



*Opportunity to Share the Story of Excellence*

*The IBA Advantage*

**IBA** Institute of  
Business Administration  
Karachi

*Leadership and Ideas for Tomorrow*

**SAQS**  
ACCREDITED

# Welcome to the IBA

A business school is known by the quality of its students, the professionalism of its faculty, the dedication and leadership of its management, and the value its alumni add to society. In the global village, a business school has to maintain the highest standards of excellence, inculcate strong ethical values and encourage inquisitiveness and lifelong learning.

IBA, the oldest business school outside North America, was established in 1955 with the collaboration of Wharton School of Finance, University of Pennsylvania, the leading business school in the world.

We offer an enabling environment to learn through a unique blend of theory and practice, equipping our graduates with the skills required to manage tomorrow's businesses.

Our faculty consists of educationists with high academic achievements as well as leading business practitioners. The former provide a sound theoretical grounding while the latter show how that can be applied to real world problems.

IBA has a 57-year old heritage that has produced over 9,500 graduates, now working as top entrepreneurs, key decision-makers, strategic planners and opinion leaders in organizations, both in Pakistan and abroad.

Our students acquire knowledge and skills through practical and unique processes that inspire and enable their understanding of business concepts and issues, encourage them to think independently and make coherent choices in experiences of the real world.

*Creating leaders who dare to envision and succeed*



*Empowering and equipping Managers & Executives to serve the nation even better*



*The preferred choice of employers, both in private & public sectors*



Excellent Faculty



Exchange Programs



Self Development Program



Students Societies



# Programs of Study

*"The quest for excellence is the will to become what you are capable of becoming, and just a little more."*

The IBA offers full-time programs in Business Administration both at the Main and City Campus, while the Computer Science programs are offered at the City Campus. It also offers a variety of part-time programs at the City Campus in the evening. It is not uncommon to find entrepreneurs, practicing managers, government employees and technocrats attending these programs.

The diversity in their work backgrounds makes the interaction a rich educational experience. Specialized executive education programs are conducted by the Center for Executive Education (IBA-CEE) for professionals from the corporate world. The Masters Program offers specialization in the fields of Management, Human Resource Management, Finance, Banking, Marketing and Management Information Systems.

A Summary of Programmes Study is as under:

**Bachelor of Business Administration (BBA Morning Program):**  
The BBA Program at the Main Campus and the City Campus is a full-time 4-year bachelor program. This program consists of 33 core courses and 12 electives, accumulating to 144 credit hours for the BBA degree. The program offers specialization in Marketing, MIS, and Finance among others.

**Bachelors of Business Administration (Entrepreneurship):**  
BBA (Entrepreneurship) is a 4-year degree program; the program developed in partnership with Babson College of Entrepreneurship in Boston, USA. The Entrepreneurship specialization develops students' abilities to formulate ideas, explore and create. It trains them to carry out in-depth analysis of inter disciplinary subjects, and enables them to get hands on experience in industry, by applying the knowledge and training to generate and sell their ideas in the real world.

**Bachelor of Science (Morning Program) in Computer Science:**  
The BS (CS) Program is offered at the City Campus. It is a full-time 4-year program, preparing students in Computer Science. This program consists of 62 core courses credit hours and 39 for electives along with 21 for supporting science and 15 for general areas.

**BS (Economics & Mathematic):**  
BS (Economics and Mathematics) is a 4-year degree program with double majors in economics and mathematics. It is designed to give students a solid foundation in both economics and mathematics. The program provides a well coordinated curriculum for students interested in pursuing masters or PhD in economics and mathematics.

**MBA Morning Program:**

The MBA Morning Program is a full-time 2-year program conducted at the Main Campus and the City Campus of the IBA. MBA program consists of 16 core courses, 8 electives and an MBA Project.

**MBA Evening Program:**

The MBA Evening Program is offered only at the City Campus. The duration of this program may vary depending on the capacity of the student to complete the course load during each semester. The minimum time allowed is 2.5 years, while the maximum duration for completing the program is 7 years. The evening program consists of 14 core courses and 10 electives. A minimum of 4 electives are needed to complete a major in a specialized field (Marketing, Management Information Systems, Finance or Human Resource Management).

**18 months MBA Program (Morning):**

For those who have obtained BBA degree from HEC recognized institute can finish their Full time MBA in just 18 months (for Non-BBAs) thus resulting in saving of the tuition fees for one semester and starting job 6 months earlier. IBA BBA with the CGPA of 2.5 and two years work experience is not required to appear at the IBA entry written test for MBA. They will directly be qualified for the next round i.e. Interview, Group discussion and Essay submission.

**Executive Education:**

The Institute combines its program of formal management education with an elaborate program of management training for executives and professionals. These specialized programs are conducted by the Center for Executive Education (IBA-CEE). The IBA-CEE provides opportunities to executives working at different echelons in organizations, to enhance their careers by gaining knowledge and insight into state-of-the-art management techniques and technologies. Executive Education Programs consist of various training courses and workshops that are organized and conducted by the distinguished IBA faculty as well as industry leaders.

Besides open enrolment programs, the Center also offers client specific training to organizations on their request, keeping in view their unique and distinct requirements. Organizations that have benefited from the Executive Education Program include private firms, small business corporations, multinationals and transnational corporations, government departments, defence, and public sector organizations.

#### Executive MBA- Banking and Financial Services:

This program is designed for the mid-career executives and managers of the banks and financial services sector and is aimed at providing the participants with exposure to modern banking concepts and techniques that will help them to develop their capabilities and contribute in transforming their organizations into a modern, efficient and customer centered setup.

#### Executive MBA- Corporate Managers:

At least 4 elective courses are needed to complete a major in Marketing, Management Information Systems, Finance or Human Resource Management. Students shall do a 6-week summer internship too.

This program provides an opportunity for professionals to obtain a Master's degree in Business Administration on a schedule that minimizes disruption of work and personal pursuits. Such programs include a group-class structure that offers a planned curriculum in an executive setting. Executive MBA-CM programs are designed for senior business leaders who want to strengthen their expertise. IBA offers these unique training programs for working executives who wish to advance to the highest levels of the corporate ladder, especially managers who are seeking C-suite (CEO, CFO, COO etc.) or entrepreneurial roles.

#### Executive MBA- Public Sector Executives:

Present day public-sector executives must have sufficient knowledge to implement the necessary changes in the organizations they work for. They also require exercising more contemporary measures so as to ensure effective functioning of the concerned parties along with an increase in coordination between government and its partners. The pedagogy and curriculum of the MBA-PS Program incorporate a variety of techniques, which enable the executives from the public sector to learn and apply the contemporary measures in a manner which promotes and enriches the overall quality of public-sector service. The program is specifically designed for mid-career managers, and it emphasizes on their personal development, enhanced productivity and strategic thinking.

#### MS Economics Program:

MS Economics program is designed to provide a solid background in theory, quantitative methods, and applications appropriate to the needs of economists involved in private and public sectors' policy planning, analysis, and forecasting. This program emphasizes on applied economics and the application of economic analysis to related disciplines. Growth in both the business consulting and financial services has generated a strong demand for economic analysts. One reason is that decision models drawn from applied microeconomic theory are particularly useful in analyzing a firm's business potential and determining the investment value of a firm. Furthermore, individuals with strong analytical skills are in a unique position to contribute to important operational decisions.

MS Economics program consists of 11 core courses and 4 electives along with a thesis. Currently, this program is being offered at the City Campus with a duration of 2 to 2.5 years.

#### Master of Science (Evening Program) in Computer Science:

The MS (CS) Program is offered at the City Campus. This is a part time program, preparing students in Computer Science. This program consists of a minimum of 24 credit hours of coursework and a minimum of 3 credit hours of research. Courses comprise a combination of compulsory and elective courses in core and supporting areas.

#### PhD (Computer Science):

The Faculty of Computer Science of the IBA is offering PhD programs in Artificial Intelligence and Cognitive Robotics, Wireless and Mobile Communications, Social Computing, Operations Research, Information Security, Numerical Analysis and Computing, Multimedia & Web and Human Computer Interaction. Students may avail a full teaching / research assistantship which comprises of an attractive monthly stipend and full tuition fee waiver. The program is composed of coursework credits and dissertation credits.

#### PhD (Economics):

PhD program in Economics provides graduate students an opportunity to make a contribution in the development and application of knowledge in Economics. This program also enables students to conduct quality research in their specialized fields. Students after successfully completing their doctoral degree from the IBA are prepared for careers in universities, business enterprises, national and foreign banks, government organizations, and multinational companies. PhD program in Economics is a full time morning program. IBA offers teaching/research fellowship to all students enrolled in the PhD program for which they are paid a monthly stipend and tuition waiver.

#### Certificate Courses (Evening Program):

Candidates interested in attending single courses of MBA, offered in the evening, are awarded certificates upon successful completion of the course. These certificate courses are available for people with a bachelors degree or equivalent from a recognized university. Relaxation in this requirement may be allowed for candidates sponsored by their employers. These courses are useful for those who cannot join the full-length degree or diploma programs. Selection of candidates is based on an aptitude test. Students can have their status converted to that of visiting students, upon request, before the first hourly examination of the course.

#### Visiting Students Program (Evening Program):

The Institute also admits, without any prerequisite, visiting students in single MBA courses in the evening program, provided seats are available. These students are not allowed to take regular examinations. The visiting participants are awarded a certificate without any grade for attending the course if they maintain the attendance requirement. A visiting student is not allowed to have his/her status changed to that of a regular student during the semester.

## Schedule of Admission (Spring Semester 2013)

Program	BS (Computer Science / Economics & Mathematics)	MBA MS & PhD (Computer Science / Economics)	EMBA (Corporate Managers / Public Sector Executive / Banking & Financial Services)
	Open houses will be held in various provinces and abroad during September and October 2012. Open House at Karachi will be held on September 23rd 2012.		
Online forms availability starts on	Thursday October 18, 2012	Thursday October 18, 2012	Thursday October 18, 2012
Submission of forms deadline	Wednesday November 14, 2012	Wednesday November 14, 2012	Thursday November 08, 2012
Collection of Admit Cards	November 12-14, 2012	November 12-14, 2012	November 06 - 08, 2012
Aptitued Test date	Sunday November 18, 2012	Sunday November 18, 2012	Sunday November 11, 2012
Announcement of Aptitude test result	Tuesday November 20, 2012	Saturday December 01, 2012 (for MBA) December 15, 2012 (for MS & PhD)	Thursday November 15, 2012
List of Successful Candidates <i>(after completion of Group discussion &amp; Interview)</i>	Wednesday November 28, 2012	Saturday December 08, 2012 (for MBA) December 22, 2012 (for MS & PhD)	Monday December 03, 2012
Orientation of Spring 2013	Saturday February 02, 2013	Saturday February 02, 2013	Saturday December 22, 2012
Classes Commence	Monday February 04, 2013	Monday February 04, 2013	Saturday December 22, 2012

## Schedule of Admissions (Fall Semester 2013)

Activity	MBA	BBA	BS (Computer Science / Economics & Mathematics)	MS & PhD (Computer Science / Economics)
	Open houses will be held in various provinces and abroad during September and October 2012. Open House at Karachi will be held on September 23rd 2012.			
Online forms availability starts on	Friday January 25, 2013	Friday January 25, 2013	Friday January 25, 2013	Friday January 25, 2013
Submission of forms deadline	Wednesday April 24, 2013	Thursday June 20, 2013	Thursday July 11, 2013	Thursday July 11, 2013
Collection of Admit Cards	April 22 - 24, 2013	June 15 - 20, 2013	July 09 - 11, 2013	July 09 - 11, 2013
Aptitude Test date	Sunday May 05, 2013	Sunday June 30, 2013	Sunday July 14, 2013	Sunday July 14, 2013
Announcement of Aptitude test result	Monday May 13, 2013	Wednesday July 10, 2013	Thursday July 18, 2013	Saturday August 03, 2013
List of Successful Candidates <i>(after completion of Group discussion &amp; Interviews)</i>	Wednesday May 22, 2013	Wednesday July 31, 2013	Tuesday July 23, 2013	Monday August 12, 2013

### Commencement Schedule of Fall 2013 Session:

- Wednesday, August 28, 2013 : Start of Academic Session for New Entrants
- Wednesday, August 28, 2013 : Orientation of Fall 2013 Entrants
- Thursday, August 29, 2013 : Subject Assessment Test (SAT)
- Friday & Saturday, August 30 & 31, 2013 : Student Development Program (SDP)
- Monday, September 2, 2013 : Fall 2013 Classes Commence

S. No	Information	Bachelors of Business Administration (BBA)		Bachelors of Science (BS)		Masters of Business Administration (MBA)	
				Economics & Math	Computer Science	Morning	Evening
1	Admission requirement	Higher Secondary School Certificate with a Minimum of 65% marks OR 'A' Levels (Minimum of 2 'B's and 1 'C') in 3 principal subjects OR American High School Diploma Minimum of 80% OR An International Baccalaureate (Minimum 25/45)		Higher Secondary School Certificate (Pre-engineering or General Group with Mathematics) with Minimum 60% marks OR 'A' Levels (Minimum 1 'B' and 2 'C's in 3 principal subjects including Mathematics) OR American High School Diploma Minimum of 80% OR An International Baccalaureate (Minimum 25/45)		A Minimum 16 years of education out of which 4 years should have been spent in an HEC recognized university / degree awarding institute with: A Minimum of 60% aggregate marks OR A Minimum of 2.50 CGPA on a scale of 4.00 (as applicable) & A Minimum of 2 years' relevant work experience gained after graduation / completion of 16 years of education**	
2	Aptitude Test Component	<ul style="list-style-type: none"> <li>English Composition (MCQs)</li> <li>English Comprehension (Essay Writing Skills)</li> <li>Mathematics (MCQs)</li> </ul>		<ul style="list-style-type: none"> <li>English Composition (MCQs)</li> <li>Mathematics (MCQs)</li> </ul>		<ul style="list-style-type: none"> <li>English Composition (MCQs)</li> <li>English Comprehension (Essay Writing Skills)</li> <li>Mathematics (MCQs)</li> </ul>	
3	Aptitude Test - Difficulty Level	SAT-1		SAT-I & SAT-II (Mathematics)		GMAT	
4	Aptitude Test Exemption*	Minimum 1900 score in SAT-I		Minimum 1900 score in SAT-I & Minimum 650 score in SAT-II (Mathematics)		BBA Degree from IBA, Minimum 2.5 CGPA & 2 years Work Exp OR Minimum 600 score in GMAT	
5	Student Profile	Avg Age: 19		Avg Age: 19		Avg Age: mid 20's Avg work exp: 2 years	
6	Graduation Requirement	33 core courses 12 elective courses 144 credit hours	33 core courses, 13 elective courses, 148 credit hours (Entrepreneurship)	38 core courses 10 elective courses, 150 credit hours 1 Economics Research Project	62 core courses, 21 supporting science 15 general and 39 elective credit hours	16 core courses, 8 elective courses, 72 credit hours + comprehensive exam	16 core courses, 10 elective courses, 72 credit hours + comprehensive exam
						66 Credit Hours for BBA Graduate	
7	Fees Fall 2012****	Rs 122,000 /Semester		Rs 72,000 /Semester		Rs 122,000 /Semester	One Course : Rs 19,500 Two Course : Rs 39,000 Three Courses : Rs 58,500 Four Courses : Rs 78,000
8	Application Documents	<ul style="list-style-type: none"> <li>Matriculation / 'O' Levels certificate with transcript / marksheet</li> <li>HSC / 'A' Levels certificate with transcript / marksheet</li> <li>Migration certificate of the university / board concerned, except in the case of Karachi University / Karachi Board</li> <li>Equivalence certificate in case of holders of degrees / certificates issued by non-Pakistani universities / boards</li> <li>6 copies of a recent passport-size photograph</li> <li>Photocopy of Fee Challan deposit slip</li> </ul>				<ul style="list-style-type: none"> <li>Matriculation / 'O' Levels certificate with transcript / marksheet</li> <li>HSC / 'A' Levels certificate with transcript / marksheet</li> <li>Bachelors degree with transcript / marksheet</li> <li>Post Qualification Work experience certificate</li> <li>Migration certificate of the university / board concerned, except in the case of Karachi University / Karachi Board</li> <li>Equivalence certificate in case of holders of degrees / certificates issued by non-Pakistani universities / boards</li> <li>6 copies of a recent passport-size photograph</li> <li>Photocopy of Fee Challan deposit slip</li> </ul>	
9	Courses Start	September		September and February		September and February	
10	Duration	4 years full time				2 year for Non - BBA Graduate 18 months for BBA Graduate	2.5 years to 7 years
11	Campus	Main / City					City

The above are extracts of the IBA Admission Policy -2012

\* Participation in Group Discussion & Interview is mandatory

\*\* For details, see Work Experience requirement

\*\*\* All equivalency claims shall be evaluated by the HEC (www.hec.gov.pk).

\*\*\*\* IBA reserves the right to amend the above fees without notice

Masters of Science (MS)		Executive MBA			Doctorate of Philosophy (MBA)	
Economics	Computer Science	Corporate Managers	Financial Sector	Public Sector	Computer Science	Economics
A Minimum 16 years' of education out of which 4 years should have spent in an HEC recognized university / degree awarding institute with: A Minimum of 60% aggregate marks OR A Minimum of 2.50 CGPA on a scale of 4.00 (as applicable)		16 years education with 3 years post qualification work experience OR 14 years education with 6 years post qualification work experience.			MS / M.Phil / Equivalent in relevant subject from HEC recognized local / foreign university with: Minimum 60% aggregate marks in the last degree OR A Minimum 3.0 CGPA in the last degree where applicable*** Also have to fulfill specific requirements by the respective departments	
<ul style="list-style-type: none"> <li>• English Composition (MCQs)</li> <li>• English Comprehension (Essay Writing Skills)</li> <li>• Specialization</li> </ul>		<ul style="list-style-type: none"> <li>• English Composition (MCQs)</li> <li>• English Comprehension (Essay Writing Skills)</li> <li>• Mathematics (MCQs)</li> </ul>			<ul style="list-style-type: none"> <li>English Composition (MCQs)</li> <li>Mathematics (MCQs)</li> <li>Specialization</li> </ul>	
GRE General + Specialization		GMAT			GRE General + Specialization	
Minimum 650 score in quantitative GRE (Int'l) OR 160 score in quantitative revised GRE (Int'l)		BBA Degree from IBA, Minimum 2.5 CGPA & 3 years Work Exp OR Minimum 650 score in GMAT			Minimum 650 score in quantitative GRE (Int'l) OR 160 score in quantitative revised GRE (Int'l)	
Avg Age: mid 20's		Avg Age: mid 30's Avg work exp: 10 years			Avg age: 26	
11 core courses, 4 elective courses + Thesis	24 credit hours of coursework with 6 credit hours of research OR 27 credit hours of coursework + 3 credit hours of research	18 courses, 72 credit hours 2 projects comprehensive exam			24 credit coursework, 12 credit Dissertation, Comprehensive Examination, 2 internationally referred journal papers	7 core courses, 4 electives courses Dissertation
One Course : Rs 19,500 Two Course : Rs 39,000 Three Courses : Rs 58,500 Four Courses : Rs 78,000		Rs 100,000/Trimester	Rs 40,000/Trimester		A stipend of Rs 45,000 / month (provided by IBA)	
<ul style="list-style-type: none"> <li>• Matriculation / 'O' Levels certificate with transcript / marksheet</li> <li>• HSC / 'A' Levels certificate with transcript / marksheet</li> <li>• Bachelors degree with transcript / marksheet</li> <li>• Migration certificate of the university / board concerned, except in the case of Karachi University / Karachi Board</li> <li>• Equivalence certificate in case of holders of degrees / certificates issued by non-Pakistani universities / boards</li> <li>• 6 copies of a recent passport-size photograph</li> <li>• Photocopy of Fee Challan deposit slip</li> </ul>		<ul style="list-style-type: none"> <li>• Matriculation / 'O' Levels certificate with transcript / marksheet</li> <li>• HSC / 'A' Levels certificate with transcript / marksheet</li> <li>• Bachelors degree with transcript / marksheet</li> <li>• Migration certificate of the university / board concerned, except in the case of Karachi University / Karachi Board</li> <li>• Equivalence certificate in case of holders of degrees / certificates issued by non-Pakistani universities / boards</li> <li>• 6 copies of a recent passport-size photograph</li> <li>• Photocopy of Fee Challan deposit slip</li> </ul>			<ul style="list-style-type: none"> <li>• Matriculation / 'O' Levels certificate with transcript / marksheet</li> <li>• HSC / 'A' Levels certificate with transcript / marksheet</li> <li>• Bachelors degree with transcript / marksheet</li> <li>• Master's degree with transcript/marksheet</li> <li>• Migration certificate of the university / board concerned, except in the case of Karachi University / Karachi Board</li> <li>• Equivalence certificate in case of holders of degrees / certificates issued by non-Pakistani universities / boards</li> <li>• 6 copies of a recent passport-size photograph</li> <li>• Photocopy of Fee Challan deposit slip</li> </ul>	
September and February		April, September, December			September and February	
2-2.5 years	2-2.5 years	2 years - 5 years			4-5 years	4-5 years
City		Main/City			Main/City	

To apply for any of the above Programs

Please visit our website at [www.iba.edu.pk](http://www.iba.edu.pk) or email [info@iba.edu.pk](mailto:info@iba.edu.pk)

ALL ADMISSIONS ARE SUBJECT TO CANDIDATES MEETING, MINIMUM ELIGIBILITY REQUIREMENTS AND QUALIFYING APTITUDE TEST, GROUP DISCUSSION & INTERVIEW AS APPLICABLE



## GUIDELINES FOR APPLICANTS

- 1) To apply please visit the IBA website ([www.iba.edu.pk](http://www.iba.edu.pk)). Follow the online application process and obtain System Generated Application Number.
- 2) Deposit Application Processing Fee of Rs. 3,000 (non-refundable and non-transferable) in cash at any branch of Faysal Bank.
- 3) Admit Cards may be collected when announced both campuses of IBA from 10:00 am to 5:00 pm on any working day, by providing the following:
  - a System Generated Application Number
  - a Application processing fee deposit slip duly signed by a bank officer
- 4) Appear in the test on the announced date. *(SAT /GMAT score report(s) required for applicants exempted for the IBA Admission Test)*
- 5) Bring the following documents (as applicable) along with attested copies at the time of your interview:
  - a Bachelor's degree from HEC recognized institution.
  - a HSC complete result or HSC first year result (in case the HSC final exam has not been taken yet)
  - a Matric or 'O' Level or American High School - 9th and 10th grade complete results;
  - a A' Level complete result or grades for any A' Level subject(s) completed or A' Level first year results (in case the A' Level final exam of three principal subjects has not been taken yet)
  - a American High School complete result or up to 11th grade results (in case the High School Diploma 12th Grade final exam has not been taken yet)
  - a International Baccalaureate complete result or IB first year complete results (in case the IB final exam has not been taken yet)

Main Campus: University Road, Karachi.  
 Tel: (92-21) 38104700 Fax: (92-21) 99261508  
 City Campus: Garden/Kiyani Shaheed Road, Karachi.  
 Tel: (92-21) 38104701 Fax: (92-21) 38103008  
 Email: [info@iba.edu.pk](mailto:info@iba.edu.pk)

For further details please visit our website: [www.iba.edu.pk](http://www.iba.edu.pk)  
 or Contact Registrar IBA at above numbers

## Our International Linkages and Strategic Alliances

 2010	 2009	 2009	 2009	 2008	 2008	 2011	 2010
 2009	 2009	 2010	 2009	 2011	 2009	 2010	
 2006	 2011	 2010	 2011	 2012			
 2009	 2008	 2008	 2012	 2010			