-type: none"> <li>• Elaboration of the managerial change strategy.</li> <li>• Applying methods, economic techniques to the organization's activities.</li> </ul>			
<p><b>Contents (descriptive):</b></p> <p>The of the course Change Management is to familiarise students with managerial methods, to present the similarities and differences found in management practices that lead to business performance.</p> <p><b>Module 1:</b> Basic concepts of change management.</p> <p><b>Module 2:</b> Diagnosing the organization and developing the change strategy.</p> <p><b>Module 3:</b> Redesign of the organizational structure.</p> <p><b>Module 4:</b> Improving the decision-making system.</p> <p><b>Module 5:</b> Improving the information system and organizational communication.</p> <p><b>Module 6:</b> Management systems, methods and techniques.</p> <p><b>Module 7:</b> Changing the motivational system.</p> <p><b>Module 8:</b> Changing the organizational culture.</p> <p><b>Module 9:</b> Negotiation in the process of organizational change.</p>			
<b>Teaching and learning methods:</b> Lecture, Explanation, Discussion, Simulation exercises.			
<b>Assessment methods:</b> Homework, Case studies, Individual study, Exam.			
<b>Conditions for obtaining credits:</b> Obtaining the minimum note for promotion to the discipline (semester grade); To make individual homework; To pass the exam.			
<b>Course Coordinator:</b> Postica Maia			
<b>Course Holder:</b> Postica Maia			
<b>Language of instruction:</b> Romanian			

**Other Information:**