COMSATS Institute of Information Technology
Registrar Office, Principal Seat, Islamabad
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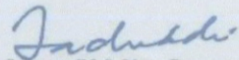No: CIIT-Reg/Notif- 633/11/1441   October 27, 2011

Notification

It is hereby notified that the Board of Studies for Management Sciences in its 19th meeting held on October 18, 2011 approved/recommended the SoS of <u>Bachelor of Science in Business Administration</u> program mentioned in the <u>course catalog 2006-07</u> for the students admitted in Bachelor of Science in Business Administration program, Spring <u>2008</u> of CIIT Lahore Campus.

In anticipation to the approval of the Board of Faculty of Business Administration, the Dean, Faculty of Business Administration, CIIT, has allowed to notify the above mentioned Scheme of Studies.

This issues with the approval of Competent Authority.

Nadeem Uddin Qureshi
Additional Registrar

Distribution:
1. Dean, Faculty of Business Administration, CIIT
2. Director, CIIT Lahore Campus
3. Chairman, Department of Management Sciences, CIIT
4. In charge(Academics), CIIT Lahore Campus
5. Head of Department, CIIT Lahore Campus
6. Controller of Examinations, CIIT
7. Incharge, Examinations Department, CIIT Lahore Campus

CC:
1. Registrar, CIIT
2. PS to Rector, CIIT

Course Catalogue 2006-07
BBA - SP'08

SP08
FA07
SP07

Bachelor of Science in Business Administration : BS (BA)

	Course Code	Course Title	Credit Hours	Prerequisite(s)
Semester-1	HUM100	English Comprehension and Composition	3(3, 0)	
	MTH108	Business Math I	3(3, 0)	
	CSC101	Introduction to Computing	3(2, 1)	
	ECO100	Micro Economics	3(3, 0)	
	HUM110	Islamic Studies	3(3, 0)	
	MGT100	Introduction to Business	3(3, 0)	
			18(17, 1)	
Semester-2	MGT101	Introduction to Management	3(3, 0)	
	ECO101	Macro Economics	3(3, 0)	
	MTH109	Business Math II	3(3, 0)	MTH108
	MGT130	Accounting I	3(3, 0)	
	HUM102	Report Writing Skills	3(3, 0)	HUM100
	HUM111	Pakistan Studies	3(3, 0)	
			18(18, 0)	
Semester-3	MTH161	Introduction to Statistics	3(3, 0)	
	MGT230	Accounting II	3(3, 0)	MGT130
	MGT210	Fundamental of Marketing	3(3, 0)	
	ECO200	Introduction to Development Economics	3(3, 0)	ECO101
		Humanities Elective I	3(3, 0)	
	HUM200	Business Communication Workshop	3(3, 0)	HUM100
			18(18, 0)	
Semester-4	MGT232	Business Finance	3(3, 0)	MGT130
	MGT200	Management Practices	3(3, 0)	MGT101
	CSC373	Management Information Systems	3(3, 0)	CSC101
	MGT231	Cost Accounting	3(3, 0)	MGT130
	MTH264	Statistical Inference	3(3, 0)	MTH161
			15(15, 0)	
Semester-5	LAW300	Corporate Law	3(3, 0)	
	MGT330	Financial Management	3(3, 0)	MTH161, MGT232
	MGT300	Organizational Behavior	3(3, 0)	MGT101
	MGT301	Research Tools and Techniques	3(3, 0)	MTH264
	MGT310	Marketing Management	3(3, 0)	MGT210
			15(15, 0)	
Semester-6	MGT362	Production and Operations Management	3(3, 0)	MTH109, MGT101
	CSC330	E-Commerce	4(3, 1)	CSC101
	MGT350	Human Resource Management	3(3, 0)	MGT200
	MGT380	Global Business Management	3(3, 0)	MGT210, ECO200
		Humanities Elective II	3(3, 0)	
			16(15, 1)	
Summer	MGT500	Internship	3(3, 0)	
Semester-7		Language Elective	3(3, 0)	
	MGT403	Entrepreneurship	3(3, 0)	MGT200, MGT210
	MGT463	Productivity and Quality Management	3(3, 0)	MGT362
		Specialization Elective I	3(3, 0)	
		Specialization Elective II	3(3, 0)	
			15(15, 0)	
Semester-8	MGT433	Financial Institutions	3(3, 0)	MGT330
	MGT501	Strategic Management	3(3, 0)	MGT200, MGT310, MGT330
	MGT461	Project Management	3(3, 0)	MGT200, MGT362
		Specialization Elective III	3(3, 0)	
		Specialization Elective IV	3(3, 0)	
			15(15, 0)	

Total: 8-Semesters   Total: 133 Credit Hours

Elective Courses:

Language Electives

Course Code	Course Title	Credit Hours	Prerequisite(s)
HUM430	French	3(3, 0)	
HUM431	German		
HUM432	Arabic		
HUM433	Persian		

Humanities Elective I and II

HUM220	Introduction to Psychology	3(3, 0)	
HUM221	International Relations	3(3, 0)	
HUM223	Introduction to Philosophy	3(3, 0)	
HUM320	Introduction to Sociology	3(3, 0)	
HUM310	Islamic History	3(3, 0)	

Marketing Specialization

Course Code	Course Title	Credit Hours	Prerequisite(s)
MGT510	Consumer Behavior	3(3, 0)	MGT310
MGT511	International Marketing	3(3, 0)	MGT310
MGT512	Cyber Marketing	3(3, 0)	MGT310
MGT513	New Product Development	3(3, 0)	MGT310
MGT514	Integrated Marketing Communications	3(3, 0)	MGT310
MGT515	Brand Management	3(3, 0)	MGT310
MGT516	Service Marketing	3(3, 0)	MGT310
MGT517	Industrial Marketing	3(3, 0)	MGT310
MGT518	Marketing Research	3(3, 0)	MGT310
MGT519	Strategic Marketing	3(3, 0)	MGT310
MGT520	Advertising and Event Management	3(3, 0)	MGT310
MGT521	Sales Force Management	3(3, 0)	MGT310
MGT522	Marketing of IT and Telecom Products	3(3, 0)	MGT310
MGT523	Customer Relation Marketing	3(3, 0)	MGT310
MGT524	Agriculture Marketing	3(3, 0)	MGT310
MGT525	Seminar in Marketing	3(3, 0)	MGT310

Finance Specialization

Course Code	Course Title	Credit Hours	Prerequisite(s)
MGT530	International Finance	3(3, 0)	MGT330
MGT531	Investment and Portfolio Management	3(3, 0)	MGT330
MGT532	Advance Financial Management	3(3, 0)	MGT330
MGT533	International Financial Institutions	3(3, 0)	MGT330
MGT534	Credit Management	3(3, 0)	MGT330
MGT535	Corporate Finance	3(3, 0)	MGT330
MGT536	Commercial Banking	3(3, 0)	MGT330
MGT537	Financial Statement Analysis	3(3, 0)	MGT330
MGT538	Business Taxation	3(3, 0)	MGT330
MGT539	Islamic Finance	3(3, 0)	MGT330
MGT540	Seminar in Finance	3(3, 0)	MGT330
MGT541	Real Estate Finance	3(3, 0)	MGT330

Human Resource Management Specialization

Course Code	Course Title	Credit Hours	Prerequisite(s)
MGT550	Crisis and Conflict Management	3(3, 0)	MGT350
MGT551	Human Resource Development	3(3, 0)	MGT350
MGT552	Compensation Management	3(3, 0)	MGT350
MGT553	Human Resource Information Management	3(3, 0)	MGT350
MGT554	Organizational Development and Change Management	3(3, 0)	MGT350
MGT555	Performance and Career Management	3(3, 0)	MGT350
MGT556	International HRM	3(3, 0)	MGT350
MGT557	Strategic HRM	3(3, 0)	MGT350
MGT558	Employee Relation Management	3(3, 0)	MGT350
MGT559	Seminar in HRM	3(3, 0)	MGT350

Information Technology Specialization

Course Code	Course Title	Credit Hours	Prerequisite(s)
CSC501	Seminars in IT for Businesses	3(3, 0)	CSC373
CSC536	Web Technologies and Programming	3(3, 0)	CSC373
CSC552	Virtual Reality for Entrepreneurship	3(3, 0)	CSC373
CSC561	Knowledge Management and Information Technology	3(3, 0)	CSC373
CSC571	Distributed Database Systems for Business	3(3, 0)	CSC373
CSC572	Managing Business Databases	3(3, 0)	CSC373
CSC573	Business Management Information Systems	3(3, 0)	CSC373
CSC581	Business System Development	3(3, 0)	CSC373
CSC582	Legal Framework for IT Businesses	3(3, 0)	CSC373
CSC591	Applied Software Engineering for Business	3(3, 0)	CSC373
CSC595	Business Enterprise Resource Planning	3(3, 0)	CSC373

Note:

i. In a semester system, courses are normally defined in terms of credit hours. Some courses have further subdivision into theory and lab work. One credit hour of theory is normally equal to one lecture hour in the class room per week per semester. One credit hour of lab work, however, is equivalent to three contact hours in the lab per week per semester.

ii. Courses with prerequisites can only be registered if the prerequisite courses have been passed.