





MANAGEMENT SCIENCES



COLLEGE OF MANAGEMENT SCIENCES (BLOCK-B)

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.

Our Mission Statement

Our mission is to develop our students with the mindset of valuing creative thinking and continuous innovation to stimulate the entrepreneurial spirit necessary for the development of competitive business organizations. We are willing to experiment and contemplate new measures and procedures for inculcating theoretical knowledge and practical applications in and out of the classroom to develop this mindset and confidence building measures among the 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 is assigned a project to setup an enterprise during their stay at the institute. The project is linked to strategically designed courses in successive semesters motivates the students and help 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 creator of an enterprise and running it.

Research

We consider research as central hub of our academic activity. Research is the core competence of our full time faculty. Our full time faculty members are either Ph.Ds or are enrolled in MS programs leading to PhD with the objective of developing the capacity for undertaking academic research. This program

has been outstandingly successful and has already paid dividends in the form of generating publications in research journals and papers read at international conferences. In the last couple of years, faculty members of PAF-KIET have published 19 papers in research journals, presented 27 papers at international conferences and have contributed 9 chapters in international publications and 2 books.

Market Forces

Market Forces is a bi-annually 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 12th years of publication. Market Forces has an international advisory board with academic and professional 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, Logistic & Supply Chain Management, Production & Operation Management, Advertising & Media Management and Project Management. Student may opt for bi-majors in BBA and MBA programs by taking four elective courses from the specialization areas.

The MBA Regular 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 MBA program has 28 courses and 6 credit hour of Research Project (total 90 cr hr). MBA Executive degree having 20 courses (66 cr hr) is also offered to students with 2 years bachelor degree with 4 years of working experience. Students with BE, BS-CS and other 4 years of bachelor degree in non business area has to do only 20 courses (66 cr.hr) in the regular MBA program. The shortest MBA program is for BBA 4 years graduates who are to complete only 9 courses for the MBA. All MBA programs are HEC compliant degree programs.

Specializations offered in MBA degree are Marketing, Finance, HRM, Islamic Finance, Entrepreneurship, Logistic & Supply Chain Management, Production & Operation Management, Advertising & Media Management, Education Leadership and Project Management.

Our curriculum is focused not only on the knowledge and tool base of the students but also on developing their personality, and generating an entrepreneurial spirit among the students. 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 stepping-stone to encourage graduates to venture into self managed small business enterprises.



Master of Science (MS)

PAF 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 Operational 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 nine courses plus a six credit hours thesis.

Distinctive Features of 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 awarded a degree granted status through a charter from Government of Sindh (CIEC) on May 24, 2000.

3) Accreditation

Accredited by the National Business Education Accreditation Council (NBEAC).

4) All Round Personality Development

PAF KIET students are groomed for professional and personal success through regular orientation, training, mentoring and counseling by staff and faculty. Special training sessions are arranged by 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 PAF-KIET student.

5) Unique Educational Methodologies

College of Management Sciences (CoMS) is known for its unique, practical and highly educational learning methodologies including industry projects, self-entrepreneurial projects and seminars. Students are actively involved in all these event management and projects giving them hands on learning experience.

6) High Quality Faculty

Qualified faculties include foreign and local PhD's and MS/MPhil.

7) Economical Fee Structure

Fee discounts are also offered in the following categories:

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

8) Generous Scholarships

PAF-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 provision. The scholarship range from 20% to 85% rebates 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. Holding of CV preparation workshop, interview participation workshop.

10) Entrepreneurial Spirit Development

The objective of the centre is to imbue in students a sense of enterprise coupled with entrepreneurial skills. We are committed to producing graduates who have the confidence and the 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 such alumni who are providing their services in the betterment of 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 alumni dinner in which alumni and their spouses are



Research Conferences on Business & Management

International Research Conference on Business & Management (IRCBM-2017)

PAF KIET, CoMS is organizing an international research conference (IRCBM-2017) on 18-19 July 2017 in which eminent speakers, both local and international are part of the conference.



National Research Conference on Business & Management (NRCBM-2016)

First National research conference titled National research Conference on Business & Management (NRCBM-2016) was organized by the College of Management Sciences, PAF-KIET at the PAF-KIET City Campus on March 6th & 7th 2016. The theme of the Conference was "Sharing knowledge and Ideas". About seventy papers were read in ten concurrent sessions, which were chaired by the eminent scholars of the leading universities of Karachi.



Events



All Sindh KIET Parliamentary Debate Championship 2016 Followed by Qawali Night



Students' Final Year Project Exhibition & Presentation



Seminar on "Future is Today"



PAF-KIET has won the event organized by IBA named "INSIGHT"



"National Green Day"

Papers Read at International / National Conferences

Recent research papers read at international / national conferences by CoMS

Name of Author	Title of Paper	Title/Theme of Int'l / National Conference	Name of Host, Country	Date
Dr. Tariq Jalees	Customer Attitude Towards Ramazan	3rd International Conference On Marketing (IBAICM-16)	IBA, Karachi, Pakistan	19-20 Dec, 2016
Mr. Raza Kamal	Dual Working Couples: Blessings or Burdens	Global Conference on Business & Social Sciences (GCBSS-16)	Dubai	14-15 Nov, 2016
Dr. Tariq Jalees	Determinant of Compulsive Buying	4th Global Conference on Business & Social Sciences (GCBSS-16)	Dubai	14-15 Nov, 2016
Ms. Ambrina Basharat	Impact of Online Reviews on The Buying Behavior of Consumer Purchasing Electronic Products Online	International Conference on Business & Management (ICBM-16)	MAJU, Karachi, Pakistan	16-18 Dec, 2016
Mr. Usman Aleem	Impact of Employees Training on Organizational Perceived Performance in Banking Sector of Pakistan, Karachi	International Conference on Business & Management (ICBM-16)	MAJU, Karachi, Pakistan	16-18 Dec, 2016
Ms. Rozina Imtiaz	Is Sensationalism Important in News Channels? Factors Contributing to Create Sensationalism in Pakistani News Channels	International Conference on Business & Management (ICBM-16)	MAJU, Karachi, Pakistan	16-18 Dec, 2016
Ms. Kaenat Malik	Impact of HR Outsourcing on Organizational Performance in Banking Sector of Pakistan	International Conference on Business & Management (ICBM-16)	MAJU, Karachi, Pakistan	16-18 Dec, 2016
Ms. Zeba Khan	Content Analyses on Quantitative Literature Pertaining To Sukuk During 2007-2016	International Conference on Business & Management (ICBM-16)	MAJU, Karachi, Pakistan	16-18 Dec, 2016
Ms. Sidra Khalid	Consumer Purchase Intention Research Based on Social Media Marketing	International Conference on Business & Management (ICBM-16)	MAJU, Karachi, Pakistan	16-18 Dec, 2016
Dr. Tariq Jalees	Counterfeit From Moral and Ethical Perspective	International Conference on Business & Management (ICBM-16)	MAJU, Karachi, Pakistan	16-18 Dec, 2016
Dr. Tariq Jalees	Factors influencing consumer attitude towards Online Shopping	International Conference on Innovation and Emerging Trends In Business Management (ICIEBM)	Iqra University, Khi, Pakistan	4-5 Jun, 2016
Dr. Tariq Jalees	Impact of Brand Communication and Uniqueness on Brand Equity and Brand Attitude	International Conference on Innovation and Emerging Trends In Business Management (ICIEBM)	Iqra University, Khi, Pakistan	4-5 Jun, 2016
Dr. Manzoor A. Khalidi	The impact of perceived HR practices on Job Satisfaction and Affective Commitment of Employees	National Research Conference on Business and Management (NRCBM)	PAF-KIET, Karachi, Pakistan	6-7 Mar, 2016
Mr. Adnan Anwar	Celebrity Endorsement And Its Impact On Consumer Purchase Intention	National Research Conference on Business and Management (NRCBM)	PAF-KIET, Karachi, Pakistan	6-7 Mar, 2016

Research Papers

Recent research papers of CoMS

Name of Author	Title of Research Paper	Title of Int'l / National Journal	Reference
Dr. Tariq Jalees	Extending TRA understanding compulsive buying behavior	International Journal of Economics & Management	2017 II (S-1) Page 77-89
Dr. Tariq Jalees	Product preference determinants for soft drink brands	The Global Management the journal for academics & Corporate studies	2016 Vol-6 No.2
Dr. Tariq Jalees	Measuring the Effect of Product Placement Strategy on Attitudinal Aspects	Pakistan Business Review	Oct 2016 page no. 775-791
Dr. Tariq Jalees	Influence of Organizational Culture on Job Satisfaction, Organization Commitment and Turnover Intention	Market Forces	Vol.XI-Issue.1-Pg.11-26
Dr. Tariq Jalees	A Potential Project in The Life Insurance Sector of Pakistan to Achieve Consumer Trust and Awareness	Market Forces	Vol.XI-Issue.1-Pg.49-62
Dr. Tariq Jalees	Impact Of The Work Related Stress And Job Burnout In Private Educational Institutions And Universities	ISI Thomson Reuters	ISBN: 978-84-608-2657-6, Pg. 4718-4727
Syeda Quratulain Kazmi	Effects of brand extension strategies on cosumer buying decision	Asian Journal of Business Management	Issn: 2321-2802
Dr. Tariq Jalees	Social Media In Virtual Marketing: Antecedents To Electronic Word Of Mouth Communication	Market Forces	Vol.X-Issue.1-Pg.15-32
Dr. Tariq Jalees	An Emperical Investigation on the Effect of Brand Loyalty	Journal of Management Sciences	Vol.2-Issue.1-Pg.166-184
Dr. Tariq Jalees	Effectiveness of support policies for SME's Pakistan for study of Karachi base SME's	Pakistan Business Review	Vol.16-Issue.4-Pg.829-857
Mr. Adbuallah	A Proposed Model for Islamic Finance	Market Forces	Vol.IX-Issue.1-Pg.13-28
Prof. Dr. Muhammad Hanif	Factors Affecting the Intent to Purchase Halal Personal Care Products	International Journal of Islamic Marketing and Branding (IJIMB)	IJIMB-83351

Books / Chapters Published

Name of Author	Title of Book/Chapter	Published By
Mr. Raza Kamal Lecturer	Human Resource Management in Industries of Pakistan	Higher Education Commission, Govt. of Pakistan, Pakistan
Dr. Tariq Jalees HoD Marketing	Consumer Attitude towards Counterfeit luxury products in Pakistan	Scholars Press, Germany
Mr. Arif Nara Lecturer	Synopsis of Sugar Industry	ICMA, Pakistan
Mr. Omar Javed Assistant Professor	Translated Money and its Forms in Urdu (Author Dr.Mufti Ismatullah)	Darul sihsaat, Pakistan
Mr. Omar Javed Assistant Professor	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 HoD Marketing	Measuring the effects of products placement strategy on Attitudinal Aspects	5th International Conference on Marketing	IoBM, Pakistan March 2015
Dr. Tariq Jalees HoD Marketing	A Structural Approach on Compulsive Buying Behavior	International Conference on Marketing	IBA, Pakistan May 2014
Mr. Syed Raza Kamal Lecturer	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 & Operation 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 & Operation Management
- Entrepreneurship
- Management Information Systems

Specializations in MS

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

Bachelor of Business Administration

BBA (4-Years) offered at PAF-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 & Operation Management, Engineering Management, Logistics & Supply Chain Management, Entrepreneurship, Islamic Finance and Project Management.** Students may opt for bi-major BBA by taking 4 extra elective courses.

YEAR -1		CR-H
ACT103	Financial Accounting	3+1
MAN101	Principles of Management	3
QT103	Business Mathematics	3
ECO102	Micro Economics	3
ACT104	Intermediate Accounting	3
COM131	English-I	3
MKT101	Principles of Marketing	3
SS102	Pakistan Studies	3
MAN100	Personal Skills Development-1	2
FIN201	Introduction to Business Finance	3
IS 151	Software Applications in Business	2
SS100	Islamic Studies	3

YEAR -2		CR-H
SS200	Psychology	3
COM132	English-II	3
ECO202	Macro Economics	3
QT203	Statistics & Inferences	3
SS206	Social Entrepreneurship	3
MKT202	Marketing Management	3
ACT223	Managerial Accounting	3
MAN302	Human Resource Management	3
MAN304	Business Law	3
IS201	Enterprise Resource Planning	3
COM233	English-III	3
MAN408	Entrepreneurship	3

YEAR -3		CR-H
FIN302	Financial Management	3
COM400	Business Report Writing	3
MAN212	Organizational Behavior	3
MKT419	Seminar In Marketing	3
MAN400	Personal Skills Development-2	3
SC404	Methods of Business Research	3
SC403	Business Ethics	3
SS404	Analysis of Pakistani Industries	3
SS/A	Sports	4

YEAR -4		CR-H
MAN466	Entrepreneurship Project	3
MAN456	Production & Operations Management	3
QT490	Quantitative Techniques for Management Sciences	3
ELE	Elective-1	3
ELE	Elective-2	3
ELE	Elective-3	3
ELE	Elective-4	3
IPTD	Final Year Project	6

Curriculum Structure			
Area	Cr Hr	Area	Cr Hr
Accounting	10	Quantitative	9
Communication	12	Economics	6
Information System/Tech	5	Electives	12
Finance	6	Other	25
Management	26	Project	6
Marketing	9		

Degree Structure	
Duration	: 4 years (8 Regular Semesters)
Total Cr. Hrs	: 127
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 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 in Allied Financial Market job requirements.

YEAR -1		CR-H	ACCA
MKT101	Principles of Marketing	3	
QT103	Business Maths	3	
MAN 120	Management for Accountants	3	F1
MAN101	Principles of Management	3	
MAN121	Management Accounting	3+1	F2
ACT103	Financial Accounting	3+1	F3
COM131	English-1	3	
MAN205	Corporate & Business Law	3	F4
MAN222	Performance Management in Acc.	3+1	F5
FIN202	Financial Reporting	3	F7
COM132	English -2	3	

YEAR -2		CR-H	ACCA
FIN201	Introduction to Business Finance	3	
ECO102	Micro Economics	3	
IS 151	Software Applications in Business	2	
ACT201	Audit & Assurance	3	F8
QT203	Statistics & Inferences	3	
FIN300	Financial Management	3	F9
MAN302	Human Resource Management	3	
MAN224	Corporate Reporting	3	P2
MAN226	Business Analysis	3+1	P3
ACT304	Business Taxation	3	F6
SS102	Pakistan Studies	3	

YEAR -3		CR-H	ACCA
MKT202	Marketing Management	3	
ECO202	Macro Economics	3	
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	
IS201	Enterprise Resource Planning	3	

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

Curriculum Structure			
Area	Cr Hr	Area	Cr Hr
Accounting	28	Management	38
Communication	9	Marketing	6
Computer Science	8	Quantitative Tech	6
Economics	6	Other	12
Finance	19	Project	6

Degree Structure	
Duration	: 4 years (8 Regular Semesters)
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 Aviation Management program 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.

YEAR -1		CR-H
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
COM131	English-1	3
SS102	Pakistan Studies	3
AMT101	Business & Aviation Law	3
MAN100	Personal Skills Development-1	2
FIN201	Introduction to Business Finance	3

YEAR -2		CR-H
IS 151	Software Applications in Business	2
SS200	Psychology	3
COM132	English-II	3
AMT203	General & Business Aviation	3
ECO202	Macro Economics	3
QT203	Statistics & Inferences	3
SS206	Social Entrepreneurship	3
MKT202	Marketing Management	3
FIN302	Financial Management	3
MAN302	Human Resource Management	3
AMT204	Introduction to Airline Operations	3
IS201	Enterprise Resource Planning	3

YEAR -3		CR-H
AMT301	Airport Operations	3
ACT223	Managerial Accounting	3
COM400	Business Report Writing	3
AMT302	Management of Air Cargo	3
SS100	Islamic Studies	3
AMT303	International Aviation Mgmt. & Aviation Policy	3
MKT407	Supply Chain Management	3
SC404	Methods of Business Research	3
SC403	Business Ethics	3
AMT304	Airline Finance	3

YEAR -4		CR-H
AMT400	Aviation Information System	3
AMT401	General Aviation Marketing	3
AMT402	Modeling Applications in Airline Industry	3
MAN 400	Personal Skills Development-2	3
MAN404	Strategic Management	3
MAN464	Safety Management System	3
AMT403	Advance Aviation Economics	3
AMT404	Air Cargo Logistics Management	3
AMT405	Aviation Business Policy & Decision Making	3
IPTD	Final Year Project	6

Curriculum Structure			
Area	Cr Hr	Area	Cr Hr
Aviation Management	42	Marketing	9
Accounting	10	Quantitative	6
Communication	9	Economics	6
Information System/Tech	5	Other	18
Finance	6	Project	6
Management	17		

Degree Structure	
Duration	: 4 years (8 Regular Semesters)
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 | Comprehensive exam is a mandatory requirement.

BS Project Management

BS Project Management program 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.

YEAR -1		CR-H
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
COM131	English-1	3
SS102	Pakistan Studies	3
PMT101	Project Management Leadership	3
MAN100	Personal Skills Development-1	2
FIN201	Introduction to Business Finance	3

YEAR -2		CR-H
IS 151	Software Applications in Business	2
SS200	Psychology	3
COM132	English-2	3
PMT203	Project Scheduling Management	3
ECO202	Macro Economics	3
QT203	Statistics & Inferences	3
SS206	Social Entrepreneurship	3
MKT202	Marketing Management	3
FIN302	Financial Management	3
MAN302	Human Resource Management	3
PMT204	Project Stakeholder Management	3
IS201	Enterprise Resource Planning	3

YEAR -3		CR-H
PMT305	Project Procurement Management	3
ACT223	Managerial Accounting	3
COM400	Business Report Writing	3
PMT306	Project Cost Management	3
SS100	Islamic Studies	3
MAN407	TQM	3
MKT407	Logistics and Supply Chain Management	3
SC404	Methods of Business Research	3
SC403	Business Ethics	3
PMT308	Organizational Project Management	3

YEAR -4		CR-H
PMT400	Project Quality Management	3
PMT401	Project and Program Governance	3
PMT403	PrimaVera	3
MAN404	Strategic Management	3
MAN405	Safety Management System	3
PMT406	Project Portfolio Management	3
PMT407	Project Risk Management	3
PMT408	Project Management Information Systems	3
IPTD	Final Year Project	6

Curriculum Structure			
Area	Cr Hr	Area	Cr Hr
Project Management	39	Marketing	9
Accounting	10	Quantitative	6
Communication	9	Economics	6
Information System/Tech	5	Other	18
Finance	6	Project	6
Management	17		

Degree Structure	
Duration	: 4 years (8 Regular Semesters)
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 | Comprehensive exam is a mandatory requirement.

MBA - Regular

MBA program is offered in evenings and weekends at the City Campus PECHS and North Nazimabad Campus. The MBA Morning program is offered at the Main Campus, North Nazimabad Campus and the City Campus. The evening MBA program is designed for on-the-job professionals. MBA Regular program is equivalent to 17.5 years of education. Specializations offered are: **Marketing, Finance, Human Resource Management, Advertising & Media Management, Production & Operation Management, Engineering Management, Logistics & Supply Chain Management, Entrepreneurship and Project Management.** Students may opt for bi-major MBA program by taking 4 extra elective courses.

Final year project to be offered after completion of coursework.

LEVEL-1		CR-H
ACT303	Financial Accounting	3
MAN301	Principles of Management	3
MKT101	Principles of Marketing	3
COM302	Public Speaking	3
QT201	Business Mathematics	3
ECO203	Micro & Macro Economics	3
QT203	Statistics & Inferences	3
FIN301	Introduction to Business Finance	3
MAN304	Corporate & Business Law	3
IS301	Enterprise Resource Planning	3
MKT302	Marketing Management	3
SC403	Business Ethics	3
ACT323	Managerial Accounting	3
MAN402	Human Resource Management	3
IS 151	Software Applications in Business	2
FIN402	Financial Management	3
MAN412	Organizational Behavior	3

SC404	Methods of Business Research	3
COM400	Business Report Writing	3
MAN408	Entrepreneurship	3
MAN404	Strategic Management	3

LEVEL-2		CR-H
FIN518	Strategic Financial Analysis & Design	3
ECO508	Seminar in Economics	3
SC505	Advanced Research Methodology	3
MAN517	Managerial Policy	3
MKT502	Strategic Marketing	3
ELE	Elective- 1	3
ELE	Elective- 2	3
ELE	Elective- 3	3
ELE	Elective- 4	3
IPTD509	Final Year Project	6

Curriculum Structure			
Level -1	Cr Hr	Level -2	Cr Hr
Accounting	6	Quantitative	6
Information System/Tech	5	Finance	3
Economics	3	Economics	3
Finance	6	Support Courses	3
Management	18	Marketing	3
Marketing	6	Management	3
Support Courses	6	Electives	12
Communication	6	Project	6

Degree Structure	
Duration	: 3.5 years minimum (8 Regular Semesters)
Total Cr. Hrs.	: 95+1
Project	: 01
Internship	: 01 (Morning Program)
Eligibility	: Graduate with minimum 2nd Div.

Location: Main Campus, City Campus and North Nazimabad Campus

Comprehensive exam is a mandatory requirement. Student must clear this exam to become eligible for the degree. The curriculum structure, duration and scheduling of each degree program are subject to change without notice

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 72 in this program. This program meets the HEC criteria in terms of credit hours required for 16 years degree holders in non-management field. Specializations offered are: **Marketing, Finance, Human Resource Management, Advertising & Media Management, Production & Operation Management, Engineering Management, Logistics & Supply Chain Management, Entrepreneurship and Project Management.** Students may opt for bi-major MBA program by taking 4 extra elective courses. Final year project to be offered after completion of coursework.

LEVEL - 1		CR-H
ACT303	Financial Accounting	3
MAN301	Principles of Management	3
QT201	Advance Business Mathematics	3
MKT301	Principles of Marketing	3
ECO203	Micro & Macro Economics	3
QT203	Statistics & Inferences	3
FIN301	Introduction to Business Finance	3
MAN304	Corporate and Business Law	3
MKT302	Marketing Management	3
MAN402	Human Resource Management	3
FIN402	Financial Management	3

SC404	Methods of Business Research	3
COM400	Business and Report Writing	3
MAN404	Strategic Management	3

LEVEL - 2		CR-H
MKT502	Strategic Marketing	3
ECO508	Seminar in Economics	3
MAN517	Managerial Policy	3
SC505	Advanced Research Methodology	3
ELE	Elective- 1	3
ELE	Elective- 2	3
ELE	Elective- 3	3
ELE	Elective- 4	3
IPTD509	Final Year Project	6

Curriculum Structure			
Level -1	Cr Hr	Level -2	Cr Hr
Accounting	3	Economics	3
Economics	3	Economics	3
Finance	6	Support Courses	3
Management	9	Marketing	3
Marketing	6	Management	3
Support Courses	3	Electives	12
Communication	3	Project	6
Quantitative	6		

Degree Structure	
Duration	: 2.5 years minimum (6 Regular Semesters)
Total Cr. Hrs.	: 72
Project	: 01
Internship	: 01 (Morning Program)
Eligibility	: 4 years Bachelors (non BBA) or equivalent degree with 2nd Div.

Location: Main Campus, City Campus and North Nazimabad Campus

Comprehensive exam is a mandatory requirement. Student must clear this exam to become eligible for the degree. The curriculum structure, duration and scheduling of each degree program are subject to change without notice

MBA - Executive

MBA Executive program is offered in evenings and weekends at the North Nazimabad Campus and the City Campus PECHS. The MBA Executive program is designed for on-the-job professionals. Minimum of 4 working years in relative field is required to be eligible for this degree program as per HEC requirements. Specializations offered are: **Marketing, Finance, Human Resource Management, Advertising & Media Management, Production & Operation Management, Engineering Management, and Logistics & Supply Chain Management, Entrepreneurship, and Project Management.**

Students may opt for bi-major MBA program by taking 4 extra elective courses.

Eligibility for MBA Regular program is 2 years bachelors degree.

YEAR -1		CR-H
ACT303	Financial Accounting	3
MAN301	Principles of Management	3
QT201	Business Mathematics	3
MKT301	Principles of Marketing	3
ECO203	Micro & Macro Economics	3
QT203	Statistical Inference	3
FIN301	Introduction to Business Finance	3
MAN305	Corporate and Business Law	3
MKT302	Marketing Management	3
IS301	Enterprise Resource Planning	3

YEAR -2		CR-H
MAN402	Human Resource Management	3
MAN412	Organizational Behavior	3
SC404	Methods of Business Research	3
FIN402	Financial Management	3
COM400	Business Report Writing	3
MAN404	Strategic Management	3
ELE	Elective- 1	3
ELE	Elective- 2	3
ELE	Elective- 3	3
ELE	Elective- 4	3
IPTD409	Final Year Project	6

Curriculum Structure			
Area	Cr Hr	Area	Cr Hr
Accounting	3	Management	15
Computer Science	3	Marketing	6
Communication	3	Support Courses	3
Economics	3	Electives	12
Finance	6	Project	6
Quantitative Techn.	6		

Degree Structure	
Duration	: 2 years + Project (5 Regular Semesters)
Total Cr. Hrs.	: 66
Project	: 01
Eligibility	: Graduate with minimum 2nd Div. with 4 years relevant work experience prior to admissions

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

Comprehensive exam is a mandatory requirement. Student must clear this exam to become eligible for the degree. The curriculum structure, duration and scheduling of each degree program are subject to change without notice

MBA - Aviation Management

The aviation industry has witnessed a steady growth since the last three decades. To cater the needs of this ever growing industry, highly skilled management professionals are the need of the hour. Especially when every airline is facing a fierce competition due to economic meltdown, a more scientific approach to the management of various aspects of this industry is a dire necessity. PAF-KIET has taken the lead in providing education in the field of aviation in Pakistan with international standards.

The degree program seeks to offer:

- Ability to understand contemporary issues and apply knowledge in business and aviation practices.
- Demonstrate an understanding of the structure and interactions in the aviation industry.
- Ability to execute a successful transition to employment in the aviation industry or to continue for further education.

6 courses are exempted for students with 4 years experience for 4-years non business bachelors or equivalent degree.

		CR-H
ACT303	Financial Accounting	3
MAN301	Principles of Management	3
COM302	Public Speaking	3
QT201	Business Mathematics	3
MKT301	Principles of Marketing	3
IS 151	Software Applications in Business	2
ECO203	Micro & Macro Economics	3
QT203	Statistical Inferences	3
ACT323	Managerial Accounting	3
FIN301	Introduction to Business Finance	3
MAN304	Corporate and Business Law	3
IS301	Enterprise Resource Planning	3
MKT302	Marketing Management	3
MAN402	Human Resource Management	3
FIN402	Financial Management	3

		CR-H
SC404	Methods of Business Research	3
COM400	Business Report Writing	3
MAN403	Business Ethics	3
MAN408	Entrepreneurship	3
MAN404	Strategic Management	3
ECO508	Seminar in Economics	3
MAN460	Law and Regulations in Aviation	3
AMT410	Human Factors in Transportation Safety	3
AMT412	Air Traffic Management	3
AMT413	Air Transportation and Airport Planning	3
MAN464	Safety Management System	3
AMT515	Aircraft Accident and Incident Investigation	3
MKT502	Strategic Marketing	3
MAN517	Managerial Policy	3
AMT516	Airline Corporate and Financial Management	3
IPTD509	Final Year Project	6

Curriculum Structure			
Area	Cr Hr	Area	Cr Hr
Accounting	6	Marketing	6
Communication	9	Education	6
Economics	6	Social Sciences	6
Finance	6	Electives	21
Quantitative Techn. Management	6	Project	6
	18		

Degree Structure	
Duration	: 3.5 years minimum (8 Regular Semesters)
Total Cr. Hrs	: 95 (+1 Internship)
Project	: 01
Internship	: 1 (Optional)
Eligibility	: Graduate with 50%, or 2nd Div. with work experience

Location: City Campus and North Nazimabad Campus

Comprehensive exam is a mandatory requirement. Student must clear this exam to become eligible for the degree. The curriculum structure, duration and scheduling of each degree program are subject to change without notice

MBA - Education Leadership

MBA in Educational Leadership program is offered in evenings and weekends at the City Campus and North Nazimabad Campus. Eligibility for this program is bachelors degree. The objective of the program is to develop dynamic, visionary and competent leaders in the field of education. The program seeks to put emphasis on key areas of theory, empirical research and values underpin educational leadership and management and support the creation of personal and professional knowledge through research and enquiry. This program is offered in collaboration with ERDC (www.erdconline.org). **6 courses are exempted for students with 4 years experience for 4-years non business bachelors or equivalent degree.**

		CR-H
ACT303	Financial Accounting	3
MAN301	Principles of Management	3
COM302	Public Speaking	3
QT201	Business Mathematics	3
MKT301	Principles of Marketing	3
IS 151	Software Applications in Business	2
ECO203	Micro & Macro Economics	3
QT203	Statistics & Inferences	3
ACT323	Managerial Accounting	3
FIN301	Introduction to Business Finance	3
COM303	Functional English	3
MAN305	Corporate & Business Law	3
IS301	Enterprise Resource Planning	3
MKT302	Marketing Management	3
MAN402	Human Resource Management	3
EDU300	Fundamentals of Education	3

		CR-H
EDU301	Education Psychology	3
EDU302	Curriculum Planning & Implementation	3
FIN402	Financial Management	3
SC404	Methods of Business Research	3
COM400	Business Report Writing	3
SC403	Business Ethics	3
MAN408	Entrepreneurship	3
MAN402	Strategic Marketing	3
EDU410	Testing & Evaluation	3
MKT502	Strategic Management	3
ECO508	Seminar in Economics	3
EDU504	School Leadership & Effectiveness	3
EDU502	Education Policy in Pakistan	3
EDU505	Teacher's Development	3
IPTD509	Final Year Project	6

Curriculum Structure			
Area	Cr Hr	Area	Cr Hr
Accounting	6	Marketing	9
Communication	6	Education	21
Economics	6	Support Courses	6
Finance	6	Info. System	5
Quantitative Techn. Management	6	Project	6
	18		

Degree Structure	
Duration	: 3.5 years minimum (8 Regular Semesters)
Total Cr. Hrs	: 95
Project	: 01
Eligibility	: Graduate with 50%, or 2nd Div. with work experience

Location: City Campus and North Nazimabad Campus

Comprehensive exam is a mandatory requirement. Student must clear this exam to become eligible for the degree. The curriculum structure, duration and scheduling of each degree program are subject to change without notice

MBA - for BBA 4 Years Degree Holders

MBA for BBA-H 4 years is a 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 two year equivalent MBA. 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 & Operation Management, Engineering Management, Logistics & Supply Chain Management, Entrepreneurship, and Project Management** for the elective courses. Final year project to be offered after completion of coursework.

		CR-H
FIN518	Strategic Financial Analysis & Design	3
ECOS08	Seminar in Economics	3
SC505	Advanced Research Methodology	3
MAN517	Managerial Policy	3
MKT502	Strategic Marketing	3
ELE	Elective- 1	3
ELE	Elective- 2	3
ELE	Elective- 3	3
ELE	Elective- 4	3
IPTD509	Final Year Project	6

Curriculum Structure			
Area	Cr Hr	Area	Cr Hr
Management	3	Economics	3
Finance	3	Electives	12
Marketing	3	Project	6
Support Courses	3		

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

Location: City Campus and North Nazimabad Campus

Comprehensive exam is a mandatory requirement. Student must clear this exam to become eligible for the degree. The curriculum structure, duration and scheduling of each degree program are subject to change without notice

MS - Management Sciences

The MS program is specialized program focused in one particular disciplinary area within the field of Business Administration. The MS program has the minimum time duration of 2 years and maximum time duration of 7 years from the starting date.

PAF-KIET offers a wide range of disciplinary specializations in their 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 (I) GRE or NTS entrance examination prior to admissions 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 has to undergo 11 Business Administration pre-req courses as per HEC requirement.

Course Work

Mandatory Coursework

1. Advanced Research Methodology
2. Strategic Marketing
3. Econometrics
4. Managerial Policy

5. Independent Study

Specialization Courses:

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

Total program: 33 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 objective of thesis research works 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 Project 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 MS project 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 project course (3 credits) in each semester till the completion.
- Thesis /Research Project is offered after the completion of the MS coursework.
- CGPA of 3.0 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 variety of elective courses to inculcate entrepreneurial spirit among the 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
MKT402	Strategic Marketing
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

Management /HRM

MAN401	Production Management
MAN405	Leadership & Team Building
MAN415	Organizational Development
MAN407	Total Quality Management
MAN408	Entrepreneurship
MAN411	HRIS
MAN412	Organizational Behavior
MAN414	Project Management

MAN415	Organizational Development
MAN416	Recruitment & Selection
MAN417	Managerial Policy
MAN419	Human Resource Development
MAN420	Compensation & Benefits
MAN421	Training & Development
MAN422	Performance Management
MAN423	Managerial Skills
MAN424	Strategic Thinking
MAN425	Operation Management
MAN455	Islamic Law of Contract
MAN466	Entrepreneurship Project

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 Statement
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

Elective Courses in Management Sciences

Sample of Elective Courses Area wise

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)
ISF307	Accounting & Auditing Standards & Shariah Compliance
ISF308	Islamic Equities and Alternative Assets Shariah Compliance

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

Management Information Systems

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