

COMSATS Institute of Information Technology
Registrar Office, Principal Seat, Islamabad

No: CIIT-Reg/Notif-666/11/477

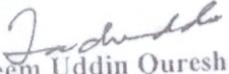
October 31, 2011

Notification

It is hereby notified that the Board of Studies for Management Sciences in its 19th meeting held on October 18, 2011 approved/recommended that the SoS of Fall 2011 for Master of Business Administration (MBA-1.5 years) Program shall be applicable to the students admitted in Fall 2010 & Spring 2011 at CIIT System and also approved the equivalency of courses for the said batches (**Attached at Annex-A**).

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. All Directors, CIIT Campuses
3. Chairman, Department of Management Sciences, CIIT
4. In charge(Academics), CIIT Campuses
5. Head of Department, CIIT Campuses
6. Controller of Examinations, CIIT
7. Incharge, Examinations Department, CIIT Campuses

CC:

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

Annex-A

SoS offered to MBA(1.5 years) Batch Fall 2010				Approved SoS for MBA(1.5 years) Batch Fall 2011		
Semester No & Session	Course Code	Course Title	Cr. Hrs	Course Code	Course Title	Cr. Hrs
1 st – Fall 2010	MGT435	Advanced Accounting	3(3, 0)	MGT680	Issues in Accounting Practices	3(3, 0)
1 st – Fall 2010	MGT411	Applied Marketing Strategies	3(3, 0)	MGT681	Applied Marketing Strategies	3(3, 0)
1 st – Fall 2010	ECO403	Managerial Economics	3(3, 0)	ECO682	Managerial Economics	3(3, 0)
1 st – Fall 2010	MGT404	Quantitative Analysis	3(3, 0)	MGT683	Quantitative Business Analysis	3(3, 0)
2 nd – Spring 2011	MGT434	Financial Decision Making	3(3, 0)	MGT684	Financial Decision Making	3(3, 0)
2 nd – Spring 2011	MGT401	Corporate Governance	3(3, 0)	MGT610	Corporate Social Responsibility	3(3, 0)
2 nd – Spring 2011	MGT514	Integrated Marketing Communications	3(3, 0)	MKT756	Advances in Integrated Marketing Communication	3(3, 0)
2 nd – Spring 2011	MGT519	Strategic Marketing	3(3, 0)	MKT770	Marketing and Organizational Strategy	3(3, 0)
2 nd – Spring 2011	MGT536	Commercial Banking	3(3, 0)	FNC717	Managing Financial Institutions	3(3, 0)
2 nd – Spring 2011	MGT535	Corporate Finance	3(3, 0)	FNC715	Capital Budgeting and Financial Planning	3(3, 0)

SoS offered to MBA(1.5 years) Batch Spring 2011				Approved SoS for MBA(1.5 years) Batch Fall 2011		
Semester No & Session	Course Code	Course Title	Cr. Hrs	Course Code	Course Title	Cr. Hrs
1 st – Spring 2011	MGT435	Advanced Accounting	3(3, 0)	MGT680	Issues in Accounting Practices	3(3, 0)
1 st – Spring 2011	MGT411	Applied Marketing Strategies	3(3, 0)	MGT681	Applied Marketing Strategies	3(3, 0)
1 st – Spring 2011	ECO403	Managerial Economics	3(3, 0)	ECO682	Managerial Economics	3(3, 0)
1 st – Spring 2011	MGT404	Quantitative Analysis	3(3, 0)	MGT683	Quantitative Business Analysis	3(3, 0)

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**COMSATS Institute of Information Technology
Registrar Office, Principal Seat, Islamabad**

No: CIIT-Reg/Notif-**714/11/1553**

November 30, 2011

Notification

Scheme of Studies of Master of Business Administration (1.5 years)

It is hereby notified that the Board of Advanced Studies and Research (BASAR) in its 13th meeting held on September 26, 2011 approved the following Scheme of Studies of the Master of Business Administration, MBA (1.5 years) effective from Fall 2011 onwards:

	<u>No. of Courses</u>	<u>Credit Hours</u>
1. MBA Course Work		
1) Core Courses (List attached)	07	21
2) Elective Courses (List attached)	04	12
Total Credit Hours of course work		33
2. Project/Internship		03
3. Total Credit Hours of the Program		36

This issues with approval of the Competent Authority and in supersession of notification No. CIIT-Reg/Notif-506/11/1272 dated August 24, 2011.

Nadeem Uddin Qureshi
Nadeem Uddin Qureshi
Additional Registrar

Encl: (pages 05 including this page)

Distribution:

1. Dean Faculty of Business Administration, CIIT
2. Dean of Research, Innovation and Commercialization (DORIC), CIIT
3. All Directors CIIT System
4. Chairman, Department of Management Sciences, CIIT
5. All Incharges, Academic Sections, CIIT Campuses
6. All HoD's/Incharges, Department of Management Sciences, CIIT Campuses
7. Controller of Examinations, CIIT
8. All Incharges, Examination Departments, CIIT Campuses

CC:

1. Registrar, CIIT
2. PS to Rector

List of Core Courses

S.No	Course Code	Course Title	Credit Hours	Pre-requisite(s)
1.	MGT610	Corporate Social Responsibility	3(3, 0)	
2.	MGT680	Issues in Accounting Practices	3(3, 0)	
3.	MGT681	Applied Marketing Strategies	3(3, 0)	
4.	MGT683	Quantitative Business Analysis	3(3, 0)	
5.	MGT684	Financial Decision Making	3(3, 0)	MGT680
6.	MGT686	Seminar in Public and Business Policies	3(3, 0)	
7.	ECO682	Advanced Managerial Economics	3(3, 0)	

Project/ Internship

S.No	Course Code	Course Title	Credit Hours	Pre-requisite(s)
1.	MGT650	Project/ Internship	3(3, 0)	

List of Elective Courses**1) Marketing Specialization**

S.No	Course Code	Course Title	Credit Hours	Pre-requisite(s)
1.	MKT765	Managing Products and Brands	3(3, 0)	MGT681
2.	MKT770	Marketing and Organizational Strategy	3(3, 0)	MGT681
3.	MKT771	Topics in Consumer Behavior	3(3, 0)	MGT681
4.	MKT772	Global Marketing	3(3, 0)	MGT681
5.	MKT773	Relationship Marketing	3(3, 0)	MGT681
6.	MKT774	Advertising and Public Relations	3(3, 0)	MGT681
7.	MKT775	Sales Management	3(3, 0)	MGT681
8.	MKT776	Marketing in Service Sector	3(3, 0)	MGT681

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S.No	Course Code	Course Title	Credit Hours	Pre-requisite(s)
9.	MKT777	E-Marketing	3(3, 0)	MGT681
10.	MKT778	Social, Nonprofit and Public Sector Marketing	3(3, 0)	MGT681
11.	MKT779	Business to Business Marketing	3(3, 0)	MGT681
12.	MKT780	Seminar in Advertising Policies	3(3, 0)	MGT681
13.	MGT756	Advances in Integrated Marketing Communication	3(3, 0)	MGT681

2) Finance Specialization

S.No	Course Code	Course Title	Credit Hours	Pre-requisite(s)
1.	FNC710	Insurance and Risk Management	3(3, 0)	MGT684
2.	FNC711	Multinational Financial Management	3(3, 0)	MGT684
3.	FNC712	Financial Markets and Institutions	3(3, 0)	MGT684
4.	FNC713	Entrepreneurial and Small Business Finance	3(3, 0)	MGT684
5.	FNC714	Issues and Decision Making in Management Accounting	3(3, 0)	MGT684
6.	FNC715	Capital Budgeting and Financial Planning	3(3, 0)	MGT684
7.	FNC716	Financial Derivatives	3(3, 0)	MGT684
8.	FNC717	Managing Financial Institutions	3(3, 0)	MGT684
9.	FNC718	Applied Portfolio and Fund Management	3(3, 0)	MGT684
10.	FNC719	Venture Capital and Private Finance	3(3, 0)	MGT684
11.	FNC720	Fixed Income Securities	3(3, 0)	MGT684

3) Logistics and Supply Chain Management Specialization

S.No	Course Code	Course Title	Credit Hours	Pre-requisite(s)
1.	LSM730	Logistics Management	3(3, 0)	MGT683

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2.	LSM731	Global Class Operations	3(3, 0)	MGT683
3.	LSM732	Purchasing and Buyer Behavior	3(3, 0)	MGT683
4.	LSM733	Production/Operations Management	3(3, 0)	MGT683
5.	LSM734	Independent Study	3(3, 0)	MGT683
6.	LSM735	Operations Planning and Control	3(3, 0)	MGT683
7.	LSM736	Principles of Inventory and Materials Management	3(3, 0)	MGT683
8.	LSM738	Special Topics in Supply Chain Management	3(3, 0)	MGT683
9.	LSM739	Special Topics/Seminar	3(3, 0)	MGT683
10.	LSM743	Business Logistics	3(3, 0)	MGT683
11.	LSM744	International Logistics Management	3(3, 0)	MGT683
12.	LSM745	Strategic Sourcing and Relationship Management	3(3, 0)	MGT683
13.	LSM748	Interorganizational Behavior	3(3, 0)	MGT683
14.	LSM749	Seminar in Evolution of Logistics/SCM Research	3(3, 0)	MGT683
15.	MGT719	Advances in Supply Chain Management	3(3, 0)	MGT683

4) Human Resource Management Specialization

S.No	Course Code	Course Title	Credit Hours	Pre-requisite(s)
1.	HRM750	Personnel Resourcing	3(3, 0)	
2.	HRM751	Workforce Diversity Management	3(3, 0)	
3.	HRM753	Comparative Human Resource Management	3(3, 0)	
4.	HRM754	Advance Topics in Compensation Management	3(3, 0)	
5.	HRM755	Performance Management	3(3, 0)	
6.	HRM756	Conflict and Negotiation Management	3(3, 0)	
7.	HRM757	Talent Management	3(3, 0)	

S.No	Course Code	Course Title	Credit Hours	Pre-requisite(s)
8.	HRM758	Employee Engagement	3(3, 0)	
9.	HRM759	HRM in Public Sector of Pakistan	3(3, 0)	
10.	HRM760	Art of Leadership and Motivation	3(3, 0)	
11.	HRM761	Decision Making and Job Satisfaction	3(3, 0)	
12.	MGT711	Advanced Topic in Change Management	3(3, 0)	
13.	MGT712	Advances in Human Resource Development and Management	3(3, 0)	

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