

# FACULTY OF MANAGEMENT SCIENCES

## MBA Program

For students with 4-year undergraduate degree/16-years of education, the minimum duration of the MBA program is 2 years. Twenty-two courses (66 credit hours) and 6 credit hours of Research Project or Thesis spread over two semesters (3+3) are required to complete the program. Students are also required to complete a six-week internship. The maximum duration to complete MBA program is 4 years. MBA Program is also accredited by National Business Education Accreditation Council (NBEAC).

MBA (non-finance electives) students and alumni are exempted from all 13 courses of Chartered Institute of Management Accountants (CIMA) qualification, and are only required to pass three case studies. MBA students with finance electives and alumni are exempted from all 13 courses and operational-level case studies and will only attempt two case studies.

MBA (Supply Chain Management) students are exempted from four courses of the Chartered Institute of Logistics & Transport (CILT) Level 5 Professional Diploma and they are required to pass only one additional course.

## First Year

Fall Semester	Pre-Req.
BA 5301 Financial Accounting*	----
BA 5419 Business Management and Ethics*	----
BA 5418 Managerial Communication*	----
BA 5502 Quantitative Tools for Managers*	----
BA 5302 Microeconomics*	----
BA 5106 Marketing Management*	----

Spring Semester	Pre-Req.
BA 5402 Macroeconomics*	BA 5302
BA 5205 Human Resources Management*	BA 5419
BA 5411 Cost and Management Accounting*	BA 5301
BA 5401 Introduction to Business Finance*	BA 5301
BA 5405 Statistical Inference*	BA 5502
BA 5501 Applied Research Methods	BA 5502

## Second Year

Fall Semester	Pre-Req.
BA 5601 Strategic HRM	BA 5205
BA 5105 Financial Management*	BA 5401
BA 5203 Strategic Marketing	BA 5106 BA 5205
BA 5xxx Program Elective-I	----
BA 5xxx Program Elective-II	----
BA 5508 Research Project-I (3 Credits) OR	BA 5501
BA 5507 Thesis-I (3 Credits)	

Spring Semester	Pre-Req.
BA 5104 Strategic Management	BA 5506 BA 5205
BA 5208 Strategic Finance	BA 5105
BA 5308 International Business	----
BA 5xxx Program Elective-III	----
BA 5xxx Program Elective-IV	----
BA 5608 Research Project - II (3 Credits)	BA 5501
BA 5607 OR Thesis-II (3 Credits)	

\* Exempted courses for BBA and Equivalent degree holders.

The students with 4-year BBA/BS (Accounting & Finance) or equivalent degree are exempted 36 credit hours of course work. The minimum duration of degree for such students will be 1.5-year with the following program structure. However, students will be awarded 18 years degree.

## First Year

Fall Semester	Pre-Req.
BA 5501 Applied Research Methods	----
BA 5203 Strategic Marketing	----
BA 5601 Strategic HRM	----
BA 5208 Strategic Finance	----

Spring Semester	Pre-Req.
BA 5104 Strategic Management	----
BA 5xxx Program Elective-I	----
BA 5xxx Program Elective-II	----
BA 5508 Research Project-I (3 Credits) Or	BA 5501
BA 5507 Thesis-I (3 Credits)	

## Second Year

Fall Semester	Pre-Req.
BA 5308 International Business	----
BA 5xxx Program Elective-III	----
BA 5xxx Program Elective-IV	----
BA 5608 Research Project-II (3 Credits) Or	BA 5501
BA 5607 Thesis-II (3 Credits)	BA 5507

A student may take either Research Project or Thesis.

All courses may not be offered in every semester. Alternative courses may be substituted as and when required.

Student may take any of Level-5 electives from the Faculty of Management Sciences except Project Management electives, subject to the prior approval of the Program Manager.

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## PROGRAM ELECTIVES

### Finance

- BA 5132 Analysis of Financial Statements
- BA 5133 Corporate Finance
- BA 5134 Derivatives
- BA 5135 Financial Markets and Institutions
- BA 5138 Econometrics
- BA 5139 Financial Risk Analysis
- BA 5151 International Finance
- BA 5155 Mergers and Acquisitions
- BA 5179 Commodity Pricing
- BA 5187 Business Analysis and Forecasting
- BA 5229 Financial Modeling
- BA 5232 Portfolio and Investment Management
- BA 5262 Behavioral Finance
- BA 5294 Venture Capital and Private Equity
- BA 5298 Financial Reporting and Analysis
- BA 5349 FinTech
- BA 5454 Real Estate Investments and Finance
- BA 5459 Islamic Capital and Money Markets

### Human Resource Management

- BA 5114 Leadership and Motivation Techniques
- BA 5118 Compensation Management
- BA 5159 Salary and Compensation
- BA 5164 Human Resources Information Systems
- BA 5165 Job Analysis and Design
- BA 5167 Talent Management and Succession Planning
- BA 5185 Leadership Development
- BA 5193 HR Operations and Business Partnering
- BA 5196 Conflict Resolution
- BA 5215 Recruitment and Selection
- BA 5216 Training and Development
- BA 5239 HR Policy Development
- BA 5251 Human Resource Development
- BA 5285 Performance Management
- BA 5292 HR Analytics
- BA 5297 Human Capital Development and Analytics
- BA 5332 Contemporary Issues in Human Resource Management
- BA 5335 Human Resource Audit
- BA 5456 Leadership in Practice

### Management

- BA 5111 Business Process Re-engineering
- BA 5112 Change Management
- BA 5116 Industrial Relations and Labor Laws
- BA 5136 Business Strategy and Policy

- BA 5172 Entrepreneurial Business Strategy
- BA 5213 Project Management
- BA 5242 Lean Six Sigma Manufacturing
- BA 5295 Crisis Management
- BA 5333 Business Theory
- BA 5334 Corporate Sustainability
- BA 5433 Business Application
- BA 5434 Hospitality and Tourism Management

### Marketing

- BA 5121 Advertising
- BA 5122 Brand Management
- BA 5123 Consumer Behavior
- BA 5124 Customer Relationship Management
- BA 5129 Services Marketing
- BA 5182 Trade Marketing
- BA 5186 Social Marketing
- BA 5198 Experiential and Content Marketing
- BA 5217 Industrial Marketing
- BA 5224 Media Planning and Management
- BA 5226 Pharmaceutical Marketing
- BA 5227 Sales Management
- BA 5228 Retail Management
- BA 5246 Public Relations
- BA 5256 Integrated Marketing Communications
- BA 5259 Emerging Media
- BA 5264 Interactive Global and Regional Marketing
- BA 5269 Marketing Intelligence
- BA 5281 Digital Marketing
- BA 5293 New Product Development Process and Innovation
- BA 5331 Marketing Analytics
- BA 5336 Retail Buying and Merchandising
- BA 5337 Retail Strategy and Structure
- BA 5339 Packaging for Brands
- BA 5355 Marketing Strategies for Emerging Economies
- BA 5436 Retail Operation
- BA 5437 Retail Supply Chain Management
- BA 5438 Marketing Practices in Pakistan
- BA 5451 Strategic Entrepreneurship

### Supply Chain Management (SCM)

- BA 5142 Materials Management
- BA 5143 Digital Supply Chain
- BA 5144 Distribution and Supply Chain Network Design
- BA 5194 Supply Chain Finance
- BA 5237 Demand Planning and Forecasting in Supply Chain
- BA 5263 Dynamics of Logistics and Distribution
- BA 5265 Operational Planning in Supply Chain

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- BA 5266 Strategic Procurement in SCM
- BA 5287 Execution and Control of Operations in SCM
- BA 5356 International Trade Procedures and Practices
- BA 5431 Supply Chain Operations
- BA 5432 Green Supply Chain Management
- BA 5439 Green Logistics
- BA 5449 Strategic Warehouse Management
- BA 5457 Advanced Manufacturing and TPM in SCM

#### Non-Credit Hours Course

- BA 5110 Software Tools for Business

#### Internship

All MBA students are required to complete a 6-weeks internship. Completion of internship is a degree requirement for all MBA programs. Students can

produce their current employment record as an alternative to the internship program provided such employment experience is recognized by SZABIST.

