

SYLLABUS

1. Data about the program of study

1.1	Institution	The Technical University of Cluj-Napoca
1.2	Faculty	Faculty of Construction
1.3	Department	Civil Construction and Management
1.4	Field of study	Scientific
1.5	Cycle of study	Bachelor of Science
1.6	Program of study/Qualification	Project Management and Property Evaluation
1.7	Form of education	Full time
1.8	Subject code	3.00

2. Data about the subject

2.1	Subject name				Price Formation for Construction and Cost Calculation						
2.2	Subject area				Engineering and Management						
2.3	Course responsible/lecturer				Conf. dr. ec. Sorina Anamaria Ciplea sorina.ciplea@ccm.utcluj.ro						
2.4	Teachers in charge of seminars				Conf. dr. ec. Sorina Anamaria Ciplea sorina.ciplea@ccm.utcluj.ro						
2.5	Year of study	I	2.6	Semester	1	2.7	Assessment	Exam	2.8	Subject category	DA DI

3. Estimated total time

3.1	Number of hours per week	2	3.2	of which, course:	1	3.3	applications:	1
3.4	Total hours in the curriculum	28	3.5	of which, course:	14	3.6	applications:	14
Individual study								hours
Manual, lecture material and notes, bibliography								20
Supplementary study in the library, online and in the field								20
Preparation for seminars/laboratory works, homework, reports, portfolios, essays								30
Tutoring								
Exams and tests								2
Other activities								
3.7	Total hours of individual study	72						
3.8	Total hours per semester	100						
3.9	Number of credit points	4						

4. Pre-requisites (where appropriate)

4.1	Curriculum	
4.2	Competence	Basic Knowledge

5. Requirements (where appropriate)

5.1	For the course	Room equipped with sheet metal. Students will not attend lectures, paper with open cell phones. Also, the telephone calls during the course, not the departure by the students of the
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		classroom will be tolerated in order to take the personal telephone calls.
5.2	For the applications	Room equipped with calculation technology, software packages (accounting software). The term of the seminar assignment is agreed with the students. For the delayed delivery of the works, they will be deducted with 1 point / day of delay

6. Specific competences

Professional competences	<p>C4.1 Defining the basic theories and methods regarding the technical and economic concepts in professional communication</p> <ul style="list-style-type: none"> - identification, description and understanding of the basic concepts and principles of accounting; - knowledge and understanding of how to use accounting documents, used according to accounting laws; - the way of setting up and carrying out the activity of a company. <p>C4.2 Use of basic knowledge for explaining and interpreting the methods and techniques of economic evaluation of a business in the studied field.</p> <ul style="list-style-type: none"> - the way of drawing up, carrying out and managing the accounting of a company, as well as the calculation of costs. <p>C4.3 Application of principles and methods of analysis, synthesis and mathematical modeling of the technical, economic and financial phenomena, for processes typical of the field studied under conditions of qualified assistance.</p> <ul style="list-style-type: none"> - the knowledge and understanding of the conditions necessary for setting up the company; <p>C4.4 Appropriate use of standard criteria and methods for evaluating a business under risk and uncertainty conditions</p> <ul style="list-style-type: none"> - knowledge of the assets and liabilities of a company; - reflection of the patrimonial elements with the help of the accounts - knowledge of the calculation of prices and quotas; - knowledge of the accounting documents necessary to close the monthly and annual accounts; - studying the inventory method of a heritage. <p>C4.5 Elaboration of projects for forecasting the technical, economic and financial flows, using principles and methods specific to the field in order to make the business profitable</p> <ul style="list-style-type: none"> - Drawing up the balance of verification document for the economic-financial analysis of the unit, based on which the balance sheet will be drawn up later.
Cross competences	<p>CT1 Responsibly applying the principles, norms and values of professional ethics in carrying out professional tasks and identifying the objectives to be achieved, the available resources, the working stages, the execution times, the deadlines and the risks associated with them -To be able to responsibly apply the principles, norms and values of professional ethics in carrying out the tasks of service, to be able to identify based on the economic-financial documents, the available resources and the patrimonial situation of the company, in order to be able to make decisions for a future development of the activity.</p> <p>CT2 Identify the roles and responsibilities in a multidisciplinary team and apply effective relationship and work techniques within the team</p> <p>CT3 Identification of the opportunities for continuous training and the efficient use, for their own development, of the informational sources and of the resources of communication and assisted vocational training (Internet portals, specialized software applications, databases, online courses, etc.) both in Romanian , as well as in a language of international circulation</p>

7. Discipline objectives (as results from the *key competences gained*)

7.1	General objective	<ul style="list-style-type: none"> • Introduce students to the problem; • Training the skills needed to calculate and analyze costs; • Development of the student's ability to understand and master economic phenomena from the activity of economic entities; • Acquiring the individual study of the student;
7.2	Specific objectives	<ul style="list-style-type: none"> • Carrying out a financial-accounting analysis of the main economic operations carried out by the economic entities; • The ability to prepare, present and analyze documents; • The ability and ability to prepare, present and analyze situations as well as ways to analyze and reduce costs.

8. Contents

8.1. Lecture (syllabus)	Teaching methods	Notes
1. The need for analysis as the method and types of cost analysis.	Exposure, discussions	projector
2. General cost data. Organization of calculus and its principles.		
3. The factors that determine the organization of the cost calculation and the principles of the calculation.		
4. Prices, the basic component of the economy.		
5. Methods and elements of price substantiation.		
6. Price formation methods.		
7. Formation of prices in constructions.		
Bibliography		
1. FriedmanD., Price Theory- an intermediate text, South Western Publishing Co., 1986.		
2. Mosteanu T., Dumitrescu D., Floricel C., Alexandru F., Prices and competition, Edition 3, Didactic and Pedagogical Publishing House, 2000.		
3. Oprea Călin, Gheorghe Cârstea: Management accounting and cost calculation, AtlasPress, 2003		
8.2. Applications/Seminars	Teaching methods	Notes
1. The method of formation of costs and prices. What is the place and role of price in the market mechanism?	Exposure	
2. The way of formation of costs and prices. What is the place and role of price within the market mechanism?		
3. Demand and supply, market and competition. Analysis on the demand-supply ratio, on the level and price evolution.		
4. Establishing the price in a construction company, starting from costs. Strategies and tactics regarding the price over the medium		

and long term are considered. The effects of competition on the level of the price, consumption and profit of the company. Reported 1		
5. Setting the price in a construction company, starting from costs. Strategies and tactics regarding the price over the medium and long term are considered. The effects of competition on the level of the price, consumption and profit of the company. Reported 2		
6. Setting the price in a construction company, starting from costs. Strategies and tactics regarding the price over the medium and long term are considered. The effects of competition on the level of the price, consumption and profit of the company. Reported 3		
7. Final project. Price calculation in constructions.		
Bibliography 1. FriedmanD., Price Theory- an intermediate text, South Western Publishing Co., 1986. 2. Mosteanu T., Dumitrescu D., Floricel C., Alexandru F., Prices and competition, Edition 3, Didactic and Pedagogical Publishing House, 2000. 3. Oprea Călin, Gheorghe Cârstea: Management accounting and cost calculation, AtlasPress, 2003		

9. Bridging course contents with the expectations of the representatives of the community, professional associations and employers in the field

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10. Evaluation

Activity type	10.1 Assessment criteria	10.2 Assessment methods	10.3 Weight in the final grade
10.4 Course	Theoretical Questions	Written test: duration of evaluation 2 hours	40%
10.5 Applications	Project questions and problems	Written test: duration of evaluation 2 hours	60%
10.6 Minimum standard of performance			

Date of filling in: dd.mm.yyyy		Title Surname Name	Signature
	Lecturer	Conf. dr. ec. Ciplea Sorina Anamaria	
	Teachers in charge of application	Lecturer.dr.ing. Sucala Dorina	

Date of approval in the department 	Head of department Conf.dr.ing. Aciu Claudiu
Date of approval in the faculty 	Dean Conf.dr.ing. Chira Nicolae