

SP09
FA08

COURS later 2008-09
BBA-SP-09

Department of Management Sciences

Bachelor of Science in Business Administration
BS (BA)



Scheme of Studies

Semester 1

Course Code	Course Title	Credit Hours	Prerequisite(s)
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

Course Code	Course Title	Credit Hours	Prerequisite(s)
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

Course Code	Course Title	Credit Hours	Prerequisite(s)
MTH161	Introduction to Statistics	3(3, 0)	
MGT230	Accounting II	3(3, 0)	MGT130
MGT210	Fundamentals 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

Course Code	Course Title	Credit Hours	Prerequisite(s)
MGT232	Business Finance	3(3, 0)	MGT130
MGT200	Management Practices	3(3, 0)	MGT101
CSC373	Management Information Systems	3(2, 1)	CSC101
MGT231	Cost Accounting	3(3, 0)	MGT130
MTH264	Statistical Inference	3(3, 0)	MTH161
		15(14, 1)	

Semester 5

Course Code	Course Title	Credit Hours	Prerequisite(s)
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

Course Code	Course Title	Credit Hours	Prerequisite(s)
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

Course Code	Course Title	Credit Hours	Prerequisite(s)
MGT500	Internship	3(3, 0)	

Semester 7

Course Code	Course Title	Credit Hours	Prerequisite(s)
	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

Course Code	Course Title	Credit Hours	Prerequisite(s)
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)	

Grand Total: 133 Credit Hours

Note:

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

Elective Courses:

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

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 Management	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)
MGT526	Marketing Financial Services	3(3, 0)	
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(2, 1)	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