International Islamic University

Faculty of Management Sciences

SCHEME OF STUDY BBA (H) 4-YEAR TO MBA 1.5 PROGRAM

SUMMARY:

Graduate Core Courses	15
Graduate Specialization Courses	12
Project	3
Total Credits	**30**

Graduate Core Courses

S.NO	C. CODE	COURSE TITLE	CR
1	ACT608	Management Accounting	3
2	MKT605	Strategic Marketing Management	3
3	FIN604	Managerial Finance	3
4	MGT609	Strategic Management	3
5	MGT601	Leadership	3
		SUB TOTAL	**15**

Graduate specialization

1	Specialization-I
2	Specialization-II
3	Specialization-III
4	Specialization-IV

SUB TOTAL	**12**

Project   3

TOTAL CREDITS   30

GRADUATE SPECIALIZATION COURSES OF MARKETING

S.NO	C. CODE	COURSE TITLE
1	MKT702	Advertising
2	MKT703	B 2 B Marketing
3	MKT704	Entrepreneurial Marketing
4	MKT705	Export Marketing
5	MKT706	Global Marketing
6	MKT707	International E-Commerce
7	MKT708	Marketing Research
8	MKT709	Product and Brand Management
9	MKT710	Relationship Marketing
10	MKT711	Strategic Services Marketing
11	MKT712	Sales & Selling Management
12	MKT713	Strategic Marketing
13	MKT714	Product Development
14	MKT715	Product Strategy & Management
15	MKT716	Comparative Marketing Management - An Islamic Perspective
16	MKT717	Management of Distribution Channels
17	MKT718	Marketing in the International Environment
18	MKT719	Managing Markets
19	MKT720	Public Sector Marketing
20	MKT721	Developing Research Skills in Marketing
21	MKT722	Distribution Marketing
22	MKT723	Branding and Packaging
23	MKT724	Marketing Ethics
24	MKT725	Directed and Independent Studies
25	MKT726	Relationship Marketing
26	MKT727	B 2 B Marketing
27	MKT728	Non-traditional marketing
28	MKT729	Direct Marketing
29	MKT730	C 2 C Marketing

GRADUATE SPECIALIZATION COURSES OF FINANCE

S.NO	C CODE	COURSE TITLE
1	FIN702	Analysis of Financial Statements
2	FIN703	Comparative Financial Management
3	FIN704	Corporate Finance
4	FIN705	Corporate Finance & Financial Engineering
5	FIN706	Derivatives
6	FIN707	Entrepreneurial Finance
7	FIN708	International Financial Management
8	FIN709	Investment Analysis
9	FIN710	Islamic Financing
10	FIN711	Money & Capital Markets
11	FIN712	Security Analysis & Portfolio Management
12	FIN713	Risk Management
13	FIN714	Quantitative Methods for Finance
14	FIN715	Corporate Finance and Valuation
15	FIN716	Investment
16	FIN717	Advanced Corporate Finance
17	FIN718	Case in Financial Strategy
18	FIN719	Mergers and Acquisitions

19	FIN720	International Finance
20	FIN721	Behavioural Finance
21	FIN722	Equipment Leasing and Financing
22	FIN723	Asset Management
23	FIN724	Empirical Methods in Investments
24	FIN725	Financial Derivatives
25	FIN726	Financial Engineering-I
26	FIN727	Financial Engineering-II
27	FIN728	Enterprise Risk Management
28	FIN729	Financial Intermediation
29	FIN730	Monetary Theory and Policy
30	FIN731	Real State Investment
31	FIN732	Issues in Financial Reporting
32	FIN733	Economic Analysis for Business Decisions
33	FIN734	Finance Theory
34	FIN735	Entrepreneurial Finance
35	FIN736	Management Accounting and Control
36	FIN737	Business Analysis using Financial Statements
37	FIN738	The Law of Corporate Finance and Financial Markets

GRADUATE SPECIALIZATION COURSES OF ACCOUNTING

S.NO	C. CODE	COURSE TITLE
1	ACT701	Advance Accounting
2	ACT702	Auditing & Taxation
3	ACT703	Advanced Cost & Management Accounting
4	ACT704	Accounting Theory & #Contemporary Reporting Practice
5	ACT705	Seminar Accounting
6	ACT706	Accounting for Islamic Banking Institution

GRADUATE SPECIALIZATION COURSES OF BANKING

S.NO	C. CODE	COURSE TITLE
1	BAN701	Investment Banking
2	BAN702	International Banking
3	BAN703	Foreign Trade & Foreign Exchange
4	BAN704	Credit Management
5	BAN705	Seminar in Islamic Banking

GRADUATE SPECIALIZATION COURSES OF ECONOMICS

S.NO	C. CODE	COURSE TITLE
1	ECO701	Islamic Economics
2	ECO702	Financial Economics

GRADUATE SPECIALIZATION COURSES OF MANAGEMENT & HR

S.NO	C. CODE	COURSE TITLE
1	MGT701	Compensation Planning & Administration
2	MGT702	Corporate and Securities Law
3	MGT703	Corporate Governance
4	MGT704	Entrepreneurial Management
5	MGT705	International #entrepreneurship
6	MGT706	Job Analysis Planning, Evaluation & Appraisal
7	MGT707	Labour Management Relations in a changing Environment
8	MGT708	Leadership and Art of Management
9	MGT709	Managing Corporate Social Performance
10	MGT710	Mergers and Acquisitions
11	MGT711	Motivation and Job Design

12	MGT712	Negotiation & Conflict Management
13	MGT713	Organization Development and Change Management
14	MGT714	Performance & Compensation Management
15	MGT715	Personnel Training & Development
16	MGT716	Recruitment Selection & Induction
17	MGT717	
18	MGT718	Strategic Human Resource Management
19	MGT719	Supply Chain Management
20	MGT720	Total Quality Management
21	MGT721	RE-Engineering & Change Management
22	MGT722	Management Challenges
23	MGT723	Advanced Managerial Communication
24	MGT724	Managing Innovation Process
25	MGT725	Managing Corporate Culture
26	MGT726	Managing Organization
27	MGT727	Developing Management Skills
28	MGT728	Public Sector Management
29	MGT729	Leading People and Organizations
30	MGT730	International Management and Organizations
31	MGT731	Collective Bargaining
32	MGT732	Public Policy Analysis
33	MGT733	Organizational Behaviour and Theory
34	MGT734	Seminar in Organizational Behaviour
35	MGT735	Management Thoughts
36	MGT736	Social Responsibilities & Ethics in Management
37	MGT737	Leadership and Change
38	MGT738	Directed and Independent Studies
39	MGT739	Contemporary Management Challenges and Issues
40	MGT740	Management of Value Chains
41	MGT741	Recruitment and Training
42	MGT742	Performance Appraisal
43	MGT743	HRM in Multinationals
44	MGT744	Issues in HRM
45	MGT745	Organizational Theory Seminar
46	MGT746	Seminar in Strategic Management
47	MGT747	Current Topics in Organizational Behaviour
48	MGT748	Critical Thinking about Behavioural Research
49	MGT749	Qualitative Research Methods in Management
50	MGT750	Reading, Doing and Publishing Research in OB
51	MGT751	Group Behaviour and Processes
52	MGT752	Trust, Psychological contracts and Organisational Justice
53	MGT753	Challenges in HRM
54	MGT754	Human Resource in Public Sector

GRADUATE SPECIALIZATION COURSES OF PUBLIC SECTOR MANAGEMENT

S.NO	C. CODE	COURSE TITLE
1	MGT755	Accounting & Auditing in Public Sector
2	MGT756	Project Analysis & Management
3	MGT757	Public Sector Financial Management
4	MGT758	Public Sector Human Resource Management
5	MGT759	Marketing for Public Sector Experiences
6	MGT760	Public Sector Policy Strategy

GRADUATE SPECIALIZATION COURSES OF ENVIRONMENT MANAGEMENT

S.NO	C. CODE	COURSE TITLE
1	MGT761	Concept of Environment in Social Sciences
2	MGT762	Economics of Environment Management
3	MGT763	Principles & Methods in Environment Management
4	MGT764	Environmental Impact Assessment
5	MGT765	International Environment Law & Policy
6	MGT766	Environment in Islamic Perspective

GRADUATE SPECIALIZATION COURSES OF MIS

S.NO	C. CODE	COURSE TITLE
1	MIS701	System Analysis & Design
2	MIS702	Computer System
3	MIS703	Database Management System(DBMS)
4	MIS704	Current Topics and Information System
5	MIS705	MIS for Public Sector
6	MIS706	Management of Computer Based Information System
7	MIS707	Information System for Planning & Control
8	MIS708	Islam & Modern Technology
9	MIS709	Computer Application in Al-Quran & Al-Hadith