

FACULTY OF COMMERCE

INSTITUTE OF COMMERCE

MASTER OF COMMERCE (M.COM) 2-YEAR DEGREE PROGRAM (4-SEMESTER) CH-60

Pre-requisite: B. Com. (Pass) degree. Pre-entry test

M.COM. PREVIOUS COURSES:-

<i>First Semester</i>		<i>C.H</i>	<i>Second Semester</i>		<i>C.H</i>
COM 501	Management	3	COM 551	Computer Applications to Business	4
COM 511	Fundamentals of Marketing	3	COM 561	Financial Management	3
COM 521	Quantitative Techniques for Business	4	COM 571	International Business	3
COM 531	Managerial Economics	3	COM 581	Company Law & Secretarial Practices	3
COM 541	Business Communication & Technical Writing	3	COM 591	Human Resource Management	3
COM	Computer Applications to Business (Non-Credit Course)	NC	COM	Remedial English	NC
COM	Remedial English	NC			

M.COM (PASS) FINALYEAR COURSES:-

<i>Third Semester</i>		<i>C.H</i>	<i>Fourth Semester</i>		<i>C.H</i>
COM 600	Internship Report & Viva-Voce	3	COM 651	Production & Operation Management	3
COM 601	Research Methods in Business	3	COM 661	Business Policy	3
COM 611	Organizational Behaviour	3	COM 671	Management of Public Enterprises	3
COM 621	Advanced Cost & Management Accounting	3			
COM 643	Investment Analysis & Portfolio Management	3			

Elective – Specialization: (Accounting, Finance & Marketing)

Specialization requirements: Any TWO Courses to be offered from any one of the fields listed hereunder:

1. Accounting	2. Finance
COM 631 Advanced Accounting Theory & Problems	COM 641 Islamic Principles of Finance
COM 632 Governmental Accounting	COM 642 Banking Management
COM 681 Advanced Auditing Problems	COM 691 Project Management
COM 682 Cost Accounting for selected Industries	COM 692 Specialized Financial Institutions
3. Marketing	
COM 645 Marketing Management	
COM 646 Retailing Management	
COM 695 Advertising	
COM 696 Marketing Research	
COM 697 Hotel & Restaurant Management	

INSTITUTE OF BUSINESS ADMINISTRATION

MBA (HONS.) 2-YEAR DEGREE PROGRAM (4-SEMESTER) CH-36

Pre-requisite:- 16-years of Business Education/ 04-year BBA (Hons) from Hec recognized institutes with minimum 60% aggregate marks in requisite bachelor degree. To be implemented from the academic year 2017 and onwards.

FIRST YEAR

<i>First Semester</i>		<i>C.H</i>	<i>Second Semester</i>		<i>C.H</i>
BUS 751	Strategic Management	3	BUS 761	Strategic Marketing Management	3
BUS 752	Advanced Research Methodology	3	BUS 762	Applied Econometrics	3
BUS 753	Cost and Management Accounting	3	BUS 763	Strategic Finance	3

SECOND YEAR

Third Semester		C.H	Fourth Semester		C.H
BUS 8XX	Elective – I	3	BUS 891	Research Project	6
BUS 8XX	Elective – II	3		OR	
BUS 8XX	Elective – III	3	BUS 892	Thesis	6
BUS 8XX	Elective – IV	3			

BUSINESS ELECTIVE COURSES FOR DIRECT MBA 4-YEAR DEGREE PROGRAM (CH-96) AND MBA 2-YEAR DEGREE PROGRAM (CH-36)

Management		C.H	Finance		C.H
BUS 831	Industrial Management	3	BUS 841	Financial theory & Corporate policy Decision	3
BUS 832	Critical Management Strategies	3	BUS 842	Financial Economics	3
BUS 833	Economics of Global Corporate Strategies	3	BUS 843	Risk Management Techniques	3
BUS 834	Creativity and Innovation Management	3	BUS 844	Global Equity Investments	3
BUS 835	Supply chain Management	3	BUS 845	International Financial Management	3
BUS 836	Hotel and Tourism Management	3	BUS 846	Credit Analysis and Portfolio Management	3
BUS 837	Business Planning and Policy	3	BUS 847	Strategic Finance	3
BUS 838	Logistic Management	3	BUS 848	Seminar in Finance	3
BUS 839	Strategic Management	3			
BUS 840	Seminar in Management	3			

Management Information System (MIS)		C.H	Marketing		C.H
BUS 851	Applied Problem Solving and Programming	3	BUS 861	International E-Marketing	3
BUS 852	Data Resource Management	3	BUS 862	Strategic Sales Management	3
BUS 853	Business Intelligence	3	BUS 863	Integrated Marketing Communication	3
BUS 854	SQM (Soft Quality Management)	3	BUS 864	Advances in Marketing Research	3
BUS 855	M- Commerce	3	BUS 865	Brand Management Theories	3
BUS 856	Enterprise Resource Planning System	3	BUS 866	Global Marketing	3
BUS 857	Seminar in MIS	3	BUS 867	Strategic Marketing	3
			BUS 868	Seminar in Marketing	3

Human Resource Management (HRM)		C.H	Accounting		C.H
BUS 871	Strategic Human Resource Management	3	BUS 881	Industrial Accounting	3
BUS 872	Labor Laws in Pakistan	3	BUS 882	Accounting Information System	3
BUS 873	Compensation Management	3	BUS 883	Income Tax Accounting	3
BUS 874	Managerial Skills	3	BUS 884	Managerial Accounting	3
BUS 875	Social Capital in Managerial Effectiveness	3	BUS 885	NGO Accounting	3
BUS 876	Seminar in HRM	3	BUS 886	Seminar in Accounting	3

Note: Institute of Business Administration (IBA), University of Sindh will be at liberty to add/offer Business electives in each field of specializations according to the needs of job market.

M.B.A. EVENING 2-YEAR DEGREE PROGRAM (6-SEMESTER) CH-69

Pre-requisite:- 16-Years of education like BE, MBBS, MA, M.Sc. and other equivalent qualification from HEC recognized institutes with minimum 50% aggregate marks in requisite last degree. To be implemented from the academic year 2017 and onwards.

FIRST YEAR

First Semester		C.H	Second Semester		C.H
BUS 511	Management	3	BUS 513	Maths & Statistics for Management	3
BUS 512	Financial Accounting	3	BUS 515	Economics	3
BUS 514	Managerial Communication	3	BUS 561	Organizational Behavior	3
BUS 516	Computer Orientation & Packages	3	BUS 565	Entrepreneurship	3

Third Semester		C.H
BUS 562	Total Quality Management	3
BUS 563	E-Commerce	3
BUS 564	Managerial Economics	3
BUS 566	Small, Medium Enterprises	3

SECOND YEAR

Fourth Semester		C.H	Fifth Semester		C.H
BUS 611	Management Information System	3	BUS 612	Financial Management	3
BUS 662	Marketing Management	3		Elective-I	3
BUS 663	Cost & Management Accounting	3		Elective - II	3

Sixth Semester		C.H
BUS 661	Human Resource Management	3
	Elective-I	3
	Elective - II	3

Note: BUS 669 Research Monograph and BUS 670 Business Internship Report as a partial requirement for award of MBA evening degree, each carries 100 marks respectively.