



# DEGREE CURRICULUM

# **BUSINESS MANAGEMENT**

Coordination: MILLAN GOMEZ, JOSE SEBASTIAN

Academic year 2019-20

## Subject's general information

<b>Subject name</b>	BUSINESS MANAGEMENT			
<b>Code</b>	102108			
<b>Semester</b>	2nd Q(SEMESTER) CONTINUED EVALUATION			
<b>Typology</b>	<b>Degree</b>	<b>Course</b>	<b>Character</b>	<b>Modality</b>
	Bachelor's Degree in Energy and Sustainability Engineering	1	COMMON	Attendance-based
	Not informed	1	COMMON	Attendance-based
	Bachelor's Degree in Automation and Industrial Electronic Engineering	1	COMMON	Attendance-based
	Bachelor's Degree in Mechanical Engineering	1	COMMON	Attendance-based
<b>Course number of credits (ECTS)</b>	6			
<b>Type of activity, credits, and groups</b>	<b>Activity type</b>	PRAULA		TEORIA
	<b>Number of credits</b>	3		3
	<b>Number of groups</b>	3		2
<b>Coordination</b>	MILLAN GOMEZ, JOSE SEBASTIAN			
<b>Department</b>	BUSINESS ADMINISTRATION			
<b>Important information on data processing</b>	Consult <a href="#">this link</a> for more information.			
<b>Language</b>	Spanish			
<b>Office and hour of attention</b>	EPS 1.06 Tuesday, 11:00 - 13:00 Wednesday, 9:00 - 11:00			

Teaching staff	E-mail addresses	Credits taught by teacher	Office and hour of attention
MILLAN GOMEZ, JOSE SEBASTIAN	jose.millan@udl.cat	15	

## Subject's extra information

In order to reach the stated goals this subject requires a continuous work all over the semester.

Critical thinking and abstract reasoning abilities are needed.

Additional learning materials are available at Campus Virtual, <http://cv.udl.cat>:

- Problems.
- Past years solved tests.
- Papers and publications.

All news about the subject are announced at Campus Virtual, so it is recommended to visit it frequently.

## Learning objectives

- - To be able to use informatic tools and resources to ease the programming design of business projects.
  - To be able to use software to improve efficiency in business management.
- - To increase the knowledge about business management and administration.
  - To introduce different concepts applied to business administration with a theoretical basis in actual conditions.
- - To be able to apply models and techniques for stating and solving problems in business management.

## Competences

- Appropriate knowledge of the concept of a company, its institutional and legal framework. Business organization and management
- Capacity to understand the needs of the user expressed in a no technical language.
- Ability to consider the socio-economical context and sustainability criteria in engineering solutions.

## Subject contents

First term: Principals of Microeconomics.

Lesson1: The business and the entrepreneur.

- 1.The business as a system.
- 2.Theories of the business.
- 3.Business classifications.
- 4.Business plan.

Lesson2: Production function.

- 1.Inputs and output.
- 2.Average productivity and marginal productivity.
- 3.Production function with two variable inputs.

Lesson3: Cost function.

- 1.Costs: functions and classifications. Short term and long term.
- 2.Revenues and benefits.
- 3.Break-even analysis.

Lesson4: Supply and demand.

- 1.Demand curve. Shift of a demand curve.
- 2.Supply curve. Shift of a supply curve.
- 3.Competitive equilibrium.
- 4.Elasticity.
- 5.Consumer surplus and producer surplus. Allocative efficiency.

Lesson5: Non-competitive markets.

- 1.Monopoly.
- 2.Oligopoly and monopolistic competition.
- 3.Externalities.

Second term: Business management.

Lesson6: Balance sheet and

- 1.The balance sheet.
- 2.The profit and loss account.
- 3.Financial statement analysis.

Lesson7: Investment analysis.

- 1.The time value of money.
- 2.Basic concepts.
- 3.Profitability criteria.
- 4.Sensitivity analysis.

Lesson8: Models and decision-making.

- 1.Modelization.
- 2.Decisioncontexts.
- 3.Decision criteria.
- 4.The value of information.

Lesson 9: Marketing.

- 1.Elements of marketing.
- 2.Marketing research, segmentation and experimentation.

3. Marketing mix.

## Methodology

Activity	Group	Face to face activity	Time	Non face to face activity	Time	Total time
		Classwork	hours	Homework	hours	hours
<b>Master class</b>	Master class Big group	Explanation of principals	<b>30</b>	Learning, understanding and summarising concepts.	<b>45</b>	<b>75</b>
<b>Problems and case studies</b>	Computer room Middled group	Problems and case studies solving	<b>30</b>	Learning, understanding and solving problems and case studies	<b>45</b>	<b>75</b>
<b>Totals</b>			<b>60</b>		<b>90</b>	<b>150</b>

## Development plan

Week	Big group	Middle group	Observations
1	The firm and the entrepreneur	The economic way of thinking	
2	Production theory 1, short term	Economic data analysis with spreadsheet	
3	Production theory 2, long term	Production problems 1	
4	Production costs 1, short term	Production problems 2	
5	Productions costs 2, long term	Costs problems 1	
6	Supply and demand	Costs problems 2	
7	Equilibrium. Elasticity	Markets problems 1	
8	Market failures	Markets problems 2	
9	Fist term examination	---	
10	Financial analysis	Case studies of financial analysis	
11	Investment analysis 1	Case studies of investment 1	
12	Investmen analysis 2	Sensitivity analysis of investment projects	
13	Decision making models 1	Production planning	
14	Decision making models 2	Other decision making problems	
15	Marketing	Problemas and case studies of market segmentation and concentration	

## Evaluation

First term exam: 40%

Fist term practical activities and classwork : 10%

Second term exam: 40%

Second term practical activities and classwork : 10%

Score range: from 0 to 10 points

Minimum passing score: 5

The second term lessons are grounded on first term basic concepts.

## Bibliography

### Recommended bibliography

Mankiw, N.G. (1998) **Principios de economía**. McGraw-Hill

Pérez Gorostegui E. (2009) **Curso de introducción a la economía de la empresa**. Centro de Estudios Ramón Areces, UNED