



*Share the Pride of Excellence*

*The IBA Advantage*



Institute of  
Business Administration  
Karachi

*Leadership and Ideas for Tomorrow*

# 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 55-year old heritage that has produced over 8,500 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





# 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.

The programs of study are as follows:

## **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 47 courses of 141 credit hours cumulative. Out of these, 43 courses are compulsory and 4 are electives. The program offers specialization in Marketing, MIS, and Finance among others.

## **Bachelor of Science (Morning Program) in Computer Science**

The BS (CS) Program is offered at the City Campus. It is a full-time four-year program, preparing students in Computer Science. This program consists of a minimum of 131 credit hours, comprising of a combination of compulsory and elective courses in core and supporting areas.

## **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. These programs consist of 13 core courses, 9 electives and an MBA Project (2 courses workload). A total of 72 credit units are needed for this MBA program. A minimum of 4 from elective courses are needed to complete a major in a special field (Marketing, Management Information Systems, Finance or Human Resource Management). Students will be required to complete a 6-week summer internship as well.

## **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 1/2 years, while the maximum duration for completing the program is 7 years. The evening program consists of 12 core courses and 12 electives. A total of 72 credit units are needed for completing the evening program. A minimum of 4 electives are needed to complete a major in a specialized field (Marketing, Management Information Systems, Finance or Human Resource Management).

## **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. Through an interactive class environment, live cases, role-playing, and syndicate work these courses engage the participants in a dynamic learning experience that enhances their capabilities and skills.

## **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**

This program provides an opportunity for experienced 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 16 courses of 51 credit hours and a thesis of 9 credit hours. Currently, this program is being offered at the City Campus with a duration of 2 to 2 1/2 years. The option available to students is to either join the morning session or the evening session. If a sufficient number of students is available only then the morning session will also be started.

### **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 30 credit hours including 6 credits for a thesis/project. Courses comprise a combination of compulsory and elective courses in core and supporting areas.

### **Doctor of Philosophy (PhD)**

The Faculty of Computer Science of the IBA is offering graduate studies leading to PhD degree in Computer Science and Engineering (CSE), Information and Communication Technology (ICT), Operations Research, Artificial Intelligence, Cryptography, Numerical Analysis and Numerical Computing. Admissions to the program have been continuing since Fall 2005 and are conditional on clearance of the IBA entrance test and interviews. The successful PhD candidates will be offered research / teaching assistance. They will be given a monthly stipend and tuition waiver. The program is composed of coursework credits and dissertation credits. The IBA also has plans to launch PhD in Management Sciences including specialization in Management, Marketing, Finance, Accounting and Human Resource Management (HRM).

### **Postgraduate Diploma in Business Administration (PGD Evening Program)**

PGD is offered at the City Campus in the evenings. The duration of this program may vary from 1 1/2 to 3 1/2 years, depending on the capacity of the students to complete the course load each semester. The students must complete the coursework in 7 consecutive semesters. The course load for PGD students is three in the regular semester and two in the summer semester. This program consists of 12 courses of 36 credit hours cumulative, all of which are compulsory. This program leads to MBA degree pursued in the evening program. Admission requirements for this program are identical to those for MBA.

### **Certificate Courses (Evening Program)**

Candidates interested in attending single courses of PGD and 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 PGD and 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 Admissions-Fall 2011

Activity	MBA	BBA	BS-Computer Science	MS (Economics) MS (CS) & Ph.D (CS)
<b>On-line forms availability starts</b>	Tuesday Feb. 01, 2011	Tuesday Feb. 01, 2011	Tuesday Feb. 01, 2011	Tuesday Feb. 01, 2011
<b>Submission of forms deadlines</b>	Thursday May 19, 2011	Monday June 20, 2011	Thursday July 07, 2011	Thursday July 07, 2011
<b>Collection of Admit Cards</b>	May 17 to 19, 2011	June 14 to 20, 2011	July 05 to 07, 2011	July 05 to 07, 2011
<b>Entry test date</b>	Sunday May 29, 2011	Sunday June 26, 2011	Sunday July 10, 2011	Sunday July 10, 2011
<b>Announcement of Aptitude test result</b>	Tuesday June 07, 2011	Wednesday July 06, 2011	Monday July 11, 2011	Tuesday July 19, 2011
<b>Final results of successful candidates</b> <i>(after completion of group discussion &amp; interview)</i>	Wednesday June 15, 2011	Monday July 18, 2011	Wednesday July 13, 2011	Friday July 22, 2011

## Admission Requirements

### Undergraduate Programs

#### **Applicants to the BBA Program must have completed their:**

Higher Secondary School Certificate with a minimum of 65% marks

OR

'A' Levels with a minimum of 2 'B's and 1 'C' in 3 principal subjects such that there should be no grade less than 'C' across the 3 principal subjects. No credit is applicable for any subsidiary, general, or advanced supplementary paper

OR

American High School Diploma with a minimum of 80% or an International Baccalaureate with at least 30 points out of 45.

#### **Applicants to the BS Program must have completed their:**

Higher Secondary School Certificate (Pre-Engineering) with a minimum of 60% marks

OR

Higher Secondary School Certificate (General Group with Mathematics) with a minimum of 60% marks

OR

'A' Levels with a minimum of 1 'B' and 2 'C's in 3 principal subjects (including Mathematics) such that there should be no grade less than 'C' across the 3 principal subjects. No credit is applicable for any subsidiary, general, or advanced supplementary paper

OR

American High School Diploma with a minimum of 80% or an International Baccalaureate with at least 30 points out of 45

*BS applicants must possess a mathematical background.*

### Graduate Programs

#### **Applicants to the MBA, MBA (Evening) and MS Programs must have:**

- ✓ A minimum 16 years of education out of which 4 years should have been spent in an HEC recognized university/degree awarding institute.
- ✓ A minimum of 2 years' relevant work experience. *(Post 16 years of education) (for MBA & MBA Evening programs only)*
- ✓ A minimum 60% aggregate marks in the last degree  
OR
- ✓ A minimum of 2.50 CGPA on a scale of 4.00 in the last degree where applicable\*\*

#### **Applicants to the Ph.D. Program must have:**

- ✓ A minimum 18 years of education out of which 6 years should have been spent in an HEC recognized university/degree awarding institute
- ✓ A minimum 60% aggregate marks in the last degree  
OR
- ✓ A minimum of 3.0 CGPA on a scale of 4.00 in the last degree where applicable\*\*
- ✓ PhD candidates will also have to fulfill more specific requirements laid out by the respective departments.



## 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) Collect Admit Cards from the IBA City Campus, Garden/Kiyani Shaheed Road from 10:00 am to 5:00 pm on any working day, by providing the following:
  - ✓ System Generated Application Number
  - ✓ Four recent passport-size colored photographs, white background with your name and system generated application number mentioned on the back of the photos.
  - ✓ 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:
  - ✓ Bachelor's degree from HEC recognized institution.
  - OR
  - ✓ HSC complete result or HSC first year result (in case the HSC final exam has not been taken yet)
  - ✓ Matric or O' Level or American High School - 9th and 10th grade complete results;
  - OR
  - ✓ 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)
  - OR
  - ✓ 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)
  - OR
  - ✓ 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.

UAN: 111-422-422 Tel: (92-21) 99261510 (8 lines) Fax: (92-21) 99261508

**City Campus:** Garden/Kiyani Shaheed Road, Karachi.

UAN: 111-677-677 Tel: (92-21) 99215458 (6 lines) Fax: (92-21) 99215528

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**For further details please visit our website : [www.iba.edu.pk](http://www.iba.edu.pk)**