

XXII. ADMISSION THEMES – REI2 CODE

No	Theme	Referen ce	Pages
1.	National economies and international organizations in the context of globalization	National economies – references for a multidimensional analysis	[4] pp. 336-379
		The international monetary system (Gold Exchange Standard, the components of the international monetary system, the present characteristics of the international monetary system)	[2] pp. 580-592
2.	European Union’s institutions and policies	EU Cohesion policy (definition, instruments, principles, financing)	[3] pp. 289-297
		EU’s Institutions (European Commission, European Parliament, Council of the EU, European Council)	[3] pp.58-70
3.	International commercial negotiations	The intercultural dimension of the negotiation (cultural differences and dimensions, behavioral models)	[5] pp. 144-155 pp. 169-175 pp. 376-385
		Negotiating strategies, techniques and tactics	[5] pp. 349-372
4.	The international sales contract and international payments	The content of the international sale contract (the merchandise: quantity, quality, packaging, labelling)	[1] pp. 190-191 pp. 196-210
		The international sale contract (delivery conditions – timing, method, parity, the importance of the delivery conditions)	
		International payments (documentary letter of credit – definition, mechanism of operation)	[1] pp. 244-254
5.	Trade policy instruments	Non-tariff protectionism	[2] pp. 249-260

References

No.	Bibliography	
[1]	Paraschiv, Dorel Mihai	<i>International business</i> , Editura ASE, București, 2013
[2]	Krugman, Paul, Maurice Obstfeld and Marc Melitz	<i>International Economics. Theory and Policy</i> , Addison Wesley, 2015
[3]	Baldwin, Richard and Charles	<i>The Economics of European Integration</i> , fourth edition, London: McGraw-Hill, 2012

	Wyplosz	
[4]	Stutz, F. P. and Warf, B.	<i>The World Economy: Geography, Business, Development (6th Edition)</i> , Pearson Prentice Hall, 2012
[5]	Roy J. Lewicki, Bruce Barry, David M. Saunders	<i>Essentials of Negotiation</i> , 4th ed, McGraw-Hill/Irwin, 2007