

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

No: CIIT-Reg/Notif-56/11/1272

August 24, 2011

Notification

The Board of Faculty of Business Administration in its 11th meeting held on June 13, 2011 approved/recommended the following Scheme of Studies of the MBA (1.5 years) effective from Fall 2011.

In anticipation to the approval of the Board of Advanced Studies and Research, the Convener, BASAR has allowed to notify the above mentioned Scheme of Studies.

Scheme of Studies

Semester 1

Course Code	Course Title	Cr. Hrs.	Prerequisite(s)
MGT680	Issues in Accounting Practices	3(3, 0)	
MGT681	Applied Marketing Strategies	3(3, 0)	
ECO682	Managerial Economics	3(3, 0)	
MGT683	Quantitative Business Analysis	3(3, 0)	
		12(12, 0)	

Semester 2

Course Code	Course Title	Cr. Hrs.	Prerequisite(s)
MGT684	Financial Decision Making	3(3, 0)	MGT680
MGT610	Corporate Social Responsibility	3(3, 0)	
	Elective I	3(3, 0)	
	Elective II	3(3, 0)	
		12(12, 0)	

Semester 3

Course Code	Course Title	Cr. Hrs.	Prerequisite(s)
MGT686	Seminar in Public and Business Policies	3(3, 0)	
	Elective III	3(3, 0)	
	Elective IV	3(3, 0)	
		9(9, 0)	

Summer

Course Code	Course Title	Cr. Hrs.	Prerequisite(s)
MGT600	Project/ Internship	3(3, 0)	

Total Credit Hours = 36

Inclined

Electives Courses**Marketing Specialization**

Course Code	Course Title	Credit Hours	Prerequisite(s)
MKT765	Managing Products and Brands	3(3, 0)	MGT681
MKT770	Marketing and Organizational Strategy	3(3, 0)	MGT681
MKT771	Topics in Consumer Behavior	3(3, 0)	MGT681
MKT772	Global Marketing	3(3, 0)	MGT681
MKT773	Relationship Marketing	3(3, 0)	MGT681
MKT774	Advertising and Public Relations	3(3, 0)	MGT681
MKT775	Sales Management	3(3, 0)	MGT681
MKT776	Marketing in Service Sector	3(3, 0)	MGT681
MKT777	E-Marketing	3(3, 0)	MGT681
MKT778	Social, Nonprofit and Public Sector Marketing	3(3, 0)	MGT681
MKT779	Business to Business Marketing	3(3, 0)	MGT681
MKT780	Seminar in Advertising Policies	3(3, 0)	MGT681
MGT756	Advances in Integrated Marketing Communication	3(3, 0)	MGT681

Finance Specialization

Course Code	Course Title	Credit Hours	Prerequisite(s)
FNC710	Insurance and Risk Management	3(3, 0)	MGT684
FNC711	Multinational Financial Management	3(3, 0)	MGT684
FNC712	Financial Markets and Institutions	3(3, 0)	MGT684
FNC713	Entrepreneurial and Small Business Finance	3(3, 0)	MGT684
FNC714	Issues and Decision Making in Management Accounting	3(3, 0)	MGT684
FNC715	Capital Budgeting and Financial Planning	3(3, 0)	MGT684
FNC716	Financial Derivatives	3(3, 0)	MGT684
FNC717	Managing Financial Institutions	3(3, 0)	MGT684
FNC718	Applied Portfolio and Fund Management	3(3, 0)	MGT684
FNC719	Venture Capital and Private Finance	3(3, 0)	MGT684
FNC720	Fixed Income Securities	3(3, 0)	MGT684

Included

Logistics and Supply Chain Management Specialization

Course Code	Course Title	Credit Hours	Prerequisite(s)
LSM730	Logistics Management	3(3, 0)	MGT683
LSM731	Global Class Operations	3(3, 0)	MGT683
LSM732	Purchasing and Buyer Behavior	3(3, 0)	MGT683
LSM733	Production/Operations Management	3(3, 0)	MGT683
LSM734	Independent Study	3(3, 0)	MGT683
LSM735	Operations Planning and Control	3(3, 0)	MGT683
LSM736	Principles of Inventory and Materials Management	3(3, 0)	MGT683
MGT719	Advances in Supply Chain Management	3(3, 0)	MGT683
LSM738	Special Topics in Supply Chain Management	3(3, 0)	MGT683
LSM739	Special Topics/Seminar	3(3, 0)	MGT683
LSM743	Business Logistics	3(3, 0)	MGT683
LSM744	International Logistics Management	3(3, 0)	MGT683
LSM745	Strategic Sourcing and Relationship Management	3(3, 0)	MGT683
LSM748	Interorganizational Behavior	3(3, 0)	MGT683
LSM749	Seminar in Evolution of Logistics/SCM Research	3(3, 0)	MGT683

Human Resource Management Specialization

Course Code	Course Title	Credit Hours	Prerequisite(s)
HRM750	Personnel Resourcing	3(3, 0)	
HRM751	Workforce Diversity Management	3(3, 0)	
MGT711	Advanced Topic in Change Management	3(3, 0)	
HRM753	Comparative Human Resource Management	3(3, 0)	
HRM754	Advance Topics in Compensation Management	3(3, 0)	
HRM755	Performance Management	3(3, 0)	
HRM756	Conflict and Negotiation Management	3(3, 0)	
HRM757	Talent Management	3(3, 0)	
HRM758	Employee Engagement	3(3, 0)	

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HRM759	HRM in Public Sector of Pakistan	3(3, 0)	
HRM760	Art of Leadership and Motivation	3(3, 0)	
HRM761	Decision Making and Job Satisfaction	3(3, 0)	
MGT712	Advances in Human Resource Development and Management	3(3, 0)	


Nadeem Uddin Qureshi
Additional Registrar

Distribution:

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