

SYLLABUS

1. Data about the program of study

1.1	Institution	Technical University of Cluj-Napoca
1.2	Faculty	Faculty of Electrical Engineering
1.3	Department	Power Engineering and Management
1.4	Field of study	Energy Engineering
1.5	Cycle of study	Master of Science
1.6	Program of study/ Qualification	Modern Power Systems
1.7	Form of education	Full time
1.8	Subject code	203.10

2. Data about the subject

2.1	Subject name	Educational Communication			
2.2	Course responsible/ lecturer	Lector Dr. Mihai Octavian Naghiu Mihai.Naghiu@dppd.utcluj.ro			
2.3	Teachers in charge of Seminars/ Laboratory/ Project	Lector Dr. Mihai Octavian Naghiu Mihai.Naghiu@dppd.utcluj.ro			
2.4 Year of study	1	2.5 Semester	2	2.6 Type of assessment (<i>E – exam, C – colloquium, V – verification</i>)	E
2.7 Subject category	<i>DF – fundamental, DD – in the field, DS – specialty, DC – complementary</i>				DC
	<i>DI – compulsory, DO – elective, Dfac – optional</i>				Dfac

3. Estimated total time

3.1 Number of hours per week:	3	of which	3.2 Course	1	3.3 Seminar	2	3.3 Laboratory		3.3 Project	
3.4. Total hours per semester	42	of which	3.5 Course	14	3.6 Seminar	28	3.6 Laboratory		3.6 Project	
3.7 Individual study:										
(a) Manual, lecture material and notes, bibliography									26	
(b) Supplementary study in the library, online and in the field									20	
(c) Preparation for seminars/laboratory works, homework, reports, portfolios, essays									18	
(d) Tutoring									10	
(e) Exams and tests									2	
(f) Other activities									7	
3.8 Total hours of individual study <i>[sum (3.7(a) to 3.7(f))]</i>					83					
3.9 Total hours per semester <i>[sum of 3.4 and 3.8]</i>					125					
3.10 Number of credit points					5					

4. Prerequisites (where applicable)

4.1	Curriculum	
4.2	Competences	

5. Requirements (where appropriate)

5.1	For the course	For online teaching: Cisco Webex platform; internet access; access to compatible audio-video communication technology. For onsite teaching: lecture room, video projector and projection screen, blackboard (classic or interactive).
5.2	For the applications	For online teaching: Cisco Webex platform; internet access; access to compatible audio-video communication technology. For onsite teaching: seminar room, video projector and screen design, blackboard (classic or interactive).

6. Specific competences

Professional competences	C1 - Developing the ability to choose the ways and means of communication appropriate to the context; C2 - Valuing the individual and group characteristics of the interlocutors, in order to achieve a effective communications; C3 - Formation of the capacity to identify and eliminate sources of blocking and/or distortion of the message in the communication process; 4 - Training the ability to remove communication barriers in simulated and real contexts.
Cross competences	CT1 - Demonstration of knowledge of the economic, ethical, legal and social context of exercising the profession for identifying tasks, planning activities and opting for responsible decisions, with completion in designing, writing and presenting a scientific paper; CT2 - Clear and concise description of the flow of activities, tasks and results in the field of activity, obtained either as a result of assuming the role of leader / project manager, or as a member of a research team, thanks to the ability to synthesize information in the field, the overall global vision and skills.

7. Expected learning outcomes

On completion of the discipline, the student will be able to demonstrate:

Knowledge	Knows the fundamental principles and concepts of educational theory and practice applicable to pre-university education. Critically understands modern methodologies of teaching, assessment and educational management.
Skills	Designs and implements teaching activities adapted to the specific characteristics of the student group. Uses appropriate methods and techniques for assessing competences in diverse educational contexts.
Responsibility and autonomy	Demonstrates autonomy in designing the teaching approach and in taking educational decisions. Shows responsibility towards continuous professional development and promotes ethical values in teaching activity.

8. Discipline objectives (based on specific competencies acquired)

8.1 General objective	Knowledge, understanding and appropriate use of concepts fundamentals of communication in order to optimize teaching skills and organization.
8.2 Specific objectives	At the end of the course, students will be able to: • identify the complex structure of the act of communication with highlighting all the determining factors for the mechanism to him; • recognize the types of communication and distinguish the different ones communication functions; • differentiate the elements of verbal, non-verbal communication and para verbals; • integrate the types of communication to the specifics of one's activity; • apply different communication strategies and methods in contexts varied; • describe and apply tactics used in conflict resolution; • understand and apply the steps specific to the academic discourse; • know and apply effective work strategies in group/team.

9. Contents

9.1. Course (Lectures)		Number of hours	Teaching methods	Additional remarks
1	Introduction to educational communication.	2	Interactive course: exposure; lecture intensified; the explanation; conversation heuristics; problematization; the debate; case study.	
2	General considerations regarding the main techniques of educational communication.	2		
3	Conceptual boundaries. Classification, analysis and criticism of styles of communication.	2		
4	Why do we communicate? The study of the communication-behavior nexus.	2		
5	The role of ethics in educational communication and discourse academic.	2		
6	Interindividual communication strategies.	2		
7	The Conflict – dimension of educational communication.	2		
Bibliography				
[1]. Cialdini Robert, 2009, Psihologia persuasiunii, Ed. Business Tech, București;				
[2]. Maslow, Abraham H., 2008, Motivație si personalitate, Ed. Trei, București;				
[3]. Stanciugelu Irina, 2009, Măștile comunicării de la etică la manipulare și înapoi, Ed. Tritonic;				
[4]. Crăciun Dan, 2009, Persuasiune și manipulare. Ed. Paideia;				
[5]. Cosmovici, Andrei, 1996, Psihologie generală, Ed. Polirom, Iași;				
[6]. Codoban Aurel, 2001, Semn și interpretare, Ed. Dacia, Cluj-Napoca;				
[7]. Dumitrascu Nicolae, 2004, Tehnicile proiective în evaluarea personalității, Ed. Trei, București;				
[8]. Eco Umberto, 2016, Limitele interpretării, Ed. Polirom.				
[9]. Eco Umberto, 2016, Cronicile unei societăți lichide, Ed. Polirom.				
[10]. Schwartz George, 2008, Psihologia manipulării mediatice, în forme ale manipulării opiniei publice, Ed. Tribuna, Cluj-Napoca;				
[11]. Jung, C.G., 1971, Psychological Types, Collected Works, Volume 6, Princeton, N.J.: Princeton University Press;				
[12]. Bognoux, Daniel, Introducere în științele comunicării, traducere de Violeta Vințilescu, Polirom, 2000.				
[13]. Corniță, Georgeta, Studiul mimicii, Perspective interdisciplinare, Editura Risoprint, Cluj Napoca, 2005.				
[14]. Flichy, Patrice, O istorie a comunicării moderne. Spațiu public și viața privată, traducere și adaptare de Mirela Lazăr, Polirom, 1999.				
[15]. Graur Evelina, Tehnici de comunicare, Editura Mediamira Cluj-Napoca, 2001				
[16]. Rata, Georgeta, Contribuții la teoria comunicării, Editura Mirton, Timișoara, 2001.				
[17]. Van Cuilenburg, J.J., O. Scholten, G.W. Noomen, Știința comunicării, versiune românească de Tudor Olteanu, ediția a II-a, Humanitas, București, 2000.				
9.2. Applications - Seminar		Number of hours	Teaching methods	Additional remarks
1	Assertiveness in communication. Analysis of communication styles.	4	The case study Indicative models problem	
2	Exemplifying the impact of cultural and social factors in communication and ethics.	4		
3	Analysis of communication areas and the study of the impact of intelligence emotional in communication.	4	Brainstorming; The debate.	

4	Application of communication techniques and strategies to achieve the proposed objectives.	4		
5	Analysis of the academic discourse between ethics and manipulation.	4		
6	Leadership and communication. Change the group by communication. Educational analysis of group processes. Applications.	4		
7	Forms of communication. Methods of prevention /combat a barriers in educational communication. Applications.	4		

Bibliography

- [1]. Cialdini Robert, 2009, Psihologia persuasiunii, Ed. Business Tech, București;
- [2]. Maslow, Abraham H., 2008, Motivație si personalitate, Ed. Trei, București;
- [3]. Stanciugelu Irina, 2009, Măștile comunicării de la etică la manipulare și înapoi, Ed. Tritonic;
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10. Alignment of course content with expectations of the epistemic community, professional associations, and representative employers in the field

Knowing, using, and constantly improving communication techniques is a necessity and at the same time represents an indispensable factor in professional development. The discipline offers students the opportunity to access a higher level in terms of educational communication management, which is constituted in a competitive, therefore sustainable, advantage.

11. Assessment

Activity type	10.1 Assessment criteria	10.2 Assessment methods	11.3 Weight in the final grade (%)
11.4 Course	Originality of thematic approaches. The quality of the	Written tests. Presentation of the project in	70

	presentation according to the criteria established. The evaluation criteria will include: correctness, completeness, brevity, fluency and clarity of resolution requirements.	electronic format	
11.5 Seminar	Appreciation of the results of the activity from during seminar hours. The evaluation criteria will include: correctness, completeness, brevity, fluency and clarity of resolution requirements.	Individual portfolio	30
11.6 Minimum standard of performance: Mastery of scientific knowledge related to the discipline. Obtaining the minimum passing grade for the evaluation is a condition of promotability. Attendance is mandatory for 75% of the seminar hours.			

Date of completion	Lecturers	Title/ Surname/ Name:	Signature
septembrie 2024	Course	<i>Lector Dr. Mihai Octavian Naghiu</i>	
	Applications Seminar	<i>Lector Dr. Mihai Octavian Naghiu</i>	

Date of approval in the council of the Department of Power Engineering and Management September 2024	Head of Department: Assoc. Prof. Eng. Horia G. BELEIU, PhD
Date of approval in the Faculty of Electrical Engineering Council September 2024	Dean: Assoc. Prof. Eng. Andrei C. CZIKER, PhD