Program Director Executive MBA Programs

This year, 51 brilliant participants of Executive MBA Program completed their knowledge journey and became the proud recipients of the prestigious IBA qualification. They belong to corporate houses, banks, government and armed forces. During and upon completion of degree program their talent was acknowledged by their respective organizations and most of them moved to higher echelon of their professional career. Being senior rank officials and crowned with family responsibilities, it was a tough time for them to sacrifice their hard earned weekend and comfort of cosy homes. But they accepted the challenged and emerged as victorious.

The in- service professionals often face a dilemma of combining the job pressures and pursuit of higher education. However, they realized that lack of professional qualification is affecting their career growth and therefore they have to take a decisive move. They were unable to join in the evening program owing to job responsibilities and late sittings. To address needs of such professionals a week end Executive MBA programs was launched in 2009. As expected, the program was well received and in a short span of time over 450 mid-career Executives and Officers came on board.

One of the unique features of this program is the presence of senior and mid level professionals from business and industry carrying wide and varied experiences. Their active participation in the learning sessions steered by our top tier faculty provides wealth of knowledge to everyone. Further, net working and relation building are also powerful outcome of this program. Just like full time MBA, Executive MBA is a 72 credit hour program comprising 20 courses and two projects. It follows three semester model with an objective to facilitate speedy completion of the required courses within two years period.

Executive MBA Program a special window for the graduates of old 14 years qualification that is; BA, Bcom and Bsc. They can also join this program provided they have accumulated over six years of post qualification experience. We also help them by way of Refresher course on Maths and English, so that they can polish their skills/knowledge before the IBA admission test. This is an excellent opportunity for those who aim high in their life and pursue contious professional development route. They are most welcome to join.

Executive MBA drives Professionals for the "C" Suit

This flagship program offers a unique opportunity for the in-service professionals to enrich their knowledge and skills without sacrificing their job commitment and earning stream. This weekend program presents a fast track route to the Masters in Business Administration from the prestigious IBA. Executive MBA program is more suitable for the professionals aiming at acquiring leadership role and moving towards the highest levels of the corporate ladder especially under C-suite (CEO, CFO, COO etc.) or an entrepreneurial role. The program format, courses, methodology and contents are developed in consultation with leading experts and worthy faculty members.

Since launching it attracted over 450 professionals serving at 100 multi business segments. The first batch of qualified Executive MBAians has been entered in the market in January 2013.

IBA Corporate Leaders Advisory Board (ICLAB)

At IBA we believe in creating meaningful collaboration between the industry and academia so that all our programs should be reflective of their aspiration and needs. In order to ensure regular interaction with the corporate leaders a high level Advisory Board has been formed:

S.No.	Name	Designation	Organization
1	Dr. Ishrat Husain	Dean & Director	IBA
2	Mr. Khalid Rahman	Former MD	Pakistan Petroleum
3	Mr. Salman Burney	MD	GlaxoSmithKline
4	Mr. Tariq Wajid	MD & GM	Sanofi Aventis Pak. Ltd.
5	Mr. Jamal Mustafa Siddiqui	Former MD	Makro Habib Pak. Ltd.
6	Mr. Hasan Ali Khan	MD	Continental Biscuits
7	Mr. Asad S. Jafar	Chairman & CEO	Philips
8	Mr. Farouq Rahimtoola	Chairman	Rahimtoola Group
9	Mr. Sirajuddin Aziz	CEO	Bank Alfalah
10	Ms. Ayesha Aziz	MD	Pak Brunei Invest. Co.
11	Mr. Nadeem Hussain	President	Tameer Micro
12	Mr. Najam Ali	CEO	Next Capital
13	Mr. Tahir Ahmed	CEO	New Jubilee Insu.
14	Mr. Hasan A. Bilgrami	CEO	BankIslami
15	Mr. Tabish Gauhar	CEO	KESC
16	Mr. Sikander M. Khan	Chairman	Millat Group of Co.
17	Mr. Sohail P. Ahmed	Vice Chairman	House of Habib
18	Mr. Nadeem Elahi	CEO	The Resourse Group

Executive MBA

Preparing leaders for the corporate world

- Intermediate & Advanced Business Theory, Skills

To create solid technical and theoretical background, 20 courses covering key disciplines of business administration have been offered, including leadership and business strategy courses.

- Course Curriculum

The course curriculum is responsive to the needs of the industry and is endorsed by an Advisory Board drawn from among the expert practitioners of the industry and academia

- Project Reports

Each participant will be required to develop 2 projects on a subject of critical importance duly approved by the Subject Advisory Committee / Director Executive MBA Program.

- Format

Learning sessions are scheduled on: Saturdays -300 pm to 9:15 pm Sundays - 10:00 am to 5:15 pm

- Degree

Executive MBA degree from IBA Karachi shall be awarded on qualifying: Course work with minimum 2.2 CGPA Comprehensive exam Completion of research project (s)

For further details, see the IBA Admission Policy

Course work - Core

S. No.	Course Code	Course Title
1	MGT 503	Managerial Communication
2	MTS 506	Quantitative Methods for Decision Making
3	ECO 102	Managerial Economic
4	MKT 501	Marketing Management
5	ACC 506	Financial Accounting & Information System
6	LAW 501	Legal & Regulatory Environment of Business
7	MKT 505	Advanced and Applied Business Research
8	FIN 506	Business Finance I
9	MGT 510	Operations and Production Management
10	FIN 507	Business Finance II
11	MGT 557	Organizational Behaviour and Leadership

12	ECO 517	Global Economics & Political Environment
13	ACC 505	Accounting for Decision Making
14	MGT 541	Corporate Strategy

Electives

S. No.	Course Code	Course Title	Prerequisite(s)
1	MKT561	Brand Management	Marketing Management
2	MKT559	Supply Chain Management	Marketing Management
3	FIN501	Advance Corporate Finance	Managerial Finance
4	FIN559	Islamic Finance	
5	FIN567	Risk Management	Managerial Finance
6	ACC507	Accounting Information System with SAP	Financial Accounting & Info. System
7	MKT553	Entrepreneurial Management	Marketing Management,
8	LAW553	Corporate Governance	Legal and Regulatory Environment
9	FIN535	Treasury & Financial Derivatives	
10	FIN536	Corporate Investment Banking	
		More courses will be added as per needs	

EMBA Participants serving at:

- 1 Unilever Pakistan Ltd.
- 2 Glaxo Smithkline Pakistan
- 3 Procter & Gamble Pakistan
- 4 IBM
- 5 Siemens Pakistan Engineering Ltd.
- 6 Standard Chartered Bank
- 7 Shell Pakistan Ltd.
- 8 Ernst & Young
- 9 British Oxygen Company Pakistan
- 10 Transasia Refinery Ltd.
- 11 Engro Corporation
- 12 Roche Pharmaceuticals
- 13 World Wide Chemtech Pvt. Ltd.
- 14 Armstrong International Pvt. Ltd.
- 15 Novartis Pharma Pakistan Ltd.
- 16 ICI Azkonobel Pakistan Ltd.
- 17 IGI Funds
- 18 Mobilink
- 19 Telenor Pakistan Ltd.
- 20 Adamjee Enterprises
- 21 Bayer Pakistan Pvt. Ltd.

- 22 Sheraton Karachi Hotel
- 23 BP Pakistan Exploration and Production Inc.
- 24 Attock Petroleum Ltd.
- 25 Johnson & Johnson Pakistan Pvt. Ltd.
- 26 Wi-Tribe Pakistan
- 27 Kalsoft
- 28 Orient Advertising Pvt. Ltd.
- 29 PARCO
- 30 Media Max Pvt. Ltd.
- 31 Lakson Tobacco Company Ltd.
- 32 Lotte-Pakistan PTA Ltd.
- 33 KSB Pumps Company Ltd.
- 34 Inbox Business Technologies

Participants of Banks/Financial Institutions serving at:

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

Participants of Public Sector organizations belong to,

- 1. SUPARCO
- 2. Feeral board of revenue
- 3. NADRA
- 4. NAB
- 5. Pakistan Army
- 6. Pakistan Air Force
- 7. Pakistan Navy
- 8. N.H.A
- 9. Air Weapons Complex
- 10. P.P.L
- 11. S.E.C.P
- 12. P.T.A
- 13. H.B.F.C
- 14. Ministry of Education
- 15. Pakistan Coast Guards
- 16. Pakistan Atomic Energy Commission
- 17. National Logistics Cell
- 18. Government of Sind
- 19. Ministry of Engineering
- 20. Ministry of Labor
- 21. Karachi Shipyard & Engineering Works
- 22. C.A.A
- 23. Enar Petrotech Services
- 24. N.E.D University of Engineering & Technology
- 25. Other Public Sector Organizations

EMBA Program courses

MGT503 Managerial Communication

To train the participants to deal with communication tasks faced in a business environment. At the end of the course the Participants should be able to understand the communication process and communication in organizational settings, compose clear, correct, and coherent business messages (letters, memos, reports and proposals), prepare and deliver effective presentations, participate effectively in meetings and other team work situations and communicate across cultures.

MTS 506 Quantitative Methods for Decision-Making

One of the primal aims of the course is to try to give a thorough insight and understanding of fundamental statistical concepts in the context of social & management sciences, in particular economics and management problem situations. The objective of this core course is to make students critical consumers of statistical analysis using available software packages. The fundamental statistical tools & methodologies enable the student to analyze a wide variety of quantitative and qualitative data collected in diverse problem-situations encountered in the real world. The purpose of the inferential statistics is to test, deduce and infer the validity of different types of hypotheses and models built on the basis of the raw data collected in a variety of problem situations. Key concepts also include interpretation of regression analysis, time series analysis and decision-making under uncertainty.

ECO501 Managerial Economics

The course prepares students for decision making using various analytical tools and techniques. These tools thus developed in this course are helpful for decision-making in areas such as organization production, marketing and evaluation of data. Students learn a variety of scientific management tools like problem-solving techniques using consumer theory, producer theory, and theories of markets, statistics, econometrics and mathematics.

ACC506 Financial Accounting and Information Systems

This course is designed to provide future business executives with knowledge on the importance of accounting in business decision-making. It also aims to develop an in-depth understanding of fundamental accounting principles and concepts including the accounting equation, the accounting cycle, financial statement preparation and analysis, inventory management and receivables / payables for budgeting in business organizations. Finally, it provides an insight into the key role of modern accounting information systems in information management for business organizations.

LAW501 Legal and Regulatory Environment of Business

Business decisions are made within the context of a complex regulatory framework. This course familiarizes the students with the laws and regulations at both national and global level that are pertinent to business decision-making. In addition to general introduction of legal framework, the course covers nature and implications of specific regulations such as company law, prudential regulations, WTO, Basle, IOSCO etc.

MKT501 Marketing Management

On the one hand, there is no doubt that marketing consists of a broad body of concepts, principles, and analytics that merits study. On the other hand, marketing's primary concern, fostering buyer-seller transactions, sees its successes and failures in customer behavior at the "point-of-sale," and some argue strongly that being near "the action" is the best way to become fully sensitive to what marketing is about. This course takes a simulation approach so that the principles of marketing can be applied for planning, analyzing, implementing and controlling marketing strategies. Product, Price, Place and Promotion programs are discussed in detail along with cases highlighting the impact of changes in the elements of the marketing mix on profitability and productivity. Students are also involved in conducting marketing audits. It dilates upon the philosophy of integrated marketing and focuses on giving a top level leadership view of managing businesses. Upon completion, students should be able to understand the role of marketing led decisions and appreciate the criticality of the marketing function in order to achieve organizational success.

MKT505 Advanced and Applied Business Research

The purpose of the course is to have the students learn advance tools and techniques of Marketing and Business Research which is imperative to effective decision-making. Research is systematic and scientific and as such it carries with it a huge knowledge bank of dos and don'ts. Throughout this course students practice various forms of qualitative and quantitative methods of information collection, analysis, and interpretation and learn how to apply them effectively in different situations. This learning is achieved through case-based class discussions, interaction with the industry through guest speakers, and a live semesterlong project. Advanced statistical techniques are taught for data analysis and interpretation and reinforced through their application to the assigned research project. Students are also encouraged to use sophisticated software for data analysis, such as SPSS, and classroom learning is extended to the interpretation of the software outputs and their relevance to decision-making.

FIN506 Business Finance I

This course aims at introducing the students to the theory and principles of business finance. The course starts with the goals of a corporation and the basic financial decisions. Successful completion of this course will enable the students to evaluate the financial performance of a firm, calculate the measures of risk and return, understand the principles, time value of money and discounted cash flows, net present value, internal rate of return, identify techniques used to manage acceptable levels of net working capital, and ratio analysis.

MGT510 Operations and Production Management

This course includes design, planning, and control of a firm's capabilities and resources. The course is intended to strengthen students' conceptual understanding and skills in the areas of operations, strategy and technology, forecasting, capacity and materials management, and design of productive and efficient systems. The operations aspect of the course examines the establishment processes that create the products and/or services for a company's market and at the same time increase its competitiveness in terms of cost, speed, quality, innovation, flexibility and dependability.

FIN507 Business Finance II

The course builds up on the topics that are covered in the introductory business finance course. It provides the students with an understanding of the financial securities' evaluation and the computation of the cost of capital. The management of corporate capital structure, particularly the choice between debt and equity financing and dividend policy, forecasting techniques, types of financing and investment options are also discussed in this course. Prerequisite: FIN506

MGT557 Organizational Behavior and Leadership

This course provides an understanding of how an organization works and the behavior of groups and individuals within it. It aims at inculcating a positive approach in managing productive relationships with peers, superiors and subordinates by examining teams, individuals and networks in a business environment. Topics such as group culture, individual motivation and behavior, collective and individual performance, decision making interpersonal communication, corporate vision, organizational culture and leadership; designing effective organizational structure, small group behavior and inter-group conflict are extensively covered. This course exposes students to frameworks for diagnosing and solving problems in organizational settings.

ECO517 Global Economic and Political Environment

The course aims to develop an understanding and application of social, political and cultural changes and economic development in society (sensitizing students in the history of Pakistan and its social, political and economic development and global economic trends, making them understand the macroeconomic factors affecting business corporations and leadership). Overall, it highlights social, cultural, political, economic, environment and development trends.

ACC505 Accounting for Decision- Making

This course is designed to provide future business executives with the fundamentals and skills of analyzing and using accounting information for management decision-making, planning and control. Topics include understanding and analysis of financial statements, information management and reporting. Besides, the course focuses on cost and managerial accounting concepts and techniques including cost volume profit analysis, capital budgeting, responsibility accounting, relevant costing, balanced scorecard, transfer pricing, internal control, flexible budgeting and financial measures of performance evaluation for enhancing organizational capabilities.

Prerequisite: ACC506

MGT506 Corporate Strategy

Corporate Strategy is designed to train the students in methodologies of formulating and implementing successful strategies. Students learn to view, analyze and solve business problems from an integrative perspective and learn how firms develop and sustain competitive advantage over time. The valuable insights acquired in various functional areas are applied within an integrated conceptual framework. The course uses case-method as the primary teaching methodology.

Electives

MKT552 Consumer Behavior

The course helps in better understanding of the individual as a consumer. The concepts and theories that underlie consumer behavior provide a deeper understanding of how the consumer contributes to the success of a brand or firm. Students learn how to apply concepts like learning, personality, motivation, perception, attitudes, communication and decision making in tailoring marketing and brand strategies to persuade customers to purchase. The need of understanding consumers and their role in building brand loyalty and brand equity is vividly discussed with each concept. The research based project is a live practical application incorporating strategies like developing the product and improving it; determining a price point for the brand and designing marketing strategies especially advertising, direct marketing techniques and nontraditional communication. Prerequisite: MKT501

MKT561 Brand Management

The astronomical growth in the wealth and the culture influence of multinational corporations over the last 40 years can arguably be traced back to a single, seemingly innocuous idea developed by management theorist in the mid 80s': successful companies must produce brands. Brands are known as the most valuable assets that a company has invested in and developed over time. This is true for large global conglomerates as well as small local start-up companies. Often a company itself is considered a brand. Marketers see a brand as an implied promise that the level of quality people have come to expect from a brand will continue with future purchases of the same product. Lack of branding is perceived as a major weakness in marketing in Pakistan, both in domestic market and the international markets. Brand management is the application of marketing techniques to a specific product/services, product line, or brand. It seeks to increase a product's perceived value to the customer and thereby increase demand for a particular brand and its brand equity. Brand Management will help you to understand how to apply concepts like brand identity, brand name, brand logo, brand value, brand equity, brand positioning and image so as to culminate in the growth of a premium brand. Brand audits are conducted so that students can learn how to map consumer behavior insights for effective brand building activities.

Prerequisite: MKT501

MKT559 Supply Chain Management

The objective of this course is to generate a basic level understanding and translating conceptual exposure among the students and professional as to why supply chain management is among the top initiatives for businesses of all sizes. Yet most purchasing, operation, planning, and finance managers feel they don't have good control over their supply chains. Even the best informed are saddled with questions about establishing organization buy-in, defining metrics and benchmarks, optimizing material and transactional flow, and conducting relevant competitive analysis to define business opportunities. The challenges involved in optimizing a company's supply chain are substantial. While studying SCM, students will be able to understand and appreciate the significance of a strong SCM model; to help top management to make decisively differentiated options to counter their competition. They will learn the strategic importance of an efficient supply chain design, planning and operation within the strategic framework. The course will include analysis of these key elements and how they may be used on a conceptual level during supply chain design, planning and operation to improve performance. The strategic frameworks and concepts are tied together through a variety of examples that show how a combination of concepts is needed to achieve significant improvement in overall performance. Prerequisite: MKT501

FIN560 Advanced Corporate Finance

This course covers analytical foundations of corporate financial policies and strategies. It deals with exploration and application of theoretical and empirical literature on firms' investment and financing decisions. Topics include valuation, tax policy, option pricing, mergers and acquisitions, and corporate bankruptcy.

FIN567 Risk Management

The course provides students with a quantitative perspective of risk management and the conceptual framework for making risk management and insurance decisions to increase business value and individual welfare. The effects of rationale behind, public policies that affect risk and allocation of risk among businesses and individuals are also discussed.

MGT555 Project Management

This course introduces a structured approach to managing projects. It helps students gain managerial practice through the development of project execution manual for a real-life project selected by a group of students. The project focuses more on technology rather than financial management. The course includes topics such as Management Process, Utilization of Project Management, and Strategic Context of the Project, Project Planning & Scheduling, Project Information Management System, Project Communication, Project Control, Project Change Management, Project Teams and Successful Completion of Projects. These topics are taught with reference to the Project Management Institute PMBOK standard.

FIN565 Treasury and Fund Management

The course deals with an in-depth analysis of the various methods of treasury and fund management, incorporating asset pricing, expectation theory, interest rate risk and the term structure of interest rates. The differences among asset and liability management, managing interest rate risk, and selling interest rate risk products are also covered.

FIN559 Islamic Finance

This course will cover the fundamental principles of Islamic Finance and banking. Islamic banking refers to a system of banking or banking activity that is consistent with Islamic law (Shariah) principles and guided by Islamic economics. In particular, Islamic law prohibits usury, the collection and payment of interest, also commonly called *riba*. Generally, Islamic law also prohibits trading in financial risk (which is seen as a form of gambling). In addition, Islamic law prohibits investing in businesses that are considered unlawful, or *haraam*.

MKT553 Entrepreneurial Management

The objectives of this course are:

- A. To appreciate the role of entrepreneurship in economic growth and thereby personal career growth of business managers.
- B. To acquaint the students with the virtues of entrepreneurship for the society so as to enable them to consider it as one of the early or late career options. The course imparts knowledge about entrepreneurial & entrepreneurial process, business lifecycle, principle concepts and general guidelines for establishing a new business enterprise at a small or large level in a dynamic business environment.

LAW553 Corporate Governance & Practices in Pakistan

In view of increasing corporate frauds arising mainly due to failure of proper internal Corporate Governance causing significant harm to all the stakeholders, the need for effective Corporate Governance and its proper implementation cannot be overemphasized. The topics covered in the course include the need for good Corporate Governance, discussion of Concepts, Principles and Systems of Corporate Governance, benefits of good Corporate Governance and detailed examination and critical evaluation of the Code of Corporate Governance of Pakistan along with their implementation-related issues. Qualifications, responsibilities, powers and functions of the 'Board of Directors', 'Chief Financial Officer (CFO)' and 'Company Secretary' are thoroughly discussed. Responsibilities of internal and external auditors for financial reporting and corporate compliance are also discussed. This course is conducted on a seminar basis ensuring greater participation of students in the classroom discussions. Prerequisite: LAW501

ACC561 Analysis of Financial Statements

During the present era of business acquisitions, mergers, leveraged buyouts and restructuring and in view of constantly evolving financial reporting refinements and large scale manipulation of financial reporting to control perceptions of investors and lenders, the need for vigorous and meaningful analysis of financial statements cannot be overemphasized. This course aims at developing a deeper understanding of accounting principles and standards underlying the data being analyzed and the analytical tools and techniques used for meaningful decision-making. The topics covered include discussion of adversarial nature of financial reporting, balance sheet limitations, revenue exaggeration and expense manipulation, nature and types of reserves, deferred taxes, performance measures and ratios, financial flexibility and leveraged buyouts and growth rates and valuation via restructuring potential. The course is taught largely through case studies and real life business problems, thereby stimulating effective student participation in the learning process.

FIN541 The Strategic Management of Banks

The top leader of a bank, the visionary has to have an eye on all critical areas, including but not restricted to; products, customers, competitors, Board of Directors, human resource, regulators, policies, financial and non-financial resources, operations, controls, risk factors, liquidity, profitability and reputation. Banking is becoming more complex and exposed to multidimensional risks. The global financial crisis 2007-8, depicted how the big guns/ giants have failed to see the impending danger and take timely action. The eventual hit was taken by the tax payers and the system will swallow the bitter pill. This course is aimed at raising all these issues to offer a holistic view to the future leaders of the bank.

ACC507 Accounting Information System with SAP

The course Accounting Information Systems with SAP is a fully SAP integrated course which covers fundamentals of SAP Financial Accounting FI, Managerial Accounting CO, Materials Management MM and Sales & Distribution SD. The AIS course is different from other basic accounting courses in that it focuses on the processes and the working and interaction of various organization elements rather than the accounting information itself. As against the traditional AIS curriculum, this course is more focused on business processes in SAP with minimum discussion of the technical aspects of systems development. The course is delivered with hands on experience on SAP.

FIN533 Financial system – process, players, status and prognosis

The Course will cover detailed study of the financial system significance and role in the Economy, Financial institutions, financial markets, financial instruments – term and type based, financial services, monetary policy, Forex and debt management, financial sector reforms: analysis and suggestions, financial system: issues and challenges, global financial crisis and lessons learnt, macro prudential financial stability framework, financial safety nets / ensuring financial soundness and financial infrastructure.

MGT512 Strategic Human Resource Management

Organizations derive their sustainable competitive advantage on the basis of the resource bundle they possess, their ability to formulate a strategic fit with the environment and skills to efficiently implement the same. This course is a bridge between formulation and efficient strategy implementation through people. It addresses the issues behind the right mental attitude, required knowledge and optimization of skills needed to accelerate profitable business growth. The course will be taught through case method and augmented with required text and industry academia interaction.

FIN532 Advance Credit Management

Credit is the bread and butter of banking. It is the core function of every bank, without which a bank cannot sustain. Recent banking crisis has highlighted the importance of sound credit management across the world. The course will include introduction to credit management, fundamentals of credit management, classic credit analysis, Credit-related regulations in Pakistan, Principles for management of credit, Program-based vs. Relationship-based credit management, Credit management under Base III, Credit portfolio management, Credit rating, Credit documentation, Problem credits management.

Customer Relationship Management

Customer Relationship Management explains the circular relationship amongst the Bank, technology, and customers - which together provide the infrastructure for customer support in banking business environment. Managing relationships with customers has become a critical organizational competency for all financial institutions. Get winning strategies for acquiring and retaining customers by leveraging the latest advanced technologies. This course will teach the students how to select the right CRM tools for the banking business, so it can grow today and on into the future.

FIN531 Financial Intermediation

This course reviews the evolution of financial intermediaries in the global economy. The role played by financial intermediaries to integrate the financial system would be discussed. It will expose the participants to analyze recent global credit and subprime crises and develop a comprehensive understanding of the integrated financial system. Focused discussion will take place with respect to Pakistan market and participants would be required to develop intermediary solution for further broadening of the financial markets along with the legal and regulatory prospective.