



**COMSATS Institute of Information Technology**

# Scheme of Studies

(BS(BA) for 2011-2012)

*FAIL*

Total Semesters / Credit Hours
<b>8 Semesters</b>
<b>133</b>

Course Code	Course Title	Credit Hours	Corequisite(s)	Prerequisite(s)
Semester: 1				
HUM100	English Comprehension and Composition	3(3, 0)		
MTH108	Business Mathematics 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)		
Semester: 2				
MGT101	Introduction to Management	3(3, 0)		
ECO101	Macro Economics	3(3, 0)		
MTH109	Business Mathematics II	3(3, 0)		<u>MTH108</u>
MGT130	Accounting I	3(3, 0)		
HUM102	Report Writing Skills	3(3, 0)		<u>HUM100</u>
HUM111	Pakistan Studies	3(3, 0)		
Semester: 3				
MTH161	Introduction to Statistics	3(3, 0)		
MGT230	Accounting II	3(3, 0)		<u>MGT130</u>
MGT210	Fundamentals of Marketing	3(3, 0)		
ECO200	Introduction to Development Economics	3(3, 0)		<u>ECO101</u>
XXXXXX	Humanities Elective I	3(3, 0)		
HUM200	Business Communication Workshop	3(3, 0)		<u>HUM100</u>
Semester: 4				
MGT232	Business Finance	3(3, 0)		<u>MGT130</u>
MGT200	Management Practices	3(3, 0)		<u>MGT101</u>
CSC373	Management Information Systems	3(2, 1)		<u>CSC101</u>
MGT231	Cost Accounting	3(3, 0)		<u>MGT130</u>

Course Code	Course Title	Credit Hours	Corequisite(s)	Prerequisite(s)
MTH264	Statistical Inference	3(3, 0)		<u>MTH161</u>
Semester: 5				
LAW300	Corporate Law	3(3, 0)		
MGT330	Financial Management	3(3, 0)		<u>MGT232</u> <u>MTH161</u>
MGT300	Organizational Behavior	3(3, 0)		<u>MGT101</u>
MGT301	Research Tools and Techniques	3(3, 0)		<u>MTH264</u>
MGT310	Marketing Management	3(3, 0)		<u>MGT210</u>
Semester: 6				
MGT362	Production and Operation Management	3(3, 0)		<u>MGT101</u> <u>MTH109</u>
CSC330	E-Commerce	4(3, 1)		<u>CSC101</u>
MGT350	Human Resource Management	3(3, 0)		<u>MGT200</u>
MGT380	Global Business Management	3(3, 0)		<u>ECO200</u> <u>MGT210</u>
XXXXXX	Humanities Elective II	3(3, 0)		
Semester: Summer				
MGT500	Internship	3(3, 0)		
Semester: 7				
XXXXXX	Language Elective	3(3, 0)		
MGT403	Entrepreneurship	3(3, 0)		<u>MGT200</u> <u>MGT210</u>
MGT463	Productivity and Quality Management	3(3, 0)		<u>MGT362</u>
XXXXXX	Specialization Elective I	3(3, 0)		
XXXXXX	Specialization Elective II	3(3, 0)		
Semester: 8				
MGT433	Financial Institutions	3(3, 0)		<u>MGT330</u>
MGT501	Strategic Management	3(3, 0)		<u>MGT200</u> <u>MGT310</u> <u>MGT330</u>
MGT461	Project Management	3(3, 0)		<u>MGT200</u> <u>MGT362</u>
XXXXXX	Specialization Elective III	3(3, 0)		
XXXXXX	Specialization Elective IV	3(3, 0)		

Language Electives				
Course Code	Course Title	Credit Hours	Corequisite(s)	Prerequisite(s)
HUM430	French	3(3, 0)		
HUM432	Arabic	3(3, 0)		
HUM433	Persian	3(3, 0)		



Course Code	Course Title	Credit Hours	Corequisite(s)	Prerequisite(s)
HUM431	German	3(3, 0)		

## Humanities Elective I and II

Course Code	Course Title	Credit Hours	Corequisite(s)	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)		

## Marketing Specialization

Course Code	Course Title	Credit Hours	Corequisite(s)	Prerequisite(s)
MGT510	Consumer Behavior	3(3, 0)		<u>MGT310</u>
MGT511	International Marketing	3(3, 0)		<u>MGT310</u>
MGT512	Cyber Marketing	3(3, 0)		<u>MGT310</u>
MGT513	New Product Development	3(3, 0)		<u>MGT310</u>
MGT514	Integrated Marketing Communications	3(3, 0)		<u>MGT310</u>
MGT515	Brand Management	3(3, 0)		<u>MGT310</u>
MGT516	Service Marketing	3(3, 0)		<u>MGT310</u>
MGT517	Industrial Marketing	3(3, 0)		<u>MGT310</u>
MGT518	Marketing Research	3(3, 0)		<u>MGT310</u>
MGT519	Strategic Marketing	3(3, 0)		<u>MGT310</u>
MGT520	Advertising and Event Management	3(3, 0)		<u>MGT310</u>
MGT521	Sales Force Management	3(3, 0)		<u>MGT310</u>
MGT522	Marketing of IT and Telecom Products	3(3, 0)		<u>MGT310</u>
MGT523	Customer Relation Management	3(3, 0)		<u>MGT310</u>
MGT524	Agriculture Marketing	3(3, 0)		<u>MGT310</u>
MGT525	Seminar in Marketing	3(3, 0)		<u>MGT310</u>

## Finance Specialization

Course Code	Course Title	Credit Hours	Corequisite(s)	Prerequisite(s)
MGT526	Marketing Financial Services	3(3, 0)		<u>MGT310</u> <u>MGT350</u>

Course Code	Course Title	Credit Hours	Corequisite(s)	Prerequisite(s)
MGT530	International Finance	3(3, 0)		<u>MGT330</u>
MGT531	Investment and Portfolio Management	3(3, 0)		<u>MGT330</u>
MGT532	Advanced Financial Management	3(3, 0)		<u>MGT330</u>
MGT533	International Financial Institutions	3(3, 0)		<u>MGT330</u>
MGT534	Credit Management	3(3, 0)		<u>MGT330</u>
MGT535	Corporate Finance	3(3, 0)		<u>MGT330</u>
MGT536	Commercial Banking	3(3, 0)		<u>MGT330</u>
MGT537	Financial Statement Analysis	3(3, 0)		<u>MGT330</u>
MGT538	Business Taxation	3(3, 0)		<u>MGT330</u>
MGT539	Islamic Finance	3(3, 0)		<u>MGT330</u>
MGT540	Seminar in Finance	3(3, 0)		<u>MGT330</u>
MGT541	Real Estate Finance	3(3, 0)		<u>MGT330</u>

Human Resource Management Specialization				
Course Code	Course Title	Credit Hours	Corequisite(s)	Prerequisite(s)
MGT549	Leadership and Team Management	3(3, 0)		<u>MGT350</u>
MGT550	Crisis and Conflict Management	3(3, 0)		<u>MGT350</u>
MGT551	Human Resource Development	3(3, 0)		<u>MGT350</u>
MGT552	Compensation Management	3(3, 0)		<u>MGT350</u>
MGT553	Human Resource Information Management	3(3, 0)		<u>MGT350</u>
MGT554	Organizational Development and Change Management	3(3, 0)		<u>MGT350</u>
MGT555	Performance and Career Management	3(3, 0)		<u>MGT350</u>
MGT556	International Human Resource Management	3(3, 0)		<u>MGT350</u>
MGT557	Strategic Human Resource Management	3(3, 0)		<u>MGT350</u>
MGT558	Employee Relation Management	3(3, 0)		<u>MGT350</u>
MGT559	Seminar in Human Resource Management	3(3, 0)		<u>MGT350</u>

Information Technology Specialization				
Course Code	Course Title	Credit Hours	Corequisite(s)	Prerequisite(s)
CSC501	Seminars in IT for Businesses	3(3, 0)		<u>CSC373</u>



Course Code	Course Title	Credit Hours	Corequisite(s)	Prerequisite(s)
CSC536	Web Technologies and Programming	3(2, 1)		<u>CSC373</u>
CSC552	Virtual Reality for Entrepreneurship	3(3, 0)		<u>CSC373</u>
CSC561	Knowledge Management and IT	3(3, 0)		<u>CSC373</u>
CSC571	Distributed Database Systems for Business	3(3, 0)		<u>CSC373</u>
CSC572	Managing Business Databases	3(3, 0)		<u>CSC373</u>
CSC573	Business Management Information Systems	3(3, 0)		<u>CSC373</u>
CSC581	Business System Development	3(3, 0)		<u>CSC373</u>
CSC582	Legal Framework for IT Businesses	3(3, 0)		<u>CSC373</u>
CSC591	Applied Software Engineering for Business	3(3, 0)		<u>CSC373</u>
CSC595	Business Enterprise Resource Planning	3(3, 0)		<u>CSC373</u>

## Note

i. 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.

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