

Department of Business Administration

Programs Offered:

MBA (for Business Education)

MBA (for Non Business Education)

Master of Science in
Management Sciences

Doctor of Philosophy in
Management Sciences

Vision

To become a school of Business Education producing world class graduates with masterly knowledge and professional skills.

Mission

To seek association of high caliber faculty with enthusiasm of developing student's attitude and enabling them to acquire professional knowledge for self building.

Inspire students for learning managerial skills thereby strengthening their professional command.

Prepare students for meeting emerging business and entrepreneurial challenges at global level.

Building confidence among the students for independently undertaking responsibilities of organizational success with proven ability.

Master of Business Administration (for Business Education)

Minimum Duration : 4 Semesters, 2 Years
 Maximum Duration : 8 Semesters, 4 Years
 Minimum CGPA required to earn degree 2.50

Program Code 058
 Number of Courses 09-10
 Credit Hours 32

Program Objectives:

The program has been developed with an objective to create research ability among the business graduates and enable them to enhance their innovative abilities for developing new business techniques commensurate with modern business requirements.

Program Outcomes:

After completion of the program, students will be able to:

- ▶ Produce managers who can skilfully solve managerial problems independently.
- ▶ Equip the students with advanced knowledge on business initiative and management with emphasis on developing their skills and capabilities of running organizations independently.
- ▶ Focus upon grooming up the students and promoting their creativity through exposing them to presentation and group discussion besides class room lectures and in-semester seminars.
- ▶ Make students capable to conduct the management business of any organization with full confidence and success.

Eligibility

Candidates with 16 years of business education (BBA-4 years/B.com-4 years/MBA-2 years or any equivalent qualification) with at least 50% marks in annual system or 2.00 CGPA on a scale of 4.00 in semester system are eligible to apply.

Applicant needs to pass GAT (General) to be conducted by NTS/ETEA/any Registered Testing Agency or University, with at least 50% cumulative score and to clear departmental interview at the time of Admission.

Candidates need to appear in an interview conducted by the university.

SEMESTER ONE	Course Code	Course Title	Cr. Hrs. 11
	MKT 560	Advance Strategic Marketing	3-0
	MGT 570	Advance Strategic Management	3-0
	FIN 573	Corporate Finance	3-0
	RES 581	Research Methodology	2-0
SEMESTER TWO	Course Code	Course Title	Cr. Hrs. 12
		Elective I	3-0
		Elective II	3-0
		Elective III	3-0
		Elective IV	3-0
SEMESTER THREE	Course Code	Course Title	Cr. Hrs. 9
	Plan A: with Research Work		
	RES 690	Research Project	0-6
		Elective V	3-0
	Plan B: with Course Work		
		Elective VI	3-0
		Elective VII	3-0

Specializations Offered

Marketing
Management (HR, Quality)

Banking & Finance
Project Management

List of Electives for Specialization

Marketing

Course Code	Course Title	Cr. Hrs.
MKT 551	Industrial Marketing	3-0
MKT 545	Brand Management	3-0
MKT 552	International Marketing	3-0
MKT 568	Advertising & Promotional Strategies	3-0
MKT 521	Cyber Marketing	3-0
MKT 564	Integrated Marketing Communication	3-0

Banking & Finance

Course Code	Course Title	Cr. Hrs.
FIN 530	Business Finance	3-0
FIN 535	Financial Management	3-0
FIN 560	Bank Management	3-0
FIN 570	International Banking	3-0
FIN 568	Investment Analysis	3-0
FIN 562	International Finance	3-0
FIN 552	Financial Risk Management	3-0
FIN 611	Derivative Instruments	3-0
FIN 613	Credit Analysis & Investment Banking	3-0

Management (HR, Quality)

Course Code	Course Title	Cr. Hrs.
MGT 547	Organizational Design	3-0
HR 532	Strategic Human Resource Management	3-0
MGT 538	Industrial Relations	3-0
HR 536	Small & Medium Enterprise Management	3-0
MGT 535	Logistic Management	3-0
HR 541	Recruitment & Selection	3-0

Project Management

Course Code	Course Title	Cr. Hrs.
MGT 515	Project Management Framework	3-0
MGT 520	Contracts & Procurement Management	3-0
MGT 523	Project Execution & Control	3-0
MGT 540	NGO Management	3-0
MGT 551	Crisis Management	3-0
MGT 517	Project Planning & Budgeting with Risk	3-0

Master of Business Administration (for Non Business Education)

Minimum Duration : 5 Semesters, 2.5 Years
 Maximum Duration : 8 Semesters, 4 Years
 Minimum CGPA required to earn degree 2.50

Program Code 109
 Number of Courses 20 - 22
 Credit Hours 66

Program Objectives:

The program focuses on development of modern knowledge and research skills of students with an objective to create and promote ability of the student for undertaking responsibility of initiating, organizing and successfully conducting market oriented business.

Program Outcomes:

After completion of the program, students will be able to:

- ▲ Develop knowledge and skills of the students in business management.
- ▲ Equip the students with knowledge and managerial skills so as to enabling them to run the business of management of an organization with professional competence and command.
- ▲ Focus upon grooming up the students and promoting their creativity through exposing them to presentation and group discussion besides class room lectures and in-semester seminars.
- ▲ Make students capable to conduct the management business of any organization with full confidence and success.

Eligibility

Candidates with 16 years of non-business education like (BSCS/BE/MBBS/BDS/MCS/MIT or any equivalent qualification) with at least 50% marks in annual system or 2.00 CGPA on a scale of 4.00 in semester system are eligible to apply.

Applicant needs to pass GAT (General) to be conducted by NTS/E TEA/any Registered Testing Agency or University, with at least 50% cumulative score and to clear departmental interview at the time of Admission.

A candidate needs to appear in an interview conducted by the university.

SEMESTER ONE	Course Code	Course Title	Cr. Hrs. 18
	ACC 121	Principles of Accounting	3-0
	ECO 112	Principles of Economics	3-0
	MA 321	Business Mathematics & Statistics	3-0
	MGT 107	Principles of Management	3-0
	ENG 314	Effective Business Communication	3-0
	MKT 227	Principles of Marketing	3-0

SEMESTER TWO	Course Code	Course Title	Cr. Hrs. 18
	FIN 231	Introductory Business Finance	3-0
	HR 333	Human Resource Management	3-0
	HR 356	Leadership & Team Management	3-0
	ACC 211	Financial Accounting	3-0
	MGT 323	Business & Corporate Law	3-0
	FIN 434	Financial Management	3-0

SEMESTER THREE	Course Code	Course Title	Cr. Hrs. 11
	MKT 560	Advance Strategic Marketing	3-0
	MGT 570	Advance Strategic Management	3-0
	FIN 573	Corporate Finance	3-0
	RES 581	Research Methodology	2-0

SEMESTER FOUR

Course Code	Course Title	Cr. Hrs.
	Elective-I	3-0
	Elective-II	3-0
	Elective-III	3-0
	Elective-IV	3-0

SEMESTER FIVE

Course Code	Course Title	Cr. Hrs.
	Plan A: with Research Work	
RES 690	Research Thesis	0-6
	Plan B: with Course Work	
	Elective V	3-0
	Elective VI	3-0

Specializations Offered

Marketing Management (HR, Quality)	Banking & Finance Project Management
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List of Electives for Specialization

Marketing

Course Code	Course Title	Cr. Hrs.
MKT 551	Industrial Marketing	3-0
MKT 545	Brand Management	3-0
MKT 552	International Marketing	3-0
MKT 568	Advertising & Promotional Strategies	3-0
MKT 521	Cyber Marketing	3-0
MKT 564	Integrated Marketing Communication	3-0

Management (HR, Quality)

Course Code	Course Title	Cr. Hrs.
MGT 547	Organizational Design	3-0
HR 532	Strategic Human Resource Management	3-0
MGT 538	Industrial Relations	3-0
HR 536	Small & Medium Enterprise Management	3-0
MGT 535	Logistic Management	3-0
HR 541	Recruitment & Selection	3-0

Banking & Finance

Course Code	Course Title	Cr. Hrs.
FIN 530	Business Finance	3-0
FIN 535	Financial Management	3-0
FIN 560	Bank Management	3-0
FIN 570	International Banking	3-0
FIN 568	Investment Analysis	3-0
FIN 562	International Finance	3-0
FIN 552	Financial Risk Management	3-0
FIN 611	Derivative Instruments	3-0
FIN 613	Credit Analysis & Investment Banking	3-0

Project Management

Course Code	Course Title	Cr. Hrs.
MGT 515	Project Management Framework	3-0
MGT 520	Contracts & Procurement Management	3-0
MGT 523	Project Execution & Control	3-0
MGT 540	NGO Management	3-0
MGT 551	Crisis Management	3-0
MGT 517	Project Planning & Budgeting with Risk	3-0

Master of Science in Management Sciences

Minimum Duration : 3 Semesters, 1.5 Years
Maximum Duration : 8 Semesters, 4 Years
Minimum CGPA required to earn degree 2.50

Program Code 052
Number of Courses 9-11
Credit Hours 32

Program Objectives:

This advance program aims to promote creative and analytical abilities of the scholars with an objective to add new ideas to the business world. The program focus on the promotion of research spirit to produce business scientists capable enough to meet the modern business challenges.

Eligibility

Candidate having 16 years of education in (MBA / M.Com / BBS / BBA 4 Years/B.Com 4 Years) with 2.00 CGPA on the scale of 4.00 in semester system or at least 50% marks in annual system from any recognized institute/university is eligible to apply.

Applicant needs to pass GAT (General) to be conducted by NTS/ETEA/any Registered Testing Agency or University, with at least 50% cumulative score and to clear departmental interview at the time of Admission.

Program Outcomes:

After completion of the program, scholars will be able to:

- ▲ Prepare the researchers with knowledge and skills leading to development of skills to independently conduct innovative research.
- ▲ Carry out research on various aspects of management and thereby strengthen their creative and developmental skills.
- ▲ Prepare students to undertake the responsibility of independently running the organizations with all success.

SEMESTER ONE

Course Code	Course Title	Cr. Hrs. 11
MKT 560	Advance Strategic Marketing	3-0
MGT 570	Advance Strategic Management	3-0
FIN 573	Corporate Finance	3-0
RES 581	Research Methodology	2-0

SEMESTER TWO

Course Code	Course Title	Cr. Hrs. 12
	Elective I	3-0
	Elective II	3-0
	Elective III	3-0
	Elective IV	3-0

SEMESTER THREE

Course Code	Course Title	Cr. Hrs.
Plan A: MS with Research Work		
RES 690	Research Thesis	0-6
	Elective V	3-0
Plan B: MS with Course Work		
	Elective V	3-0
	Elective VI	3-0
	Elective VII	3-0

Specializations Offered

Marketing
Management (HR, Quality)

Banking & Finance
Project Management

List of Core Courses

Marketing

Course Code	Course Title	Cr. Hrs.
MKT 551	Industrial Marketing	3-0
MKT 545	Brand Management	3-0
MKT 552	International Marketing	3-0
MKT 568	Advertising & Promotional Strategies	3-0
MKT 521	Cyber Marketing	3-0
MKT 564	Integrated Marketing Communication	3-0

Management (HR, Quality)

Course Code	Course Title	Cr. Hrs.
MGT 547	Organizational Design	3-0
HR 532	Strategic Human Resource Management	3-0
MGT 538	Industrial Relations	3-0
HR 536	Small & Medium Enterprise Management	3-0
MGT 535	Logistic Management	3-0
HR 541	Recruitment & Selection	3-0

Banking & Finance

Course Code	Course Title	Cr. Hrs.
FIN 530	Business Finance	3-0
FIN 535	Financial Management	3-0
FIN 560	Bank Management	3-0
FIN 570	International Banking	3-0
FIN 568	Investment Analysis	3-0
FIN 562	International Finance	3-0
FIN 552	Financial Risk Management	3-0
FIN 611	Derivative Instruments	3-0
FIN 613	Credit Analysis & Investment Banking	3-0

Project Management

Course Code	Course Title	Cr. Hrs.
MGT 515	Project Management Framework	3-0
MGT 517	Project Planning & Budgeting with Risk	3-0
MGT 520	Contracts & Procurement Management	3-0
MGT 523	Project Execution & Control	3-0
MGT 540	NGO Management	3-0
MGT 551	Crisis Management	3-0

Doctor of Philosophy in Management Sciences

Minimum Duration : 6 Semesters, 3 Years
Maximum Duration : 16 Semesters, 8 Years
Minimum CGPA required to earn degree 3.00

Program Code	126
Number of Courses	06 + Research Thesis
Credit Hours	54

Program Objectives:

The objectives of the program are to:

- ▶ Empower researchers as leaders who can create innovative techniques in academics and research.
- ▶ Provide researchers with the required tools for decision-making and data analysis
- ▶ Sharpen researchers' R&D skills through the use of advanced interventions.
- ▶ Develop insights to undertake research projects in various streams of management.
- ▶ Develop each researchers' analytical thinking.

Eligibility

Candidate having 18 years of education in (MS/M.Phil degree in Management Sciences or any equivalent relevant qualification) with 3.00 CGPA on the scale of 4.00 in semester system or at least 60% marks in annual system from any recognized institute/university is eligible to apply.

Applicant need to pass GAT (Subject) to be conducted by NTS/ETEA/any Registered Testing Agency or University, with at least 60% cumulated score and to clear Departmental interview at the time of Admission.

Candidates who have done MS without Research thesis may be considered for admission in the PhD program if they submit a published paper in an HEC recognized journal as a principle author.

Program Outcomes:

After completion of the program, students will be able to:

- ▶ Focus on further developing the acumen of research scholars through conceptual clarity and floating of innovative ideas.
- ▶ Emphasize upon group discussion and consecutive presentations of research work by the scholar.
- ▶ Prepare students to undertake any leading managerial or academic responsibility.
- ▶ Float new ideas in managerial sciences and add to the promotion of managerial talent both in public and corporate sector, besides unearthing the hidden treasures of knowledge on management.

Master of Science in Management Sciences

Note for Scholars

- ▲ Course will be selected from the given list of approved courses in consultation with the Research Advisor.
- ▲ The Research Advisor may direct the scholar to register for additional courses related to the area of research.
- ▲ Scholar needs to be registered in dissertation of Nine (09) credit hours for each semester for minimum of four (04) semesters.
- ▲ Scholar will submit his/her research proposal for approval from BOASAR.
- ▲ The scholar shall be required to publish a research paper in an HEC recognized journal before the public defense of the PhD dissertation.
- ▲ University Rules and Regulations for Post Graduate Degrees will be applicable.

SEMESTER ONE	Course Code	Course Title	Cr. Hrs. 9
	MGT 722	Management Control System	3-0
	MGT 727	Strategic Human Resource Management	3-0
	RES 720	Advanced Quantitative Techniques	3-0

SEMESTER TWO	Course Code	Course Title	Cr. Hrs. 9
	MGT 729	Project Appraisal Techniques	3-0
	RES 745	Social Science Research : Principles, Methods and Practices	3-0
		Elective-I	3-0

SEMESTER THREE and Onwards : RES 900 Dissertation 0-9

Electives

Course Code	Course Title	Cr. Hrs.
MGT 743	Developing Management Skills	3-0
MGT 749	Corporate Governance	3-0
MGT 753	Perspectives of Critical Thinking	3-0
MGT 757	Managing Organizational Change	3-0
MGT 761	Advance Operations Research	3-0
RES 580	Research Methods	3-0

(for those research scholars who had not taken research methods course in MS degree program)