



Transilvania
Executive
Education

LEARNING TO LEAD IN A COMPLEX WORLD!

GENERAL EXECUTIVE MBA



THE UNIVERSITY OF
BUCKINGHAM



Transilvania Executive Education connects bright minds to the possibilities of international business

We are committed to creating a deeper understanding of the global business environment through connected thinking, and on how to apply this knowledge locally, in one of the most diverse cities in Romania: Cluj-Napoca.

By engaging with worldwide companies, students and staff, TEE becomes a space that encourages a constructive exchange of ideas, a community (that nurtures responsible leadership).

The executive learning process is founded on networking and collaboration; we are part of a mechanism whose components we make sure are of the highest calibre.

Transilvania Executive Education is partnering with more than 40 international academics from 16 universities around the world to design and deliver TEE's educational programmes. Over time, it has formed a community of over 400 entrepreneurs and top managers from over 70 companies in Romania and abroad.

In the 11 years since its launch, TEE has managed, with the support of partners such as Babeş-Bolyai University, Technical University of Cluj-Napoca, Banca Transilvania, EVERGENT Investments, Emerson, Electrogrup and other renowned companies, to provide access in Romania to educational opportunities offered at international standards validated by British Universities.

CORE COMPETENCIES

BUILDING A COMMUNITY AROUND WORLD CLASS STANDARDS.

why?

- Differentiates us from other local providers
- Defines us a pipeline between the local and the global
- Provide a sense of purpose based upon partnerships
- Emphasises the importance of quality support

FOCUS UPON SYSTEMS, COMPLEXITY AND DISRUPTION

why?

- Defines digital, environmental and health turbulences as opportunities for innovation
- Fits the needs of the city, region and country
- Plays to the strengths of our teaching faculty
- Prepares participants for the future



THE EXECUTIVE MBA IN CLUJ-NAPOCA

This programme is co-designed with the University of Buckingham and TEE business community to give you the tools and the vocabulary to lead in a complex world. For achieving your full potential, we are making three promises:





INTERNATIONAL BRITISH PROGRAMME VALIDATED BY:



THE UNIVERSITY OF
BUCKINGHAM

Highly acclaimed by students

**TOP
10**

**FOR STUDENT
SATISFACTION**

THE COMPLETE
UNIVERSITY GUIDE

**TOP
10**

**FOR TEACHING
QUALITY**

IN ENGLAND, THE GOOD
UNIVERSITY GUIDE

**TOP
10**

**FOR GRADUATE
PROSPECTS**

THE GOOD UNIVERSITY
GUIDE

WHY STUDY AN EXECUTIVE MBA WITH US?



CAREER ADVANCEMENT

Not only will you **boost your career**, but you will **enhance the performance** of the businesses you manage.

"The Exec. MBA enabled me to step up my professional career and add real value to my personal and professional network. The variety of practical experiences shared by my colleagues and my professors has been truly amazing."

Marius Moldovan,
Regional Director @Regina Maria



WHY STUDY AN EXECUTIVE MBA WITH US?



REPUTATION BOOST

The programme represents a **certified ticket to international opportunities**, and it provides the vocabulary for a **global business conversation**.

"The Exec. MBA was an extraordinary opportunity to understand other perspectives of the world around me, other than the engineering one. In hindsight, I can say that this programme has been a cornerstone in my career."

Radu Orghidan,
Global SVP Data & AI Strategy @Endava



WHY STUDY AN EXECUTIVE MBA WITH US?



ENTREPRENEURSHIP COMMUNITY

Being a programme co-designed with the business community, you will be introduced to **global networking and entrepreneurial opportunities**.

"I became a part of a greater alumni family, where I can count on support and advice when needed. Now I can say that the Exec. MBA was a far-reaching experience, a challenge and a joy at the same time."

Teodor Băbuț,
Board Member @Electrogrup



WHY STUDY AN EXECUTIVE MBA WITH US?



LEADERSHIP SKILLS

The programme **enhances your leadership skills** to make informed business decisions, and **lead with confidence** through a complex and turbulent contemporary business context.

"It's a completely enriching story, a great leadership training, personal growth and professional development experience."

Călin Codarcea,
CEO @Lisam Systems România



WHY STUDY AN EXECUTIVE MBA WITH US?



STRATEGIC THINKING

What makes this programme special is the focus on teaching you how to **manage complexity and digital disruption in a networked economy** and how to see the big picture (think systemically).

“The EMBA programme is a great opportunity to structure your way of thinking and it has definitely changed my mindset when it comes to approaching problems and adopting changes.”

Cristinela Velicu,
Global Director HPV Policies @MSD România



WHY STUDY AN EXECUTIVE MBA WITH US?



GLOBAL VIEW

Based upon both the practical experience and the **theoretical rigour of the staff**, the programme gives you the tools and the infrastructure to do global business and experience different cultures.

"My vision became clearer, as my exposure to other fields increased, thanks to the professors who taught us a wide variety of modules, and also to my classmates, who came from different industries."

Alin Băiescu,
Sales Executive @Carphatia Pensii



WHAT YOU'LL *Study*

The next intake of students start the programme in February 2026.

The programme includes 13 modules taught every 6 weeks over 2 years, with an assignment after each module. The modules are designed to help you:

- a. See the big picture in a networked world (systems thinking)
- b. Shape global challenges by using specific “tools” (leadership, governance and business ethics).
- c. Learn to manage complexity & disruption, with modules focused upon pandemic & digital disruption.

Executive MBA modules

1. Leadership and Organisational Change
2. People and Performance: Talent Management in action
3. Economics for Managers and Entrepreneurs
4. Marketing in a Digital World
5. Finance and Accounting for Business
6. Strategy and Value Creation
7. Operations and Supply Chain Management
8. Management Consulting: the Projects' Driven Mindset
9. Disruptive Innovation: Practices and Processes
10. Systemic Management: Seeing the big picture
11. Governance and Business Ethics
12. Complexity and Strategic Disruption
13. Research Methods (Dissertation Preparation)

MODULES DESCRIPTION – YEAR ONE

LEADERSHIP AND ORGANISATIONAL CHANGE

You will develop your knowledge of the **most important attitudes and skills** that enhance the continuous development of individuals and organizations, by examining a wide variety of **models of leadership**.

By the end of this module, you will be able to **brand your leadership style** in a coherent manner, **evaluate your leadership style, assess the effectiveness of leadership** in various contexts, through multiple theoretical lenses, and foster **diversity and inclusion** into your organization.

PEOPLE AND PERFORMANCE: TALENT MANAGEMENT IN ACTION

Too many executives talk about the strategic contribution that HR makes, without understanding the **models of HR strategy** or how these connect to the broader business strategy.

Through this module, not only will you explore the core concepts and practices around **recruitment, rewards systems, talent management and labour markets**, but you will also critically assess best practices from the field. Ultimately, you will be able to **align HR strategies with appropriate analytical models** and day-to-day working practices and behaviours.

MODULES DESCRIPTION – YEAR ONE

ECONOMICS FOR MANAGERS AND ENTREPRENEURS

The module covers key topics such as **supply and demand**, **theory of the firm**, **market imperfections** and the **development of new markets** (such as the green and digital ones) and **behavioural economics**.

By the end of this module, you will be able to analyse your business, **investment decisions and market opportunities** in a clear and structured way. In addition, you will learn the **vocabulary of economics** that is key to engaging with investors, partners and doing international business.

MARKETING IN A DIGITAL WORLD

This module will navigate you through the key theoretical marketing concepts, the **applied marketing practices** and the tools of **strategic marketing management** suitable for different organisational contexts.

You will develop a critical perspective on how marketing activities can help organisations build **competitive advantage in specific markets**, construct **sustainable value creation** and capture **competitive positions**.

MODULES DESCRIPTION – YEAR ONE

FINANCE AND ACCOUNTING FOR BUSINESS

This module is designed to show you how to make use of finance and accounting knowledge to **more effectively lead organisations**. You will explore the role of accounting and finance within an organisation and learn how to communicate effectively with specialists from the accounting and finance fields.

By the end of this module, you will understand **accounting processes, methodologies and financial principles and tools**, the role it plays in business, the terminology used in these fields as well as the **ability to interpret and evaluate the information provided**.

STRATEGY AND VALUE CREATION

In this module you will explore the strategic issues, play with various tools of strategy, examine major models of strategy and consider **how to think about market and product innovation and transformation**.

The module includes a significant amount of **'case study' work** designed to develop the students' **analytical and problem-solving skills**, ability to work in groups, and presentational skills.

MODULES DESCRIPTION – YEAR TWO

OPERATIONS AND SUPPLY CHAIN MANAGEMENT

You will explore the core concepts of operations and supply chain management in both **product-based and service-oriented organizations**, including government and non-profit organizations.

By the end of this module, you will understand the importance of operations and supply chain management to the **well-being of the business and the wider environment** and you will acquire the analytical tools needed to improve the **operational performance of the organisation and its supply chain**.

SYSTEMIC MANAGEMENT: SEEING THE BIG PICTURE

Instead of breaking problems into small parts, this module seeks **to see the big picture**. You will understand from a transdisciplinary perspective, complex organisations by **systematically mapping interconnected processes and structures** to more meaningfully think about change and transformation.

By the end of this module, you will learn about the most relevant **complex systems approaches** to management and you will practice by reflecting on your own personal work experiences. This module is designed to support development of **analytical skills for modelling, diagnosis, creativity, critical reflection, and teamwork**.

MODULES DESCRIPTION – YEAR TWO

DISRUPTIVE INNOVATION: PRACTICES AND PROCESSES

You will develop a critical understanding of the nature of, and relationships between **creativity, innovation and both entrepreneurial and intrapreneurial behaviour**. You will explore and critically analyse the range of ways in which creativity and innovation may be harnessed and promoted to **create and capture value**.

Strategies and cultures to encourage innovation will be explored and examined. The module is designed to be **highly applied, practical and interactive**.

MANAGEMENT CONSULTING: THE PROJECTS' DRIVEN MINDSET

You will develop the skills and acquire the tools needed for **designing, delivering and managing consultancy projects**. This module is designed to provide the skills to both project management consultants and delivery consultants.

You will acquire an interdisciplinary **set of consulting skills** including client management, problem structuring, project design, data collection, stakeholder engagement, business analysis, problem-solving, business process improvement, project management, client presentation and report writing.

MODULES DESCRIPTION – YEAR TWO

GOVERNANCE AND BUSINESS ETHICS

You will develop your understanding of how **businesses are agents and subjects in the global governance system**. Exploring the most important trends that impact the **global economy** (trade governance, financial regulations, digitalisation and the transition to a green economy), you will develop a better understanding of the trends in political economy, and you will be able to identify the **opportunities and potential constraints** for your business.

By the end of the module, you will learn how to write a loan pitch and how to identify patterns for enhancing your business.

COMPLEXITY AND STRATEGIC DISRUPTION

Here, we will explore how the convergence of technology and globalisation is changing **value creation, strategy, economics** and how you can identify and capture opportunities. We will further consider its impact upon wider societies.

Whilst humankind is deeply connected and has access to large sets of information, **the pandemic** is but one example of **systemic feedback loops** creating new levels of complexity for all.

GLOBAL QUALITY DELIVERED LOCALLY.

90 ECTS CREDITS

12 modules x 5 credits =
60 ECTS credits

Dissertation =
30 ECTS credits

Module 1

every 6 weeks

Module 2

Module 1
assignment
DDL

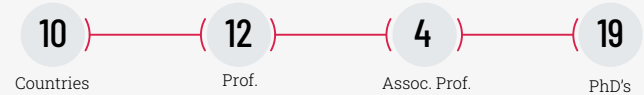
36 h

Face-to-Face teaching
over 4 days

70 h

Individual research &
assignment

FLY-IN FACULTY



RESEARCH OPPORTUNITIES

4 books published in the
last 2 years by Alumni

consultancy projects
in students' companies

GUEST SPEAKERS

>20

guests/year on topics such as: Innovation, HR, Leadership,
Marketing, Finance, Strategy, Business development, etc.

HOW TO APPLY?

ENTRY REQUIREMENTS:

**3 YEARS
WORK EXPERIENCE⁽¹⁾**



**ENGLISH LANGUAGE
CERTIFICATE⁽²⁾**

(1) minimum of three years professional postgraduate experience in an executive role.

(2) with minimum B2 level (Cambridge, IELTS - 6.5, or Lingua - Business English Certificate). In addition, eligible candidates are those who studied in English at undergraduate/master programme or have worked for more than 5 years in a British/ American origin company.

APPLICATION FILE:

- CV
- English language certificate / diploma proving your studies in English / letter from your British/ American origin company
- 2 certified work references
- Diploma of studies (BA/ MA) translated in English

Send all the above documents to
office@teecluj.ro



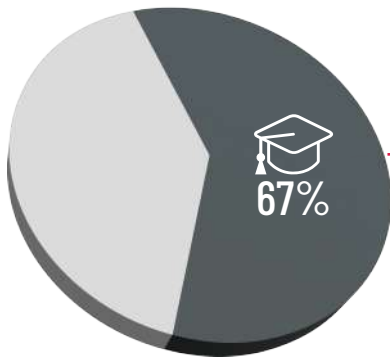
FEES AND FUNDING

16.500 € + VAT

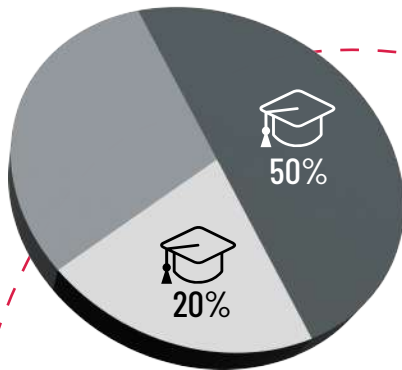
The full programme fee can be paid in 4 instalments during the 2 years of study.

We offer partial scholarships every year with the help of different sponsors. The scholarships are available to any candidate and offered in a national competition.

EXECUTIVE MBA STUDENTS' PROFILE



67% OF OUR EXECUTIVE MBA
graduates upgraded their job positions in
less than one year after graduation



50% OF OUR STUDENTS
are sponsored by their companies to
study for the MBA programme.



20% OF OUR STUDENTS
were awarded in a public competition a full or partial
scholarship to study the programme in the last 10 years.

EXECUTIVE MBA STUDENTS' PROFILE

More than
230 MBA GRADUATES IN THE LAST 11 YEARS



Average age
mid-30s - late 40s.



female - male
ratio 40% - 60%



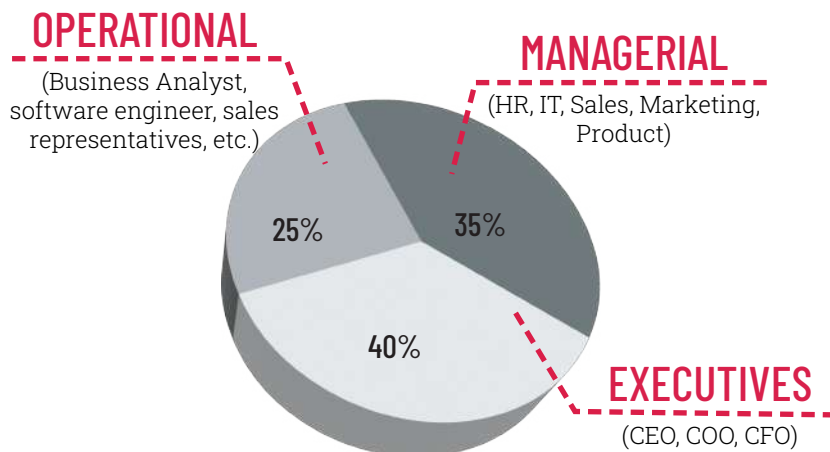
around 15
students/cohort

FROM 16 COUNTIES
IN ROMANIA

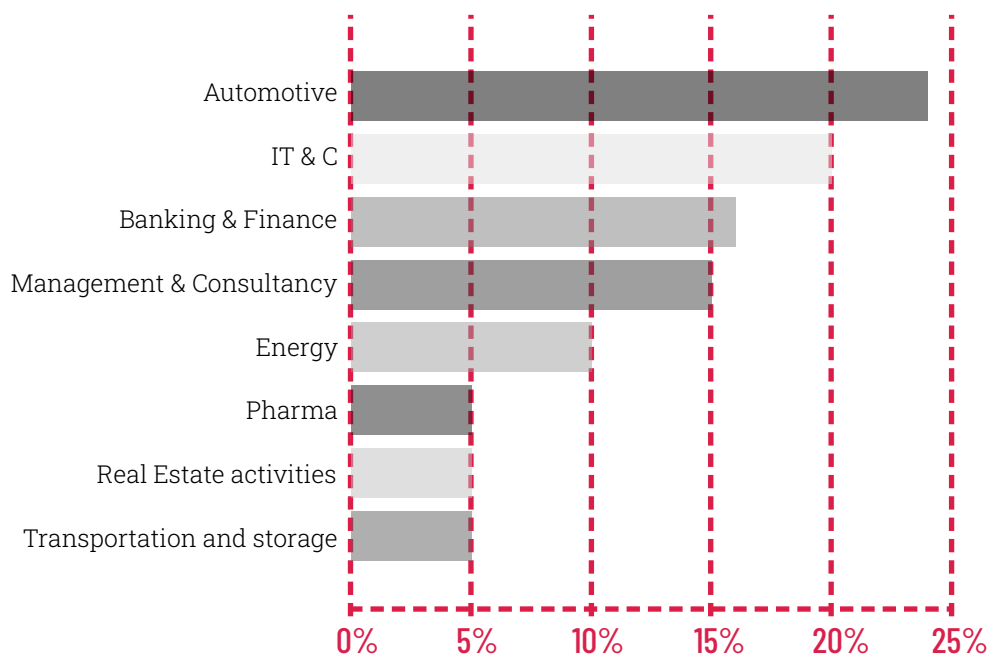


TEE BUSINESS COMMUNITY

BUSINESS ROLES



INDUSTRY



COMPANIES IN OUR COMMUNITY



WHO IS TEE

Transilvania
Executive
Education

TEE represents a knowledge hub that connects businesses, entrepreneurs, and organisations with academic expertise and industry practices to help businesses in Cluj and Transylvania flourish in local and global markets.

We have more than 11 years of experience in delivering a 100% British Executive MBA under a fly-in faculty model and our community of alumni and supporters stands as a testimony for our success in delivering top-quality executive education.

FLY-IN FACULTY

40+

Experts on
different topics

From

+8

Countries

+16

Universities

PROGRAMMES VALIDATED BY



THE UNIVERSITY OF
BUCKINGHAM

BUSINESS COMMUNITY

>230

Executive MBA Alumni from
over 60 companies

>200

Participants in executive
courses

90+

Executive Talks with over 400
participants

FOR FURTHER INFORMATION, CONTACT US AT

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