

## ELECTIVES COURSES FOR BBA PROGRAM

### FINANCE

Code	Course	Cr. Hrs	Pre. Req.
FIN-410	International Finance	3	FIN-201
FIN-411	International Financial Management	3	FIN-201
FIN-412	Security Analysis	3	FIN-201
FIN-413	Investment Analysis And Portfolio Management	3	FIN-201
FIN-414	Corporate Finance	3	FIN-201
FIN-415	Fixed Income Securities	3	FIN-201
FIN-416	International Banking	3	FIN-201
FIN-417	Regulation of Financial Markets	3	FIN-201
FIN-418	Islamic Banking & Finance	3	FIN-201
FIN-419	Strategic Financial Management	3	FIN-201
FIN-420	Portfolio Management	3	FIN-201
FIN-421	Venture Capital And Private Finance	3	FIN-201
FIN-422	Risk Management	3	FIN-201
FIN-423	Financial Econometrics	3	FIN-201
FIN-424	Financial Derivatives	3	FIN-201
FIN-425	Treasury And Fund Management	3	FIN-201
FIN-426	Investment Banking	3	FIN-201
FIN-427	Project Evaluation	3	FIN-201
FIN-428	Advance Corporate Finance	3	FIN-201
FIN-429	Behavioral Finance	3	FIN-201
FIN-430	Actuarial Finance	3	FIN-201
FIN-431	Applied Portfolio Management And Modeling	3	FIN-201
FIN-432	Financial Reporting and Analysis	3	FIN-201
FIN-433	Banking Operations	3	FIN-201
FIN-434	Micro Finance	3	FIN-201
FIN-435	Applied Trading Strategies	3	FIN-201

## HUMAN RESOURCE MANAGEMENT

Code	Course	Cr. Hrs	Pre. Req.
HRM-410	Employee Staffing And Training	3	MGT-101
HRM-411	Talent Acquisition	3	MGT-101
HRM-412	Training Techniques And Practices	3	MGT-101
HRM-413	Occupational Health And Safety	3	MGT-101
HRM-414	Executive Leadership	3	MGT-101
HRM-415	Foundation Of Human Resource Development	3	MGT-101
HRM-416	Industrial Relations Management	3	MGT-101
HRM-417	Organizational Development	3	MGT-101
HRM-418	Human Resource Development	3	MGT-101
HRM-419	Compensation And Benefits Management	3	MGT-101
HRM-420	Succession Planning	3	MGT-101
HRM-421	Conflict Management	3	MGT-101
HRM-422	Team Management	3	MGT-101
HRM-423	Leading The Change Process	3	MGT-101
HRM-424	Strategic Human Resource Management	3	MGT-101
HRM-425	Performance Management	3	MGT-101
HRM-426	Resourcing and Talent Management	3	MGT-101
HRM-427	HRM in Organizational Context	3	MGT-101
HRM-428	Recruitment and Selection	3	MGT-101

## MARKETING

Code	Course	Cr. Hrs	Pre. Req.
MKT-410	Digital and Web Marketing	3	MKT-201
MKT-411	Advertising Management	3	MKT-201
MKT-412	Consumer Behavior	3	MKT-201
MKT-413	Export Marketing	3	MKT-201
MKT-414	Personal Selling	3	MKT-201
MKT-415	Sales Management	3	MKT-201
MKT-416	Industrial Marketing	3	MKT-201
MKT-417	International Marketing	3	MKT-201
MKT-418	Services Marketing	3	MKT-201
MKT-419	Strategic Export Marketing	3	MKT-201
MKT-420	Brand Management	3	MKT-201
MKT-421	Seminars In Marketing	3	MKT-201
MKT-422	Strategic Brand Management	3	MKT-201
MKT-423	Experiential Marketing	3	MKT-201
MKT-424	Marketing Communication	3	MKT-201
MKT-425	Event Management	3	MKT-201
MKT-427	Retail Management	3	MKT-201
MKT-428	Strategic Marketing Management	3	MKT-201
MKT-429	Social Marketing	3	MKT-201
MKT-430	Product Development	3	MKT-201

## ENTREPRENEURSHIP

<b>Code</b>	<b>Course</b>	<b>Cr. Hrs</b>	<b>Pre. Req.</b>
ENT-410	Entrepreneurial Marketing	3	MGT-302
ENT-411	Entrepreneurial Management	3	MGT-302
ENT-412	Entrepreneurial Finance	3	MGT-302
ENT-413	Corporate Entrepreneurship	3	MGT-302
ENT-414	Developing Entrepreneurial Opportunities	3	MGT-302
ENT-415	Social Enterprise Management	3	MGT-302
ENT-416	New Technology Ventures	3	MGT-302
ENT-417	Creativity and Innovation	3	MGT-302
ENT-418	Business Law for Entrepreneurship	3	MGT-302
ENT-419	Web Marketing	3	MGT-302
ENT-420	Sales Strategy in an Entrepreneurial Venture	3	MGT-302
ENT-421	Sustainable Entrepreneurship Strategies	3	MGT-302
ENT-422	Family Business Management	3	MGT-302
ENT-423	Financing Entrepreneurial Ventures	3	MGT-302
ENT-424	Public Policy Entrepreneurship	3	MGT-302
ENT-425	Women's Entrepreneurship & Leadership	3	MGT-302
ENT-426	Micro Entrepreneurship	3	MGT-302