# Master in Entrepreneurship



The Faculty of Business Administration in Foreign Languages (FABIZ) was established in 1991 as the Faculty of Economic Studies in foreign languages. Nowadays, the school brings together over 1700 students of more than 30 nationalities and prides itself with a network of 5000+ alumni. With its programs taught exclusively in foreign languages (English, French and German) at Bachelor, Master, and PhD level, FABIZ is known as the most internationalized school within the Bucharest University of Economic Studies and one of the most dynamic business schools in Romania and South-Eastern Europe.

Together with our business and academic partners, we offer a unique learning experience, blending theoretical and practical aspects of business management, marketing and operations; operations, accounting and finance; finance, using modern teaching techniques and experiential learning. At the end of their studies, our graduates are fluent in at least two international languages, have solid knowledge of business across different sectors and regions, as well as strong digital skills.

Our school and its UNESCO Chair for Business Administration in Foreign Languages contribute to achieving the UN's Sustainable Development Goals through high quality education, research and lifelong learning programs, entrepreneurship, digital and clean energy initiatives, partnerships for sustainability across communities and cities.

Our study programs are compatible with similar programs across the world and prepare our students for the current and future labor market, both in the corporate world and the start-up ecosystem, at national and international level.

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### Why choose MAENT?

### ENTREPRENEURSHIP DRIVEN

The M.A. in Entrepreneurship is tailored to meet the needs of the future generation of entrepreneurs. Let yourself be guided by your mentors and find your path in the everchanging and highly competitive world of business.

#### GET YOUR FUNDING IN CLASS

Your teachers will also be your business angels, as well! Our seminars are also conducted by our venture capital partners who bring you the opportunity that takes you closer to the world of business and gets your start-up idea pitched and running.

## GLOBAL OPPORTUNITIES

Get access to top worldwide Universities via our Erasmus partnerships. Immerse yourself in new cultures and meet your potential international partners.

#### SKILL SET APPROACH

Our program provides foundational entrepreneurial knowledge you need to start your business. The learning environment will challenge you to think unconventionally and generate innovative business ideas.

#### CARRER VISIONING

The M.A. in Entrepreneurship is designed to provide you with the necessary tools for starting new independent businesses or for working in advisory roles for new venture start-ups. In addition, you will be part of a like-minded community as passionate and goal-driven as you.

### **Key Learning Pillars**

#### 1<sub>MANAGEMENT</sub>

Discover the environment of your future business. This pillar is an incentive for innovation and continuous search for new markets and further development.

- Digital transformation and agile management
- Growth strategies
- Supply chain and purchasing management
- Sustainable business models
- Internship
- Ethics and academic integrity

#### 2 MARKETING AND INNOVATION

Good relationships, both inside and outside the business, have a major impact on its performance. The subjects in this pillar teach you how to build connections with employees, partners and customers

- Business Environment Analysis
- Understanding consumer needs
- Design Thinking, Creativity and Innovation
- Prototyping and Product Development





#### 3 OPERATIONS

This pillar focuses on business operations and decision making, through data analysis, as well as negotiation techniques.

- Sales Management and Negotiations Skills
- Organization and Team Management
- Communication and Responsible
- Leadership
- Entrepreneurial Law
- Scientific Seminar Business Plan Writing

#### 4 FINANCE

Learn how to finance your business and get your idea pitched by real venture capitalists, who will assess you throughout your studies. Then, find out essential techniques for managing your business right.

- Quantitative and Qualitative Analysis for Business
- Cost Management and Budgeting
- Risk Management
- Raising Finance or Business

### Alumni testimonials



The decision to study at FABIZ was one of the best decisions. I already started my entrepreneurial journey and I decided to learn more about Business Administration so I could increase my business understanding. I learnt from teachers with practical experience, open to help and provide introductions to other people in the field. I was part of a diverse group of colleagues, some of them with international experience. If you consider pursuing the entrepreneurial path, FABIZ will equip you with knowledge and skill sets that are so important in the difficult art of getting.

Denis TODIRICĂ | Co-Founder Horeca Orders and Co-founder /Organizer - Tech & Startup

Studying at FABIZ was more than a simple stage of my life. I was raised in a family of entrepreneurs, so in a way I was already open to business. At the age of 23 I founded my first business, a fashion atelier/company. The theoretical background and the entrepreneurial experience during university helped me establish a new Romanian fashion brand which currently employs 40 people. For a wonderful experience during and after, I highly recommend this master program.

Diana MIREA | Founder of Miss One





I chose FABIZ because I always wanted to be my own boss, not to depend on anyone and to do exactly what I like. I know that the faculty has a community of professors and cool projects that will help me develop very well professionally. Why a master's degree? Because I wanted to learn other new things and meet other people passionate about entrepreneurship.

Eduard MORARU | CEO & Founder Meditoo.ro & StudentNews.info.

During the FABIZ studies, I have learned a lot about business administration. With the acummulated knowledge I have started and progressively develop more and more my own business. I appreciate a lot the support of the faculty, the advice from the professors who are also working in the business sector. helping me face the threats of the business life, but especially for the space offered for developing office stuff by this amazing faculty. After all these years, I consider that studying especially entrepreneurship and business administration at FABIZ was a great launch pad for my entrepreneurial career, and this can hold true also for each and every one of you!

Mihai BĂLASA | Founder of BALMIX.ro



### **Faculty**



Sorin ANAGNOSTE Associate professor



Mihail BUŞU Associate professor



Costin CIORA Lecturer



Roxana CLODNIȚCHI Lecturer



Mihaela-Cornelia DAN Professor



Ionela DUMITRU Associate Professor



Ovidiu Ioan DUMITRU Associate professor



Valentina GHINEA Associate professor



Cristian NEGRUȚIU

Lecturer



Bogdan NISTOREANU Associate Professor



Marian OANCEA Lecturer



Carmen PĂUNESCU Professor



**Vlad ROŞCA** Associate professor



Daniela STAICU Lecturer



Stere STAMULE Lecturer



Vanesa TEODORESCU Lecturer

### Business Experts and International Faculty



Andrei PERIANU Co-founder & COO Bankata



Oana RADU Career Counselor (GCDF)



Cătălina SOFRON Business Owner & Mentor Business Reshape



Shahar HILEL Head of Technology



Laura LANDSCHEK Co-Founder Decode One



**Dragoş STOICA** Country Manager Brilio



Stefan STAVROSITU CEO BCR Asigurari de Viata-Vienna insurance Group



Richard BAILEY Lecturer ings College London



Claude CHAILAN Lecturer EM Strasbourg



Francesco DI LORENZO Lecturer Copenhagen Business School



Ksenija DJURICIC Lecturer EM Strasbourg



Dana LANDAU-RAVIV Lecturer Tel Aviv University



Chantal MOLL DE ALBA Lecturer Barcelona University



Cristina SAMBROOK Lecturer Birmingham Business School



Ivan Angelov SNIMKA Lecturer Sofia University St. Kliment Ohdriski

### Why study abroad with MAENT?

Here are some of the Universities that have an Erasmus for Graduates partnership with FABIZ for the year 2025 - 2026:



Katholieke Universiteit – KU Leuven – Faculty of Economics and Business, Brussels Campus



BI Norwegian Business School (Norway)



Université de Strasbourg Ecole de Management



Lazarski University – Varsovia



Université Catholique de Lille – IESEG School of Management, Campus Lille and Campus Paris



Upper Austria University of Applied Sciences - Campus Steyr



Université de Bordeaux

+75

Erasmus partnerships for graduate students in the Academy of Economic Studies, taught in English

+30

Erasmus partnerships that are taught in French or German

### Entrepreneurship events

#### WORKSHOP: From Initial Idea to Exit

SAS ASE organized the "From Initial Idea to Exit" workshop on May 20, 2025, co-moderated by Madalina Deaconu (SAS co-moderator) together with Tiberiu Iacomi, an entrepreneur with strategic thinking and a practical spirit, along with special guest Mircea Capatina (co-founder of SmartBill & "Imperiul Leilor" investor).

We started from Mircea's firsts from the lines of code in SmartBill to the key moments from the "Imperiul Leilor" show — and delved deeper: launching an MVP, crucial pivot decisions, exit planning, concrete steps for building a successful startup in Romania. The atmosphere was extremely interactive, with over 40 students involved with questions, live polls, and case studies. The authentic vibe and energy in the room showed us how many interests there are for entrepreneurship at ASE.

The spotlight then turned to our amazing speaker:

 Mircea Capatina, co-founder of SmartBill & investor at "Imperiul Leilor"



The event on 20th of May 2025 at ASE



### Entrepreneurship events

#### WORKSHOP: How to pitch your business idea

SAS organized the workshop "How to pitch your business idea" on May 29, 2025, held by Bogdan Nicoară, CEO and co-founder of Bright Spaces, together with Cristian Negrutiu, Founding Partner at Sparking Capital and Lecturer at the Faculty of Business Administration in foreign languages (FABIZ-ASE).

It was an incredibly valuable session, full of practical advice and relevant examples on how to present your business idea in a convincing and memorable way. Students particularly appreciated the insights on the importance of pitch structure, how to identify and respond to the needs of the audience, and, most importantly, how to convey the passion and vision behind your business.



 Bogdan Nicoară, CEO and cofounder of Bright Spaces



 Cristian Negrutiu, Founding Partner at Sparking Capital and Lecturer at FABIZ-ASE

### Our networking study visits

#### **SOFIA**

During 7th -11th April 2025, our students from the program "Master in Entrepreneurship", participated in a traineeship program organized in Sofia to discover the Bulgarian entrepreneurial ecosystem.

The visit implied student meetings at the Bulgarian SME Promotion Agency (BSMEPA), Sofia Tech Park, and BESCO - The Bulgarian Entrepreneurial Association. The insights shared during these visits greatly enhanced our understanding of the local entrepreneurial field. In the second part of the week, the students visited several organizations, ranging from venture capital funds, like LAUNCHub Ventures and Eleven Ventures to companies like Emag and Flip.

The students discovered together the thriving entrepreneurial life from Bulgaria, share experiences, ideas, future projects and, last, but not least, have fun together.







#### IAŞI

Between 26 and 29 November 2024, part of our first and second year students, together with their professors Daniela Staicu and Cristian Negrutiu from Sparking Capital, were on a study trip to the city of Iași.

At @FabLab, Dan Zaharia illustrated the vibrant history of entrepreneurship in Iaşi, demonstrating how impactful individuals can be. Tudor-Mihai Tarţa hosted an event at Zbor România, where young entrepreneurs and seasoned mentors shared experiences and valuable lessons. At Digital Innovation Zone EDIH, Cristina Baghiu and the professors from Universitatea Tehnică "Gheorghe Asachi" din Iaşi showcased the seamless integration of technology, education, and business to foster sustainable and successful start-ups.

A highlight of the visit was Wonder Drift, where Mihai Cioclu shared the story of building a new business with passion, enthusiasm, and joy. This innovative educational park provided an exciting and enriching experience for the students.

# Entrepreneurship and Venture Capital

InnovX is a complete approach to innovation, which allows you to take your startup from idea to product and market validation in less than 3 months.

InnovX accelerated 110 innovators: 45 Grinders, 39 Startups and 26 Scaleups.

™



SPARKING CAPITAL - is an early stage, Venture Capital fund backing entrepreneurs with unique industry insights, powerful vision, passion, courage and excellence in the execution of their plans.

Sparking Capital focuses on pre-seed & seed investments. They are industry agnostic but prefer investments in consumer internet, marketing-tech, supply chain-tech, fin-tech, property-tech, circular economy-tech startups with differentiating value propositions, disruptive business models which have the potential to become national champions and/or scale up fast internationally.

### Our business partners











Industrie- und Handelskammer Camera de Comerţ şi Industrie Româno-Germană























### Life at FABIZ















### Admission Process

Online registration on admitere.ase.ro: 17th - 21st July 2025 (Thu-Mon), Monday until 16:00

Details and applications at: http://entrepreneurship.fabiz.ase.ro/admission/

Physical interview (knowledge assessment, according to the bibliography) 24th July 2025

Admission to master's degree programs is based on a competitive process, with candidates ranked according to their admission average, calculated as a weighted average of:

- Results of the specialty test 40%
- Final grade of the undergraduate (bachelor's) degree 60%

In the specialty test, the candidate will conduct an interview based on the admission bibliography and will present a business idea. The minimum overall score required to be declared admitted is 60 points (equivalent to a grade of 6.00).

Registration of the contestations regarding the oral exam/specialty assessment (interview) via e-mail:

registratura@ase.ro between until 10:00 (25th July)

Publication of the preliminary admission results (25th July)

Fubication of the premimary admission results (25th )u

Place confirmation 26th-28th July (Sat-Mon)

Number of places

Romania, EU, EEE

Budget places (no tuition fees)

36

Tuition fee places

5

Other places (special conditions)

14

Fees

Romania, EU, EEE (in RON)

Aplication fee 250
Tuition fee/year 10.000

Confirmation of the subsidized places is done by submitting the baccalaureate diploma, the bachelor diploma and transcripts.

Confirmation of the places with fee is done by submitting the proof of payment of ½ of the yearly tuition fee (payment channels: admitere.ase.ro or bank transfer) and of the baccalaureate diploma, the bachelor diploma and transcripts.

Submitting the diplomas: 26th -28th July (Sat-Mon), Monday, July 28th until 14.00.
 Payment of 1/2 of the annual tuition fee: 26th -28th July (online on admitere.ase.ro)
 Registration of withdrawals is also done during this period through admitere.ase.ro.

Final list of admitted candidates: Jul 29th (Tue)

Academic year start (1 October) & signing of tuition contracts (by the 22 October)

More information on registration, exams and the final results will be published on
admitere.ase.ro during the admission period.

The Master in Entrepreneurship (MAENT) program is a dynamic, practice-driven journey designed to equip future founders with the skills and mindset to launch and grow successful ventures.

With access to experienced entrepreneurs, real-world projects, and an international learning environment, the program offers a strong foundation for aspiring innovators.

We invite ambitious students to join and turn their ideas into impactful businesses!

Lecturer **Cristian NEGRUȚIU**PhD

Program Manager

#### FIND OUT MORE:

- FABIZ, Calea Grivitei, nr. 2-2A, district 1, Bucharest
- http://entrepreneurship.fabiz.ase.ro
- entrepreneurship@fabiz.ase.ro
  - https://www.facebook.com/ASE.FABIZ





