

FAN, SP12

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

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No: CIIT-Reg/Notif-667/11/1478

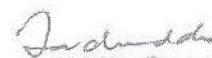
October 31, 2011

**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-3.5 years) Program shall be applicable to the students admitted in Fall 2010 & Spring 2011 at CIIT System.

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

**Scheme of Studies**

(MBA(3.5 Years) for 2011-2012)

FA 01

Total Semesters / Credit Hours
7 Semesters
99

Course Code	Course Title	Credit Hours	Corequisite(s)	Prerequisite(s)
Semester: 1				
MGT430	Financial Accounting and Reporting	3(3, 0)		
MTH469	Business Mathematics and Statistics	3(3, 0)		
MGT410	Marketing Theory and Practice	3(3, 0)		
ECO400	Business Economics	3(3, 0)		
MGT400	Management Theory and Practice	3(3, 0)		
CSC401	Computing for Management	3(2, 1)		
Semester: 2				
HUM400	Business Communication	3(3, 0)		
MGT450	HRM Policies and Practices	3(3, 0)		<u>MGT400</u>
MGT431	Managerial Accounting	3(3, 0)		<u>MGT430</u>
MGT411	Marketing Planning and Implementation	3(3, 0)		<u>MGT410</u>
MGT432	Financial Management and Policy	3(3, 0)		<u>MGT430</u> <u>MTH469</u>
Semester: 3				
MGT401	Corporate Governance	3(3, 0)		<u>MGT400</u>
MGT402	Research Methodology	3(3, 0)		<u>MTH469</u>
MGT460	Operations Management	3(3, 0)		<u>MGT400</u> <u>MTH469</u>
MGT480	International Business	3(3, 0)		<u>ECO400</u> <u>MGT410</u>
MGT485	Electronic Business	3(3, 0)		<u>CSC401</u>
Semester: 4				
MGT403	Entrepreneurship	3(3, 0)		<u>MGT400</u>
MGT599	Business Policy and Strategy	3(3, 0)		<u>MGT400</u> <u>MGT410</u> <u>MGT432</u>
MGT433	Financial Institutions*	3(3, 0)		
MGT461	Project Management*	3(3, 0)		
MGT464	Leadership and Organizational Behaviour*	3(3, 0)		

Course Code	Course Title	Credit Hours	Corequisite(s)	Prerequisite(s)
<b>Semester: 5</b>				
MGT680	Issues in Accounting Practices	3(3, 0)		<u>MGT430</u>
MGT681	Applied Marketing Strategies	3(3, 0)		<u>MGT410</u>
ECO682	Managerial Economics	3(3, 0)		<u>ECO400</u>
MGT683	Quantitative Business Analysis	3(3, 0)		<u>MTH469</u>
<b>Semester: 6</b>				
MGT684	Financial Decision Making	3(3, 0)		<u>MGT432</u>
MGT610	Corporate Social Responsibility	3(3, 0)		<u>MGT401</u>
XXXXXX	Elective I	3(3, 0)		
XXXXXX	Elective II	3(3, 0)		
<b>Semester: Summer</b>				
MGT600	Project/Internship	3(3, 0)		
<b>Semester: 7</b>				
MGT686	Seminar in Public and Business Policies	3(3, 0)		<u>MGT599</u>
XXXXXX	Elective III	3(3, 0)		
XXXXXX	Elective IV	3(3, 0)		

**Elective Courses for BBS Program Marketing Specialization**

Course Code	Course Title	Credit Hours	Corequisite(s)	Prerequisite(s)
MGT510	Consumer Behavior	3(3, 0)		<u>MGT411</u>
MGT511	International Marketing	3(3, 0)		<u>MGT411</u>
MGT512	Cyber Marketing	3(3, 0)		<u>MGT411</u>
MGT513	New Product Development	3(3, 0)		<u>MGT411</u>
MGT514	Integrated Marketing Communications	3(3, 0)		<u>MGT411</u>
MGT515	Brand Management	3(3, 0)		<u>MGT411</u>
MGT516	Service Marketing	3(3, 0)		<u>MGT411</u>
MGT517	Industrial Marketing	3(3, 0)		<u>MGT411</u>
MGT518	Marketing Research	3(3, 0)		<u>MGT411</u>
MGT519	Strategic Marketing	3(3, 0)		<u>MGT411</u>
MGT520	Advertising and Event Management	3(3, 0)		<u>MGT411</u>
MGT521	Sales Force Management	3(3, 0)		<u>MGT411</u>

Course Code	Course Title	Credit Hours	Corequisite(s)	Prerequisite(s)
MGT522	Marketing of IT and Telecom Products	3(3, 0)		<u>MGT411</u>
MGT523	Customer Relation Management	3(3, 0)		<u>MGT411</u>
MGT524	Agriculture Marketing	3(3, 0)		<u>MGT411</u>
MGT525	Seminar in Marketing	3(3, 0)		<u>MGT411</u>

Finance Specialization				
Course Code	Course Title	Credit Hours	Corequisite(s)	Prerequisite(s)
MGT526	Marketing of Financial Services	3(3, 0)		<u>MGT432</u>
MGT530	International Finance	3(3, 0)		<u>MGT432</u>
MGT531	Investment and Portfolio Management	3(3, 0)		<u>MGT432</u>
MGT532	Advanced Financial Management	3(3, 0)		<u>MGT432</u>
MGT533	International Financial Institutions	3(3, 0)		<u>MGT432</u>
MGT534	Credit Management	3(3, 0)		<u>MGT432</u>
MGT535	Corporate Finance	3(3, 0)		<u>MGT432</u>
MGT536	Commercial Banking	3(3, 0)		<u>MGT432</u>
MGT537	Financial Statement Analysis	3(3, 0)		<u>MGT432</u>
MGT538	Business Taxation	3(3, 0)		<u>MGT432</u>
MGT539	Islamic Finance	3(3, 0)		<u>MGT432</u>
MGT540	Seminar in Finance	3(3, 0)		<u>MGT432</u>
MGT541	Real Estate Finance	3(3, 0)		<u>MGT432</u>

Human Resource Management Specialization				
Course Code	Course Title	Credit Hours	Corequisite(s)	Prerequisite(s)
MGT550	Crisis and Conflict Management	3(3, 0)		<u>MGT450</u>
MGT551	Human Resource Development	3(3, 0)		<u>MGT450</u>
MGT552	Compensation Management	3(3, 0)		<u>MGT450</u>
MGT553	Human Resource Information Management	3(3, 0)		<u>MGT450</u>
MGT554	Organizational Development and Change Management	3(3, 0)		<u>MGT450</u>
MGT555	Performance and Career Management	3(3, 0)		<u>MGT450</u>
MGT556	International Human Resource Management	3(3, 0)		<u>MGT450</u>

Course Code	Course Title	Credit Hours	Corequisite(s)	Prerequisite(s)
MGT557	Strategic Human Resource Management	3(3, 0)		<u>MGT450</u>
MGT558	Employee Relation Management	3(3, 0)		<u>MGT450</u>
MGT559	Seminar in Human Resource Management	3(3, 0)		<u>MGT450</u>

## Operations Management Specialization

Course Code	Course Title	Credit Hours	Corequisite(s)	Prerequisite(s)
MGT560	Applied Quantitative Analysis and Practices	3(3, 0)		<u>MGT400</u> <u>MTH469</u>
MGT561	Supply Chain Management	3(3, 0)		<u>MGT460</u>
MGT562	Service Operations Management	3(3, 0)		<u>MGT460</u>
MGT563	Operations Strategies	3(3, 0)		<u>MGT460</u>
MGT564	Applied Project Management	3(3, 0)		<u>MGT400</u> <u>MTH469</u>
MGT565	Managing Information and Product Development	3(3, 0)		<u>MGT400</u> <u>MTH469</u>
MGT566	Inventory Management	3(3, 0)		<u>MGT460</u>
MGT567	Total Quality Management	3(3, 0)		<u>MGT400</u> <u>MTH469</u>

## Banking Specialization

Course Code	Course Title	Credit Hours	Corequisite(s)	Prerequisite(s)
MGT542	Islamic Economics	3(3, 0)		
MGT544	Islamic Financial Instruments and Institutions	3(3, 0)		
MGT545	Islamic Insurance (Takaful)	3(3, 0)		
MGT546	Establishment and Operations of Islamic Banking	3(3, 0)		
MGT570	Investment Analysis and Portfolio Management	3(3, 0)		<u>MGT432</u>
MGT571	Emerging Financial Markets	3(3, 0)		<u>MGT432</u>
MGT572	Islamic Banking	3(3, 0)		<u>MGT432</u>
MGT573	Bank Management	3(3, 0)		<u>MGT432</u>
MGT574	Financial and Bank Legislation	3(3, 0)		<u>MGT432</u>
MGT576	Consumer Banking	3(3, 0)		<u>MGT432</u>
MGT577	Money and Financial Policies	3(3, 0)		<u>MGT432</u>
MGT578	Financial Institution Management	3(3, 0)		<u>MGT432</u>

## International Business Specialization

Course Code	Course Title	Credit Hours	Corequisite(s)	Prerequisite(s)
MGT580	Advanced International Business	3(3, 0)		<u>MGT480</u>
MGT581	Globalization and Corporate Strategy	3(3, 0)		<u>MGT480</u>
MGT582	International Financial Management	3(3, 0)		<u>MGT480</u>
MGT583	Cross Cultural Management	3(3, 0)		<u>MGT480</u>
MGT584	International Trade Law	3(3, 0)		<u>MGT480</u>
MGT585	The Emerging Economies	3(3, 0)		<u>MGT480</u>
MGT586	Managing E-Business in a Global Economy	3(3, 0)		<u>MGT480</u>
MGT587	International Operation and Procurement	3(3, 0)		<u>MGT480</u>

Hospitality and Tourism Management Specialization				
Course Code	Course Title	Credit Hours	Corequisite(s)	Prerequisite(s)
MGT490	Hospitality and Tourism Management	3(3, 0)		<u>MGT400</u>
MGT590	Hospitality and Tourism; Planning and Development	3(3, 0)		<u>MGT400</u>
MGT591	Hotel and Catering Operations Management	3(3, 0)		<u>MGT400</u>
MGT592	Management of Food and Beverage Operations	3(3, 0)		<u>MGT400</u>
MGT593	Food and Nutrition Concepts	3(3, 0)		<u>MGT400</u>
MGT594	Cross Cultural Etiquette and Protocol	3(3, 0)		<u>MGT400</u>
MGT595	Tourism Geography	3(3, 0)		<u>MGT400</u>
MGT596	Tourism Economics	3(3, 0)		<u>MGT400</u>
MGT597	Tourism Dimensions in Contemporary Society	3(3, 0)		<u>MGT400</u>
MGT598	International Practices and Trends in Hospitality Industry	3(3, 0)		<u>MGT400</u>

Information Technology Specialization				
Course Code	Course Title	Credit Hours	Corequisite(s)	Prerequisite(s)
CSC501	Seminars in IT for Businesses	3(3, 0)		<u>CSC401</u>
CSC536	Web Technologies and Programming	3(2, 1)		<u>CSC401</u>
CSC552	Virtual Reality for Entrepreneurship	3(3, 0)		<u>CSC401</u>
CSC561	Knowledge Management and IT	3(3, 0)		<u>CSC401</u>
CSC571	Distributed Database Systems for Business	3(3, 0)		<u>CSC401</u>

## Scheme of Studies

Course Code	Course Title	Credit Hours	Corequisite(s)	Prerequisite(s)
CSC572	Managing Business Databases	3(3, 0)		<u>CSC401</u>
CSC573	Business Management Information Systems	3(3, 0)		<u>CSC401</u>
CSC581	Business System Development	3(3, 0)		<u>CSC401</u>
CSC582	Legal Framework for IT Businesses	3(3, 0)		<u>CSC401</u>
CSC591	Applied Software Engineering for Business	3(3, 0)		<u>CSC401</u>
CSC595	Business Enterprise Resource Planning	3(3, 0)		<u>CSC401</u>

## Agri-Business Management Specialization

Course Code	Course Title	Credit Hours	Corequisite(s)	Prerequisite(s)
ABM510	Agribusiness Management	3(3, 0)		<u>MGT400</u> <u>MGT410</u>
ABM511	Farm Management	3(3, 0)		<u>MGT400</u> <u>MGT410</u>
ABM512	Agribusiness Project Appraisal	3(3, 0)		<u>MGT400</u> <u>MGT410</u>
ABM513	Agribusiness Strategic Management	3(3, 0)		<u>MGT400</u> <u>MGT410</u>
ABM514	Managing the Food Systems	3(3, 0)		<u>MGT400</u> <u>MGT410</u>
ABM515	Agribusiness Operations Management	3(3, 0)		<u>MGT400</u> <u>MGT410</u>
ABM516	Financial Decision Making and Agribusiness	3(3, 0)		<u>MGT400</u> <u>MGT410</u>
ABM517	Agricultural Sales and Consulting	3(3, 0)		<u>MGT400</u> <u>MGT410</u>
ABM518	Agricultural Markets and Pricing	3(3, 0)		<u>MGT400</u> <u>MGT410</u>

## Entrepreneurial Management Specialization

Course Code	Course Title	Credit Hours	Corequisite(s)	Prerequisite(s)
EPM510	Building and Sustaining a Successful Enterprise	3(3, 0)		<u>MGT400</u> <u>MGT410</u>
EPM511	Entrepreneurial Finance	3(3, 0)		<u>MGT400</u> <u>MGT410</u>
EPM512	Entrepreneurial Marketing	3(3, 0)		<u>MGT400</u> <u>MGT410</u>
EPM513	Evaluating the Entrepreneurial Opportunity	3(3, 0)		<u>MGT400</u> <u>MGT410</u>
EPM514	International Entrepreneurship	3(3, 0)		<u>MGT400</u> <u>MGT410</u>
EPM515	Inventing Breakthroughs and Commercializing Science	3(3, 0)		<u>MGT400</u> <u>MGT410</u>
EPM516	Management of the Family Business	3(3, 0)		<u>MGT400</u> <u>MGT410</u>
EPM517	Managing Innovation and Product Development	3(3, 0)		<u>MGT400</u> <u>MGT410</u>
EPM518	Venture Capital and Private Equity	3(3, 0)		<u>MGT400</u> <u>MGT410</u>

Course Code	Course Title	Credit Hours	Corequisite(s)	Prerequisite(s)
EPM519	Entrepreneurial Leadership	3(3, 0)		MGT400 MGT410

Elective courses for MBA Program Marketing Specialization				
Course Code	Course Title	Credit Hours	Corequisite(s)	Prerequisite(s)
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
MKT765	Managing Products and Brands	3(3, 0)		MGT681
MGT756	Advances in Integrated Marketing Communication	3(3, 0)		MGT681

Finance Specialization				
Course Code	Course Title	Credit Hours	Corequisite(s)	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

Course Code	Course Title	Credit Hours	Corequisite(s)	Prerequisite(s)
FNC720	Fixed Income Securities	3(3, 0)		<u>MGT684</u>

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

Human Resource Management				
Course Code	Course Title	Credit Hours	Corequisite(s)	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)		
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)		
HRM759	HRM in Public Sector of Pakistan	3(3, 0)		
HRM760	Art of Leadership and Motivation	3(3, 0)		

Course Code	Course Title	Credit Hours	Corequisite(s)	Prerequisite(s)
HRM761	Decision Making and Job Satisfaction	3(3, 0)		
MGT712	Advances in Human Resource Development and Management	3(3, 0)		
HRM754	Advance Topics in Compensation Management	3(3, 0)		

**Note**

\*The students opting for BBS degree will select 3 electives from their specialization in lieu of these courses and will also undertake 3 credit hours Internship during summer before the completion of BBS degree.

*The summer semester will be offered after 7th semester.*