



Institute of  
Business Administration  
Karachi

*Leadership and Ideas for Tomorrow*

*Preparing Leaders for the Financial Sector through*  
**Executive MBA- Banking & Financial Services**

**Register for the aptitude test NOW**

**Online registration ending on March 16, 2012**

**Entry test on Sunday March 18, 2012**



**For information and queries:**

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*Preparing Leaders for the Financial Sector through*  
**Executive MBA- Banking and Financial Services**

In 2009, IBA offered **Executive MBA Banking and Financial Service (EMBA BFS)**, a flagship product carrying value propositions through courses conducted over the weekends.

This unique program aims at equipping the participants with the tools and knowledge to develop their entrepreneurial and leadership skills, enabling them to become banking leaders ready to face diverse challenges of the banking world. The program is specifically designed for mid-career managers, and it emphasizes on their personal development, enhanced productivity and strategic thinking.

<b>Participants' Eligibility</b>	In-service professionals having: <ul style="list-style-type: none"> <li>- Three years experience after acquiring 16 years education OR</li> <li>- Six years experience after acquiring 14 years education</li> <li>- Minimum 45% aggregate marks in the last degree.</li> <li>- Satisfactory performance in the IBA admission test and interview.</li> </ul>
<b>Group size</b>	Ideal size is thirty (30) in-service professionals/mid-career managers
<b>Degree</b>	Executive MBA degree shall be awarded on qualifying: <ul style="list-style-type: none"> <li>- Course work with minimum 2.2 CGPA</li> <li>- Comprehensive exam</li> <li>- Completion of two research projects</li> </ul>
<b>Duration</b>	Minimum 2 years and maximum 5 years
<b>Format</b>	- Learning sessions are scheduled on: <p>Fridays 6:00 pm to 9:00 pm Saturdays 3:00 pm to 9:00 pm</p> <ul style="list-style-type: none"> <li>- 18 core courses of three/four credit hours</li> <li>- Two term reports / projects of six-credit hours each, evenly distributed throughout the period.</li> </ul>
<b>Learn Through</b>	-- Top level faculty from academia, industry and participants of the program <ul style="list-style-type: none"> <li>- Interactive learning sessions</li> <li>- Syndication, group work</li> <li>- Case studies</li> <li>- Term papers</li> </ul>
<b>Fee Structure</b>	Rs. 600,000/- payable in six equal installments.
<b>Schedule for this admission</b>	Last date for registration Mar. 16, 2012 Admission Test on Mar. 18, 2012 Academic session begins on April 13, 2012
<b>GMAT Score</b>	Candidates having minimum GMAT score of 650, secured in last 2 years are exempted from IBA admission test and they have to register accordingly.

## Academic Plan

### 1<sup>st</sup> Trimester

Managerial Communication
Business Economics
Quantitative Methods for Decision Making

### 4<sup>th</sup> Trimester

Financial Systems
Risk Management
Customer Relationship Management

### 2<sup>nd</sup> Trimester

Marketing Management
Accounting for Decision Making
Legal & Regulatory Environment of Business

### 5<sup>th</sup> Trimester

Financial Intermediation
Advanced Credit Management
Strategic Financial Management of Banks

### 3<sup>rd</sup> Trimester

Managerial Finance
Leadership in Organization
Corporate Strategy

### 6<sup>th</sup> Trimester

*Elective – I
*Elective-II
*Elective – III

### \*Portfolio of Electives

- Principles of Islamic Finance
- Advance Corporate Finance
- Treasury & Financial Derivatives
- Corporate & Investment Banking
- Brand Management
- Supply Chain Management
- Entrepreneurial Management
- Accounting & info system with SAP
- Risk Management
- Corporate Governance

**Graduation**

#### Project Assignments

1<sup>st</sup> Project will be assigned in 2<sup>nd</sup> trimester and require to be completed with 3<sup>rd</sup> trimester.  
2<sup>nd</sup> Project will be assigned in 4<sup>th</sup> trimester and require to be completed with 6<sup>th</sup> trimester.

#### Course Plan

Two years, 72 credit hours  
No. of courses 18  
Class duration 3 hours  
No. of classes per week 3  
Total class duration per week 9 hours  
No. of sessions per course 12

#### Assessment Methodology

Surprise Quizzes  
Group work/Syndication  
Class participation  
Term Examination  
Final Examination

## **Why choose IBA**

### **Our History**

57 years ago Institute of Business Administration (IBA) Karachi, led the concept of business school outside North America, and still innovating across all our programs. We have produced outstanding graduates, who have worked and matched in performance with graduates of most renowned global business schools.

### **Inspirational Faculty**

Our faculty is drawn from both academia and practicing professionals to steer the program with high quality input and constant quality checks. Prominent and successful leaders of related fields would be invited to share their experiences with the participants. Webinars through modern video conferencing facilities shall be conducted where needed, to facilitate global learning and experience sharing with international speakers.

### **Our promise to individual potential and career growth**

IBA is proud to have developed Pakistan's top business leaders to handle business complexities. IBA brings together diverse and high caliber peer groups to create a class room rich with diverse perspectives; fostering a competitive learning experience. The experienced faculty with their expertise in business management further enriches the learning experience through interactive discussion, case applications and sharing their industry experiences. Through our rigorous program we develop and equip you with the unique blend of ingredients essential for success.

### **Interaction with a large alumni base**

We provide a unique opportunity to benefit from the business acumen of the largest alumni base of any business school in the Asia region.

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Four batches inducted are now receiving high quality learning at the City and Main Campuses. The participants are senior and mid- career professionals from:

1. State Bank of Pakistan	2. Meezan Bank Ltd.
3. Habib Bank Limited	4. Tameer Microfinance Bank
5. HSBC	6. JS Global capital
7. Bank Al Habib	8. AKD Securities
9. Bank Alfalah	10. Karachi Stock Exchange
11. Habib Metropolitan Bank	12. Habib Modaraba
13. Citibank	14. Faysal Bank Ltd.
15. Standard Chartered Bank	16. CDC
17. Allied Bank Limited	18. National Insurance Company
19. NIB	20. KASB Group
21. UBL	22. Dubai Islamic Bank
23. Engro Fertilizer	24. Pak Oman Investment Company
25. First Women Bank	26. Gul Ahmed Textile
27. MCB	28. UBL Fund Managers
29. My Bank	30. Pak Kuwait Investment Company

EMBA BFS is a unique and high value learning program, exclusively designed for the in-service professionals of the banks, Financial Services Industry and relevant services. It is aimed at providing the participants, exposure to modern banking, concepts and techniques and to equip them with the knowledge, expertise and understanding vital to handle the emerging challenges. This program has been developed in consultation with bankers, financial services professionals, leading experts and the senior faculty members of the IBA and is approved by the Academic board and the Board of Governors of the Institute. Aimed at developing future leaders of the Financial Services Industry (FSI), it is a comprehensive program covering key areas of Business Administration, Banking and Financial Services.

It is a two year program consisting six trimester of four months each with a bearable academic load of 18 courses evenly distributed throughout the period and is steered by a seasoned faculty drawn both from the IBA and the FSIs with high quality input & constant quality checks. Prominent & successful leaders of Banking & Financial Services industry are invited to share their experiences with the participants. The course curriculum is responsive to the needs of the industry and is endorsed by a high level Advisory Committee drawn from the practitioners of the industry.

## Admissions

### Executive MBA –Banking & Financial Services

#### How to apply

1. Please visit the IBA website ([www.iba.edu.pk](http://www.iba.edu.pk))
2. Follow the “on-line registration process” and obtain System Generated Application Number.
3. Applicants must deposit the Test fee of Rs.3000/- (**non-refundable & non-transferable**) in cash at any branch of Faysal Bank.
4. Admit Cards can be obtained electronically by sending the scanned copy of fee deposit receipt sent through email address given here under.
5. Admit Cards can also be obtained physically from the IBA City Campus Garden / Kiyani Shaheed Road Front Office from **9:00 am to 8.00 pm from March 12 - 17, 2012** by providing the following:
  - a. Two recent passport size color photographs.
  - b. Application processing fee deposit slip duly signed by a bank officer.

Please click [here](#) for Sample Test Paper.

#### Dates to be remembered:

<b>Online Application Submission up to:</b>	<b>March 16, 2012</b>
<b>Admission Test:</b>	<b>March 18, 2012</b>
<b>Learning Sessions to begin:</b>	<b>April 13, 2012</b>

#### For Information and queries

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**IMPORTANT NOTE:** The information provided in this brochure is intended as general guidelines to IBA programs/ courses, fees and facilities and is not a part of any contract between the participants and IBA. IBA reserves the right to amend/ alter the term of references of individual courses on the basis of availability of faculty /enrolment etc.