

FACULTY OF COMMERCE

INSTITUTE OF COMMERCE

BS COMMERCE (MORNING & EVENING) 4-YEAR DEGREE (8-SEMESTER) PROGRAM, REGULAR & EVENING CH-136

Pre-requisite: H.S.C. Arts/ Science/ Commerce/ Diploma in Commerce, with at least 45% marks. First preference to candidates with Commerce background and to Diploma holders with 55% score: Pre-Entry Test.

FIRST YEAR

<i>First Semester</i>		<i>C.H</i>	<i>Second Semester</i>		<i>C.H</i>
COM 301	Principles of Accounting-I	4	COM 351	Principles of Accounting-II	4
COM 302	Introduction to Business	3	COM 352	Business Statistics	3
COM 303	Micro Economics	3	COM 353	Macro Economics	3
COM 304	Business Mathematics	3	COM 354	Writing Skill	3
COM 305	Functional English	3	COM 355	Computer Application in Business	4
COM 306	Islamic Studies	2	COM 356	Pakistan Studies	2

SECOND YEAR

<i>Third Semester</i>		<i>C.H</i>	<i>Fourth Semester</i>		<i>C.H</i>
COM 401	Advanced Accounting-I	4	COM 451	Advanced Accounting-II	4
COM 402	Business Law	3	COM 452	Auditing	3
COM 403	Economy of Pakistan	3	COM 453	Cost Accounting	3
COM 404	Income Tax Law	3	COM 454	Custom and Sales Tax	4
COM 405	Money & Banking	3	COM 455	Business Communication & Report Writing	3

THIRD YEAR

<i>Fifth Semester</i>		<i>C.H</i>	<i>Sixth Semester</i>		<i>C.H</i>
COM 501	Principles of Management	3	COM 551	Logic and Arguments	3
COM 502	Principles of Marketing	3	COM 552	Total Quality Management	3
COM 503	Managerial Economics	3	COM 553	Accounting Information System	3
COM 504	Financial Management	3	COM 554	Entrepreneurship	3
COM 505	Research Methods in Business	3	COM 555	Advanced Cost and Management Accounting	3
			COM 556	Research Project Report and Viva Voce	3

FOURTH YEAR

<i>Seventh Semester</i>		<i>C.H</i>	<i>Eighth Semester</i>		<i>C.H</i>
COM 601	Organizational Behaviour	3	COM 651	Human Resource Management	3
COM 602	Operations and Production Management	3	COM 652	International Business	3
COM 603	Investment and Portfolio Management	3	COM 653	Strategic Management	3
COM 604	Electronic Commerce (E-Commerce)	3	COM 654	Business Internship Report and Viva Voce	6
COM	*Field of Specialization Paper-I	3	COM	*Field of Specialization Paper-II	3
			COM 655	Comprehensive Viva-Voce	3

Elective: Select any 2 courses, one in each semester in final year, from the following Field of Specialization

1. Accounting		2. Finance	
COM 701	Advanced Accounting and Practice	COM 721	Islamic Finance
COM 702	Public Sector Accounting	COM 722	Corporate Finance
COM 703	Advanced Auditing	COM 723	Project Management
COM 704	Cost Accounting Application	COM 724	Specialized Financial Institutions
		COM 725	International Finance
		COM 726	Treasury and Fund Management
3. Marketing		4. Banking	
COM 741	International Marketing	COM 761	Banking Law & Practice
COM 742	Marketing Management	COM 762	International Banking
COM 743	Retail Management	COM 763	Treasury and Fund Management
COM 744	Marketing Communication	COM 764	Regulation of Financial Institutions
COM 745	Marketing Research	COM 765	Marketing of Financial Services
COM 746	Hotel and Restaurant Management	COM 766	Islamic Banking

INSTITUTE OF BUSINESS ADMINISTRATION

BACHELOR OF BUSINESS ADMINISTRATION BBA (HONS) MORNING & EVENING 4-YEAR DEGREE PROGRAM (8-SEMESTER) CH-136

Pre-requisite:- H.S.C. with at least 60% aggregate marks. Candidates with Intermediate Arts must have offered one of the Social Science subjects as elective at H.S.C. level.

A. Business Administration Core Courses Requirements:

FIRST YEAR

<i>First Semester</i>			<i>Second Semester</i>		
		<i>C.H</i>			<i>C.H</i>
BUS 301	Freshman English-I	3	BUS 311	Freshman English-II	3
BUS 302	Introduction to Computer Applications	3	BUS 312	Macro Economics	3
BUS 303	Pakistan Studies	2	BUS 313	Introduction to Management	3
BUS 304	Islamic Studies/Ethics	2	BUS 314	Business Statistics	3
BUS 305	Microeconomics	3	BUS 315	Financial Accounting-I	3
BUS 306	Business Mathematics	3	BUS 316	Human Behavior	3

SECOND YEAR

<i>Third Semester</i>			<i>Fourth Semester</i>		
		<i>C.H</i>			<i>C.H</i>
BUS 401	Financial Accounting-II	3	BUS 411	Principles of Marketing	3
BUS 402	Laws of Business and Taxation	3	BUS 412	Statistical Inferences	3
BUS 403	Introduction to HRM	3	BUS 413	Money and Banking	3
BUS 404	Pakistan Economy	3	BUS 414	Principles of Business Finance	3
BUS 405	Oral Communication	3	BUS 415	Business Communication	3
BUS 406	Principles of Insurance	3	BUS 416	Business Internship (Evaluation & Viva Voce)-I	3

THIRD YEAR

<i>Fifth Semester</i>			<i>Sixth Semester</i>		
		<i>C.H</i>			<i>C.H</i>
BUS 501	Marketing Management	3	BUS 508	Financial Institutions and Markets	3
BUS 502	Business Ethics	3	BUS 509	Cost & Management Accounting	3
BUS 503	Financial Management	3	BUS 510	Organizational Behavior	3
BUS 504	Decision Theory and Analysis	3	BUS 511	Auditing	3
BUS 505	Managerial Economics	3	BUS 512	Business Internship (Evaluation and Viva Voce)-II	3
BUS 5XX	Elective-I	3	BUS 5XX	Elective -II	3

FOURTH YEAR

<i>Seventh Semester</i>			<i>Eighth Semester</i>		
		<i>C.H</i>			<i>C.H</i>
BUS 601	Operations Management	3	BUS 611	Project Management	3
BUS 602	Business Research Methods	3	BUS 612	Management Information System	3
BUS 603	Business Policy	3	BUS 613	Comprehensive Examination	NC
BUS 604	Entrepreneurship	3		Viva Voce	
BUS 6XX	Elective-III	3	BUS 6XX	Elective-IV	3
			BUS 691	Thesis	6
				OR	
			BUS 692	Research Project	6

Elective Courses: BBA (H) P-III

<i>Finance Specialization</i>			<i>Human Resource Management Specialization</i>		
		<i>C.H</i>			<i>C.H</i>
BUS 559	Investment & Portfolio Management	3	BUS 552	Recruitment & Selection	3
BUS 560	Treasury & Funds Management	3	BUS 553	Personal Management	3
BUS 561	Capital Market Analysis	3	BUS 554	Managerial Skills	3
BUS 562	Insurance Management	3	BUS 555	Labor Laws in Pakistan	3
BUS 563	Risk Management	3	BUS 556	Training Intervention in Job Skills	3

Marketing Specialization			Management Specialization		
		C.H			C.H
BUS 542	Personal Selling	3	BUS 535	Organizational Development	3
BUS 543	Export Marketing	3	BUS 536	Crises Management	3
BUS 544	Services Marketing	3	BUS 537	Comparative Management	3
BUS 545	Internet Marketing	3	BUS 538	Education Management	3
BUS 546	Seminar in Marketing	3	BUS 539	Environmental Management	3
BUS 547	Integrated Marketing Communication	3	BUS 540	Logistic Management	3
BUS 548	Retail Management	3			
BUS 549	Product Management	3			

Management Information System Specialization (MIS)			Banking Specialization		
		C.H			C.H
BUS 530	Operating System	3	BUS 526	Banking Law & Practice	3
BUS 531	System Analysis & Design	3	BUS 527	Consumer Banking	3
BUS 532	Computer Networking	3	BUS 528	Commercial Banking	3

Hotel Management Specialization			Health Services Management Specialization		
		C.H			C.H
BUS 521	Hospitality Management	3	BUS 516	Introduction to Health Services in Pakistan	3
BUS 522	Hotel Services Marketing	3	BUS 517	Hospital Management	3
BUS 523	Management Information System for Hotel Management	3	BUS 518	Health Communication	3
			BUS 519	Hospital Financial Management	3

Elective Courses: BBA(H)P-IV

Finance Specialization			Human Resource Management Specialization		
		C.H			C.H
BUS 673	International Financial Management	3	BUS 665	Training & Development	3
BUS 674	Financial Statement Analysis	3	BUS 666	Leadership & Team Management	3
BUS 675	Corporate Finance	3	BUS 667	Compensation Management	3
BUS 676	Seminar in Finance	3	BUS 668	Micro Organizational Dynamics	3
BUS 677	Islamic Banking & Finance	3	BUS 669	Human Resource Development	3

Marketing Specialization			Management Specialization		
		C.H			C.H
BUS 656	Sales Management	3	BUS 648	Change Management	3
BUS 657	Marketing Research	3	BUS 649	Small & Medium Enterprises Management	3
BUS 658	Consumer Behavior	3	BUS 650	Knowledge Management	3
BUS 659	Inventory Management	3	BUS 651	Supply Chain Management	3
BUS 660	Industrial Marketing	3	BUS 652	NGO's Management	3
BUS 661	Marketing of IT Products	3	BUS 653	Time Management	3
BUS 662	International Marketing	3			
BUS 663	Brand Management	3			

Management Information System Specialization (MIS)			Banking Specialization		
		C.H			C.H
BUS 640	Expert System & Artificial Intelligence	3	BUS 632	International Banking	3
BUS 641	Seminar in MIS	3	BUS 633	Credit Analysis & Investment Banking	3
BUS 642	Soft Quality Management (SQM)	3	BUS 634	Banks and Development Financial Institutes	3

Hotel Management Specialization			Health Services Management Specialization		
		C.H			C.H
BUS 624	Hotel Financing & Budgeting	3	BUS 616	Total Quality Management for Hospital Services	3
BUS 625	Food and Beverages Management	3	BUS 617	Health Care Facility Planning	3
BUS 626	Events Management	3	BUS 618	Management in Health System	3
			BUS 619	International Hospital Management	3