
List and description of courses

*Facultad de Administración y Dirección de
Empresas (FADE)*

**Faculty of Business Administration and
Management (FADE)**

Academic year 2018-2019

Faculty of Business Administration and Management
Facultad de Administración y Dirección de Empresas (FADE)

Bachelor in Business Administration and Management
Grado en Administración y Dirección de Empresas
(2018-2019)

Normal language of instruction: SPANISH

Some Business courses are also offered in English (see information in the last page)

Courses of Spanish Language for foreign students are offered every term

Each academic year is organized in two terms:

- **1st term (A): from September 3rd , 2018 to January 25th , 2019**
- **2nd term (B): from January 28th , 2019 to June the 19rd , 2019**

LIST OF COURSES

COMPULSORY

FIRST YEAR

BUSINESS LAW
INTRODUCTION TO BUSINESS ECONOMICS
FINANTIAL ACCOUNTING
INTRODUCTION TO STATISTICS
INTRODUCTION TO FINANCE
FINANTIAL MATHEMATICS
MICROECONOMICS I
MICROECONOMICS II
MATHEMATICS

SECOND YEAR

FINANCIAL ACCOUNTING AND SOCIETIES
LABOUR AND BUSINESS LEGISLATION
PRODUCTION MANAGEMENT
ECONOMETRICS
SPANISH ECONOMY
INTERNATIONAL ECONOMY
STRATEGIC ORGANISATION
MACROECONOMICS I
MACROECONOMICS II
STATISTICAL METHODS APPLIED TO ECONOMICS

THIRD YEAR

ACCOUNTING ANALYSIS AND CONSOLIDATION
COMMERCIAL RESEARCH
COST ACCOUNTING AND INTRODUCTION TO AUDIT
COMMERCIAL MANAGEMENT
FINANCIAL ECONOMY
FISCAL MANAGEMENT IN BUSINESS
OPERATIONS RESEARCH
QUANTITATIVE METHODS IN DECISION MAKING

FOURTH YEAR

HUMAN RESOURCES MANAGEMENT
FINANCIAL MANAGEMENT
FOREIGN LANGUAGE FOR BUSINESS COMMUNICATION

ELECTIVE

THIRD YEAR

CONSULTANCY
FOREIGN LANGUAGE FOR BUSINESS MANAGEMENT
BUSINESS STRATEGIC PLANS
PROJECT MANAGEMENT

FOURTH YEAR

INDUSTRIAL AND SERVICE ENTERPRISES

INDUSTRIAL AND SERVICE ENTERPRISES MARKETING
INTERNATIONAL TRADE MANAGEMENT
INNOVATION AND COMPETITIVENESS
LOGISTICS

CONSULTING AND PROFESSIONAL SERVICES

BANKING AND STOCK MARKET
MARKETING AND PROFESSIONAL SERVICES COMPANIES
FINANCIAL BUSINESS ACCOUNTING
AUDIT PROCEDURES

TRANSVERSAL ELECTIVE COURSES

EFFICIENCY AND PRODUCTIVITY ANALYSIS
VALENCIAN FOR BUSINESS
ETHICS AND CORPORATE SOCIAL RESPONSIBILITY

DESCRIPTION OF COURSES

Bachelor in Business Administration and Management

Each year is organized in two terms (A, from September to January and B, from February to June). You are able to choose courses from every and from every elective module.

COMPULSORY:

FIRST YEAR

Sem.	Code	Course Name	ECTS Credits	Description
A	11742	BUSINESS LAW	6	Juridical ordinance. Basic Institutions of Civil Law. Mercantile, Labor and Fiscal Law.
A	11735	INTRODUCTION TO BUSINESS ECONOMICS	6	Relation between the Company and its economic environment. Functional Areas: Production and Marketing.
A	11737	INTRODUCTION TO FINANCE	6	Relation between the Company and its economic environment. Functional Areas: Investment and Financing.
A	11738	MICROECONOMICS I	6	Price, consumption and production theory. Competitive equilibrium. Non-competitive markets. Economical effectiveness and welfare theory.
B	11759	MICROECONOMICS II	6	Price, consumption and production theory. Competitive equilibrium. Non-competitive markets. Economical effectiveness and welfare theory.
B	11736	FINANTIAL ACCOUNTING	6	Basic knowledge of accountancy and comprehension of the financial and economical business information.
B	11740	INTRODUCTION TO STATISTICS	6	Descriptive analysis of statistic information related to economy. Knowledge of the different probability distributions.
B	11750	FINANTIAL MATHEMATICS	6	Mathematics in financial operations.
A&B	11743	MATHEMATICS	12	Basic Calculus and Algebraic elements.

SECOND YEAR

Sem.	Code	Course Name	ECTS Credits	Description
A	11755	LABOUR AND BUSINESS LEGISLATION	6	Company Law. Contracts, obligations, responsibilities. Labor contracts. Social Security.
A	11748	PRODUCTION MANAGEMENT	6	How companies produce goods and services. Organization of production and basic knowledge of logistics.
A	11757	WORLD ECONOMY	4.5	Description of the international economy context and comprehension of the globalization.
A	11741	STATISTICAL METHODS APPLIED TO ECONOMICS	6	Statistical inference. Simple regression and explanatory variables. Use of econometric software for general use computers
A	11739	MACROECONOMICS I	6	Income determination model in a closed economy. Money, inflation and unemployment. Open economies. Political economy tools analysis.
B	11760	MACROECONOMICS II	6	Income determination model in a closed economy. Money, inflation and unemployment. Open economies. Political economy tools analysis.
B	11762	ECONOMETRICS	9	Multiple regression models: Validity of estimations and dynamic formation. Simultaneous equations model.
B	11758	SPANISH ECONOMY	4.5	Special reference to the sector aspects and geographic areas of the Spanish economy.
B	11747	STRATEGIC ORGANISATION	6	Introduction to strategic management and to the design of an innovative and successful organization. The relationship between strategic management and organizational design.
B	11746	FINANTIAL ACCOUNTING AND SOCIETIES	6	Accounting technique related to the situation and the results of the Company and the flows during a period. Group accounting and balance consolidation. Merges and Absorptions.

THIRD YEAR

Sem.	Code	Course Name	ECTS Credits	Description
A	11753	MARKET RESEARCH	6	Market investigation, segmentation, surveys creation.
A	11745	COST ACCOUNTING AND INTRODUCTION TO AUDIT	6	Cost behavior and its allocation. Cost systems. Cost and decision making. Audit procedure and techniques. The audit report.
A	11756	FISCAL MANAGEMENT IN BUSINESS	6	Business tax management and liquidation: Companies, VAT, others. Tax accounting.
A	11761	OPERATIONS RESEARCH	6	Model formulation and Linear, Entire, Non Linear, and Multi-objective Programming solving techniques.
A	11763	QUANTITATIVE METHODS IN DECISION MAKING	6	Decision making and games. Dynamic programming and Markov chains. Business management application.
B	11754	COMMERCIAL MANAGEMENT	9	Decisions in commercial policy. Commercial strategy: "marketing mix". Product price, distribution, policy and promotion. Market: applicable techniques.
B	11752	FINANCIAL ECONOMY	6	Investment projects selection. Uncertainty and certain knowledge conditions.
B	11744	ACCOUNTING ANALYSIS AND CONSOLIDATION	6	Analysis of the business liquidity, financial soundness, debt. Profit and loss account analysis. The concept of the business group. Multi-group and associated business. Consolidation methods.
ELECTIVE COURSES				
B	11768	CONSULTANCY	4.5	Consultancy operation, the consultancy process, networking, the fees, the consultancy contract, marketing for consultancy, the assignments.
B	11771	FOREIGN LANGUAGE FOR BUSINESS MANAGEMENT	4.5	Technical and economical text composition. Complex text reading. Oral comprehension and conversation.
B	11769	BUSINESS STRATEGIC PLANS	4.5	Business strategic plans development, business strategic analysis, sectorial report analysis.
B	11773	PROJECT MANAGEMENT	4.5	Project life cycle, project types, Gantt diagram, PERT method, resources allocation.

FOURTH YEAR

Sem.	Code	Course Name	ECTS Credits	Description
A	11749	HUMAN RESOURCES MANAGEMENT	6	Human resources management as a strategic factor and its functions. Labor relationships and technologic change influence.
A	11751	FINANCIAL MANAGEMENT	6	Investment project selection in certain and uncertain conditions.
A	11764	FOREIGN LANGUAGE FOR BUSINESS COMMUNICATION	4.5	Development of understanding, speaking and writing in business contexts together with management vocabulary.
ELECTIVE COURSES: INDUSTRIAL AND SERVICE ENTERPRISES				
A	11789	INTERNATIONAL TRADE MANAGEMENT	4,5	International Marketing. Commercial operations and International financial systems. Techniques for their appliance
A	11794	INDUSTRIAL AND SERVICE ENTERPRISES MARKETING	4,5	You study the methods to create and strategic plan of industrial marketing focusing in the industrial view. It searches the way to solve the problems related with marketing management inside the industrial enterprise
B	11793	LOGISTICS	4,5	Different views from the nowadays logistic process: definitions and logistical concepts, logistical system in the enterprises and his management structure, as well as the evolution, the strategies and the relations between Departments.
B	11792	INNOVATION AND COMPETITIVENESS	4,5	To know and analyze the different policies of the innovation (country, region, clusters...) Also you analyze the concept of competitively and the importance in the country and focusing in Spain
CONSULTING AND PROFESSIONAL SERVICES				
A	11774	BANKING AND STOCK MARKET	4,5	Divided in two blocks where you study how works the operations of credit and debit , the risks and to know the structure and the management of the stocks markets.
A	11784	MARKETING AND PROFESSIONAL SERVICES COMPANIES	4,5	Service Marketing and for the professional services: auditing, consulting and the strategic management. The customer management, the design of the service and the fidelity of the final costumer.

B	11781	AUDIT PROCEDURES	4,5	To know the process of auditing in the main areas of work, as well as the different methods and the combination of testing ways.
B	11780	FINANCIAL BUSINESS ACCOUNTING	4,5	You study the basic concepts of information delivered from financial institutions, as well as the operating of the accounting in the register and assessment of the patrimony and his result
TRANSVERSAL ELECTIVE COURSES				
A	11765	EFFICIENCY AND PRODUCTIVITY ANALYSIS	4,5	Measurement and evaluation of the efficiency in the productive systems in enterprises and public administrations. Solve models trough Excel sheets.
A	11766	VALENCIAN FOR BUSINESS	4,5	Valencian Language course focused in the business vocabulary and cases.
A	11767	ETHICS AND CORPORATE SOCIAL RESPONSIBILITY	4,5	To improve the moral judgment of the Student and to develop the moral autonomy of the professional as well as improve the reputation and legality of the enterprise
INTERNSHIPS IN ENTERPRISES				
A-B	-	INTERNSHIP	Min 0,5 Max 13.5	You can do an internship in a firm with and academic recognition (25 Hours = 1 ECTS). All internships are paid. More information on http://goo.gl/gpVgl0
B	11800	CONSUMER BEHAVIOR	4,5	You study the consumer behavior from four points of view: What is? How it works? What influence? How is the decision?
B	11801	ENTREPERNEUSHIP AND START-UPS	4,5	You learn the different ways to create your own firm and how to make it successful.
B	11807	BUSINESS GAME	4,5	Based in the "Learning by doing" the subject is total practical and you simulate a business cases under business atmosphere and conditions

COURSES TAUGHT IN ENGLISH PROVISIONAL

The following is a list of the courses that are being instructed in English during the 2018-2019 academic year.

11735	INTRODUCTION TO BUSINESS ECONOMICS	1st	A	6
11736	INTRODUCTION TO ACCOUNTING		B	6
11737	INTRODUCTION TO FINANCE		A	6
11738	MICROECONOMICS I		A	6
11740	INTRODUCTION TO STATISTICS		B	6
11750	FINANCIAL MATHEMATICS		B	6
11759	MICROECONOMICS II		B	6
13867	MATHEMATICAL MODELS FOR BUSINESS ADMINISTRATION I		A	6
13868	MATHEMATICAL MODELS FOR BUSINESS ADMINISTRATION II		B	6
11741	STATISTICAL METHODS IN ECONOMICS	2nd	A	6
11747	ORGANIZATION STRATEGY AND DESIGN		B	6
11748	PRODUCTION AND OPERATION MANAGEMENT		A	6
11757	WORLD ECONOMY		A	4,5
11758	SPANISH ECONOMY		B	4,5
11762	ECONOMETRICS		B	9
11752	FINANCIAL ECONOMICS	3rd	B	6
11753	MARKET RESEARCH		A	6
11754	COMMERCIAL MANAGEMENT		B	9
11761	OPERATIONS RESEARCH		A	6
11749	HUMAN RESOURCES MANAGEMENT	4th	A	6
11751	FINANCIAL MANAGEMENT		A	6
11767	ETHICS AND CORPORATE SOCIAL RESPONSIBILITY		A	4,5
11798	SERVICE DESIGN FROM INSIGHT TO IMPLEMENTATION		B	4,5
11808	BUSINESS COMMUNICATION		B	4,5
13973	DIGITAL ECONOMY		A	4,5

Semester A: from September 3rd, 2018 to January 25th, 2019

Semester B: January 28th, 2019 to June the 19rd, 2019

In the link below you will find an on-line list of courses, and the corresponding COURSE DESCRIPTION that will be updated:

<http://www.upv.es/titulaciones/GADE/>