FACULTY OF MANAGEMENT AND SOCIAL SCIENCES

DEAN'S MESSAGE



Dr. Arshad Hassan

The Faculty of Management and Social Sciences aims at producing graduates who can lead and guide the society with a vision and have the ability with appropriate training to manage its resources effectively. A special emphasis has been given to business curriculum, to create managers with high competence and ethical values. A unique combination of classroom experience and corporate training has been adopted in business

studies to create managerial skills, confidence building and decision-making. Our graduate programs provide a good research opportunity to MS and PhD students. The Faculty has produced over 1081 BBAs, 2403 MBAs, 1022 MS and 56 PhD graduates in Finance, HR and Marketing. We are proud to claim that the alumni of the faculty are serving different national and multinational organizations with professional zeal and competence.

FACULTY MEMBERS

Department of Management and Social Sciences

■ Dr. Arshad Hassan

PhD Finance (MAJU Islamabad) MS Finance (MAJU Islamabad) MSc Maths (Punjab University of Lahore) Professor / Dean MS

■ Dr. Mueen Aizaz Zafar

PhD (University of Florida USA) MS (University of Wales UK) MBA (IBA, Karachi) Professor/HoD MS

■ Dr. Muhammad Mazhar Igbal

PhD Monetary Economics (University of Notre Dame Indiana USA) MPhil Economics (IIU, Islamabad) MSc Economics (QAU, Islamabad) Professor

■ Dr. Ansir Ali Raiput

PhD (M.A.J.U) MBA (Babson College, USA) BSEE (Sunny Buffalo, USA) Associate Professor

Dr. Arif Vaseer

PhD Management Science (CUST Islamabad) MBA (Michigan State University, USA) BBA Marketing Mgmt (Michigan State University, USA) Associate Professor

Dr. Sayyed M. Mehdi Raza Naqvi

PhD HRM (MAJU) MS HRM (MAJU Islamabad) MA Economics (Punjab University, Lahore) Associate Professor

■ Dr. Muhammad Ishfaq Khan

PhD Management Sciences (COMSATS, Islamabad) MS Management Sciences (COMSATS, Islamabad) MBA Information Technology (Mohammad Ali Jinnah University, Islamabad) Assistant Professor

■ Dr. Saira Ahmed

PhD Economics (IMT, Institute for Advance Studies. Italy) BS Hons (University of London) Assistant Professor

Dr. Jaleel Ahmed

PhD Finance (Harbin Institute of Technology, China) MPhil Finance (PIDE, Islamabad) MSc Finance (IIU, Islamabad) Assistant Professor

Dr. Lakhi Muhammad

PhD Marketing (Uni. Tech. Malaysia, Kuala Lumpur) MBA (University of Central Punjab Lahore) Assistant Professor

■ Dr. Nousheen Tariq Bhutta

Postdoctoral Finance (University, of Sannio, Italy) PhD Finance (Islamic International University, Islamabad) MS Finance (Islamic International University, Islamabad) Assistant Professor

Dr. Ahsan Mahmood Ahmed

PhD Marketing (University Malaysia Sarawak) MS HRD (Middlesex University, London, UK) BA in Business Studies with Marketing, (Middlesex University, London, UK) Assistant Professor

■ Dr. Sabahat Haggani

PhD Clinical Psychology (The University of Edinburgh, UK) MS Behavioral Sciences (Fatima Jinnah Women Uni. Rawalpindi) Assistant Professor

■ Dr. Ishrat Yousaf

PhD (Psychology) University of Peshawar MSc (Clinical Psychology) University of Peshawar Assistant Professor

Dr. Shazia Fiaz

PhD HRM (Capital University of Science and Technology, Islamabad)

MS HRM (Mohammad Ali Jinnah University, Islamabad) Assistant Professor

■ Dr. Samyia Safdar

PhD HRM (Uni. of International Business and Economics, China)

MS Management Sciences (COMSATS, Wah Cantt Campus)

Assistant Professor

■ Mrs. Qurra-tul-Ain Jalil

MPhil History and International Relations (QAU, Islamabad)
MS Pakistan Studies (QAU, Islamabad)

MS Pakistan Studies (QAU, Islamabad Assistant Professor

Assistant Professor

Mr. Nasir Rasool

MS Finance (Mohammad Ali Jinnah University, Islamabad) MBA IT (M.A.J.U, Islamabad)

Assistant Professor

Mr. Rizwan Ali Khan

Master of Professional Studies (Georgetown University, USA)

MSc in Project Management (University of Wisconsin, USA)

Post Graduate Diploma Project Management (Project Management Institute, USA)

Assistant Professor

Ms. Maria Mashkoor

MS HRM (Mohammad Ali Jinnah University, Islamabad) MA International Business and Management (Uni. of Westminster, London, UK) Assistant Professor

■ Mrs. Saeeda Ibrahim

MA TEFL (AIOU, Islamabad)
MA English (Punjab University, Lahore)
Lecturer

Ms. Rabia Habib

MS Finance & Business Management (University of Bedfordshire, UK)

MBA Finance (International Islamic University, Islamabad) Lecturer

■ Mr. Muhammad Saboor Ahmed

MS Software Engineering (Mohammad Ali Jinnah University, Islamabad)

BS Computer Science (M.A.J.U. Islamabad) Lecturer

■ Hafiz Muhammad Adnan

MS HRM (Capital University of Science and Technology, Islamabad)

MBA HR (Virtual University, Islamabad)

Lecturer

Mr. Zia ul Islam

MS Accounting & Finance (Durham University, UK)
BBA Hons (Institute of Management Science Peshawar)
Lecturer

Mr. Muhammad Umer Toor

MS Marketing (Mohammad Ali Jinnah University, Islamabad)

MBA HR (M.A.J.U, Islamabad)

Lecturer

Mr. Nosherwan Khan

MS Finance (Mohammad Ali Jinnah University, Islamabad) MBA (AIMS Institute, Faisalabad) Lecturer

Ms. Sana Farzand Ali

MS HRM (M.A.J.U, Islamabad) MBA Finance (IIU, Islamabad) Lecturer

Ms. Sarah Nawaz Malik

MPhil Management Sciences (Bahria University, Islamabad) MBA Human Resource Management (NUST, Islamabad) Lecturer

■ Ms. Maryam Khan

MPhil in Psychology (QAU, Islamabad) MSc in Psychology (QAU, Islamabad) Lecturer

Mr. Muhammad Irfan Mustafa

MS Project Management (CUST, Islamabad) BSc (SE) University of the West of England, Bristol, UK Lecturer

Ms. Namra Mubarak

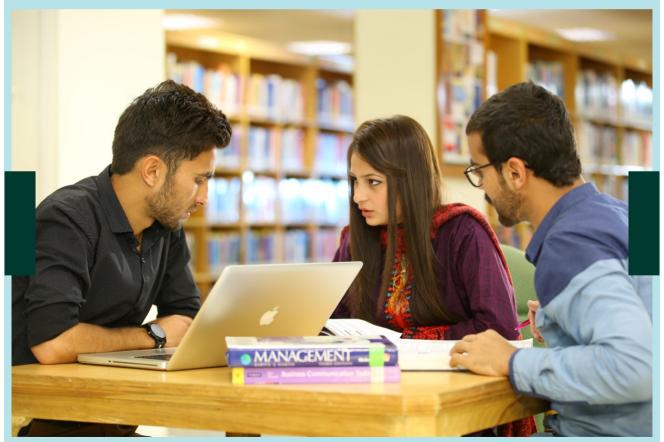
MS Project Management (CUST, Islamabad) BBA (Air University, Islamabad) Lecturer

■ Ms. Hajra Qayyum

MS Bioinformatics (CUST, Islamabad) Bioinformatics (CUST, Islamabad) Junior Lecturer

■ Syed Farhan Ali

MS Finance (CUST, Islamabad) MBA Marketing (IOBM, Karachi) Junior Lecturer





DEPARTMENT OF MANAGEMENT AND SOCIAL SCIENCES

HOD'S MESSAGE



Dr. Mueen Aizaz Zafar

The Department of Management Sciences offers programs which explore in-depth relationships between academic teaching and real life management problems. The programs achieve excellence in research with the state of the art campus facilities and full spectrum of undergraduate, graduate and PhD programs.

The curriculum is designed by highly competent professionals to ensure comprehensive coverage of all

aspects to manage the needs of the dynamic business world. Due emphasis is placed upon the development of entrepreneurial spirit and leadership qualities.

The department is at the forefront of quality research in Management Sciences. So far, 1081 BBAs, 2403 MBAs, 1022 MS and 56 PhD graduates have been produced who are placed in reputable organizations across Pakistan.

Bachelor in Business Administration (BBA)

PEOs describe the expected accomplishments of the BBA graduates. The department of Management Sciences intends to achieve the following:

■ Program Educational Objectives (PEOs)

- (i) The graduates will contribute competently and efficiently as business professionals.
- (ii) The graduates will demonstrate cross-discipline knowledge of core business functions.
- (iii) The graduates will exhibit preparedness to respect diversity and work ethically.

■ Program Learning Outcomes (PLOs)

After successfully completing BBA, the graduate will have

- (i) Cross functional Knowledge: An ability to apply knowledge of mathematics, economics, management, marketing and finance fundamentals towards the solution of complex business problems.
- (ii) Problem Analysis: An ability to identify, formulate and analyze complex business problems reaching substantiated conclusions using case studies.
- (iii) Management Skills: An ability to demonstrate management skills while leading/managing business projects.

- (iv) Business Solution: An ability to design solutions for complex business problems or processes that meet specified needs while maintaining business standards, cultural, societal, and environmental considerations
- (v) Communication: An ability to communicate effectively, verbally as well as in writing, in corporate settings.
- (vi) Entrepreneurial Skills: An ability to exhibit entrepreneurial skills, necessary to implement new business ideas in an innovative way.
- (vii) Individual and Team Work: An ability to work as an individual and in a team setting.
- (viii) Modern Tool Usage: An ability to identify and apply appropriate tools and techniques to create and disseminate business information.
- (ix) Corporate Social Responsibility: An ability to understand the responsibility of an organization towards the society at large and to contribute towards the betterment of society.
- (x) **Ethics:** Apply ethical principles in a professional manner, keeping in view the norms of the society.

■ Admission Requirements

- (i) Higher Secondary School Certificate or Equivalent securing at least 45% marks in aggregate.
- (ii) CUST Admission Test/HEC Approved Test

■ Specialization Areas

(i) Finance ii) Management

■ Degree Requirements

Each candidate of BBA degree is required to successfully complete 131 credit hours (Cr. Hrs.) as per the following detail:

	Area	Cr. Hrs.
a)	Compulsory Requirements	26
b)	General Requirements	27
c)	Discipline Specific Requirements	
	• Foundation Courses	27
	• Core Courses	15
	• Elective Courses	18
	• Specialization Courses	12
d)	Business Project	06
e)	Community Service	00
	Total	131

■ Compulsory Requirements (26 Cr. Hrs.)

Course Title	Code	Cr. Hrs.
English I	HMB1013	3
English II	HMB1023	3
English III	HMB2033	3
Business Communication	BCMB2033	3
Pakistan Studies	HMB1002	2
Islamic Studies	HMB1012	2
Business Mathematics	MTHB2003	3
Statistics for Business	MTHB3013	3
Introduction to Computing + Lab	CSB1114	3+1

■ General Requirements (27 Cr. Hrs.)

Course Title	Code	Cr. Hrs.
Introduction to Psychology	HMB2053	3
Introduction to Sociology	HMB2063	3

Legal Environment in Business	LAWB3003	3
Analytical Reasoning	HMB2123	3
Managerial Ethics	MGTB3053	3
Personal Management & Grooming	HMB1033	3
Language I	HMB2xx3	3
Language II	HMB3xx3	3
Major World Religions	HMB2113	3

■ Discipline Specific Requirements

a-Foundation Courses (27 Cr. Hrs.)

Course Title	Code	Cr. Hrs.
Principles of Accounting I	ACCB2003	3
Principles of Accounting II	ACCB2013	3
Principles of Marketing	MKTB1003	3
Marketing Management	MKTB2013	3
Principles of Management	MGTB1003	3
Introduction to HRM	HRMB2003	3
Business Finance	FINB3003	3
Financial Management	FINB3013	3
Principles of Microeconomics	ECOB1003	3

b-Core Courses (15 Cr. Hrs.)

Course Title	Code	Cr. Hrs.
Cost Accounting	ACCB3033	3
Principles of Macroeconomics	ECOB1013	3
Entrepreneurship and Innovation	ENTB4003	3
Consumer Behavior	MKTB4033	3
Operations Management	MGTB4043	3

c-Elective Courses (18 Cr. Hrs.)

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Course Title	Code	Cr. Hrs.
Management Information Systems	MISB4043	3

Organizational Behavior	MGTB4073	3
Business Information Systems	MISB1003	3
Business Research & Report Writing	RCHB3003	3
International Business Management	MGTB4133	3
Introduction to Industrial Relations	HRMB3138	3
World Trade Organization	MGTB3143	3
Sales and Selling	MKTB4153	3
E- Business	MISB4033	3
World History	HMB2042	3
International Relations	MGTB2113	3
Pakistan Economy	ECOB1023	3
Business Analytics	MISB4053	3

d-Specialization Courses

i)-Finance Specialization (12 Cr. Hrs.)

Course Title	Code	Cr. Hrs.
Money & Banking	BNKB4033	3
Islamic Banking	BNKB3043	3
Financial Markets and Institutions	FINB4133	3
Budgetary Control and Measures	FINB4053	3
Auditing	ACCB4023	3
Corporate Finance	FINB4103	3
Financial Statement Analysis	FINB4123	3
Public Finance	ECOB3123	3
Portfolio Management	FINB4063	3
Management Accounting	ACCB3053	3

ii)-Management Specialization(12 Cr. Hrs.)

Course Title	Code	Cr. Hrs.
Total Quality Management	MGTB3123	3
Project Management	MGTB4093	3
Supply Chain Management	MISB4183	3

Customer Relationship Management	MKTB3233	3
Advanced Management	MGTB4163	3
Industrial Organization	MGTB4173	3
Business Policy & Strategy	MGTB3113	3
Leadership	MGTB4113	3

Note: If a student does not fulfill the specialization requirements but he/she has taken diversified courses, he/she shall be awarded a General BBA degree.

■ Business Project (06 Cr. Hrs.)

It is mandatory for every student to complete a Business Project following the 6th semester or after the completion of 90 Cr. Hrs. of course work.

■ Community Service (VIS4000)

Each student is required to complete 65 hours of community work, usually after the 4th semester which

is a prerequisite for the award of degree.

■ CGPA Requirement

A student is required to earn a minimum of 2.00/4.00 CGPA on the completion of degree requirements.

■ Program Duration

This is a four year degree program comprising of 8 semesters. There is a Fall and a Spring semester in each year. The Summer Semester is utilized for Business Projects or deficiency courses. The maximum duration to complete the BBA program is 7 years.



SCHEME OF STUDIES

Bachelor in Business Administration (BBA)

☐ Semester-I (15 Cr. Hrs.)

Course Code	Course Title	Category	Cr. Hrs.
ECOB1003	Principles of Microeconomics	Foundation	3
MGTB1003	Principles of Management	Foundation	3
HMB1002	Pakistan Studies	Compulsory	2
HMB1013	English-I	Compulsory	3
CSB1113	Introduction to Computing	Compulsory	3
CSB1111	Introduction to Computing Lab	Compulsory	1

☐ Semester-II (17 Cr. Hrs.)

Course Code	Course Title	Category	Cr. Hrs.
MKTB1003	Principles of Marketing	Foundation	3
MISB1003	Business Information Systems	Foundation	3
ECOB1013	Principles of Macroeconomics	Compulsory	3
HMB1023	English-II	Compulsory	3
HMB1033	Personal Management & Grooming	General	3
HMB1012	Islamic Studies	Compulsory	2

☐ Semester-III (18 Cr. Hrs.)

Course Code	Course Title	Category	Cr. Hrs.
HRMB2003	Introduction of HR Management	Foundation	3
ACCB2003	Principles of Accounting I	Foundation	3
MTHB2003	Business Mathematics	Compulsory	3
HMB2033	English-III	Compulsory	3
HMB2xx3	Language –I	General	3
HMB2053	Introduction to Psychology	General	3

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□ Semester-	.IV	(15	Cr	Hrs	۱

Course Code	Course Title	Category	Cr. Hrs.
ACCB2013	Principles of Accounting II	Core	3
MKTB2013	Marketing Management	Core	3
BCMB2033	Business Communication	Compulsory	3
HMB2xx3	Language –II	General	3
HMB2063	Introduction to Sociology	General	3

☐ Semester-V (15 Cr. Hrs.)

Course Code	Course Title	Category	Cr. Hrs.
FINB3003	Business Finance	Foundation	3
RCHB3003	Business Research & Report Writing	Foundation	3
MTHB3013	Statistics for Business	Compulsory	3
MGTB3053	Managerial Ethics	General	3
HMB2123	Analytical Reasoning	General	3

☐ Semester-VI (15 Cr. Hrs.)

Course Code	Course Title	Category	Cr. Hrs.
LAWB3003	Legal Environment in Business	Foundation	3
FINB3013	Financial Management	Core	3
ACCB3033	Cost Accounting	Elective	3
MISB3043	Management Information Systems	Core	3
MG/FIN3xx3	Specialization I	Specialization	3

☐ Semester-VII (15 Cr. Hrs.)

Course Code	Course Title	Category	Cr. Hrs.
ENTB4003	Entrepreneurship and Innovation	Elective	3
MGTB4043	Operations Management	Core	3
MKTB4033	Consumer Behavior	Elective	3
HMB4xx3	Major World Religions	General	3
MG/FIN3xx3	Specialization II	Specialization	3

☐ Semester-VIII (15 Cr. Hrs.)

Course Code	Course Title	Category	Cr. Hrs.
MGTB4073	Organizational Behavior	Elective	3
MG/FIN3xx3	Specialization III	Specialization	3
MG/FIN3xx3	Specialization IV	Specialization	3
MGTB4133	International Business Management	Elective	3
MISB4053	Business Analytics	Elective	3



Exemption in BBA/BS (A&F) after (B.Com)

BBA/BS (A&F) after 14 years of relevant education.

■ Specialization Areas

- (i) Finance
- (ii) Management

■ Admission Requirements

- (i) 14 years of education in business/or relevant studies with at least 45% marks in aggregate.
- (ii) CUST Admission Test / HEC Approved Test

■ Degree Requirements

Each candidate admitted into BBA/ BS (A&F) degree after 14 years education with business degree is required to complete 78 Cr. Hrs. However, credit hours required for non-business students will be determined on case to case basis. The exemption will be granted on the basis of courses studied. The degree requirement is 131 Cr. Hrs.

	Area	Cr. Hrs.
a)	Compulsory Requirements	6
b)	General Requirements	18
c)	Discipline Specific Requirements	
	Foundation Courses	12
	Core Courses	12
	Elective Courses	12
	Specialization Courses	12
d)	Business Project	06
e)	Community Services	0
	Total	78

■ a-Compulsory Requirements (6 Cr. Hrs.)

Course Title	Code	Cr. Hrs.
English-III	HMB2033	3
Introduction to Computing + Lab	CSB1114	3+1

■ b-General Requirements (18 Cr. Hrs.)

Course Title	Code	Cr. Hrs.
Introduction to Psychology	HMB2053	3
Introduction to Sociology	HM2063	3

Managerial Ethics	MGT3053	3
Personal Management & Grooming	HM1033	3
German I	HM3073	3
Chinese I	HM2073	3
French I	HM2223	3
Arabic I	HM2193	3
English Literature I	HMB2133	3
German II	HM3083	3
Chinese II	HM2213	3
French II	HM3083	3
Arabic II	HM3103	3
English Literature II	HMB3143	3

■ c-Discipline Specific Requirements

Foundation Courses (12 Cr. Hrs.)

Course Title	Code	Cr. Hrs.
Principles of Management	MGTB1003	3
Principles of Marketing	MKTB1003	3
Introduction to HRM	HRMB2003	3
Business Research & Report Writing	RCHB3003	3

Core Courses (12 Cr. Hrs.)

Course Title	Code	Cr. Hrs.
Operations Management	MGTB4043	3
Financial Management	FINB3013	3
Management Information Systems	MISB4043	3
Marketing Management	MKTB2013	3

Elective Courses (12 Cr. Hrs.)

Course Title	Code	Cr. Hrs.
Consumer Behavior	MKTB4033	3
Organizational Behavior	MGTB4073	3

Entrepreneurship & Innovation	ENTB4003	3
International Business Management	MGT4133	3

■ d-Specialization Courses

Finance Specialization (12 Cr. Hrs.)

Course Title	Code	Cr. Hrs.
Money & Banking	BNKB4033	3
Islamic Banking	BNKB3043	3
Financial Markets and Institutions	FINB4133	3
Budgetary Control and Measures	FINB4053	3
Auditing	ACCB4023	3
Corporate Finance	FINB4103	3
Financial Statement Analysis	FINB4123	3
Public Finance	ECOB3123	3
Management Accounting	ACCB3053	3
Portfolio Management	FINB4063	3

Management Specialization(12 Cr. Hrs.)

Course Title	Code	Cr. Hrs.
Total Quality Management	MGTB3123	3
Project Management	MGTB4093	3
Supply Chain Management	MISB4183	3
Customer Relationship Management	MKTB3233	3
Comparative Management Philosophy	MGTB4163	3
Industrial Organization	MGTB4173	3
Business Policy & Strategy	MGTB3113	3
Leadership in Organization	MGTB4113	3

■ Business Project (06 Cr. Hrs.)

It is mandatory for every student to complete a Business Project following the 6th semester or after the completion of 90 Cr. Hrs. of course work.

■ Program Duration

This is a four-year degree program comprising of 8 semesters. There is a Fall and a Spring semester in each year. The summer semester is utilized for Business Projects or deficiency courses. The maximum duration to complete the BBA program is 7 years.



SCHEME OF STUDIES

Bachelor in Business Administration (BBA)

☐ Semester-V (18 Cr. Hrs.)

Course Code	Course Title	Category	Cr. Hrs.
MGTB1003	Principles of Management	Foundation	3
CSB1113	Introduction to Computing	Compulsory	3
HMB2033	English III	Compulsory	3
MGTB3053	Managerial Ethics	General	3
HMB3xx3	Analytical Reasoning	General	3
HMB2xx3	Language –I	General	3

☐ Semester-VI (18 Cr. Hrs.)

Course Code	Course Title	Category	Cr. Hrs.
MKTB1003	Principles of Marketing	Foundation	3
FINB3013	Financial Management	Core	3
HRMB2003	Introduction of HR Management	Foundation	3
MISB3043	Management Information System	Core	3
MG/FIN3xx3	Specialization I	Specialization	3
HMB2xx3	Language –II	General	3

☐ Semester-VII (18 Cr. Hrs.)

Course Code	Course Title	Category	Cr. Hrs.
ENTB4003	Entrepreneurship and Innovation	Elective	3
MGTB4043	Operations Management	Core	3
MKTB4033	Consumer Behavior	Elective	3
HMB2063	Introduction to Sociology	General	3
HMB2053	Introduction to Psychology	General	3
MG/FIN3xx3	Specialization II	Specialization	3

☐ Semester-VIII (15 Cr. Hrs.)

Course Code	Course Title	Category	Cr. Hrs.
MGTB4073	Organizational Behavior	Elective	3
MG/FIN3xx3	Specialization III	Specialization	3
MG/FIN3xx3	Specialization IV	Specialization	3
MGTB4133	International Business Management	Elective	3
HMB1033	Personal Management & Grooming	General	3





BS in Accounting and Finance

PEOs describe the expected accomplishments of the BS (A&F) graduates. The department of Management Sciences intends to achieve the following:

■ Program Educational Objectives (PEOs)

- (i) The graduates will demonstrate the functional knowledge of Accounting and Finance.
- (ii) The graduates will exhibit the ability to perform managerial tasks at operational and strategic level in specialized organization.
- (iii) The graduates will exhibit preparedness to respect diversity and work ethically.

■ Program Learning Outcomes (PLOs)

After successfully completing BS (A&F), the graduate will have

- (i) Cross functional Knowledge: An ability to apply knowledge of mathematics, economics, management, marketing and finance fundamentals towards the solution of complex business problems.
- (ii) Problem Analysis: An ability to identify, formulate and analyze complex business problems reaching substantiated conclusions using case studies.

- (iii) Management Skills: An ability to demonstrate management skills while leading/managing business projects.
- (iv) Business Solution: An ability to design solutions for complex business problems or processes that meet specified needs while maintaining business standards, cultural, societal, and environmental considerations.
- (v) **Communication:** An ability to communicate effectively, verbally as well as in writing, in corporate settings.
- (vi) Entrepreneurial Skills: An ability to exhibit entrepreneurial skills, necessary to implement new business ideas in an innovative way.
- (vii) Individual and Team Work: An ability to work as an individual and in a team setting.
- (viii) Modern Tool Usage: An ability to identify and apply appropriate tools and techniques to create and disseminate business information.
- (ix) Corporate Social Responsibility: An ability to understand the responsibility of an organization towards the society at large and to contribute towards the betterment of society.
- (x) **Ethics**: Apply ethical principles in professional manner, keeping in view the norms of society.



■ Admission Requirements

- (i) Higher Secondary School Certificate or Equivalent securing at least 45% marks in aggregate
- (ii) CUST Admission Test/HEC Approved TEST

■ Degree Requirements

Each candidate of the BS in Accounting & Finance degree is required to complete 131 credit hours (Cr. Hrs.) as per the following detail:

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	Area	Cr. Hrs.
a)	Compulsory Requirements	29
b)	General Requirements	24
c)	Discipline Specific Requirements	-
	• Foundation Courses	27
	• Core Courses	15
	• Elective Courses	15
	Specialization Courses	15
d)	Business Project	06
e)	Community Service	00
	Total	131

■ Compulsory Requirements (29 Cr. Hrs.)

Course Title	Code	Cr. Hrs.
English I	HMB1013	3
English II	HMB1023	3
Verbal Communication Skills	BCMB3033	3
Business Communication	BCMB2033	3
Pakistan Studies	HMB1002	3
Islamic Studies	HMB1012	3
Business Mathematics	MTHB2003	3
Principles of Macroeconomics	ECOB1013	3
Statistics for Business	MTHB3013	3
Introduction to Computing+Lab	CSB1114	3+1

■ General Requirements (24 Cr. Hrs.)

Course Title	Code	Cr. Hrs.
Introduction to Psychology	HMB2053	3

Introduction to Sociology	HMB2063	3
Introduction to Logic	HMB2123	3
Managerial Ethics	MGTB3053	3
Personal Management & Grooming	HMB1033	3
Language I	HMB2xx3	3
Language II	HMB3xx3	3
Major World Religions	HMB2113	3

■ Foundation Courses (27 Cr. Hrs.)

Course Title	Code	Cr. Hrs.
Principles of Accounting I	ACCB2003	3
Principles of Marketing	MKTB1003	3
Business Finance	FINB3003	3
Principles of Managements	MGTB1003	3
Business Information System	MISB1003	3
Introduction to HRM	HRMB2003	3
Legal Environment in Business	LAWB3003	3
Business Research & Report Writing	RCHB3003	3
Principles of Microeconomics	ECOB1003	3

■ Discipline Specific Courses

a-Core Courses (15 Cr. Hrs.)

Course Title	Code	Cr. Hrs.
Principles of Accounting II	ACCB2013	3
Management Information Systems	MISB4043	3
Financial Management	FINB3013	3
Marketing Management	MKTB2013	3
Cost Accounting	ACCB3033	3

b-Elective Courses (15 Cr. Hrs.)

Course Title	Code	Cr. Hrs.
Performance Management	FINB4123	3
Financial Statement Analysis	FINB4143	3

Business Analytics	MISB4053	3
Corporate Finance	FINB4103	3
Project Management	MGTB4063	3
Financial Markets and Institutions	FINB4133	3

c-Specialization Courses (15 Cr. Hrs.)

Course Title	Code	Cr. Hrs.
Portfolio Management	FINB4063	3
Financial Information Systems	FINB4023	3
Financial Modeling	FINB4113	3
Advanced Financial Reporting	ACCB4083	3
Accounting Information System	ACCB4053	3
Actuarial Accounting	ACCB4063	3
Marketing of Financial Services	FINB4033	3
Corporate Governance and Ethics	FINB4043	3
Budgetary Policy and Control	FINB4053	3
Business Analysis	ACCB4093	3
Issues in Financial Reporting	ACCB4073	3
Managerial Accounting	ACCB4033	3
Money & Banking	BNKB4033	3
Islamic Banking	BNKB4043	3
Auditing and Assurance	ACCB4023	3
Money and Capital Markets	FINB4153	3
Risk Management	FINB4173	3
Development Finance	FINB4183	3
Taxation	ACCB4043	3
Global Finance	FINB4193	3
Project Finance	FINB4233	3

■ Business Project (06 Cr. Hrs.)

It is mandatory for every student to complete a Business Project following the $6^{\rm th}$ semester or after the completion of 90 Cr. Hrs. of course work.

■ Community Service (VIS4000)

Each student is required to complete 65 hours of community work, usually after the 4th semester which would be a prerequisite for the award of degree.

■ CGPA Requirement

A student is required to earn a minimum 2.00/4.00 CGPA on the completion of his/her degree requirements.

■ Program Duration

This is a four year degree program comprising of 8 semesters. There is a Fall and a Spring semester in each year. The summer semester is utilized for Business Projects or deficiency courses. The maximum duration to complete the BS Accounting and Finance program is 7 years.



SCHEME OF STUDIES

BS Accounting and Finance

☐ Semester-I (15 Cr. Hrs.)

Course Code	Course Title	Category	Cr. Hrs.
ECOB1003	Principles of Microeconomics	Foundation	3
MGTB1003	Principles of Management	Foundation	3
HMB1002	Pakistan Studies	Compulsory	2
HMB1013	English-I	Compulsory	3
CSB1113	Introduction to Computing	Compulsory	3
CSB1111	Introduction to Computing Lab	Compulsory	1

☐ Semester-II (17 Cr. Hrs.)

Course Code	Course Title	Category	Cr. Hrs.
MKTB1003	Principles of Marketing	Foundation	3
MISB1003	Business Information Systems	Foundation	3
ECOB1013	Principles of Macroeconomics	Compulsory	3
HMB1023	English-II	Compulsory	3
HMB1033	Personal Management & Grooming	General	3
HMB1012	Islamic Studies	Compulsory	2

☐ Semester-III (18 Cr. Hrs.)

Course Code	Course Title	Category	Cr. Hrs.
HRMB2003	Introduction of HR Management	Foundation	3
ACCB2003	Principles of Accounting I	Foundation	3
MTHB2003	Business Mathematics	Compulsory	3
HMB2113	Major World Religions	General	3
HMB2xx3	Language I	General	3
HMB2053	Introduction to Psychology	General	3

☐ Semester-IV (15 Cr. Hrs.)

Course Code	Course Title	Category	Cr. Hrs.
ACCB2013	Principles of Accounting II	Core	3
MKTB2013	Marketing Management	Core	3
BCMB2033	Business Communication	Compulsory	3
HMB2123	Introduction to Logic	General	3
HMB2063	Introduction to Sociology	General	3

☐ Semester-V (15 Cr. Hrs.)

Course Code	Course Title	Category	Cr. Hrs.
FINB3003	Business Finance	Foundation	3
RCHB3003	Business Research & Report Writing	Foundation	3
MTHB3013	Statistics for Business	Compulsory	3
MGTB3053	Managerial Ethics	General	3
HMB3xx3	Language II	General	3

☐ Semester-VI (15 Cr. Hrs.)

Course Code	Course Title	Category	Cr. Hrs.
LAWB3003	Legal Environment in Business	Foundation	3
FINB3013	Financial Management	Core	3
ACCB3033	Cost Accounting	Elective	3
MISB3043	Management Information Systems	Core	3
BCMB3083	Verbal Communication Skills	Compulsory	3

☐ Semester-VII (15 Cr. Hrs.)

Course Code	Course Title	Category	Cr. Hrs.
FINB4143	Financial Statement Analysis	Elective	3
FINB4103	Corporate Finance	Elective	3
MGTB4063	Project Management	Elective	3
XXXX4xx3	Specialization I	Specialization	3
XXXX4xx3	Specialization II	Specialization	3

☐ Semester-VIII (15 Cr. Hrs.)

Course Code	Course Title	Category	Cr. Hrs.
FINB4133	Financial Markets and Institutions	Elective	3
MGTB4053	Business Analytics	Elective	3
ACCB4xx3	Specialization III	Specialization	3
FINB4xx3	Specialization IV	Specialization	3
FINB4xx3	Specialization V	Specialization	3





BS Psychology

The BS- Psychology program is designed to develop and evaluate psychological concepts using a curriculum which develops specialist knowledge in a range of subject areas (e.g. clinical, organizational, counseling and school psychology etc.). These graduates will provide a support to growing demand of psychologists in various domains like hospitals, academia, organizations, armed forces and public sector organizations. The state-of-the-art campus facilities with best faculty make our program best choice for young psychologists of the future.

■ Program Educational Objectives (PEOs)

PEOs describe the expected accomplishments of the BS Psychology graduates after completion of the above-mentioned program. The Department of Management and Social Sciences intends to achieve the following objectives:

- (i) The graduates will demonstrate their knowledge about key concepts, principles, and overarching psychology themes along with their applications.
- (ii) The graduates will incorporate their innovative, integrative, and problem-solving skills to develop diverse communities at local, national, and global levels, through scientific reasoning, and research based on ethical standards.
- (iii) The graduates will demonstrate effective written, oral, and interpersonal communication skills to lead meaningfully charged professional careers.

■ Program Learning Outcomes (PLOs)

After successfully completing BS Psychology, the graduate will have

(i) Cross-Functional Knowledge: An ability to understand acquired knowledge on neuroscience,

- sensation. perception, cognition, learning. memory, language, intelligence, motivation, emotions, sexuality, gender, development, personality disorders treatments, cross-cultural diversity, and social considerations.
- (ii) Problem Analysis and Application Knowledge: An ability to identify, analyze, formulate, and the gained knowledge of psychology for configuring theoretical and practical problems.
- (iii) Scientific Reasoning and Modern Tool Usage: An ability to use relevant sources of scientific knowledge to identify, frame, and generate novel and practical solutions to psychological issues by using requisite modern tools and research methods.
- (iv) Corporate Social Responsibility: An ability to understand the impact of societal and environmental contexts. and demonstrate knowledge of health, safety, legal, and cultural concerns for sustainable development.
- (v) Ethics: Practice, apply ethical principles, and demonstrate professional ethics and responsibilities to recognize different perspectives encompassing daily routines.
- (vi) Communication: An ability to communicate professionally, orally as well as in writing to communicate effectively.
- (vii) Individual and Team Work: An ability to work individually and collectively in teams, on multifaceted and/or multidisciplinary settings.
- (viii) Management Skills: To apply psychology specific content in intra and interpersonal exhibiting self-reflection. management. project-management, teamwork, and career preparation in a cohesive environment.

- (ix) Entrepreneurial and Professional Skills: An ability to exhibit workplace entrepreneurial and professional skills in hospital, educational, military or industrial/organizational setups, for adding innovation and integrity in relevant fields.
- (x) Lifelong Learning: Ability to transfer learned knowledge of psychology in novel contexts and diverse situations.

■ Admission Requirements

- (i) Higher Secondary School Certificate or equivalent securing at least 45% marks in aggregate.
- (ii) CUST Admission Test/HEC Approved Test

■ Degree Requirements

The candidate is required to complete 135 Cr. Hrs as per following details:

Categories	Courses	Cr. Hrs.
1. Compulsory Requirement	9	25
2. General Courses to be chosen from other departments	8	24
3. Discipline Specific Foundation Courses	14	33
4. Major Courses including research project / Internship	15	41
5. Electives within the major	4	12
Total	50	135

■ Compulsory Requirements (25 Cr. Hrs.)

Course Title	Code	Cr. Hrs.
Biology	PSYB3033	3
Communication Skills	BCMP2003	3
English-I	HMP1003	3
English-II	HMP1013	3
Introduction to Computers	CSP1003	3
Islamic Studies / Ethics	HMP1002	2
Language	HMP2003	3
Mathematics	MTHP2003	3
Pakistan Studies	HMP2013	2

■ General Requirements (24 Cr. Hrs.)

Course Title	Code	Cr. Hrs.
Sociology	HMP2063	3
Analytical Reasoning	PSYB2053	3

Introduction to Economics	ECOP1003	3
Introduction to Social Work	PSYB2043	3
Introduction to Law	LAWP2003	3
Political Science	PLSP1003	3
Principles of Management	MGTP1003	3
Teaching and Learning Skills	BCMP1003	3

■ Discipline Specific Foundation Courses (33 Cr. Hrs.)

Course Title	Code	Cr. Hrs.
Introduction to Psychology	PSYB1003	3
Active Citizenship/Voluntary work/ Community work	PSYB4000	Mandatory
Applied Areas of Psychology	PSYB2063	3
Biological Basis of Behavior	PSYB3043	3
Ethical Issues in Psychology	PSYB2073	3
Experimental Psychology	PSYB2013	3
Lab Experiments	PSYB4002	1
Practicals in Psychology	PSYB1001	1
Psychological Assessment	PSYB3003	3
Psychological Assessment Practical	PSYB3001	1
Psychopathology	PSYB3023	3
Schools and Perspectives in Psychology	PSYB1023	3
Social Psychology	HMP2073	3
Theories of Personality	PSYB2023	3

■ Major Courses (41 Cr. Hrs.)

Course Title	Code	Cr. Hrs.
Cognitive Psychology	PSYB4113	3
Cross Cultural Psychology	PSYB4103	3
Data Analysis using SPSS	MTHP4013	3
Developmental Psychology	PSYB3113	3
Environmental Psychology	PSYB2033	3
Gender Issues in Psychology	PSYB283	3
Group Research	PSYB4001	1

Health Psychology	PSYB4043	3
Peace Psychology	PSYB4013	3
Positive Psychology	PSYB4003	3
Research Methods - I	RCHP3003	3
Research Methods-II	RCHP3103	3
Research Thesis Part I	RCHP4112	2
Research Thesis Part II	RCHP4122	2
Statistics in Psychology	MTHP4003	3

■ Electives (12 Cr. Hrs.)

Course Title	Code	Cr. Hrs.
Elective-I	PSYB4xx3	3
Elective-II (Practicum / Case Reports)	PSYB4xx3	3
Elective-III	PSYB4xx3	3
Elective-IV (Practicum / Case Reports/Internship)	PSYB4xx3	3



SCHEME OF STUDIES

BS Psychology Program

☐ Semester-I (17 Cr. Hrs)

Course Code	Course Title	Category	Cr. Hrs.
HMP1003	English-I	Compulsory	3
HMP2013	Pakistan Studies	Compulsory	2
MTHP2003	Mathematics	Compulsory	3
HMP2063	Sociology	General	3
BCMP1003	Teaching and Learning Skills	General	3
PSYB1003	Introduction to Psychology	Foundation	3

☐ Semester-II (18 Cr. Hrs)

Course Code	Course Title	Category	Cr. Hrs.
HMP1013	English-II	Compulsory	3
HMP1002	Islamic Studies / Ethics	Compulsory	2
CSP1003	Introduction to Computers	Compulsory	3
PSYB2063	Applied Areas of Psychology	Foundation	3
ECOP1003	Introduction to Economics	General	3
LAWP2003	Law	General	3
PSYB1001	Practicals in Psychology	Foundation	1

☐ Semester-III (18 Cr. Hrs)

Course Code	Course Title	Category	Cr. Hrs.
BCMP2003	Communication Skills	Compulsory	3
PSYB4113	Cognitive Psychology	Major	3
PSYB3033	Biology	Compulsory	3
MGTP1003	Principles of Management	General	3
PLSP1003	Political Science	General	3
PSYB2033	Environmental Psychology	Major	3

☐ Semester-IV (18 Cr. Hrs)

Course Code	Course Title	Category	Cr. Hrs.
HMP2003	Language	Compulsory	3
PSYB2053	Analytical Reasoning	General	3
PSYB2043	Introduction to Social Work	General	3
PSYB4103	Cross Cultural Psychology	Major	3
PSYB2073	Ethical Issues in Psychology	Foundation	3
PSYB283	Gender Issues in Psychology	Major	3

☐ Semester-V (16 Cr. Hrs)

Course Code	Course Title	Category	Cr. Hrs.
PSYB3023	Psychopathology	Foundation	3
PSYB1023	Schools and Perspectives in Psychology	Foundation	3
PSYB3003	Psychological Assessment	Foundation	3
PSYB3001	Psychological Assessment Practical	Foundation	1
RCHP3003	Research Methods - I	Major	3
MTHP4003	Statistics in Psychology	Major	3

☐ Semester-VI (18 Cr. Hrs)

Course Code	Course Title	Category	Cr. Hrs.
RCHP3103	Research Methods-II	Major	3
PSYB2023	Theories of Personality	Foundation	3
PSYB3043	Biological Basis of Behavior	Foundation	3
MTHP4013	Data Analysis using SPSS	Major	3
HMP2073	Social Psychology	Foundation	3
PSYB4043	Health Psychology	Major	3

☐ Semester-VII (13 Cr. Hrs)

Course Code	Course Title	Category	Cr. Hrs.
PSYB2013	Experimental Psychology	Foundation	3
PSYB4002	Lab Experiments	Foundation	1
PSYB4XX3	Elective-I	Elective	3
PSYB4XX3	Elective-II (Practicum / Case Reports)	Elective	3
PSYB4000	Active Citizenship/Voluntary work/ Community work	Foundation	0
PSYB4001	Group Research	Major	1
RCHP4112*	*Research Thesis Part I	Major	2*

☐ Semester-VIII (17 Cr. Hrs)

Course Code	Course Title	Category	Cr. Hrs.
PSYB4003	Positive Psychology	Major	3
PSYB3113	Developmental Psychology	Major	3
PSYB4013	Peace Psychology	Major	3
PSYB4xxx3	Elective-III	Elective	3
PSYB4xxx3	Elective-IV (Practicum / Case Reports/Internship)	Elective	3
RCHP4122*	Research Thesis Part II	Major	2*



Master in Business Administration

■ Program Educational Objectives (PEOs)

- (i) The graduates will contribute competently and efficiently as business professionals.
- (ii) The graduates will continuously develop business skills to contribute in rapidly changing corporate environment
- (iii) The graduates will be able to evaluate and solve business problems in the light of social and cultural values

■ Program Learning Outcomes (PLOs)

- (i) Cross Functional Knowledge: An ability to apply knowledge of mathematics, economics, management, marketing and finance fundamentals, to the solution of complex business problems.
- (ii) **Problem Analysis:** An ability to identify, formulate, and analyze complex business problems reaching substantiated conclusions using case studies.
- (iii) 3. Critical Thinking and Business Solutions An ability to think critically while designing solutions for complex business problems or processes, maintaining business standards, cultural, societal, and environmental considerations.
- (iv) **Communication:** An ability to communicate effectively, verbally as well as in writing, in corporate settings.

- (v) Management Skills: An ability to demonstrate management skills while leading/managing business projects.
- (vi) **Individual and Team Work:** An ability to work as an individual and in a team setting.
- (vii) Corporate Social Responsibility: An ability to understand the responsibility of an organization towards the society at large and to contribute towards the betterment of society.
- (viii) **Ethics:** To contribute ethically in discharge of services entrusted by the organization and society.

■ Admission Requirements

The MBA degree is offered by the Department of Management Sciences. Details of the program are given below.

- (i) Sixteen years of schooling or equivalent.
- (ii) Minimum 2.00/4.00 CGPA or 50% marks.
- (iii) Admission Test / GAT (General)

■ Specialization Areas

- (i) Finance
- (ii) Human Resource Management
- (iii) Marketing
- (iv) Project Management

■ Degree Requirements for Business Degree Holder

Area Cr. Hrs.

a) Core Courses 12

c)	Specialization Courses	12
	Total	30

■ Core Courses (12 Cr. Hrs.)

Course Title	Code	Cr. Hrs.
Strategic Finance	MBA5003	3
Strategic Management	MBA5013	3
Advanced Strategic Marketing	MBA5023	3
Advanced Project Management	MBA5033	3

■ Elective Courses (6 Cr. Hrs.)

Course Title	Code	Cr. Hrs.
International Business	MBA5043	3
Corporate Governance	MBA5053	3
Supply Chain Management	MBA5063	3
Business Analytics	MBA5073	3

■ Specialization Courses (12 Cr. Hrs.)

a-Finance

Course Title	Code	Cr. Hrs.
Advanced Portfolio Management	FIN6173	3
Case Studies in Corporate Finance	FIN6033	3
Financial Modeling	FIN6193	3
Analysis of Financial Statements	FIN5123	3
Entrepreneurial Finance	FIN6143	3
Project Finance	FIN6153	3
Financial Risk Management	FIN6103	3

b-Human Resource Management

Course Title	Code	Cr. Hrs.
Strategic HRM	HRM6053	3
Human Resources Development	HRM6293	3
Change Management	HRM6113	3
Industrial Psychology	HRM6153	3
High Performance Work System	HRM6083	3
Cross Cultural HRM	HRM6333	3
Current Paradigms in HRM	HRM6283	3

c-Marketing

Course Title	Code	Cr. Hrs.
Services Marketing	MKT6123	3
Brand Management	MKT6073	3
Advertising and Sales Promotion	MKT6043	3
Customer Relationship Management	MKT6133	3
Entrepreneurial Marketing	MKT6113	3
Marketing Ethics	MKT6063	3
International Marketing	MKT6053	3

d-Project Management

Course Title	Code	Cr. Hrs.
Project Process Planning and Control	MPM6123	3
Project Monitoring and Evaluation	MPM6133	3
Project Finance	MPM6313	3
Project Leadership	MPM6263	3
Project Risk Management	MPM6213	3
Computer Applications in Project Management	MPM6283	3
Project Quality Management	MPM6293	3

■ Additional Requirement for Non-Business Degree Holders

Applicants with non-business degree may be required to take 36 SCH courses to fulfill pre-requisite deficiencies if so determined by the Graduate Admission Committee. The deficiency credit hours (Cr. Hrs.) will not be counted towards the minimum Cr. Hrs. required for the award of degree. The maximum number of deficiency courses for students who are changing their domain is given in the following table:

	Area	Cr. Hrs.
a)	BBA (Honors, 16 years education)	Nil
b)	MA / M.Sc /BS non-business degree	36

■ Deficiency for Non business degree holder Courses (36 Cr. Hrs.)

Course Title	Code	Cr. Hrs.
Principles of Accounting I	MBA4003	3
Principles of Accounting II	MBA4013	3
Principles of Microeconomics	MBA4023	3
Principles of Macroeconomics	MBA4033	3
Principles of Management	MBA4043	3
Organizational Behavior	MBA4053	3
Business Mathematics	MBA4063	3
Statistics for Business	MBA4073	3
Financial Management	MBA4083	3
Corporate Finance	MBA4093	3
Principles of Marketing	MBA4113	3
Consumer Behavior	MBA4123	3

■ Program Duration

This degree program comprises of 03 semesters with minimum of 30 Cr. Hrs. For business graduates, the minimum time for non-business degree holder is 2.5 years. There is a Fall and a Spring semester in each year. The summer sessions are utilized for Business Projects, deficiency or repeat courses. The maximum duration to complete the degree is 4 years.

SCHEME OF STUDIES

Master in Business Administration

☐ Semester-I (12 Cr. Hrs.)

Course Code	Course Title	Category	Cr. Hrs.
MBA5003	Strategic Finance	Core	3
MBA5013	Strategic Management	Core	3
XXX5xx3	Elective-I	Elective	3
XXX5xx3	Specialization-I	Specialization	3

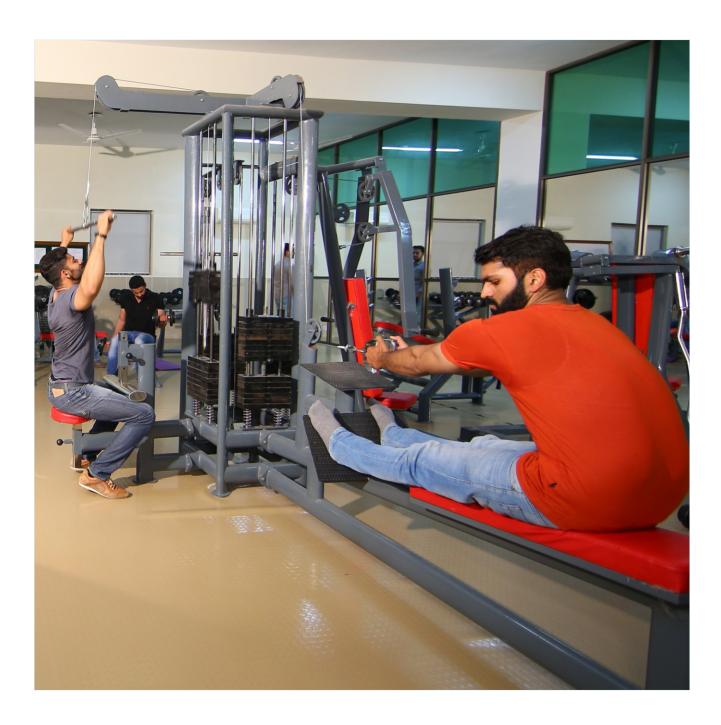
☐ Semester-II (12 Cr. Hrs.)

Course Code	Course Title	Category	Cr. Hrs.
MBA5023	Advanced Strategic Marketing	Core	3
MBA5033	Advanced Project Management	Core	3
XXX5xx3	Elective-II	Elective	3
XXX5xx3	Specialization-II	Specialization	3

☐ Semester-III (12 Cr. Hrs.)

Course Code	Course Title	Category	Cr. Hrs.
XXX5xx3	Specialization-III	Specialization	3
XXX5xx3	Specialization-IV	Specialization	3
RCH6056	Research Thesis	Optional	6

MBA students can complete their degree without thesis by completing 30 graduate credit hours. As an option, they can also register for research thesis if they want to have research exposure.



MS Management Sciences

■ Program Educational Objectives (PEOs)

- (i) The graduates will demonstrate in-depth theoretical knowledge in management Sciences.
- (ii) The graduates will express the ability to perform in depth analysis in specialized area like Finance, Marketing, Human Resource, Project Management and any other related management discipline.
- (iii) The graduates will exhibit preparedness to conduct research ethically and as per needs of society.

■ Program Learning Outcomes (PLOs)

- (i) Integrated Business Decisions: Integrated Business Decisions: ability to take complex, cross functional business decisions on the bases of strong theoretical insight of management sciences literature
- (ii) Problem Analysis and Solution: Ability to identify, analyze and develop solutions through integrated thinking for complex problems in the field of management sciences, with an understanding and appreciation for their limitation.

- (iii) Research Design: Ability to design research models for complex problems in the field of management sciences.
- (iv) Research Tool Usage: Ability to identify and apply appropriate techniques and tools to research models
- (v) Ethics: Ability to take decisions ethically keeping in view the norms of the society.

■ Admission Requirements

- (i) A minimum of 16 years of education leading to BBA/MBA/MPA or equivalent.
- (ii) A minimum of 2.00/4.00 CGPA or 50% marks in annual system.
- (iii) Admission Test/HEC Approved Test

■ Degree Requirements

A student admitted in this program will have to complete the degree requirements by following any one of the options given below:

- (i) 24 Cr. Hrs course work with 6 Cr. Hrs. thesis
- (ii) Course work only (10 Courses)

■ Core Courses

Students are required to qualify all the core courses listed below.

Course Title	Code	Cr. Hrs.
Advanced Strategic Marketing	MKT6023	3
Strategic Finance	FIN6053	3
Organizational Theory and Design	MGT6033	3
Advanced Research Methods	RCH6013	3

■ Specialization Courses

A student can claim a specialization if he/she has completed 15 Cr. Hrs. including research work, if opted, from one of the specialization areas mentioned below. Otherwise, on the completion of 30 Cr. Hrs., he/she will be awarded the MS Degree without any specialization.

a-Human Resource Management

Course Tible	Carla	Cu. Hus
Course Title	Code	Cr. Hrs.
Strategic Human Resource Management	HRM6053	3
High Performance Work System	HRM6083	3
Industrial Psychology	HRM6153	3
Conflict and Negotiation Management	HRM6103	3
Change Management	HRM6113	3
Organizational Development	HRM6163	3
Current Paradigms in HRM	HRM6243	3
Positive Organizational Behavior	HRM6263	3
Cross Cultural HRM	HRM6333	3
Research Methods in Social Sciences	HRM6813	3
Performance Management	HRM7003	3
Managing Groups and Teams	HRM7013	3
HR Matrices	HRM7023	3
Entrepreneurial Leadership	HRM7033	3
Occupational and Health Psychology	HRM7043	3
Group Dynamics	HRM7053	3

b-Finance

Course Title	Code	Cr. Hrs.
Case Studies in Corporate Finance	FIN6033	3
Advanced Portfolio Management	FIN6063	3
Financial Economics	FIN6083	3
Finance Theory	FIN6233	3
Research Methods in Finance	FIN6813	3
Financial Risk Management	FIN6103	3

Behavioral Finance	FIN7003	3
Issues in Financial Reporting	FIN7013	3
Public Finance and Decision Making	FIN7023	3
Real Estate Appraisal and Evaluation	FIN7033	3
Forensic Accounting	FIN7043	3
Financial Analytics	FIN7053	3

c-Marketing

Course Title	Code	Cr. Hrs.
Advertisement and Sales Promotion	MKT6043	3
International Marketing	MKT6053	3
Brand Management	MKT6073	3
Marketing Ethics	MKT6063	3
Customer Relationship Management	MKT6133	3
Product and Price strategy	MKT6103	3
Psychology of Consumer Behavior	MKT7003	3
Entrepreneurial Marketing	MKT7013	3
Advanced Marketing Research	MKT7023	3
Franchising	MKT7033	3
Marketing Strategy and Planning	MKT7043	3
Relationship Marketing	MKT7053	3

■ Research Thesis

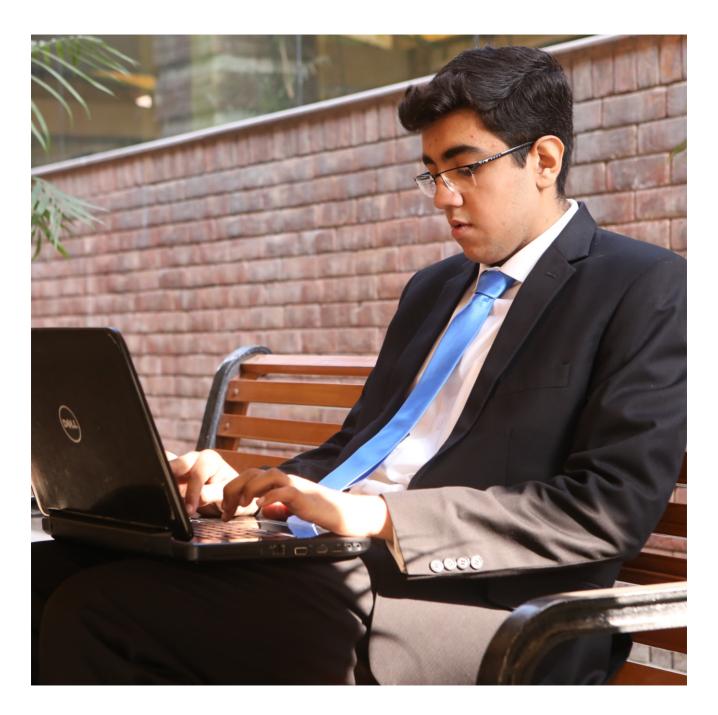
Course Title	Code	Cr. Hrs.
Research Thesis	RCH6916	6

■ CGPA Requirement

A student is required to earn a minimum of 3.00/4.00 CGPA on the completion of his/her degree requirements.

■ Program Duration

This is a 2 years program comprising of 4 semesters. There will be a Fall and a Spring semester in each year. The maximum duration to complete MS in Management Sciences is 4 years.



MS Project Management

■ Program Educational Objectives (PEOs)

- (i) The graduates will demonstrate in depth theoretical knowledge in the field of project management.
- (ii) The graduates will express the ability to identify and suggest solutions to existing problems by performing in depth analysis in different domains of project management.
- (iii) The graduates will exhibit preparedness to contribute towards knowledge creation in the field of project management, ethically and as per needs of society.

■ Program Learning Outcomes (PLOs)

- (i) Integrated Decision Making: Ability to design and execute complex, cross functional projects based on strong theoretical and practical insight of project management literature.
- (ii) Problem Analysis and Solution: Ability to identify, analyze, and develop solutions through integrated thinking for complex problems in the field of project management, with an understanding and appreciation for their limitations.

- (iii) Research Design: Ability to design research models for complex problems in the field of project management.
- (iv) Application of Tools and Techniques: Ability to identify and apply appropriate techniques and tools in the field of project management.
- (v) **Ethics:** Ability to take decisions ethically keeping in view the norms of society.

■ Admission Requirements

- (i) A minimum of 16 years of education leading to BBA/BS/MBA/MPA/MSc or equivalent
- (ii) Minimum 2.00/4.00 CGPA or 50% marks in annual system
- (iii) Admission Test/HEC Approved Test

■ Degree Requirements

A student admitted in this program will have to complete the degree requirements by following any one of the options given below:

- (i) 24 Cr. Hrs course work with 6 Cr. Hrs thesis
- (ii) Course work only (10 Courses)

■ Core Courses (12 Cr. Hrs)

Course Title	Code	Cr. Hrs.
Fundamentals of Project Management	MPM6003	3
Project Process, Planning and Control	MPM6123	3
Project Monitoring and Evaluation	MPM6133	3
Research Methods for Project Management	MPM6143	3

■ Elective Courses (12 Cr. Hrs)

Course Title	Code	Cr. Hrs.
Advanced Project Management	MPM6153	3
Optimization Techniques	MPM6163	3
Advanced Financial Management	MPM6173	3
Managing People and Teams	MPM6183	3
Project Risk Management	MPM6213	3
Contract Management	MPM6223	3
Legal Aspect of Project Management	MPM6243	3
Software Project Management	MPM6253	3
Project Leadership	MPM6263	3
Computer Applications in Project Management	MPM6283	3
Management of Project Based Organization	MPM6113	3
Agile Project Management	MPM6303	3
Project Stakeholder Management	MPM6313	3
Project Procurement Management	MPM6093	3
Project Cost & Financial Management	MPM6323	3
Project Marketing	MPM6103	3
Operations Management	MPM6313	3
Project Quality Management	MPM6293	3

■ Research Thesis

Course Title	Code	Cr. Hrs.
Research Thesis	RCH6056	6

■ Additional Requirement for Non-Business Degree Holders

Applicants with non-business degree may be required to take 36 SCH courses to fulfill pre-requisite deficiencies if so determined by the Graduate Admission Committee. The deficiency credit hours (Cr. Hrs.) will not be counted towards the minimum Cr. Hrs. required for award of degree. The maximum number of deficiency courses for students who are changing their domain is given in the following table:

	Area	Cr. Hrs.
a)	BBA (Honors, 16 years education)	Nil
b)	MA / M.Sc /BS non-business degree	36

CGPA Requirement

A student is required to earn a minimum 3.00/4.00 CGPA on the completion of his/her degree requirements.

Program Duration

This is normally a 2 years program comprising of 4 semesters. There will be a Fall and a Spring semester in each year. The maximum duration to complete MS in Project Management is 4 years.

■ Deficiency for Non-Business Degree Holder Courses (6 Cr. Hrs.)

Course Title	Code	Cr. Hrs.
Fundamentals of Management	MPM5013	3
Fundamentals of Finance	MPM5023	3



PhD Management Sciences

The PhD Management Sciences Program enables scholars to engage in advanced study and research in variety of fields, such as Finance, Human Resource Management and Marketing. The research driven program fosters original and scholarly research that contributes to all of these fields. The scholar works on the issues that require attention not only towards the theoretical front but also the ones which remain un-resolved in the local businesses of Pakistan. We work in close liaison with the industry to establish a strong university industry linkage. Our PhD alumni are serving at leading positions in academia across Pakistan and abroad as well. The research output in the leading journals of the world symbolizes world class research being conducted by scholars of PhD program.

■ Program Educational Objectives (PEOs)

- (i) The graduate will demonstrate in depth theoretical knowledge in their respective stream, and exhibit the ability to effectively use analytical and methodological skills to conduct and disseminate novel research in the specialized business domain.
- (ii) The graduate will suggest innovative solutions and

provide modern perspectives to problems in the field of management sciences.

■ Program Learning Outcomes (PLOs)

- Breadth and depth of knowledge: Ability to critically evaluate various theoretical and methodological frameworks in their specialized stream.
- (ii) **Problem Analysis and Research Design:** Ability to identify real life business problems, and design research models with an understanding of their scope and limitations.
- (iii) Research contribution: Ability to disseminate knowledge, ideas and solutions in a scholarly manner.

■ Admission Requirements

- (i) MS degree in relevant discipline
- (ii) Minimum CGPA 3.0/4.0 or 60% marks in an Annual System
- (iii) Admission Test/HEC Approved Test
- (iv) Interview

■ Degree Requirements

A PhD candidate shall be awarded degree on successful completion of the following requirements:

- (i) 18 Cr. Hrs. Course Work with minimum CGPA 3.00/4.00
- (ii) Comprehensive Examination (written and oral)
- (iii) 30 Cr. Hrs. Research Work
- (iv) Synopsis Approved
- (v) 2/3 Positive Foreign Reviews

- (vi) Publication of at least one research paper in the University approved journal.
- (vii) Dissertation Final Defense

Note: PhD scholars are required to comply with the following timeline:

Activity	Preferred Time	Maximum
Course Work	2 Semesters	3 Semesters
Comprehensive Exam	3 Semesters	4 Semesters
Synopsis Qualification	4 Semesters	6 Semesters
Thesis Submission	6 Semesters	10 Semesters



