



# COMSATS Institute of Information Technology

30, Sector H-8/1, Islamabad. Tel: (92-51) 9258481-3, 4448371-72, Fax : (92-51) 4442805  
E-mail : info@ciit.edu.pk, URL : //www.ciit.edu.pk  
(Directorate of Academics)

No. CIIT/DoA/OO/23/2010/320

Friday, March 12, 2010

## OFFICE ORDER

(No. 23 of 2010)

The students of COMSATS Institute of Information Technology Lahore Campus admitted in Spring 2006 are allowed to follow the following Scheme of Studies of BS (BA):

Scheme of Studies of BS (BA) Spring-2006 Batch				
Semester	Course Code	Course Title	Cr. Hrs.	Pre-requisite(s)
1st Semester	CSC102	Introduction to Information Technology	3(2, 3)	
	HUM 121	Communication Skills	3(3, 0)	
	HUM 131	Islamic Studies	3(3, 0)	
	MGT 111	Introduction to Business	3(3, 0)	
	MGT121	Micro Economics	3(3, 0)	
	MTH107	Business Maths I	3(3, 0)	
2nd Semester	HUM 122	Report Writing Skills	3(3, 0)	HUM 121
	HUM 132	Pakistan Studies	3(3, 0)	
	MGT 112	Introduction to Management	3(3, 0)	
	MGT 122	Macro Economics	3(3, 0)	MGT121
	MGT 151	Accounting I	3(3, 0)	
	MTH 108	Business Maths II	3(3, 0)	MTH107
3rd Semester	HUM 224	Business Communication Workshop	3(3, 0)	HUM 121
	HUM 233	Psychology	3(3, 0)	
	MGT 215	Development Economics	3(3, 0)	MGT121, MGT122
	MGT 251	Fundamentals of Marketing	3(3, 0)	
	MGT 257	Accounting II	3(3, 0)	MGT 151
	MTH 277	Introduction to Statistics	3(3, 0)	
4th Semester	CSC372	Management & Information Systems	3(3, 0)	
	MGT 221	Business Finance	3(3, 0)	MGT257, MGT151, MTH108, MTH277
	MGT 241	Cost Accounting	3(3, 0)	MGT 257
	MGT211	Management Practices	3(3, 0)	MGT121
	MGT351	Organizational Behavior	3(3, 0)	HUM 233
	MTH278	Statistical Inference	3(3, 0)	MTH 277
5th Semester	HUM334	Sociology	3(3, 0)	
	HUM410	French Language-I	3(3, 0)	
	MGT 252	Marketing Management	3(3, 0)	MGT 251
	MGT335	Operations Management	3(3, 0)	MTH278, HUM233
	MGT337	Research Methodology	3(3, 0)	MTH 277, MTH107, MTH108
	MGT361	Financial Management	3(3, 0)	MGT221, MTH278
6th Semester	CSC471	E-Commerce	3(3, 0)	
	HUM411	French Language-II	3(3, 0)	
	MGT313	International Business	3(3, 0)	MGT 215
	MGT321	Human Resource Management	3(3, 0)	MGT351, MGT211
	MGT323	Corporate Law	3(3, 0)	MGT 111
	MGT332	Productivity and Quality Management	3(3, 0)	MGT335
7th Semester	MGT312	Entrepreneurship	3(3, 0)	MGT252, MGT337
	MGT426	Financial Institutions	3(3, 0)	MGT361
		Elective-1	3(3, 0)	
		Elective-2	3(3, 0)	
		Elective-3	3(3, 0)	
8th Semester	MGT461	Project Management	3(3, 0)	MGT335
	MGT479	Strategic Management	3(3, 0)	MGT361, MGT252
		Elective-4	3(3, 0)	
		Elective-5	3(3, 0)	
		Elective-6	3(3, 0)	
Summer	MGT411 OR MGT500	Internship	3	
Total Credit Hours Required for Degree			141	



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## Elective Courses

### Marketing

Course Code	Course Title	Cr. Hrs.
MGT416	Consumer Behavior	3(3, 0)
MGT559	Brand Management	3(3, 0)
MGT434	Marketing Research	3(3, 0)
MGT541	International Marketing	3(3, 0)
MGT421	Cyber Marketing	3(3, 0)
MGT554	New Product Development	3(3, 0)
MGT433	Integrated Marketing Communication	3(3, 0)
MGT463	Services Marketing	3(3, 0)
MGT464	Social Marketing	3(3, 0)
MGT469	Industrial Marketing	3(3, 0)
MGT531	Advertising & Event Management	3(3, 0)
MGT432	Direct Marketing & Sales Promotion	3(3, 0)
MGT522	Marketing of IT & Telecom Products	3(3, 0)
MGT469	Agricultural Marketing	3(3, 0)
MGT571	Seminar in Marketing	3(3, 0)
MGT519	Strategic Marketing	3(3, 0)
MGT521	Sales Force Management	3(3, 0)

### Finance

Course Code	Course Title	Cr. Hrs.
MGT411	Commercial Banking	3(3, 0)
MGT562	Advance Financial Management	3(3, 0)
MGT472	International Finance	3(3, 0)
MGT537	Investment and Portfolio Management	3(3, 0)
MGT539	Corporate Finance	3(3, 0)
MGT475	International Financial Institutions	3(3, 0)
MGT512	Credit Management	3(3, 0)
MGT436	Financial Statement Analysis	3(3, 0)
MGT563	Business Taxation	3(3, 0)
MGT564	Seminars in Finance	3(3, 0)
MGT481	Islamic Finance	3(3, 0)

### Human Resource Management

Course Code	Course Title	Cr. Hrs.
MGT452	Crisis and Conflict Management	3(3, 0)
MGT441	Compensation Management	3(3, 0)
MGT555	Performance and Career Management	3(3, 0)
MGT573	Strategic HRM	3(3, 0)
MGT442	Organizational Development & Change Management	3(3, 0)
MGT522	Human Resource Management Systems	3(3, 0)
MGT523	International HRM	3(3, 0)
MGT413	Culture Communications	3(3, 0)
MGT492	Public Policy	3(3, 0)
MGT453	Management of Innovation & Change	3(3, 0)
MGT543	Human Resource Development	3(3, 0)

(Dr Muhammad Azim)  
Director Academics

### Distribution:

1. Director CIIT Lahore Campus
4. Dean Faculty of Business Administration, CIIT
3. Chairman, Department of Management Sciences, CIIT
4. Controller of Examinations, CIIT
5. Additional Registrar (Academics), CIIT Islamabad

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1. Registrar CIIT
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