



## IDENTIFYING DATA

### Company: Company management

Subject	Company: Company management		
Code	V03G020V01203		
Study programme	(*)Grao en Administración e Dirección de Empresas		
Descriptors	ECTS Credits	Choose	Year
	6	Basic education	1st
Teaching language	Spanish		Quadmester
	English		2nd
Department			
Coordinator	Fernández Arias, M <sup>a</sup> Jesús		
Lecturers	Arevalo Tomé, Raquel Fernández Arias, M <sup>a</sup> Jesús López Miguens, María Jesús Pérez Pereira, Santos		
E-mail	jarias@uvigo.es		
Web	<a href="http://https://seix.uvigo.es/docnet-nuevo/guia_docent/index.php?centre=303&amp;ensenyament=V03G020V01&amp;assignatura=V03G020V01203&amp;any_academic=2014_15">http://https://seix.uvigo.es/docnet-nuevo/guia_docent/index.php?centre=303&amp;ensenyament=V03G020V01&amp;assignatura=V03G020V01203&amp;any_academic=2014_15</a>		
General description	It treats to present to the company like a fundamental economic agent, explaining the basic appearances of his management and the problems associated to his government. From here they identify the big functional areas, deepening in specific appearances of his management and the problematic economic that formulate .		

## Competencies

Code	
B1	Ability to analyse and synthesise
B2	Critical and self-critical thinking
B3	Skills related to the use of those computer applications used in business management
B5	Oral and written communication skills.
B7	The ability to read and communicate in English as a foreign language
B8	Capable of fluent communication within the student's context including interpersonal skills such as active listening, negotiation, persuasion and presentation
B9	Ability to work effectively within a team
B13	Capacity for learning and independent work
B14	Capacity to apply the theoretical and practical knowledge acquired in a specialised academic context
C1	Acquire and understand knowledge regarding: the relationships between the different subsystems that make up the business system
C2	Acquire and understand knowledge regarding: Economic institutions as a result and the application of theoretical or formal representations of how the economy works
C3	Acquire and understand knowledge regarding: Internal aspects, functions and processes of organisations including their nature, structure, direction, operation and management
C4	Acquire and understand knowledge regarding: The economic framework regulating business activities and the corresponding legislation
C5	Acquire and understand knowledge regarding: The relationship between the business and its surroundings, evaluating its impact on business strategy, behaviour, management and sustainability
C6	Acquire and understand knowledge regarding: The different processes, procedures and practices related to business management
C7	Acquire and understand knowledge regarding: The main instrumental techniques applied to the business context
C8	Apply the knowledge acquired to future professional situations and develop competences related to posing and defending arguments
C9	Identify the generalities of the economic problems posed in companies, and know how to apply the main instruments available in order to address these problems
C10	Assess the situation and foreseeable evolution of a company based on the relevant information records
C12	Solve problems effectively and make decisions using the appropriate quantitative and qualitative methods, including the identification, expression and solution of business problems

C16 Skills in looking for, identifying and interpreting sources of relevant economic information

- D1 Effective personal management in terms of time, planning and behaviour, motivation and initiative both as an individual and as a member of the business community
- D2 Capacity for leadership, including empathy with others
- D3 Responsibility and the capacity to take on commitments
- D4 Ethical commitment in work
- D5 Motivation for quality and continuous improvement

**Learning outcomes**

Expected results from this subject	Training and Learning Results	
Apply the procedures of analysis and knowledges purchased to the resolution of problems/question concrete, so much to strategic level like operative, in the field of the distinct functional areas of the company.	B1 B2 B3 B13 B14	C1 C2 C3 C4 C5 C6 C7 C9 C10 C12 C16
Have knowledge and comprise the foundations of the functional areas of the company to have of a global vision of the organisation in the economic context and of the type of specific decisions in the basic appearances of the business management.		C1 C2 C3 C4 C5 C6 C7 C9 C12
Have capacity to look for, identify, filter and analyse notable data that can affect to the distinct functions of the company to interpret his importance in terms of defence or critical of distinct postures or measures of alternative performance after a correct assessment of advantages and inconvenient.	B1 B2 B13	C1 C3 C5 C6 C8 C9 C10
Show an attitude *proactiva and have capacity to express properly, transmit ideas and/or communicate of polite form, comprehensible and reasoned his interpretation or opinion on determinate questions related with distinct appearances of the business management.	B1 B2 B5 B7 B8 B9	D1 D2 D3 D4 D5

**Contents**

Topic	
Subject 1. Financial direction.	1.1. Nature and function of the financial management 1.2. The decision to invest 1.3. The balance of the economic and financial structures: profitability and solvency.
Subject 2. Direction of operations.	2.1. The concept of production and the selection of the productive process. 2.2. The aims of the direction of operations. The aim of costs: productivity, break-even point and operational leverage 2.3. Planning, programming and control of the production. The method PERT. 2.4. Basic appearances of the management of inventories. The management of deterministic inventories
Subject 3. Commercial direction.	3.1. The commercial function in the company 3.2. Marketing: concept and evolution 3.3. The management of the marketing
Subject 4. Direction of human resources.	4.1. Approaches and aims of the direction of Human Resources 4.2. Analysis and planning of the Human Resources 4.3. Processes of affectation, recruitment and contracting 4.4. Development, training and management of careers

**Planning**

	Class hours	Hours outside the classroom	Total hours
Master Session	25	20	45
Troubleshooting and / or exercises	18	45	63
Group tutoring	5	15	20
Short answer tests	2	20	22

\*The information in the planning table is for guidance only and does not take into account the heterogeneity of the students.

### Methodologies

	Description
Master Session	Exhibition by the professor of the contents on the matter object of study, theoretical bases and/or guidelines of the work, exercises or projects that has to develop the student.
Troubleshooting and / or exercises	Resolution, of individual form or in group, of questions posed, guided and supervised by the professor. It will evaluate the understanding of the matter by part of the student through the delivery of small questionnaires and exercises realised and resolved in the practices as well as his active participation in the same.
Group tutoring	Tutoring in small teams. Meetings that the student is supported by the teachers for advice, development and supervision of activities of the subject in the process of learning.

### Personalized attention

#### Methodologies Description

Group tutoring	Tutoring in small group. Meetings that the student is supported by the professor for advice, development and supervision of activities of the subject in the process of learning.
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### Assessment

	Description	Qualification	Training and Learning Results
Troubleshooting and / or exercises	(*Avaliarase a participación do alumnado e a comprensión da materia a través de probas de avaliación con contido práctico e teórico, e a resolución, de forma individual ou en grupo, de cuestións sobre a disciplina formuladas, guiadas e supervisadas polo profesorado ao longo do período lectivo.	40	B1 C1 B2 C3 B3 C5 B5 C6 B7 C7 B8 C9 B9 C10 B13 C12 B14
Short answer tests	(*Exame final como proba para avaliar os coñecementos adquiridos do alumno sobre a materia. A resposta debe ser breve. Para poder aprobar a materia será preciso ter superado este exame final cunha nota mínima de 5 sobre 10.	60	B1 C1 B2 C3 B13 C5 C6 C7 C9 C12

### Other comments on the Evaluation

The description of this guide is thought for the face-to-face modality, by what will be compulsory to justify the assistance to the face-to-face classes.

To have right to the evaluation of the face-to-face part (4 on 10) is necessary to assist at least to 80% of the classes.

The note obtained by the student in the face-to-face part will have force for the announcements to which gives right the matrícula of every year academic

The concretion of the activities that it is necessary to realise will depend to a large extent of the number of students as well as of the availability of means to work in group.

The dates of examinations will have to be consulted in the page web of the Faculty

<http://fccee.uvigo.es/calendario-exames-201415.html>

### Sources of information

García del Junco, J. et al., **Prácticas de la gestión empresarial**, McGraw-Hill,

Maynar, P. et al., **La economía de la empresa en el espacio de educación superior**, McGraw-Hill,

Luque de la Torre, M.A. et al., **Curso práctico de economía de la empresa. Un enfoque de organización**, Pirámide,  
Díez de Castro, E. y otros., **Introducción a la economía de la empresa I y II**, Pirámide,  
García del Junco, J. et al., **Fundamentos de gestión empresarial.**, Pirámide,  
Piñero, P.; Arévalo, R.; García-Pintos, A.; Caballero, G., **Introducción a la economía de la empresa. Una visión teórico-práctica**, Delta Publicaciones,  
Iborra, M. et al., **Fundamentos de Dirección de Empresas. Conceptos y habilidades directivas.**, Thomson,  
Armstrong, G.; Kotler, P.; Merino, M.J.; Pintado, T. y Juan, J.M., **Introducción al marketing**, Pearson,  
Guitart Tarrés, L. y Núñez Carballosa, A., **Problemas de economía de la empresa**, Publicacions i Edicions de la Universitat de Barcelona,  
Moyano Fuentes, J. et al., **Prácticas de organización de empresas**, Prentice Hall,  
Crespo Franco, T. y Piñero, P., **Producción : planificación, programación e control**, Vigo : Universidade, Servizo de Publicacións,

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## **Recommendations**

### **Subjects that continue the syllabus**

Investment decisions/V03G020V01402  
Business management 1/V03G020V01403  
Operations management/V03G020V01302  
Human resources management/V03G020V01303

### **Subjects that are recommended to be taken simultaneously**

Company: Mathematics of financial transactions/V03G020V01202

### **Subjects that it is recommended to have taken before**

Company: Basics of management/V03G020V01102