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2) ACE

# COMSATS Institute of Information Technology

(Directorate of Academics)

No.CIIT-Dir(Acad)/Notif- 273

February 3, 2010

## NOTIFICATION

Consequent upon approval of the competent authority / for the Scheme of Studies for dual degree program with Lancaster University, UK, for Bachelor of Science in Business Administration, BS (BA) effective from Fall 2009 is hereby notified for the students enrolled in the CIIT Lahore campus.

### Scheme of Studies

| Code         | Course Title                          | Credit Hours |
|--------------|---------------------------------------|--------------|
| (Semester-1) |                                       |              |
| MTH108       | Business Mathematics I                | 3(3, 0)      |
| HUM100       | English Comprehension and Composition | 3(3, 0)      |
| CSC101       | Introduction to Computing             | 3(2, 1)      |
| MGT100       | Introduction to Business              | 3(3, 0)      |
| HUM110       | Islamic Studies                       | 3(3, 0)      |
| ECO100       | Micro Economics                       | 3(3, 0)      |
|              | Total                                 | 18(17, 1)    |
| (Semester-2) |                                       |              |
| MGT130       | Accounting -I                         | 3(3, 0)      |
| MTH109       | Business Mathematics II               | 3(3, 0)      |
| MGT101       | Introduction to Management            | 3(3, 0)      |
| ECO101       | Macro Economics                       | 3(3, 0)      |
| HUM111       | Pakistan Studies                      | 3(3, 0)      |
| HUM102       | Report Writing Skills                 | 3(3, 0)      |
|              | Total                                 | 18(18, 0)    |
| (Semester-3) |                                       |              |
| MGT230       | Accounting -II                        | 3(3, 0)      |
| ECO200       | Introduction to Development Economics | 3(3, 0)      |
| HUMxxx       | Humanities Elective-1                 | 3(3, 0)      |
| MGT210       | Fundamentals of Marketing             | 3(3, 0)      |
| MTH161       | Introduction to Statistics            | 3(3, 0)      |
| HUM200       | Business Communication Workshop       | 3(3, 0)      |
|              | Total                                 | 18(18, 0)    |
| (Semester-4) |                                       |              |
| MGT232       | Business Finance                      | 3(3, 0)      |
| MGT231       | Cost Accounting                       | 3(3, 0)      |





# COMSATS Institute of Information Technology

(Directorate of Academics)

|                     |                                      |             |
|---------------------|--------------------------------------|-------------|
| CSC373              | Management Information System        | 3(3, 0)     |
| MGT200              | Management Practices                 | 3(3, 0)     |
| MGTxxx              | Language Elective                    | 3(3, 0)     |
| HUMXXX              | Humanities Elective-II               | 3(3, 0)     |
| Total               |                                      | 18(18, 0)   |
| (Semester-5)        |                                      |             |
| MGT330              | Financial Management                 | 3(3, 0)     |
| MGT310              | Marketing Management                 | 3(3, 0)     |
| MGT300              | Organizational Behavior              | 3(3, 0)     |
| MTH264              | Statistical Inference                | 3(3, 0)     |
| MGT301              | Research Tools and Techniques        | 3(3, 0)     |
| Total               |                                      | 15(15, 0)   |
| (Semester-6)        |                                      |             |
| MGT350              | Human Resource Management            | 3(3, 0)     |
| MGT500              | Internship*                          | 3(3, 0)     |
| CSC330              | E-Commerce                           | 4(3, 1)     |
| MGT380              | Global Business Management           | 3(3, 0)     |
| MGT362              | Production and Operations Management | 3(3, 0)     |
| LAW300              | Corporate Law                        | 3(3, 0)     |
| Total               |                                      | 19(18, 1)   |
| (Semester-7)        |                                      |             |
| MGT403              | Enterprenuership                     | 3(3, 0)     |
| MGT407              | Contemporary issues in Management    | 3(3, 0)     |
| MGT405              | Leadership and Ethics                | 3(3, 0)     |
| MGT5xx              | Elective I                           | 3(3, 0)     |
| MGT5xx              | Elective II                          | 3(3, 0)     |
| Total               |                                      | 15(15, 0)   |
| (Semester-8)        |                                      |             |
| MGT461              | Project Management                   | 3(3, 0)     |
| MGT501              | Strategic Management                 | 3(3, 0)     |
| MGT433              | Financial Institutions               | 3(3, 0)     |
| MGT5xx              | Elective III                         | 3(3, 0)     |
| MGT5xx              | Elective IV                          | 3(3, 0)     |
| MGT5xx              | Elective V                           | 3(3, 0)     |
| Total               |                                      | 18(18, 0)   |
| Total Credit Hours: |                                      | 139(137, 2) |

"Students should complete the degree with at least 9 courses at 400 series or 500 series level. In meeting this depth of study requirement, students should choose their five specialization electives at 500 series level so that as a minimum there should be at least two electives in each of two of the three specialization areas





# COMSATS Institute of Information Technology

(Directorate of Academics)

(Marketing, Finance, or Human Resource Management). The remaining specialization elective can either extend specialization in one of these two areas, or be in the third specialization area".

\*Internship will be conducted in summer and grades will be awarded in the next semester.

Optional courses (refer to/attach a separate list if necessary)

## Elective: Institutional Courses

### Finance Electives

| Course Code | Course Title                         | Credit Hours | Prerequisite(s) |
|-------------|--------------------------------------|--------------|-----------------|
| MGT526      | Marketing Financial Services         | 3(3,0)       | MGT310, MGT350  |
| MGT530      | International Finance                | 3(3,0)       | MGT330          |
| MGT531      | Investment 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 Electives

| Course Code | Course Title                                 | Credit Hours | Prerequisite(s) |
|-------------|--|--------------|-----------------|
| MGT550      | Crisis & 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      | Organization Development & Change Management | 3(3,0)       | MGT350          |
| MGT555      | Performance & 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          |

### Marketing Electives

| 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          |





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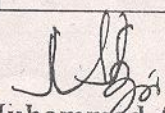
|         |                                     |        |        |
|---------|-------------------------------------|--------|--------|
| MGT513  | New Product Development             | 3(3,0) | MGT310 |
| MGT514  | Integrated Marketing Communications | 3(3,0) | MGT310 |
| MGT515  | Brand Management                    | 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 & Event Management      | 3(3,0) | MGT310 |
| MGT 521 | Sales Force Management              | 3(3,0) | MGT310 |
| MGT522  | Marketing of IT & Telecom Products  | 3(3,0) | MGT310 |
| MGT523  | Customer Relation Marketing         | 3(3,0) | MGT310 |
| MGT524  | Agricultural Marketing              | 3(3,0) | MGT310 |
| MGT525  | Seminar in Marketing                | 3(3,0) | MGT310 |

## Language Electives

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

## Humanities Elective I and II

| Course Code | Course Title               | Credit Hours | Prerequisite(s) |
|-------------|----------------------------|--------------|-----------------|
| 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)       |                 |

  
(Dr Muhammad Azim)  
Director Academics

## Distribution:

1. All Directors CIIT System
2. Dean Faculty of Business Administration
3. Controller of Examinations, CIIT
4. Chairman, Department Management Sciences, CIIT
5. All HoDs / Incharges in the department of Management Sciences
6. Additional Registrar (Academics), CIIT, Islamabad Campus

## CC:

- i. Registrar CIIT
- ii. PS to Rector