



Management Sciences

Team





COLLEGE OF MANAGEMENT SCIENCES (BLOCK -

Our Vision Statement

“To be one of the leading institutions in the higher business education by employing creative measures to build students’ skills and capacities.”

The Process

The College of Management Sciences is focused on providing high quality university level education in the field of business. We seek to develop academic knowledge, the ability to apply business tools and skills, and confidence and the personality of our graduates over the years by allowing them to plan and implement activities through classroom exercises and extra-curricular activities. Our success is measured based on our students’ acceptability in the market and entrepreneurial ventures.

Our Mission Statement

“Our mission is to invigorate our students with the entrepreneurial spirit necessary for the development of business organizations through the approach of continuous innovation and change. We are willing to experiment and innovate in the process of delivering knowledge as well as confidence building measures to students. We are ready to take risks and manage the results of our actions.”



Our business program now has the distinction of taking the lead in incorporating the “entrepreneurship experience” as an integral part of the curriculum. Students joining the BBA and MBA programs automatically become part of a process that provides the “entrepreneurship experience” through a business startup in groups of up to five students. Each group of students are assigned a project to setup an enterprise during their stay at the institute. The project is linked with strategically designed courses in successive semesters which motivates the students and helps them in conceiving the idea, planning, financing, marketing and managing the growing enterprise. By the end of the degree program the student has the satisfaction of being the founder of an enterprise and experience of managing it.

Research

We consider research a central feature of our academic activity. Research is the core competence of our full time faculty. Our full time faculty members are either PhDs or are enrolled in MS programs leading to PhD with the objective of developing the capacity for undertaking academic research. The faculty’s research endeavors have been outstandingly successful and paid dividends in the form of generating publications in research journals and participation at international conferences. In the last couple of years, faculty members of KIET have published 22 papers in research journals, presented 31 papers at international conferences and have contributed 9 chapters in international publications and 2 books.

Market Forces

Market Forces is a bi-annual research published academic journal of the College of Management Sciences. This is an open source journal that is internationally indexed by several indexing agencies. The journal is in its 13th year of publication. Market Forces has an international advisory board with academics and professionals both from home and abroad. The contents of the journal include research papers, case studies, book reviews, policy papers and conference reports. Market Forces has received wide acclaim from academic and research circles in Pakistan and abroad.

BBA and MBA Programs

The BBA program is a 4 year degree program that meets the HEC criteria as well as international standards for the 4 year bachelor degree. The College of Management Sciences offers a variety of specializations in the BBA program that includes Marketing, Finance, HRM, Islamic Finance, Entrepreneurship, Logistics & Supply Chain Management, Production & Operations Management, Advertising & Media Management and Project Management. Students may opt for bi-majors in BBA and MBA programs by taking four elective courses from the specialization areas.

The MBA program offers different variations to students that is depending upon a student's previous degree. For students with 2 years bachelors such as B.Com, BA or BSc, the first two years cover the BBA level courses. After finishing the BBA level courses, a student becomes eligible for the BBA degree and may pursue the remaining graduate level MBA courses in minimum 1.5 years duration. MBA program has 30 courses and 6 credit hour of Research Project (total 96 cr hr). Students with BE, BS-CS and other 4 years of bachelor degree in non business area has to do only 22 courses (72 cr hr) for the MBA program. The shortest MBA program is for BBA 4 years or equivalent graduates

who are to complete only 9 courses and a project for the MBA degree. All MBA programs are HEC compliant degree programs. Specializations offered in the MBA program are Marketing, Finance, HRM, Islamic Finance, Entrepreneurship, Logistics & Supply Chain Management, Production & Operations Management, Advertising & Media Management, Education Leadership, Aviation Management and Project Management. Students may opt for bi-majors by taking additional 4 elective courses from other specialization areas.

Our curriculum is focused not only on the knowledge of the students but also on developing their personality and entrepreneurial spirit. The key difference between an entrepreneur and a manager is that an entrepreneur takes risk (investing his/her time, effort, and money) not only to conceive an idea but also to convert the idea into a commercial venture with the objective of earning economic profits from it. An entrepreneur converts a business idea into a commercial venture that is at the heart of entrepreneurship. Entrepreneurial spirit can only be acquired by 'doing the thing'.

Students get involved in an Entrepreneurship Project early on and work on developing their business by the time they graduate. The objective of the entrepreneurial project is to give the student an experience that can act as a stepping-stone to encourage graduates to venture into self managed small business enterprises.



BS (Bachelors of Science) Programs

BS in Management Sciences is offered with a number of specialization. BS in Aviation Management, BS in Project Management, and BS in Accounting & Finance are offered that extensively cover course work from the specialized field.

Master of Science (MS)

KIET offers a wide range of disciplinary specializations in their MS Program including, Marketing, Finance, Human Resource Management, Logistics and Supply Chain Management, Production and Operations Management, Entrepreneurship, Islamic Finance and Project Management. The MS Program is for those who want to pursue their career in academia or research and want to continue towards their education towards a terminal degree of PhD. The curriculum has 9 courses plus a 6 credit hours thesis.

Distinctive Features of the College of Management Sciences

1) High College Rating by CIEC, Government of Sindh

6 Stars Academic Quality Rating of College of Management Sciences by Charter Inspection and Evaluation Committee (CIEC), Government of Sindh

2) Recognized Degree

KIET received recognition by the Higher Education Commission (formerly named as UGC) vide letter no. 15-22/UGC-SEC/97/1219/ dated August 1, 1998. KIET was granted a degree awarding status through a charter from the Government of Sindh on May 24, 2000.

3) Accreditation

Received accreditation from the National Business Education Accreditation Council (NBEAC) for the first time in 2014.

4) All Round Personality Development

KIET students are groomed for professional and personal success through orientation, trainings, mentoring and counseling by staff and faculty. Special training sessions are arranged by the College where industry experts impart knowledge on different topics including CV writing, interviewing skills, career development, communication skills, etc. aimed at developing the personality of a KIET student.

5) Unique Educational Methodologies

College of Management Sciences is known for its unique, practical and Innovative teaching methodologies including industry projects, self-entrepreneurial projects and seminars. Students are actively involved in these events and projects giving them hands on learning experience.

6) High Quality Faculty

Qualified faculty members with foreign and local PhD's and MS/MPhil degrees.

7) Economical Fee Structure

Fee discounts are also offered in the following categories:

- High academic achievers: up to 100% discount in tuition fee
- Siblings of full-time students of KIET who are paying regular fees: 25% discount in tuition fee
- Government employees and their children: 10% discount in tuition fee
- Army & Navy employees and their children: 8% discount in tuition fee
- Public corporation and financial institution's employees in the evening programs only: 6% discount in tuition fee

8) Generous Scholarships

KIET has a very elaborate academic scholarship system based strictly on merit. The scholarship system is designed to motivate students, encourage hard work and exceptional academic performance in every semester. The Institute provides scholarships to 7% of the total strength of students on semester-to-semester basis.

Currently more than one hundred students are availing academic scholarship. The scholarship ranges from 20% to 85% rebate in tuition fee. Students scoring 70% and above in board degree exams can apply for academic scholarship in the first semester at KIET.

9) Prosperous Working Opportunities

Keeps track of the job requirements in the industry, preparation of graduates, providing feedback to the academic department about the industry requirements, counseling of the graduates for the jobs, interviews, CVs, presentations and other related activities. Arrangements of job fairs and other contact opportunities for the corporate sector. Development of a database of potential organizations where the graduates may find employment. Development of graduate directories and database of alumni. Arrangement of CV preparation workshops and interview preparation workshops.

10) Entrepreneurial Spirit Development

To inculcate in students a sense of enterprise coupled with entrepreneurial skills. We are committed to producing graduates who have the confidence and ability to set up and run their own business enterprise rather than spend their careers working for others. We want our graduates to be involved in the creation of wealth and the generation of

economic activity of their own rather than becoming a clog in the wheels of foreign enterprises.

A two credit hour project to be undertaken by a group of students over a period of two semesters under guided supervision of a faculty member. The project will involve a group (consisting of 5 or 6 students) identifying a business opportunity, prepare a business plan, implement the plan (setting up of a business), and operating it as a viable business enterprise. The project will culminate into a case study of the project which has to be submitted by the group.

11) Alumni

We are proud to have alumni who are providing their services for the betterment of the country. Alumni play a vital role in job placement, internship or other educational activities. Alumni record is periodically updated to provide opportunities. In order to strengthen relations with our alumni, we annually organize an alumni dinner in which alumni and their spouses are invited.



Papers Presented at International / National Conferences

by CoMS Faculty

Name of Author	Year	Paper Description
Dr. Abdullah	2019	Impact of audit committee characteristics on voluntary disclosures: Evidence from Pakistan. International Conference on Business, Economics, Education Research and Social Sciences (BEES) held on Jul 13-14, 2019, Istanbul Gonen hotel, Istanbul Turkey.
Urooj Istaqlal Dr. Arsalan Hashmi	2019	Corporate governance ownership structure and earnings predictability in Pakistan. Pakistan Business Research Conference (PBRC), held on Jun 29-30, 2019, Muhammad Ali Jinnah University, Karachi
Dr. Arsalan Hashmi Urooj Istaqlal	2019	Board monitoring and earnings management: The role of independent directors in audit committees. Pakistan Business Research Conference (PBRC), held on Jun 29-30, 2019, Muhammad Ali Jinnah University, Karachi
Dr. Abdullah	2019	Complex pyramid structure, judicial efficiency firm performance: A comparative analysis of Chinese and Pakistani listed companies. 2019 Financial Markets & Corporate Governance Conference held on 18 Apr, 2019, Sydney.
Safeena Yaseen	2019	Impact of corporate credibility, brand awareness, brand image and brand loyalty on purchase intention in the telecommunication sector of Karachi. 5th World Conference on Media and Mass Communication held on 5th – 7th Apr 2019, Kuala Lumpur, Malaysia.
Sahar Qabool	2018	Antecedents of career development. 2nd International Research Conference on Business Research held on 22 & 23 Nov, 2018, KIET
Dr. Tariq Jalees Sahar Qabool	2018	Antecedents of abusive supervision. International Conference of Business and Social Innovation (ICBSI-2018), held on 17-18 Mar, 2018, Hamdard Institute of Management Sciences, Islamabad.
Dr. Amir Feroz Shamsi	2018	Identification of possible resistance in applying DISC theory in hiring practices: Application of delphi technique. 2nd International Research Conference on Business Research held on 22 & 23 Nov, 2018, KIET.
Dr. Amir Feroz Shamsi	2018	Status of customer satisfaction: A comparative study of public sector, private sector and NGO microfinance institute in Sindh, Pakistan. 2nd International Research Conference on Business Research held on 22 & 23 Nov, 2018, KIET.

Papers Presented at International / National Conferences

by CoMS Faculty

Name of Author	Year	Paper Description
Dr. Amir Feroz Shamsi	2018	Unethical issues in supply chain management of textile industry. 2nd International Research Conference on Business Research held on 22 & 23 Nov, 2018, KIET.
Dr. Amir Feroz Shamsi	2018	Factors affecting consumers buying behavior at supermarkets. 2nd International Research Conference on Business Research held on 22 & 23 Nov, 2018, KIET.
Dr. Amir Feroz Shamsi	2018	Why do organizations fail to implement succession planning? 2nd International Research Conference on Business Research held on 22 & 23 Nov, 2018, KIET.
Dr. Abdullah	2018	Complex pyramid structure and corporate investment efficiency: The moderating effect of the judicial efficiency. 2nd International Research Conference on Business Research held on 22 & 23 Nov, 2018, KIET.
Jalal Ahmad Khan	2018	Management of economic challenges and opportunities of our society need for intellectual capital, 2nd International Research Conference on Business Research held on 22-23, Nov, 2018, KIET.
Dr. Amir Feroz Shamsi	2018	Participated as keynote speaker and session chair. 3rd Research Conference of Management Sciences held on 27-28, Feb, 2018, Jinnah University for Women, Karachi
Dr. Tariq Jaleees	2018	Participated as session chair. International Conference on Innovation & Emerging held on 14th Apr, 2018, Iqra University.
Dr. Tariq Jaleees	2018	Participated as keynote Speaker and Sessional Chair. 1st International Conference on Sustainable Development Challenges and Solution 2018 (ICGS) held on 5th May, 2018, Dadabhoy Institute.
Dr. Tariq Jaleees	2018	Participated as keynote speaker and session chair in 3rd Research Conference Of Management Sciences, held on 27 & 28 Feb, Jinnah University for Women, Karachi.
Dr. Abdullah	2018	Impact of trade openness on economic growth in developing countries: Does capital stock matter? ICCE 2018 Conference, UK.
Dr. Abdullah	2018	Impact of trade Liberalization on economic growth in developing countries: Does physical capital formation matter? ICESS Conference held on 1st - 2nd Aug, 2018, Kuala Lumpur, Malaysia.

Research Papers

Published by CoMS Faculty

Name of Author	Year	Paper Description
Dr. Tariq Jaleeas	2019	Antecedents to employer branding. Market forces, 14 (1).
Sahar Qabool Dr. Tariq Jaleeas	2019	Extension of social learning theory for understanding perception towards abusive behavior. Pakistan Business Review, IOBM.
Rozina Imtiaz Syeda Quratul Ain Maheen Amjad Dr. Atif Aziz	2019	The impact of social network marketing on consumer purchase intention in Pakistan: A study on female apparel. Licensee Growing Science 9(7),1093-1104.
Dr. Tariq Jaleeas Sahar Qabool	2019	The effect of visual merchandising, sensational seeking and collectivism on impulsive buying behavior: Evidence from Pakistan. Asia Pacific Journal of Marketing and Logistics.
Safeena Yaseen	2019	Why research students in Pakistan experience disengagement from studies: A qualitative research conducted in Karachi. Journal of Humanities and Social Sciences (BUJHSS), 1(1) 2018.
Safeena Yaseen	2019	Role of emotional intelligence in marketing – A theoretical perspective. Journal of Humanities and Social Sciences (BUJHSS), 1(1) 2018.
Rozina Imtiaz Syeda Quratul Ain Kazmi	2018	Glass ceiling effect on women career progression in urban Pakistan. Journal of Business Strategies -JBS, 12.2 (18).02
Sidra Khalid Dr. Tariq Jaleeas Kaenat Malik	2018	Extending the TAM model for understanding antecedents to online purchase intentions. Market forces, 13 (1) : 90-107.
Dr. Amir Shamsi	2018	How Memon, Delhi Saudagaran and Chinioti entrepreneurs create new ventures, Pakistan Business Review, 21(4).

Research Papers

Published by CoMS Faculty

Name of Author	Year	Paper Description
Dr. Amir Shamsi	2018	Measuring SHRM vertical and horizontal fit: Scale development and validation, Abasyn Journal of Social Sciences, 11(1).
Dr. Tariq Jaleees	2018	Analysis of the moral mechanism to buy counterfeit luxury goods based on TRA & TBP perspective effecting consumers in China. Asia Pacific Journal Of Marketing And Logistics (SCCI). 31(3), 647-669
Dr. Tariq Jaleees	2018	Role of visual merchandizing, sensational seeking, and collectivism in consumers' impulsive buying behavior at shopping malls. Pakistan Journal of Psychology Research (PJP), 33(1), 177-190.
Dr. Tariq Jaleees	2018	Testing and incorporating additional determinants of ethics in counterfeiting luxury research according to the theory of planned behavior, PSIHOLOGIJA, 51(2), 163-196
Dr. Tariq Jaleees	2018	Moral and ethical antecedents of attitude toward counterfeit luxury products: Evidence from Pakistan. Emerging Markets Finance and Trade, 54(15), 3519-3538.
Jalal Ahmed Khan	2018	Role of Banks in Development of SME in Pakistan", IBP publications.
Jalal Ahmed Khan	2018	Supply Chain & an Evolving Efficiency Measures, ICMA Journal (July-August issue).
Dr. Usman Aleem	2018	Ownership structures, investors' confidence and financial decision in family firms. Journal of Business Studies, 14(1).
Dr. Usman Aleem	2018	HR practices and their impact on the financial performance of family owned SME`s. The Global Management Journal for Academic & Corporate Studies (GMJACS), 8(1).
Dr. Usman Aleem	2018	HR practices and their impact on SME`s operating in Karachi. Pakistan Business Review, 20(2).
Dr. Abdullah	2018	The effect of a complex ownership structure and judicial efficiency on leverage: Evidence from Pakistani listed companies. Emerging markets Finance Trade (SSCI), 54(10), 2258-2277.
Dr. Arsalan Hashmi	2018	Political connections, family firms and earnings quality. Management Research Review, 41(4), 414-432.

Trainings/Workshops/Seminars/Consultations

Name of Author	Year	Paper Description
Dr. Abdullah	2019	Conducted seminar on "How to Publish Research Papers in Top Indexed Journals", held on 15 Mar, 2019, DOW University of Health & Sciences, Karachi
Dr. Tariq Jalees & Adnan Anwar	2019	Conducted workshop on "Case Study Teaching", held on 05th May, 2019, KIET.
Dr. Tariq Jalees & Adnan Anwar	2019	Workshop on "Case Teaching and Case Writing", held on 7-8, Mar, 2019, School of Economics Lahore
Dr. Atif Aziz, Dr. Abdullah, Dr. Arsalan Hashmi, Sidra Khalid, Kaenat Malik, Salman Khan, Zill e Huma, Sikander Azam, Qurat Ul Ain, Usman Aleem, Sahar Qabool, et. al.	2019	Attended workshop on "Case Study Teaching", conducted by Dr Tariq Jalees & Mr. Adnan Anwar from KIET, held on 05th May, 2019.
Jalal Ahmed Khan	2018	Consulted ICMA Pakistan on budgetting and finance for year 2019-20.
Dr. Atif Aziz, Sidra Khalid, Kaenat Malik, Zill e Huma, Rozina Imtiaz, Sahar Qabool, Urooj Istaqlal, Salman Khan, et. al	2018	Attended a training session on "Zotero", conducted by Khurram Adeel Shaikh from Bahria Univeristy Karachi, held on 5th Nov, 2018, KIET
Dr. Tariq Jalees & Adnan Anwar	2018	Attended workshop on "Leadership Challenges of a Business School", held on 29, Nov, 2018, Islamabad club
Dr. Atif Aziz	2018	Conducted a seminar on "Skills Required for Gradaute Students", conducted by Dr. Shoaib Riaz from Monash Australia, held on 20th Nov, 2018, KIET
Dr. Amir Feroz Shamsi, Dr. Atif Aziz, Dr. Arsalan Hashmi, Dr. M.Usman Aleem, M. Salman Khan, Abdul Mateen, Ubed Sheikh, Syeda Qurat ul Ain Kazmi, Maheen Amjad, Amina Sibghat ullah, Rozina Imtiaz, M. Sikander, Zill e Huma, Sidra Khalid, Kaenat Malik, et. al	2018	Attended workshop on "Faculty Branding & Case Study Writing", conducted by Dr. Damien Morgan from Monash Australia, held on 20th Nov, 2018, KIET.
Dr. Atif Aziz, Ubed Sheikh, Salman Khan, Dr. Tariq Jalees, Sikander Azam, Zill e Huma, Sidra Khalid, Kaenat Malik, et. Al	2018	"Attended workshop on ""Smart-PLS""", conducted by Dr. Waheed Umrani from IBA Sukkar, held on 18th Oct, 2018, KIET"
Dr. Tariq Jalees, Adnan Anwar & Zill e Huma	2018	Attended NBEAC "5th Deans and Director conference", held on 5-6 Feb, 2018, PC Hotel, Karachi
Kaenat Malik, Sidra Khalid, Zill e Huma, Sahar Qabool, Urooj Istaqlal, Rozina Imtiaz, et. Al	2018	Attended training session on "Latex" by PDC department, held on 2-3, Feb, 2018, PAF-KIET.
Sidra Khalid & Zill e Huma	2018	Attended seminar on the "Protection Against Harassment of Women at Workplace" by Ombudsmen, held on 31st Jan, 2018, Marriot Hotel, Karachi.

Books / Chapters Published

Name of Author	Title of Book/Chapter	Published By
Mr. Raza Kamal	Human Resource Management in Industries of Pakistan	Higher Education Commission, Govt. of Pakistan, Pakistan
Dr. Tariq Jalees	Consumer Attitude towards Counterfeit luxury products in Pakistan	Scholars Press, Germany
Mr. Arif Nara	Synopsis of Sugar Industry	ICMA, Pakistan
Mr. Omar Javed	Translated Money and its Forms in Urdu (Author Dr.Mufti Ismatullah)	Darul sihsaat, Pakistan
Mr. Omar Javed	Translated Clash of Civilizations in the light of traditional Islamic Disclose, Author Shannwaz Farooqi	Create Space, New York

Best Paper Awards

Name of Author	Title of Research Paper	Title of Conference	Name of Host, Country
Dr. Tariq Jalees	Measuring the effects of products placement strategy on Attitudinal Aspects	5th International Conference on Marketing	IoBM, Pakistan March 2015
Dr. Tariq Jalees	A Structural Approach on Compulsive Buying Behavior	International Conference on Marketing	IBA, Pakistan May 2014
Mr. Syed Raza Kamal	A Blueprint of Manpower Export For Pakistan	4th International Conference on Business Management	IBA Sukkur, Pakistan February 2014
Prof. Dr. Muhammad Hanif	Factors Affecting the Intent to Purchase Halal Personal Care Products	5th Global Islamic Marketing Conference	Kuala Lumpur, Malaysia April 2014

Specializations in BBA

- Marketing
- Human Resource Management
- Finance
- Logistics & Supply Chain Management
- Entrepreneurship
- Advertising & Media Management
- Customer Relationship Management
- Project Management
- Production & Operations Management
- Islamic Business & Finance
- Management Information Systems
- Quality Management

Specializations in MBA

- Marketing
- Human Resource Management
- Finance
- Islamic Business & Finance
- Quality Management
- Logistics & Supply Chain Management
- Project Management
- Aviation Management
- Advertising & Media Management
- Educational Leadership
- Production & Operations Management
- Entrepreneurship
- Management Information Systems

Specializations in BS

- Accounting & Finance
- Project Management
- Aviation Management

Specializations in MS

- Marketing
- Human Resource Management
- Finance
- Quality Management
- Logistics & Supply Chain Management
- Project Management
- Advertising & Media Management
- Production & Operations Management
- Entrepreneurship

Bachelor of Business Administration - BBA

BBA (4-Years) offered at KIET meets the international standards for a 4-year program for bachelors degree. Specialization fields are offered to students to choose from; **Marketing, Finance, Human Resource Management, Advertising & Media Management, Production & Operations Management, Engineering Management, Logistics & Supply Chain Management, Entrepreneurship, Islamic Finance, Information Technology and Project Management.** Students may opt for bi-major in BBA by taking 4 extra elective courses. Minimum duration of degree completion is 4 years and maximum duration of degree completion is 6 years. To become eligible for final year project, a student must successfully pass at least one elective course. Pre-req course/s must be cleared to become eligible in the subsequent course/s. Graduation requirement is minimum 2.0 CGPA.

YEAR -1		CR-H	Pre-Req
ACT103	Financial Accounting	3+1	
MAN101	Principles of Management	3	
QT103	Business Mathematics	3	
ECO102	Micro Economics	3	
ACT104	Intermediate Accounting	3	ACT103
COM131	English-I	3	
MKT101	Principles of Marketing	3	
SS102	Pakistan Studies	3	
MAN100	Personal Skills Development-1	2	MAN101
FIN201	Introduction to Business Finance	3	ACT103, ECO102
IS 151	Software Applications in Business	2	COM131

YEAR -2		CR-H	Pre-Req
SS100	Islamic Studies/Ethics	3	
QT203	Statistics & Inferences	3	MKT101
SS200	Psychology	3	
COM132	English-II	3	COM131, MAN100
ECO202	Macro Economics	3	ECO102, MKT101
SS206	Social Advocacy	3	MAN101
MKT202	Marketing Management	3	MKT101, QT203
MAN302	Human Resource Management	3	MAN101, ECO202
IS201	Enterprise Resource Planning	3	IS151, QT203
COM233	English-III	3	COM132
ACT223	Managerial Accounting	3	ACT104, FIN201

YEAR -3		CR-H	Pre-Req
MAN304	Corporate & Business Law	3	MAN101, COM131
SS301	Philosophy	3	SS200
MAN408	Entrepreneurship	3	MKT202, COM132
FIN302	Financial Management	3	FIN201, ECO202
COM400	Business Report Writing	3	COM132, MKT202
MAN212	Organizational Behavior	3	MAN302, MKT202
MKT419	Seminar In Marketing	3	
SC404	Methods of Business Research	3	COM400, MKT202
SC403	Business Ethics	3	MKT202, MAN304
LAN	Language	3	
SS/A	Sports	4	

YEAR -4		CR-H	Pre-Req
MAN400	Personal Skills Development-2	3	MAN100, COM233
MAN466	Entrepreneurship Project	3	MAN408
FIN405	Analysis of Financial Statements	3	ACT103, FIN302
QT490	Quantitative Techniques for Mgmt Sci	3	SC404
ELE	Elective-1	3	
ELE	Elective-2	3	SC404, MKT202/ FIN302/ MAN302
ELE	Elective-3	3	
ELE	Elective-4	3	
IPTD	Final Year Project	6	

Degree Structure

Duration	: 4 years min. (8 Regular Semesters) and 6 years max.
Total Cr. Hrs	: 129
Internships	: 01
Project	: 01
Eligibility	: Intermediate 50% minimum or Equivalent A-Levels or 3 year Diploma in Business Admin.

Location: Main Campus, City Campus and North Nazimabad Campus | *Comprehensive exam is a mandatory requirement.*

BS - Accounting & Finance

The BS degree program meets the requirement of International Federation of Accountants Education guidelines and is constructed around the core certification requirements of Professional Accounting bodies such as ACCA, CIMA and ICMA. The program also offers additional courses focusing on managerial decision-making for financial sector executives. Minimum duration of degree completion is 4 years and maximum duration of degree completion is 6 years. Pre-req course/s must be cleared to become eligible in the subsequent course/s. Please refer to BBA page for pre-requisites details of the common courses. Graduation requirement is minimum 2.0 CGPA.

YEAR -1		CR-H	ACCA
MAN101	Principles of Management	3	
QT103	Business Maths	3	
MAN 120	Management for Accountants	3	F1
ECO102	Micro Economics	3	
MKT101	Principles of Marketing	3	
MAN121	Management Accounting	3+1	F2
ACT103	Financial Accounting	3+1	F3
COM131	English-1	3	
MAN222	Performance Management in Acc.	3+1	F5
FIN202	Financial Reporting	3	F7
SS102	Pakistan Studies	3	

YEAR -2		CR-H	ACCA
FIN201	Introduction to Business Finance	3	
QT203	Statistics & Inferences	3	
COM132	English -2	3	
MAN304	Corporate & Business Law	3	F4
IS 151	Software Applications in Business	2	
ECO202	Macro Economics	3	
ACT201	Audit & Assurance	3	F8
MKT202	Marketing Management	3	
MAN302	Human Resource Management	3	
MAN224	Corporate Reporting	3	P2
MAN226	Business Analysis	3+1	P3
IS201	Enterprise Resource Planning	3	

YEAR -3		CR-H	ACCA
ACT304	Business Taxation	3	F6
FIN300	Financial Management	3	F9
MAN408	Entrepreneurship	3	
COM400	Business Report Writing	3	
MAN305	Corporate Law & Secretarial Prac.	3+1	
SS100	Islamic Studies	3	
FIN303	Advanced Financial Mgmt.	3+1	P4
ACT401	Integrated Accounting IS	3	
SC404	Methods of Business Research	3	

YEAR -4		CR-H	ACCA
MAN304	Adv. Perform. Mgmt. in Account.-2	3+1	P5
SS206	Social Advocacy	3	
ACT301	Advanced Audit & Assurance	3	P7
ACT404	Advanced Taxation	3+1	P6
ACT402	Advanced Financial Accounting & Analysis	3+1	
FIN423	Analysis of Financial Management	3	
FIN414	Islamic Economics & Finance	3	
ACT405	Strategic Management	3	
ER302	ERP Financial Implementation	3	
IPTD	Final Year Project	6	

Degree Structure

Duration	: 4 years min. (8 Regular Semesters) and 6 years max.
Total Cr. Hrs	: 138
Internship	: 01
Project	: 01
Eligibility	: Intermediate 2nd div. minimum or Equivalent A- or 3 year diploma in Business Admin

Location: City Campus and North Nazimabad Campus

Comprehensive exam is a mandatory requirement.

BS - Aviation Management

BS degree with specialization in Aviation Management is a 4-year degree program with a focus on the growing and competitive global aviation industry. The degree offers specialized courses in Aviation Management along with general courses of business administration in the areas of marketing, management/HR, accounting, economics and finance. The course work develops students for the specific needs of the aviation industry. Minimum duration of degree completion is 4 years and maximum duration of degree completion is 6 years. Pre-req course/s must be cleared to become eligible in the subsequent course/s. Graduation requirement is minimum 2.0 CGPA.

YEAR -1		CR-H	Pre-Req
ACT103	Financial Accounting	3+1	
MAN101	Principles of Management	3	
QT103	Business Mathematics	3	
AMT100	History of Aviation	3	
MKT101	Principles of Marketing	3	
ECO102	Micro Economics	3	
ACT104	Intermediate Accounting	3	ACT103
COM131	English-1	3	
SS102	Pakistan Studies	3	
AMT101	Business & Aviation Law	3	MAN101
MAN100	Personal Skills Development-1	2	MAN101
FIN201	Introduction to Business Finance	3	ACT103, ECO102

YEAR -2		CR-H	Pre-Req
QT203	Statistics & Inferences	3	MKT101
IS 151	Software Applications in Business	2	COM131
COM132	English-II	3	COM131, MAN100
AMT203	General & Business Aviation	3	MAN101, AMT100
ECO202	Macro Economics	3	ECO102
SS206	Social Advocacy	3	MAN101
SS200	Psychology	3	
MKT202	Marketing Management	3	MKT101, QT203
MAN302	Human Resource Management	3	MAN101, COM131
AMT204	Introduction to Airline Operations	3	AMT203
ACT223	Managerial Accounting	3	ACT104, FIN201
IS201	Enterprise Resource Planning	3	IS151, QT203

YEAR -3		CR-H	Pre-Req
AMT301	Airport Operations	3	AMT204
FIN302	Financial Management	3	FIN201, ECO202
COM400	Business Report Writing	3	COM132, MKT202
AMT302	Management of Air Cargo	3	AMT204
SS100	Islamic Studies	3	
AMT303	IntL. Aviation Mgmt. & Aviation Policy	3	AMT101, AMT203
MKT407	Supply Chain Management	3	MKT202
SC404	Methods of Business Research	3	COM400, MKT202
SC403	Business Ethics	3	MKT202, MAN304
AMT304	Airline Finance	3	FIN302

YEAR -4		CR-H	Pre-Req
AMT400	Aviation Information System	3	IS201, AMT204
AMT401	General Aviation Marketing	3	MKT202, AMT204
AMT402	Modeling Applications in Airline Indu.	3	IS201, AMT204
MAN 400	Personal Skills Development-2	3	MAN100, COM233
QT490	Quantitative Tech. for Mgmt. Sciences	3	SC404
MAN464	Safety Management System	3	MKT407
AMT403	Advance Aviation Economics	3	AMT204, ECO102
AMT404	Air Cargo Logistics Management	3	
AMT405	Aviation Business Policy & Decision	3	AMT303, SC403
IPTD	Final Year Project	6	SC404, AMT303

Degree Structure

Duration	: 4 years min. (8 Regular Semesters) and 6 years max.
Total Cr. Hrs	: 135
Internships	: 01
Project	: 01
Eligibility	: Intermediate 2nd div. minimum or Equivalent A-Levels or 3 year Diploma in Business Admin.

Location: Main Campus, City Campus and North Nazimabad Campus

BS - Project Management

BS degree with specialization in Project Management is a 4-year degree program with a focus on the education that is required for undertaking large projects. The degree offers specialized courses in Project Management along with general courses of business administration. Minimum duration of degree completion is 4 years and maximum duration of degree completion is 6 years. Pre-req course/s must be cleared to become eligible in the subsequent course/s. Graduation requirement is minimum 2.0 CGPA.

YEAR -1		CR-H	Pre-Req
ACT103	Financial Accounting	3+1	
MAN101	Principles of Management	3	
QT103	Business Mathematics	3	
PMT100	Project Management Fundamentals	3	
MKT101	Principles of Marketing	3	
ECO102	Micro Economics	3	
ACT104	Intermediate Accounting	3	ACT103
COM131	English-1	3	
SS102	Pakistan Studies	3	
PMT101	Project Management Leadership	3	MAN101
MAN100	Personal Skills Development-1	2	MAN101
FIN201	Introduction to Business Finance	3	ACT103, ECO102

YEAR -2		CR-H	Pre-Req
QT203	Statistics & Inferences	3	MKT101
IS 151	Software Applications in Business	2	COM131
SS200	Psychology	3	
COM132	English-2	3	COM132
PMT203	Project Scheduling Management	3	PMT100
ECO202	Macro Economics	3	ECO102, MKT101
SS206	Social Advocacy	3	MAN101
MKT202	Marketing Management	3	MKT101, QT203
MAN302	Human Resource Management	3	MAN101, ECO202
PMT204	Project Stakeholder Management	3	PMT101
MAN304	Corporate & Business Law	3	MAN101, COM131
ACT223	Managerial Accounting	3	ACT103, FIN201

YEAR -3		CR-H	Pre-Req
IS201	Enterprise Resource Planning	3	IS151, QT203
PMT305	Project Procurement Management	3	PMT203
FIN302	Financial Management	3	FIN201, ECO202
COM400	Business Report Writing	3	COM132, MKT202
PMT306	Project Cost Management	3	PMT203, ACT223
SS100	Islamic Studies	3	
MKT407	Logistics and Supply Chain Mgmt.	3	MKT202
SC404	Methods of Business Research	3	COM400, MKT202
SC403	Business Ethics	3	MKT202, MAN304
PMT308	Organizational Project Management	3	PMT204

YEAR -4		CR-H	Pre-Req
PMT400	Project Quality Management	3	PMT204, PMT305
PMT401	Project and Program Governance	3	PMT204
PMT403	PrimaVera	3	PMT305
QT490	Quantitative Tech. for Mgmt. Sciences	3	SC404
MAN405	Safety Management System	3	MKT407
PMT406	Project Portfolio Management	3	FIN302, PMT305
PMT407	Project Risk Management	3	FIN302, PMT305
PMT408	Project Management Info. Systems	3	IS201, SC404
IPTD	Final Year Project	6	SC404

Degree Structure

Duration	: 4 years min. (8 Regular Semesters) and 6 years max.
Total Cr. Hrs	: 132
Internships	: 01
Project	: 01
Eligibility	: Intermediate 2nd div. minimum or Equivalent A-Levels or 3 year Diploma in Business Admin.

Location: City Campus

MBA

MBA program is offered in evenings and weekends at the City Campus and North Nazimabad Campus. The MBA Morning program is offered at the Main Campus, North Nazimabad Campus and the City Campus. The evening/weekend MBA program is designed for on-the-job professionals. MBA program is equivalent to MS/MPhil of 18 years of education. Specializations offered are: **Marketing, Finance, Human Resource Management, Advertising & Media Management, Production & Operations Management, Engineering Management, Logistics & Supply Chain Management, Entrepreneurship, Education Leadership, Information Technology, Aviation Management and Project Management.** At least 4 elective courses from one specialization area are required at Advanced level. Students with 14 years graduation degree will have to undergo level 1 (BBA Pre-requisite) courses before admitting into the Level 2 (MBA Graduate level) courses. Students may opt for bi-major in MBA program by taking 4 extra elective courses of Advanced level from another specialization. Student can opt for two courses in lieu of the Final Year Project. Summer semester is available for Level 1 only. Minimum duration of degree completion is 4 years and maximum duration of degree completion is 6 years. Pre-req course/s must be cleared to become eligible in the subsequent course/s. Graduation requirement is minimum 2.5 CGPA.

(LEVEL-1) BBA Pre-Requisites

	CR-H	Pre-Req
ACT103	Financial Accounting	3
MAN201	Principles of Management	3
QT103	Business Mathematics	3
MKT101	Principles of Marketing	3
ECO102	Micro Economics	3
COM132	Public Speaking	3
QT203	Statistics & Inferences	3
FIN201	Introduction to Business Finance	3
SS102	Pakistan Studies	3
MKT202	Marketing Management	3
COM233	English-III	3
ACT223	Managerial Accounting	3
MAN304	Corporate & Business Law	3
MAN302	Human Resource Management	3
SS100	Islamic Studies	3
ECO202	Macro Economics	3
COM400	Business Report Writing	3
SC403	Business Ethics	3
IS201	Enterprise Resource Planning	3
FIN302	Financial Management	3
SC404	Methods of Business Research	3
MAN308	Entrepreneurship	3
ELE	Elective- 1`	3
ELE	Elective- 2	3
ELE	Elective- 3	3
ELE	Elective- 4	3

SC404, MKT202/
FIN302/ MAN302

(LEVEL-2) MBA Graduate Level Courses

	CR-H	
FIN518	Strategic Financial Analysis & Design	3
ECO508	Seminar in Economics	3
SC505	Advanced Research Methodology	3
MAN430	Strategic Management	3
MKT502	Strategic Marketing	3
ELE	Adv. Elective- 1	3
ELE	Adv. Elective- 2	3
ELE	Adv. Elective- 3	3
ELE	Adv. Elective- 4	3
IPTD509	Final Year Project or (2 courses below)	6
ECO501	Econometrics	
MAN425	Operations Management	

Degree Structure

Duration	: 4 years min. (8 Regular Semesters) and 6 years max.
Total Cr. Hrs.	: 78 Cr. Hr. for Level 1 and 33 Cr. Hr. for Level 2
Project	: 01
Internship	: 01 (Morning Program)
Eligibility	: Graduate with minimum 2nd Div.

Location: Main Campus, City Campus and North Nazimabad Campus

MBA - for 4 Years Non-business Degree Holders

MBA program is also offered for students with 4 years non-business degree in evenings and weekends at the City Campus and North Nazimabad Campus and in morning timings at the Main Campus, North Nazimabad Campus and the City Campus. Total number of credit hours are 66 in this program. MBA program is equivalent to MS/MPhil of 18 years of education. Specializations offered are: **Marketing, Finance, Human Resource Management, Advertising & Media Management, Production & Operations Management, Engineering Management, Logistics & Supply Chain Management, Entrepreneurship, Information Technology, Education Leadership, Aviation Management and Project Management.** At least 4 elective courses from one specialization area are required. Students will have to undergo level 1 courses before admitting into the Level 2 courses. Students may opt for bi-major MBA program by taking 4 extra elective courses from another specialization. Students can opt for two courses in lieu of the Final Year Project. Summer semester is available for Level 1 only. Minimum duration of degree completion is 2 years and maximum duration of degree completion is 4 years. Pre-req course/s must be cleared to become eligible in the subsequent course/s. Graduation requirement is minimum 2.5 CGPA.

LEVEL - 1		CR-H	Pre-Req
ACT103	Financial Accounting	3	
MAN201	Principles of Management	3	
MKT101	Principles of Marketing	3	
ECO101	Micro & Macro Economics	3	
QT103	Business Mathematics	3	
QT203	Statistics & Inferences	3	MKT101
FIN201	Introduction to Business Finance	3	ACT103, ECO102
MKT202	Marketing Management	3	MKT101, QT203
ACT223	Managerial Accounting	3	ACT103, FIN201
MAN302	Human Resource Management	3	MAN101, ECO202
FIN302	Financial Management	3	FIN201, ECO202

LEVEL - 2		CR-H
FIN518	Strategic Financial Analysis & Design	3
MKT502	Strategic Marketing	3
ECO508	Seminar in Economics	3
MAN430	Strategic Management	3
SC505	Advanced Research Methodology	3
ELE	Adv. Elective- 1	3
ELE	Adv. Elective- 2	3
ELE	Adv. Elective- 3	3
ELE	Adv. Elective- 4	3
IPTD509	Final Year Project or (2 courses below)	6
ECO501	Econometrics	
MAN425	Operations Management	

Degree Structure

Duration	: 2 years min. (4 Regular Semesters) and 4 years max.
Total Cr. Hrs.	: 33 Cr. Hr. for Level 1 and 33 Cr. Hr. for Level 2
Project	: 01
Internship	: 01 (Morning Program)
Eligibility	: 4 years Bachelors (non BBA) or equivalent degree with minimum 2nd Div.

Location: Main Campus, City Campus and North Nazimabad Campus

MBA - Executive

MBA Executive program is also offered for students in evenings and weekends at the City Campus and North Nazimabad Campus. Total number of credit hours are 66 in this program. Eligibility for the MBA Executive is 16 years or equivalent education with 3 years of work experience prior to admissions. The program shall be equivalent to 18 years of education. Specializations offered are: **Marketing, Finance, Human Resource Management, Advertising & Media Management, Production & Operations Management, Engineering Management, Logistics & Supply Chain Management, Entrepreneurship, Education Leadership, Information Technology, Aviation Management and Project Management.** At least 4 elective courses from one specialization area are required. Students with 16 years non-business degree will have to undergo level 1 courses before admitting into the Level 2 courses. Students may opt for bi-major MBA program by taking 4 extra elective courses from another specialization. Student can opt for two courses in lieu of the Final Year Project. Summer semester is available for Level 1 only. Minimum duration of degree completion is 2 years and maximum duration of degree completion is 4 years. Pre-req course/s must be cleared to become eligible in the subsequent course/s. Graduation requirement is minimum 2.5 CGPA.

LEVEL - 1		CR-H	Pre-Req
ACT103	Financial Accounting	3	
MAN201	Principles of Management	3	
MKT101	Principles of Marketing	3	
ECO101	Micro & Macro Economics	3	
QT103	Business Mathematics	3	
QT203	Statistics & Inferences	3	MKT101
FIN201	Introduction to Business Finance	3	ACT103, ECO102
MKT202	Marketing Management	3	MKT101, QT203
ACT223	Managerial Accounting	3	ACT103, FIN201
MAN302	Human Resource Management	3	MAN101, ECO202
FIN302	Financial Management	3	FIN201, ECO202

LEVEL - 2		CR-H
FIN518	Strategic Financial Analysis & Design	3
MKT502	Strategic Marketing	3
ECO508	Seminar in Economics	3
MAN430	Strategic Management	3
SC505	Advanced Research Methodology	3
ELE	Adv. Elective- 1	3
ELE	Adv. Elective- 2	3
ELE	Adv. Elective- 3	3
ELE	Adv. Elective- 4	3
IPTD509	Final Year Project or (2 courses below)	6
ECO501	Econometrics	
MAN425	Operations Management	

Degree Structure

Duration	: 2 years min. (4 Regular Semesters) and 4 years max.
Total Cr. Hrs.	: 33 Cr. Hr. for Level 1 and 33 Cr. Hr. for Level 2
Project	: 01
Eligibility	: 4 years Bachelors (non BBA) or equivalent degree with minimum 2nd Div.

Location: City Campus and North Nazimabad Campus (Evening and Weekend program)

MBA - for BBA 4 Years Degree Holders

MBA for BBA 4 years (or equivalent 16 years business degree holders) is a MS/M.Phil level degree program and comprises of 9 courses (27 credit hours) and a research project (6 credit hours) offered to graduates with 4 years BBA degree or equivalent. The program enables students to obtain a higher degree with a variety of specialization options. Students can select area of specialization from **Marketing, Finance, Human Resource Management, Advertising & Media Management, Production & Operations Management, Engineering Management, Logistics & Supply Chain Management, Entrepreneurship, Education Leadership, Information Technology, Aviation Management, and Project Management** for the elective courses. At least 4 elective courses from one specialization area are required. The minimum program duration will be 1.5 years for full time students (3 regular semesters) and maximum is 3 years (6 regular semesters) for part time students. Summer semester is not available for this program. Students may opt for bi-major MBA program by taking 4 extra elective courses from another specialization. Students can opt for two courses in lieu of the Final Year Project. Graduation requirement is minimum 2.5 CGPA.

		CR-H
FIN518	Strategic Financial Analysis & Design	3
MKT502	Strategic Marketing	3
ECO508	Seminar in Economics	3
MAN430	Strategic Management	3
SC505	Advanced Research Methodology	3
ELE	Adv. Elective- 1	3
ELE	Adv. Elective- 2	3
ELE	Adv. Elective- 3	3
ELE	Adv. Elective- 4	3
IPTD509	Final Year Project or (2 courses below)	6
ECO501	Econometrics	
MAN425	Operations Management	

Degree Structure	
Duration	: 1.5 years min. (3 Regular Semesters) and 3 years max.
Total Cr. Hrs	: 33
Project	: 01
Eligibility	: BBA 4 years or equivalent management sciences degree

Location: City Campus and North Nazimabad Campus

MS - Management Sciences

The MS program is a specialized degree program focused in one particular disciplinary area within the field of Business Administration. The minimum program duration will be 2 years for full time students and 4 years (8 semesters) for part time students. The maximum program duration for full time students will be 3 years. Whereas, the maximum program duration for the part time students will be 6 years.

KIET offers a wide range of disciplinary specializations in the MS Program, including Marketing, Finance, Human Resource Management and Logistics and Supply Chain Management. MS course requirements typically take one year plus to complete.

Admission in MS Programs

Graduate Program committee supervises the admission process for applicants to MS Programs. Applicants must pass KIET admission test and (I) GRE or NTS entrance examination as per HEC criteria, (II) Graduate admission interview, & (III) Meet the following eligibility requirements:

Eligibility for MS Program:

4-year formal university level education of bachelor/master degree (BBA 4 years, M.A. Economics, M.Com, MBA) from a HEC recognized institution in a relevant field.

Additional Requirements

A student who does not meet the eligibility criteria of 16 years business majors (16 years non business degree) has to pass 10 Business Administration pre-req courses as per HEC requirements.

Course Work

Mandatory Courses:

1. Advanced Research Methodology
2. Strategic Marketing

3. Econometrics
4. Strategic Management
5. Strategic Financial Analysis & Design
6. Independent Study

Specialization Courses:

- 12 credit hours or 4 courses from the specialized area
- 6 credit hours of Thesis work or Project.

Total program: 36 credit hours.

Thesis

This involves a challenging research effort that adds value to the degree and distinguishes the MS graduates from ordinary course-based master degree holders. The Thesis encourages the MS student to apply theoretical knowledge and techniques to solve managerial problems experienced in the organization for which he or she is working.

- Thesis has to be successfully defended in front of the Thesis examination Committee to complete the MS requirements. Students who want to go for the PhD program in future must take the Thesis route in the MS program.
- Students can complete the MS Thesis in a minimum of two regular semesters. However, a student may extend the research work (although it is not recommended) for up to a maximum of two years. In that case, the student must remain continuously enrolled in the thesis/project (3 credits) in each semester till completion.
- Thesis /Research Project is offered after the completion of the MS coursework.
- CGPA of 2.5 minimum is required for graduation.

Location: City Campus

Specializations

MS (Marketing)

Specialization in marketing enables the students to master advanced issues in marketing of products, managing sales and distribution channels and developing strategies for pricing, advertising and promotion. Specialization courses may be selected from the list of the electives in the following area. Courses include (but are not limited to) the following:

MKT501	Adv. Media Management
MKT506	Adv. Seminar in Marketing
MKT505	Adv. Services Marketing
MKT507	Adv. Supply Chain Management
MKT508	Adv. Export Marketing
MKT509	Adv. Personal Selling
MKT510	Adv. Retailing
MKT511	Adv. Distribution
MKT512	Adv. Industrial Marketing
MKT513	Adv. Marketing Information System
MKT514	Adv. Advertising
MKT515	Adv. Purchasing
MKT516	Adv. Brand Management
MKT517	Adv. Sales Management
MKT518	Adv. CRM
MKT519	Adv. Entrepreneurship

MS (Finance)

Specialization in finance focuses on advanced financial management, corporate governance and study of specialized financial functions relating to banking, financial policy, regulations, securities, treasury, funds, feasibility, modeling and forecasting. Specialization courses may be selected from the list of the electives in the following area. Courses include (but are not limited to) the following:

FIN500	Adv. Corporate Finance
FIN503	Adv. Strategic Financial Management
FIN501	Financial Institutions & Markets
ECO502	Adv. Managerial Economics
FIN503	Adv. Treasury & Funds Management
FIN504	Adv. Securities Analysis
FIN505	Analysis of Financial Statements
FIN506	Project Evaluation
ECO506	Adv. Seminar in Economic Policy
FIN507	Portfolio Management
FIN509	Islamic Banking
FIN510	Adv. Mergers & Acquisitions
FIN 511	Adv. Risk Management
FIN512	Adv. Financial Modeling & Forecasting

FIN 513	Derivatives
FIN514	Adv. Public Finance
FIN515	Adv. Islamic Finance
FIN516	Seminar in Capital Management

MS (Entrepreneurship)

Specialization in Entrepreneurship is offered with a variety of elective courses to inculcate entrepreneurial spirit in students. Courses include (but are not limited to) the following:

MAN528	Entrepreneurship
MAN566	Entrepreneurship Project
ENP501	New Venture Creation
ENP502	Social Entrepreneurship
ENP503	Technology Entrepreneurship
ENP504	Legal Aspects of Entrepreneurship
ENP505	Micro Entrepreneurship
ENP506	Strategic Entrepreneurship (cases)
ENP507	Entrepreneurs of Pakistan (Seminars)
ENP509	New Product Development
ENP510	Entrepreneurial Finance
ENP511	Marketing for Entrepreneurs
ENP512	Venture Growth Strategies

Specializations

MS (Management / HRM)

This specialization enables the students to master advanced issues in management and learn strategic frameworks for planning, forecasting, structuring, motivating, monitoring and managing the human resource. Specialization courses may be selected from the list of the electives in the following area. Specialization courses include (but are not limited to) the following:

MAN501	Adv. Production Management
MAN505	Leadership & Team Building
MAN507	Adv. Total Quality Management
MAN511	Adv. HRIS
MAN512	Organizational Behavior
MAN514	Project Management
MAN515	Adv. Organizational Development
MAN516	Adv. Recruitment & Selection
MAN519	Adv. Human Resource Development
MAN520	Adv. Compensation & Benefits Mgmt.
MAN522	Adv. Performance Management
MAN523	Adv. Managerial Skills
MAN524	Strategic Thinking

MS (Logistic & Supply Chain Management)

It is a discipline concerned with the efficient flow of people and goods through the industrial and economic system. Logistics management is that part of the supply chain, which applies the systems approach to the management of a wide variety of activities, e.g. Purchasing, inventory control, distribution, traffic management, location analysis, packaging and customer service. Specialization courses may be selected from the list of the electives in the following area. Specialization courses include (but are not limited to) the following:

MKT507	Adv. Supply Chain Management
MKT510	Adv. Retailing
MKT511	Adv. Distribution
MKT512	Adv. Industrial Marketing
Mkt515	Adv. Purchasing
MKT518	Adv. CRM
MAN525	Transport Management
IS401	Decision Support System

MS (Project Management)

MS is also offered in Project Management. Project Management is a growing field and it is expected that in future, experts of this field will be required in large numbers to cope with the growing demand throughout the world. Specialization courses may be selected from the list of the electives in the following area. Specialization courses include (but are not limited to) the following:

MAN456	Project Management Processes (PMP)
MAN457	Project Risk Management
MAN458	Project Management Leadership
MAN459	Project Scheduling Management



Elective Courses in Management Sciences

Sample of Elective Courses Area wise

Marketing

MKT401	Media Management
MKT403	Consumer Behavior
MKT404	Seminar In Marketing
MKT405	Services Marketing
MKT407	Supply Chain Management
MKT417	Sales Management
MKT416	Brand Management
MKT408	Export Marketing
MKT409	Personal Selling
MKT410	Retailing
MKT411	Distribution
MKT412	Industrial Marketing
MKT413	Marketing Information System
MKT414	Advertising
MKT415	Purchasing
MKT418	Customer Relationship Management
MAS101	Mass Communication Basics (Comm Concept & Process)
MKT 435	Media Studies (Broadcasting & Narrow casting)
MKT422	Public Relations & Corporate Comm.
MKT433	Digital Marketing

HRM

MAN405	Leadership & Team Building
MAN415	Organizational Development
MAN411	HRIS
MAN412	Organizational Behavior
MAN415	Organizational Development
MAN416	Recruitment & Selection
MAN419	Human Resource Development
MAN420	Compensation & Benefits
MAN421	Training & Development

MAN422	Performance Management
MAN423	Managerial Skills
MAN424	Strategic Thinking
MAN455	Islamic Law of Contract

Aviation Management

AMT100	History of Aviation
AMT101	Business & Aviation Law
AMT203	General & Business Aviation
AMT204	Introduction to Airline Operations
AMT301	Airport Operations
AMT302	Management of Air Cargo
AMT303	Int. Aviation Mgmt. & Aviation Policy
AMT304	Airline Finance
AMT400	Aviation Information System
AMT401	General Aviation Marketing
AMT402	Modeling Applications in Airline Industry
AMT403	Advance Aviation Economics
AMT404	Air Cargo Logistics Management
MAN460	Law and Regulations in Aviation
AMT405	Aviation Business Policy & Decision Making
AMT410	Human Factors in Transp. Safety
AMT412	Air Traffic Management
AMT413	Air Transp. and Airport Planning
MAN464	Safety Management System
AMT515	Aircraft Accident & Incident Investigation
AMT516	Airline Corporate and Financial Management

Finance

FIN400	Corporate Finance
FIN401	Financial Institutions & Markets
FIN403	Strategic Financial Management
FIN404	Security Analysis
FIN405	Analysis of Financial Statements
FIN406	Project Evaluation
FIN407	Portfolio Management

FIN409	Islamic Banking
FIN410	Mergers & Acquisition
FIN411	Risk Management
FIN412	Financial Modeling & Forecasting
FIN413	Derivatives
FIN414	Public Finance
FIN415	Islamic Finance
FIN416	Seminar in Capital Management
FIN417	Treasury and Funds Management
FIN460	Airline Corporate and Financial Management

Entrepreneurship

MAN408	Entrepreneurship
MAN466	Entrepreneurship Project
ENP401	New Venture Creation
ENP402	Social Entrepreneurship
ENP403	Technology Entrepreneurship
ENP404	Legal Aspects of Entrepreneurship
ENP405	Micro Entrepreneurship
ENP406	Strategic Entrepreneurship (cases)
ENP407	Entrepreneurs of Pakistan (Seminars)
ENP409	New Product Development
ENP410	Entrepreneurial Finance
ENP411	Marketing for Entrepreneurs
ENP412	Venture Growth Strategies

Islamic Business & Finance

ISF301	Islamic Economic System, Islamic Bus. Ethics and Sources of Shariah
ISF302	Riba and Gharar
ISF304	Islamic Financial Products & Processes 1
ISF305	Islamic Financial Products & Processes 2
ISF306	Takaful and Islamic Risk Management (Tools & Techniques)

Elective Courses in Management Sciences

Sample of Elective Courses Area wise

ISF307	Accounting & Auditing Standards & Shariah Compliance	EDU412	Counselling & Guidance	MKT407	Supply Chain Management
ISF308	Islamic Equities and Alternative Assets Shariah Compliance	EDU413	Education Quality Assurance	MAN423	Managerial Skills
		EDU414	Youth Leadership	MAN424	Strategic Thinking
		EDU415	Introduction to Educational Leadership	MAN425	Operation Management
		EDU416	ERP for Educational Institutions	EM5304	Project Management Processes
		EDU417	Academic Writing	EM5313	Maintenance Management

Engineering Management

MAN401	Production Management
MAN407	Total Quality Management
MKT407	Supply Chain Management
MAN423	Managerial Skills
MAN424	Strategic Thinking
MAN425	Operation Management
EM5304	Engineering Project Management
EM5313	Maintenance Management

Logistics & Supply Chain Management

MKT407	Supply Chain Management
MKT410	Retailing
MKT411	Distribution
MKT412	Industrial Marketing
MKT415	Purchasing
MKT418	CRM
MKT425	Transport Management
IS401	Decision Support System

Education Leadership

EDU300	Fundamentals of Education
EDU301	Education Psychology
EDU302	Curriculum Planning & Implementation
EDU410	Testing & Evaluation

EDU412	Counselling & Guidance
EDU413	Education Quality Assurance
EDU414	Youth Leadership
EDU415	Introduction to Educational Leadership
EDU416	ERP for Educational Institutions
EDU417	Academic Writing
EDU418	Islamic Perspective on Education
EDU419	Psychology of Language Learning
EDU420	Education Sector Reforms
EDU504	School Leadership & Effectiveness
EDU502	Education Policy in Pakistan
EDU505	Teacher's Development

Project Management

PMT100	Project Management Fundamentals
PMT101	Project Management Leadership
PMT203	Project Scheduling Management
PMT204	Project Stakeholder Management
PMT305	Project Procurement Management
PMT306	Project Cost Management
PMT308	Organizational Project Management
PMT400	Project Quality Management
PMT401	Project and Program Governance
PMT403	PrimaVera
PMT406	Project Portfolio Management
PMT407	Project Risk Management
PMT408	Project Management Information Systems
PMT456	Project Management Processes (PMP)

Production Management

MAN401	Production Management
MAN407	Total Quality Management

MKT407	Supply Chain Management
MAN423	Managerial Skills
MAN424	Strategic Thinking
MAN425	Operation Management
EM5304	Project Management Processes
EM5313	Maintenance Management

Information Technology

IS302	E-Commerce Technology
IS304	Information System Security
IS305	Info. Sys. Infrastructure Management
IS401	Decision Support Systems
IS403	Business Process Reengineering
IS404	Information System Audit & Control
IS405	Business Intelligence
IS409	Strategic Information System
IS431	Forecasting & Demand Modeling Systems