



**COMSATS Institute of Information  
Technology**

# Scheme of Studies

(BS(BA) DDP for 2011-2012)

Total Semesters / Credit Hours
<b>8 Semesters</b>
<b>139</b>

Course Code	Course Title	Credit Hours	Corequisite(s)	Prerequisite(s)
Semester: 1				
MTH108	Business Mathematics I	3(3, 0)		
HUM100	English Comprehension and Composition	3(3, 0)		
CSC101	Introduction to Computing	3(2, 1)		
MGT100	Introduction to Business	3(3, 0)		
HUM110	Islamic Studies	3(3, 0)		
ECO100	Micro Economics	3(3, 0)		
Semester: 2				
MGT130	Accounting -I	3(3, 0)		
MTH109	Business Mathematics II	3(3, 0)		
MGT101	Introduction to Management	3(3, 0)		
ECO101	Macro Economics	3(3, 0)		
HUM111	Pakistan Studies	3(3, 0)		
HUM102	Report Writing Skills	3(3, 0)		
Semester: 3				
MGT230	Accounting-II	3(3, 0)		
ECO200	Introduction to Development Economics	3(3, 0)		
HUMXXX	Humanities Elective-I	3(3, 0)		
MGT210	Fundamentals of Marketing	3(3, 0)		
MTH161	Introduction to Statistics	3(3, 0)		
HUM200	Business Communication Workshop	3(3, 0)		
Semester: 4				
MGT232	Business Finance	3(3, 0)		
MGT231	Cost Accounting	3(3, 0)		
CSC373	Management Information System	3(3, 0)		
MGT200	Management Practices	3(3, 0)		
MGTXXX	Language Elective	3(3, 0)		
HUMXXX	Humanities Elective-II	3(3, 0)		
Semester: 5				
MGT330	Financial Management	3(3, 0)		

Course Code	Course Title	Credit Hours	Corequisite(s)	Prerequisite(s)
MGT310	Marketing Management	3(3, 0)		
MGT300	Organizational Behavior	3(3, 0)		
MTH264	Statistical Inference	3(3, 0)		
MGT301	Research Tools and Techniques	3(3, 0)		
Semester: 6				
MGT350	Human Resource Management	3(3, 0)		
MGT500	Internship*	3(3, 0)		
CSC330	E-Commerce	4(3, 1)		
MGT380	Global Business Management	3(3, 0)		
MGT362	Production and Operations Management	3(3, 0)		
LAW300	Corporate Law	3(3, 0)		
Semester: 7				
MGT403	Entrepreneurship	3(3, 0)		
MGT407	Contemporary issues in Management	3(3, 0)		
MGT405	Leadership and Ethics	3(3, 0)		
MGT5XX	Elective I	3(3, 0)		
MGT5XX	Elective II	3(3, 0)		
Semester: 8				
MGT461	Project Management	3(3, 0)		
MGT501	Strategic Management	3(3, 0)		
MGT433	Financial Institutions	3(3, 0)		
MGT5XX	Elective III	3(3, 0)		
MGT5XX	Elective IV	3(3, 0)		
MGT5XX	Elective V	3(3, 0)		

## Finance Electives

Course Code	Course Title	Credit Hours	Corequisite(s)	Prerequisite(s)
MGT526	Marketing Financial Services	3(3, 0)		<a href="#">MGT310</a> <a href="#">MGT350</a>
MGT530	International Finance	3(3, 0)		<a href="#">MGT330</a>
MGT531	Investment Portfolio Management	3(3, 0)		<a href="#">MGT330</a>
MGT532	Advance Financial Management	3(3, 0)		<a href="#">MGT330</a>
MGT533	International Financial Institutions	3(3, 0)		<a href="#">MGT330</a>
MGT534	Credit Management	3(3, 0)		<a href="#">MGT330</a>
MGT535	Corporate Finance	3(3, 0)		<a href="#">MGT330</a>
MGT536	Commercial Banking	3(3, 0)		<a href="#">MGT330</a>
MGT537	Financial Statement Analysis	3(3, 0)		<a href="#">MGT330</a>



Course Code	Course Title	Credit Hours	Corequisite(s)	Prerequisite(s)
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 Electives				
Course Code	Course Title	Crédit Hours	Corequisite(s)	Prerequisite(s)
MGT550	Crisis & 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	Organization Development & Change Management	3(3, 0)		<u>MGT350</u>
MGT555	Performance & Career Management	3(3, 0)		<u>MGT350</u>
MGT556	International HRM	3(3, 0)		<u>MGT350</u>
MGT557	Strategic HRM	3(3, 0)		<u>MGT350</u>
MGT558	Employee Relation Management	3(3, 0)		<u>MGT350</u>
MGT559	Seminar in HRM	3(3, 0)		<u>MGT350</u>

Marketing Electives				
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>

Course Code	Course Title	Credit Hours	Corequisite(s)	Prerequisite(s)
MGT520	Advertising & Event Management	3(3, 0)		<u>MGT310</u>
MGT521	Sales Force Management	3(3, 0)		<u>MGT310</u>
MGT522	Marketing of IT & Telecom Products	3(3, 0)		<u>MGT310</u>
MGT523	Customer Relation Marketing	3(3, 0)		<u>MGT310</u>
MGT524	Agricultural Marketing	3(3, 0)		<u>MGT310</u>
MGT525	Seminar in Marketing	3(3, 0)		<u>MGT310</u>

## Language Electives

Course Code	Course Title	Credit Hours	Corequisite(s)	Prerequisite(s)
HUM430	French	3(3, 0)		
HUM431	German	3(3, 0)		
HUM432	Arabic	3(3, 0)		
HUM433	Persian	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)		

## Note

- "Students should complete the degree with at least 9 courses at 400 series or 500 series level. In meeting this depth of study requirement, students should choose their five specialization electives at 500 series level so that as a minimum there should be at least two electives in each of two of the three specialization areas (Marketing, Finance, or Human Resource Management). The remaining specialization elective can either extend specialization in one of these two areas, or be in the third specialization area".
- **\*Internship will be conducted in summer and grades will be awarded in the next semester.**