

DEPARTMENT OF BUSINESS ADMINISTRATION

VISION

To be acknowledge and recognized as one of the leading business school at national and world wide for education and research in the areas of Business and Management.

MISSION

To provide economically, socially, and culturally relevant business and management related education to all those who wish to benefit from it. We are a demand-led and customer focused education institution. We enhance learning, build confidence and create opportunities for all who choose to invest in studying at our school.

PROGRAMS OFFERED:

Associate Degree in Business Administration

Bachelor of Business Administration

Associate Degree in Commerce

Bachelor of Science in Commerce

FACULTY MEMBERS, FACULTY OF MANAGEMENT SCIENCES

Prof. Dr. Habib-ur-Rahman	Associate Dean	Ph.D Economics, University of Punjab
Prof. Dr. Wali Rahman	HoD	Ph.D HRM, NUML, Islamabad
Prof. Dr. Syed Gohar Abbas	Professor	Ph.D, EDSEG, IAE University of Lyon3, France
Dr. Rabia Ishrat	Associate Professor	Ph.D Management Sciences, Sarhad University, Peshawar
Dr. Waheed-ur-Rehman	Assistant Professor	Ph.D Management Sciences, Sarhad University, Peshawar
Dr. Lal Muhammad	Assistant Professor/PG Coordinator	Ph.D Management Sciences, Sarhad University, Peshawar
Mr. Arsala Khan	Program Coordinator (Evening)	MS Management Sciences, Sarhad University, Peshawar
Mr. Kamran Khan Tatari	Assistant Professor	MS Software Engineering, Sweden
Mr. Muhammad Irfan	Assistant Professor	M.Phil Economics, University of Peshawar
Mr. Sarmad Jan Mian	Assistant Professor	MS Marketing, University of Birmingham, UK
Ms. Shaima Nisar	Assistant Professor	M.Phil Management Sciences, MBA HRM, IBMS, Peshawar
Ms. Sana Tariq	Assistant Professor	MS Management Sciences, IM Sciences, Peshawar
Ms. Zil-e-Huma Najeeb	Lecturer	MBA Finance, IM Sciences, Peshawar
Mr. Muhammad Islam	Lecturer/UG Coordinator	MS Management Sciences, Sarhad University, Peshawar
Mr. Waas Khan	Lecturer	MS Management Sciences, Sarhad University, Peshawar

Associate Degree in Business Administration

Program Code	083
Number of Courses	22
Credit Hours	66
Minimum Duration	4 Semesters, 2 Years
Maximum Duration	10 Semesters, 5 Years
Minimum CGPA Required To Earn Degree	2.00

Eligibility :

Candidates having Intermediate (I.Com, DBA, D.Com, F.A, F.Sc) with at-least 45% Marks or A-Levels with equivalency certificate from IBCC Islamabad or an equivalent certificate from a recognized institution are eligible to apply.

Candidates need to pass an entry test / an interview conducted by the university.

Program Objectives:

This program aims at producing students who are capable and could demonstrate understanding of work as per market needs and could adapt quickly to the expectations of employers. To this end the program is set to have the following objectives:

- To enable the students to have early professional life;
- To enable the students to identify and analyze business problems and opportunities and recommend course of action in the subject context;
- To enable the students to communicate effectively and professionally;
- To enable the students to exhibit awareness of economic, environmental, political, ethical, legal and regulatory business contexts;
- To enable the students to behave professionally, effectively and respectfully with all the stakeholders; and
- To enable them to apply administrative concepts and methods to address office issues and organizational performance.

Program Outcomes:

On the completion of the degree, the students would be expected to have:

- The potential to start professional career;
- The required skills to identify and analyze business problems and opportunities and recommend course of action in the subject context;

- The potential to communicate effectively and professionally;
- The required awareness of economical, environmental, political, ethical, legal and regulatory business contexts;
- Learnt how to behave professionally, effectively and respectfully with all the stakeholders; and
- The potential to apply administrative concepts and methods to address office issues and organization performance problems.

1st SEMESTER

Course Code	Course Title	Cr. Hrs.18
ENG 101	Functional Communication (Eng-I)	3-0
ACC 121	Principles of Accounting	3-0
ECO 124	Micro Economics	3-0
MGT 107	Principles of Management	3-0
MA 127	Business Mathematics-I	3-0
GS 124/141	Islamic Studies/Values, Ethics & Society (For Non Muslims)	3-0

2nd SEMESTER

Course Code	Course Title	Cr. Hrs.18
ENG 110	Basic Communication Skills (Eng-II)	3-0
IT 106	Introduction to IT	2-1
MA 209	Elementary Statistics	3-0
ACC 211	Financial Accounting	3-0
ECO 144	Macro Economics	3-0
GS 129	Pakistan Studies	3-0

3rd SEMESTER

Course Code	Course Title	Cr. Hrs.
MA 252	Statistical Inference	3-0
ACC 232	Cost Accounting	3-0
MKT 227	Principles of Marketing	3-0
IT 228	Management Information System	3-0
MGT 270	Entrepreneurship	3-0

4th SEMESTER

Course Code	Course Title	Cr. Hrs.
MGT 305	Organizational Behavior	3-0
FIN 434	Financial Management	3-0
FIN 231	Introductory Business Finance	3-0
ENG 314	Effective Business Communication (Eng-III)	3-0
HRM 333	Human Resource Management	3-0



Hassan Iqbal
Assistant Manager
Air Blue Airlines

I graduated in 2007 from the Department of Business Administration, SUIT. As Assistant Manager, I believe in hard work and team dynamics that will pave the path for a culture of respect, peace at the workplace. I consider my time at SUIT as the key that unlocked my potential. SUIT provided me with a strong footing in practical experience.

The facility for teaching of any of the elective course will be arranged only if reasonable number of students opt for.

NOTE: Students are required to study The Holy Quran as per the directive of the Government of Pakistan. See section 5 (a) e (i and ii).

Bachelor of Business Administration

Program Code	021
Number of Courses	42 + Research Project
Credit Hours	132
Minimum Duration	8 Semesters, 4 Years
Maximum Duration	16 Semesters, 8 Years
Minimum CGPA Required To Earn Degree	2.00

Eligibility :

- Intermediate (I.Com, DBA, D.Com, F.A, F.Sc) with at-least 45% Marks or A-Levels with equivalency certificate from IBCS Islamabad or an equivalent certificate from a recognized institution are eligible to apply.
- Students who have secured Associate Degree in Business Administration with at-least 45% Marks or an equivalent degree from a recognized institution are eligible to apply. Minimum duration of their degree shall be 2 years.
- *Students who have 14-year non-business education with at-least 45% marks or an equivalent degree from a recognized institution are eligible to apply. Minimum duration of their degree shall be 2.5 years.
- Candidates need to pass an entry test or an aptitude interview conducted by the University.

Program Objectives:

This program aims at producing students with diverse potentials of working as line managers characterized by quick market adaptability in the fluid market. To this end the program is set to have the following objectives:

- To enable the students to have the core business knowledge and their applications;
- To enable them to acquire potential for recognizing the need to adapt business practices to the opportunities and challenges of an evolving local and global business environment;
- To have good communication skills so as to convey business messages effectively;
- Work effectively, respectfully, ethically and professionally in the challenging market;
- Be capable of working in team by employing team building skills to facilitate collaborative behaviors to achieve group and organizational goals and objectives;
- Recognize entrepreneurial opportunities for new business ventures; and

- Be capable of making basic investment and financing decisions for a business using financial management concepts, and methods.

Program Outcomes:

On the completion of the degree, the passed out graduates would be expected to have:

- Acquired the core knowledge about business and their respective applications;
- Acquired the requisite potential for recognizing the need to adapt business practices to the opportunities and challenges of an evolving local and global business environment;
- Developed good communication skills through which they could communicate effectively;
- The potential to work effectively, respectfully, ethically and professionally in the challenging market;
- The forte of working in team by employing team building skills to facilitate collaborative behaviors to achieve group and organizational goals and objectives;
- Acquired the potential to recognize entrepreneurial opportunities for new business ventures; and
- The core capabilities of making basic investment and financing decisions for a business using financial management concepts, and methods.

* BRIDGE SEMESTER

Course Code	Course Title	Cr. Hrs.18
ACC 121	Principles of Accounting	3-0
ECO 112	Principles of Economics	3-0
MA 209	Elementary Statistics	3-0
MGT 107	Principles of Management	3-0
MKT 227	Principles of Marketing	3-0
MGT 345	Organizational Behavior	3-0

1st SEMESTER

Course Code	Course Title	Cr. Hrs.18
ENG 101	Functional Communication (Eng-I)	3-0
ACC 121	Principles of Accounting	3-0
ECO 124	Micro Economics	3-0
MGT 107	Principles of Management	3-0
MA 127	Business Mathematics	3-0
GS 124/141	Islamic Studies/Values, Ethics & Society (For Non Muslims)	3-0

2nd SEMESTER

Course Code	Course Title	Cr. Hrs.18
ENG 110	Basic Communication Skills (Eng-II)	3-0
IT 106	Introduction to IT	2-1
ACC 211	Financial Accounting	3-0
MA 209	Elementary Statistics	3-0
ECO 144	Macro Economics	3-0
GS 129	Pakistan Studies	3-0

3rd SEMESTER

Course Code	Course Title	Cr. Hrs.15
MA 252	Statistical Inference	3-0
ACC 232	Cost Accounting	3-0
MKT 227	Principles of Marketing	3-0
IT 228	Management Information System	3-0
MGT 270	Entrepreneurship	3-0

4th SEMESTER

Course Code	Course Title	Cr. Hrs.15
MGT 345	Organizational Behavior	3-0
FIN 434	Financial Management	3-0
FIN 231	Introductory Business Finance	3-0
ENG 314	Effective Business Communication (Eng-III)	3-0
HRM 333	Human Resource Management	3-0

5th SEMESTER

Course Code	Course Title	Cr. Hrs.18
MGT 305	Prod. & Operation Management	3-0
MGT 323	Business & Corporate Law	3-0
GS 309	Introduction to Geography	3-0
GS 302	Logic & Critical Thinking	3-0
GS 201	Islamic History	3-0
GS 321/305	Arabic / Chinese	3-0

6th SEMESTER

Course Code	Course Title	Cr. Hrs.18
ENG 323	Business Report Writing (Eng-IV)	3-0
PSY 201	Human Psychology	3-0
GS 324	Sociology	3-0
GS 312	Modern Political Thoughts	3-0
MKT 358	Small Business Management	3-0
ECO 211	Economics of Pakistan	3-0

7th SEMESTER

Course Code	Course Title	Cr. Hrs.15
RES 379	Research Methods in Business	3-0
MKT 431	Marketing Management	3-0
GS 422	Professional Ethics	3-0
	Elective-I	3-0
	Elective-II	3-0

8th SEMESTER

Course Code	Course Title	Cr. Hrs.15
MGT 321	Managing Organization Change & Development	3-0
	Elective-III	3-0
	Elective-IV	3-0
RES 480	Research Project	0-6

Specialization with List of Electives

Human Resource Management

Course Code	Course Title	Cr. Hrs.
MGT 413	Project Management	3-0
MGT 375	Personnel Management	3-0
MGT 427	Industrial Relations Management	3-0
MGT 428	Managerial Policy	3-0
MGT 450	Total Quality Management	3-0
MGT 322	Environmental Impact Analysis	3-0
MGT 307	Career Development	3-0
HR 418	Organizational Development	3-0
HR 440	Training & Development	3-0
HR 448	Motivation	3-0
HR 311	Human Resource Development	3-0
HR 403	Compensation Management	3-0
HR 412	Labor Relations Management	3-0
HR 420	Performance Appraisal	3-0
HR 356	Leadership & Team Management	3-0

Banking & Finance

Course Code	Course Title	Cr. Hrs.
FIN 335	International Banking	3-0
FIN 357	Banking Law & Practice	3-0
FIN 330	Analysis of Financial Statement	3-0
FIN 461	Analysis of Capital Markets	3-0
FIN 470	Fraud Prevention Management	3-0
FIN 475	Tax Policy & Practices in Pakistan	3-0
FIN 411	Derivative Instrument	3-0
FIN 425	Islamic Modes of Financing	3-0
FIN 451	Project Appraisal	3-0
FIN 444	Portfolio Management	3-0
FIN 414	Derivative Instruments	3-0

Marketing

Course Code	Course Title	Cr. Hrs.
MKT 360	Strategic Marketing	3-0
MKT 363	Advertising Management	3-0
MKT 411	Industrial Marketing	3-0
MKT 427	Marketing of Services	3-0
MKT 440	Personal Selling	3-0
MKT 451	Export Marketing	3-0
MKT 452	International Marketing	3-0
MKT 455	Marketing Research	3-0
MKT 465	International Trade	3-0

Islamic Banking & Insurance

Course Code	Course Title	Cr. Hrs.
ECO 438	Islamic Economic System	3-0
FIN 338	Islamic Financial Instruments	3-0
FIN 345	Islamic Commercial & Investment Banking	3-0
FIN 432	Islamic Insurance System (Takaful)	3-0
FIN 425	Islamic Modes of Financing	3-0
FIN 470	Fraud Prevention Management	3-0

The facility for teaching of any of the elective course will be arranged only if reasonable number of students opt for.

NOTE: Students are required to study The Holy Quran as per the directive of the Government of Pakistan. See section 5 (a) e (i and ii).

Associate Degree in Commerce

Program Code	184
Number of Courses	22
Credit Hours	66
Minimum Duration	4 Semesters, 2 Years
Maximum Duration	10 Semesters, 5 Years
Minimum CGPA Required To Earn Degree	2.00

Eligibility :

Intermediate with at-least 45% Marks or A-Levels with equivalency certificate from IBCC Islamabad or an equivalent certificate from a recognized institution are eligible to apply.

Candidates need to pass entry test/aptitude interview conducted by the university.

Program Objectives:

This program aims at producing students who are capable and could demonstrate understanding of work as per market need and could adapt quickly to the expectations of employers. To this end the program is set to have the following objectives:

- To enable the students to have early professional life;
- To enable the students to identify and analyze business problems and opportunities and recommend course of action in the subject context;
- To enable the students to communicate effectively and professionally;
- To enable the students to exhibit awareness of economical, environmental, political, ethical, legal and regulatory business contexts;
- To enable the students to behave professionally, effectively and respectfully with all the stakeholders; and
- To apply accounting concepts and methods to interpret financial statement for evaluating the financial position and performance of organizations.

Program Outcomes:

On the completion of the degree, the students would be expected to have:

- The potential to start professional career;
- The required skills to identify and analyze business problems and opportunities and recommend course of action in the subject context;

- The potential to communicate effectively and professionally;
- The required awareness of economical, environmental, political, ethical, legal and regulatory business contexts;
- Learnt how to behave professionally, effectively and respectfully with all the stakeholders; and
- The potential to apply theory as in their professional career.

1st SEMESTER

Course Code	Course Title	Cr. Hrs.18
ENG 101	Functional Communication (Eng-I)	3-0
ACC 121	Principles of Accounting	3-0
ECO 124	Micro Economics	2-1
MGT 107	Principles of Management	3-0
MA 127	Business Mathematics	3-0
GS 124/141	Islamic Studies/Values, Ethics & Society (For Non Muslims)	3-0

2nd SEMESTER

Course Code	Course Title	Cr. Hrs.18
ENG 110	Basic Communication Skills (Eng-II)	3-0
IT 106	Introduction to IT	3-0
ACC 211	Financial Accounting	3-0
MA 209	Elementary Statistics	3-0
ECO 144	Macro Economics	3-0
GS 129	Pakistan Studies	3-0

3rd SEMESTER

Course Code	Course Title	Cr. Hrs.15
MA 252	Statistical Inference	3-0
ACC 232	Cost Accounting	3-0
MKT 227	Principles of Marketing	3-0
HR 308	Business & Labor Law	3-0
FIN 356	Money & Banking	3-0

4th SEMESTER

Course Code	Course Title	Cr. Hrs.15
ACC 223	Auditing-I	3-0
HR 333	Human Resource Management	3-0
MGT 102	Fundamentals of Business	3-0
ENG 314	Effective Business Communication (Eng-III)	3-0
MGT 270	Entrepreneurship	3-0



Muhammad Hassan
Branch Operations Officer
Meezan Bank Limited

The day I got admission in Sarhad University, I was uncertain about my academic career and my future goals. After some time, I started finding the teaching faculty very cooperative and supportive. I found in them a true mentor. I would like to say thanks for their efforts and hardship.

The facility for teaching of any of the elective course will be arranged only if reasonable number of students opt for.

NOTE: Students are required to study The Holy Quran as per the directive of the Government of Pakistan. See section 5 (a) e (i and ii).

Bachelor of Science in Commerce

Program Code	185
Number of Courses	42 + Research Project
Credit Hours	132
Minimum Duration	8 Semesters, 4 Years
Maximum Duration	16 Semesters, 8 Years
Minimum CGPA Required To Earn Degree	2.00

Eligibility :

- Intermediate (I.Com, DBA, D.Com, F.A, F.Sc) with at-least 45% Marks or A-Levels with equivalency certificate from IBCC Islamabad or an equivalent certificate from a recognized institution are eligible to apply.
- Students who have secured Associate Degree in Commerce with at-least 45% Marks or an equivalent degree from a recognized institution are eligible to apply. Minimum duration of their degree shall be 2 years.
- *Students who have 14-year non-business education with at-least 45% marks or an equivalent degree from a recognized institution are eligible to apply. Minimum duration of their degree shall be 2.5 years.
- Candidates need to pass an entry test or an aptitude interview conducted by the University.

Program Objectives:

This program aims at to prepare professionals having the required knowledge and technical skills necessary to understand and participate in the modern business world. To this end the program is set to have the following objectives:

- To enable the students to have the core business knowledge and their applications;
- To enable them to have a general understanding of the concepts, principles, theories and arguments of selected areas of study outside the core disciplines of economics and business;
- To have good communication skills so as to convey business messages effectively;
- Work effectively, respectfully, ethically and professionally in the challenging market;
- To enable them to be effective problem solvers by employing team building skills to facilitate collaborative behaviors to achieve group and organizational goals and objectives; and

- Be capable of making basic investment and financing decisions for a business using financial management concepts, and methods.

Program Outcomes:

On the completion of the degree, the passed out graduates would be expected to have:

- Acquired the core knowledge and skills having the potential to apply in practice;
- Acquired a general understanding of the concepts, principles, theories and arguments of selected areas of study outside the core disciplines of economics and business;
- The required skills to communicate effectively so as to address the needs of the current market;
- Developed skills to solve problems through team building skills and to facilitate collaborative behaviors to achieve group and organizational goals and objectives; and
- Acquired the critical potential of making basic investment and financing decisions for a business using financial management concepts, and methods.

* BRIDGE SEMESTER

Course Code	Course Title	Cr. Hrs.18
MA 127	Business Mathematics-I	3-0
ACC 121	Principles of Accounting	3-0
ECO 112	Principles of Economics	3-0
MA 209	Elementary Statistics	3-0
MGT 107	Principles of Management (For BA Students)	3-0
FIN 356	Money & Banking	3-0

Bachelor of Science in Commerce

1st SEMESTER

Course Code	Course Title	Cr. Hrs.	18
ENG 101	Functional Communication (Eng-I)	3-0	
ACC 121	Principles of Accounting	3-0	
ECO 124	Micro Economics	2-1	
MGT 107	Principles of Management	3-0	
MA 127	Business Mathematics-I	3-0	
GS 124/141	Islamic Studies/Values, Ethics & Society (For Non Muslims)	3-0	

2nd SEMESTER

Course Code	Course Title	Cr. Hrs.	18
ENG 110	Basic Communication Skills (Eng-II)	3-0	
IT 106	Introduction to IT	3-0	
ACC 211	Financial Accounting	3-0	
MA 209	Elementary Statistics	3-0	
ECO 144	Macro Economics	3-0	
GS 129	Pakistan Studies	3-0	

3rd SEMESTER

Course Code	Course Title	Cr. Hrs.	15
MA 252	Statistical Inference	3-0	
ACC 232	Cost Accounting	3-0	
MKT 227	Principles of Marketing	3-0	
IT 350	E-Commerce	3-0	
FIN 356	Money & Banking	3-0	

4th SEMESTER

Course Code	Course Title	Cr. Hrs.	15
ACC 223	Auditing-I	3-0	
HR 333	Human Resource Management	3-0	
MGT 102	Fundamentals of Business	3-0	
ENG 314	Effective Business Communication (Eng-III)	3-0	
MGT 270	Entrepreneurship	3-0	

5th SEMESTER

Course Code	Course Title	Cr. Hrs.	18
GS 302	Logic & Critical Thinking	3-0	
IT 479	Accounting Information System	3-0	
GS 201	Islamic History	3-0	
FIN 231	Introductory Business Finance	3-0	
MGT 305	Prod. & Operation Management	3-0	
MGT 323	Business & Corporate Law	3-0	

6th SEMESTER

Course Code	Course Title	Cr. Hrs.	18
ENG 323	Business Report Writing (Eng-IV)	3-0	
ACC 224	Auditing II	3-0	
ECO 211	Economics of Pakistan	3-0	
FIN 434	Financial Management	3-0	
HR 308	Business & Labor Law	3-0	
GS 321/305	Chinese / Arabic	3-0	

7th SEMESTER

Course Code	Course Title	Cr. Hrs.	15
ECO 361	Managerial Economics	3-0	
GS 422	Professional Ethics	3-0	
RES 379	Research Methods in Business	3-0	
PSY 201	Human Psychology	3-0	
	Elective-I	3-0	

8th SEMESTER

Course Code	Course Title	Cr. Hrs.	15
	Elective-II	3-0	
	Elective-III	3-0	
	Elective-IV	3-0	
RES 480	Research Project	0-6	

Specialization with List of Electives

Conventional Banking

Course Code	Course Title	Cr. Hrs.
FIN 335	International Banking	3-0
FIN 356	Money and Banking	3-0
FIN 465	Consumer Banking	3-0
FIN 412	Risk Management in Banks	3-0

Finance

Course Code	Course Title	Cr. Hrs.
FIN 330	Analysis of Financial Statement	3-0
FIN 461	Analysis of Capital Markets	3-0
FIN 444	Portfolio Management	3-0
FIN 470	Fraud Prevention Management	3-0

Islamic Banking & Insurance

Course Code	Course Title	Cr. Hrs.
FIN 425	Islamic Modes of Financing	3-0
FIN 432	Islamic Insurance System (Takaful)	3-0
ECO 438	Islamic Economic System	3-0
FIN 338	Islamic Financial Instruments	3-0

Taxation

Course Code	Course Title	Cr. Hrs.
FIN 475	Tax Policy & Management	3-0
FIN 470	Fraud Prevention Management	3-0
FIN 410	Income Tax Law	3-0
FIN 405	Credit Management	3-0

The facility for teaching of any of the elective course will be arranged only if reasonable number of students opt for.

NOTE: Students are required to study The Holy Quran as per the directive of the Government of Pakistan. See section 5 (a) e (i and ii).



Zainab Zuhaid
Management Trainee Officer
Allied Bank

I did my Bachelor of Commerce from SUIT in 2022. I spent my 4 years of my life at SUIT which will be unforgettable for me. SUIT changed my mind and approach towards challenges and tasks which I need to tackle in my personal and professional life. Thank you, SUIT, for making me enough strong to compete in this competitive environment.