



COMSATS Institute of Information Technology

(Directorate of Academics)

No.CIIT-Dir(Acad)/Notif-136

September 15, 2009

FA09
SP10
FA10
SP11

NOTIFICATION

Consequent upon approval of the competent authority / for the Scheme of Studies for Bachelor of Science in Business Administration, BS (BA) effective from Fall 2009 is hereby notified for the students enrolled in the CIIT System.

Scheme of Studies

8 Semesters
133 Credit Hours

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 |

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|--------|-----------------------|------------------|--------|
| 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.

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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 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) |
|-------------|--------------|--------------|-----------------|
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|--------|--|---------|--------|
| 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 |


(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 of Management Sciences, CIIT
5. All HoDs / Incharges in the department of Management Sciences
6. Additional Registrar (Academics)

CC:

- i. Registrar CIIT
- ii. PS to Rector









