

COMSATS Institute of Information Technology

Registrar Office, Principal Seat, Islamabad

No: CIIT-Reg/Notif-634/111/1442

October 27, 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 the SoS of Master of Business Administration (MBA-2years) Program mentioned in the course catalog 2009-2010 for the students admitted in Master of Business Administration (MBA-2years) Program, Fall 2010 of CIIT Lahore Campus.

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. Director, CIIT Lahore Campus
3. Chairman, Department of Management Sciences, CIIT
4. In charge(Academics), CIIT Lahore Campus
5. Head of Department, CIIT Lahore Campus
6. Controller of Examinations, CIIT
7. Incharge, Examinations Department, CIIT Lahore Campus

CC:

1. Registrar, CIIT
2. PS to Rector, CIIT

**Master of Business Administration
MBA (2-year)
Scheme of Studies**

**4 Semesters
69 Credit Hours**

Semester 1

Course Code	Course Title	Credit Hours	Prerequisite(s)
MGT43	Financial Accounting & Reporting	3(3, 0)	
MTH469	Business Maths and Statistics	3(3, 0)	
MGT410	Marketing Theory & 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)	
		18(17, 1)	

Semester 2

Course Code	Course Title	Credit Hours	Prerequisite(s)
HUM400	Business Communication	3(3, 0)	
MGT450	HRM Policies and Practices	3(3, 0)	MGT400
MGT431	Managerial Accounting	3(3, 0)	MGT430
MGT480	International Business	3(3, 0)	ECO400, MGT410
MGT411	Applied Marketing Strategies	3(3, 0)	MGT410
MGT432	Financial Management and Policy	3(3, 0)	MTH469, MGT430
		18(18, 0)	

Semester 3

Course Code	Course Title	Credit Hours	Prerequisite(s)
MGT401	Corporate Governance	3(3, 0)	MGT400
MGT402	Research Methodology	3(3, 0)	MTH469
MGT460	Operations Management	3(3, 0)	MGT400, MTH469
	Specialization Elective I	3(3, 0)	
	Specialization Elective II	3(3, 0)	
		15(15, 0)	

Semester 4

Course Code	Course Title	Credit Hours	Prerequisite(s)
MGT485	Electronic Business (E-Business)	3(3, 0)	CSC401
MGT599	Business Policy and Strategy	3(3, 0)	MGT400, MGT410, MGT432
MGT403	Entrepreneurship	3(3, 0)	MGT400
	Specialization Elective III	3(3, 0)	
	Specialization Elective IV	3(3, 0)	
		15(15, 0)	

Summer

Course Code	Course Title	Credit Hours	Prerequisite(s)
MGT500	Internship	3(3, 0)	

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.

Elective Courses:**Marketing Specialization**

Course Code	Course Title	Credit Hours	Prerequisite(s)
MGT510	Consumer Behavior	3(3, 0)	MGT411
MGT511	International Marketing	3(3, 0)	MGT411
MGT512	Cyber Marketing	3(3, 0)	MGT411
MGT513	New Product Development	3(3, 0)	MGT411
MGT514	Integrated Marketing Communications	3(3, 0)	MGT411
MGT515	Brand Management	3(3, 0)	MGT411
MGT516	Service Marketing	3(3, 0)	MGT411
MGT517	Industrial Marketing	3(3, 0)	MGT411
MGT518	Marketing Research	3(3, 0)	MGT411
MGT519	Strategic Marketing	3(3, 0)	MGT411
MGT520	Advertising and Event Management	3(3, 0)	MGT411
MGT521	Sales Force Management	3(3, 0)	MGT411
MGT522	Marketing of IT and Telecom Products	3(3, 0)	MGT411
MGT523	Customer Relation Management	3(3, 0)	MGT411
MGT524	Agriculture Marketing	3(3, 0)	MGT411
MGT525	Seminar in Marketing	3(3, 0)	MGT411

Finance Specialization

Course Code	Course Title	Credit Hours	Prerequisite(s)
MGT526	Marketing Financial Services	3(3, 0)	MGT310, MGT350
MGT530	International Finance	3(3, 0)	MGT432
MGT531	Investment and Portfolio Management	3(3, 0)	MGT432
MGT532	Advanced Financial Management	3(3, 0)	MGT432
MGT533	International Financial Institutions	3(3, 0)	MGT432
MGT534	Credit Management	3(3, 0)	MGT432
MGT535	Corporate Finance	3(3, 0)	MGT432
MGT536	Commercial Banking	3(3, 0)	MGT432
MGT537	Financial Statement Analysis	3(3, 0)	MGT432
MGT538	Business Taxation	3(3, 0)	MGT432
MGT539	Islamic Finance	3(3, 0)	MGT432
MGT540	Seminar in Finance	3(3, 0)	MGT432
MGT541	Real Estate Finance	3(3, 0)	MGT432

Human Resource Management Specialization

Course Cod	Course Title	Credit Hours	Prerequisite(s)
MGT550	Crisis and Conflict Management	3(3, 0)	MGT450
MGT551	Human Resource Development	3(3, 0)	MGT450
MGT552	Compensation Management	3(3, 0)	MGT450
MGT553	Human Resource Information Management	3(3, 0)	MGT450
MGT554	Organizational Development and Change Management	3(3, 0)	MGT450
MGT555	Performance and Career Management	3(3, 0)	MGT450
MGT556	International HRM	3(3, 0)	MGT450
MGT557	Strategic HRM	3(3, 0)	MGT450
MGT558	Employee Relation Management	3(3, 0)	MGT450
MGT559	Seminar in HRM	3(3, 0)	MGT450

Operations Management Specialization

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

Banking Specialization

Course Code	Course Title	Credit Hours	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)	MGT432
MGT571	Emerging Financial Markets	3(3, 0)	MGT432
MGT572	Islamic Banking	3(3, 0)	MGT432
MGT573	Bank Management	3(3, 0)	MGT432
MGT574	Financial and Bank Legislation	3(3, 0)	MGT432
MGT575	Credit Management	3(3, 0)	MGT432
MGT576	Consumer Banking	3(3, 0)	MGT432
MGT577	Money and Financial Policies	3(3, 0)	MGT432
MGT578	Financial Institution Management	3(3, 0)	MGT432

International Business Specialization

Course Code	Course Title	Credit Hours	Prerequisite(s)
MGT580	Advanced International Business	3(3, 0)	MGT480
MGT581	Globalization and Corporate Strategy	3(3, 0)	MGT480
MGT582	International Financial Management	3(3, 0)	MGT480
MGT583	Cross Cultural Management	3(3, 0)	MGT480
MGT584	International Trade Law	3(3, 0)	MGT480
MGT585	The Emerging Economies	3(3, 0)	MGT480
MGT586	Managing E-Business in a Global Economy	3(3, 0)	MGT480
MGT87	International Operation and Procurement	3(3, 0)	MGT480

Hospitality & Tourism Management Specialization

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

Information Technology

Course Code	Course Title	Credit Hours	Prerequisite(s)
CSC501	Seminars in IT for Businesses	3(3, 0)	CSC401
CSC536	Web Technologies and Programming	3(2, 1)	CSC401
CSC552	Virtual Reality for Entrepreneurship	3(3, 0)	CSC401
CSC561	Knowledge Management and Information Technology	3(3, 0)	CSC401
CSC571	Distributed Database Systems for Business	3(3, 0)	CSC401
CSC572	Managing Business Databases	3(3, 0)	CSC401
CSC573	Business Management Information Systems	3(3, 0)	CSC401
CSC581	Business System Development	3(3, 0)	CSC401
CSC582	Legal Framework for IT Businesses	3(3, 0)	CSC401
CSC591	Applied Software Engineering for Business	3(3, 0)	CSC401
CSC595	Business Enterprise Resource Planning	3(3, 0)	CSC401

Agri business Management

Course Code	Course Title	Credit Hours	Prerequisite(s)
ABM510	Agribusiness Management	3(3, 0)	MGT400, MGT410
ABM511	Farm Management	3(3, 0)	MGT400, MGT410
ABM512	Agribusiness Project Appraisal	3(3, 0)	MGT400, MGT410

ABM513	Agribusiness Strategic Management	3(3, 0)	MGT400, MGT410
ABM514	Managing the Food Systems	3(3, 0)	MGT400, MGT410
ABM515	Agribusiness Operations Management	3(3, 0)	MGT400, MGT410
ABM516	Financial Decision Making and Agribusiness	3(3, 0)	MGT400, MGT410
ABM517	Agricultural Sales & Consulting	3(3, 0)	MGT400, MGT410
ABM518	Agricultural Markets & Pricing	3(3, 0)	MGT400, MGT410

Entrepreneurial Management

Course Code	Course Title	Credit Hours	Prerequisite(s)
EPM510	Building and Sustaining a successful Enterprise	3(3, 0)	MGT400, MGT410
EPM511	Entrepreneurial Finance	3(3, 0)	MGT400, MGT410
EPM512	Entrepreneurial Marketing	3(3, 0)	MGT400, MGT410
EPM513	Evaluating the Entrepreneurial Opportunity	3(3, 0)	MGT400, MGT410
EPM514	International Entrepreneurship	3(3, 0)	MGT400, MGT410
EPM515	Inventing breakthroughs and Commercializing Science	3(3, 0)	MGT400, MGT410
EPM516	Management of the Family Business	3(3, 0)	MGT400, MGT410
EPM517	Managing Innovation and Product Development	3(3, 0)	MGT400, MGT410
EPM518	Venture Capital and Private Equity	3(3, 0)	MGT400, MGT410
EPM519	Entrepreneurial Leadership	3(3, 0)	MGT400, MGT410