

COURSE BOOKLET – Spring 2023

BS ACCOUNTING & FINANCE



DEPARTMENT OF COMMERCE & ACCOUNTING
NATIONAL UNIVERSITY OF MODERN LANGUAGES (NUML)

Vision Statement

Impart professional education through academic, practical, and research excellence

Mission Statement

To impart professional, practical, and research-oriented knowledge and skills aligned with emerging business and commerce trends.

Departmental Objectives

The department aims to enable its key stakeholders to:

- DO1. Understand and apply core business knowledge, International Financial Reporting Standards (IFRS), International Standard of Auditing (ISA) and uniform costing practices to various stakeholder and constituencies.
- DO2. Critically analyze business issues and apply quantitative tools to resolve business problems.
- DO3. Enhance the technical expertise through digital learning while meeting the global needs.
- DO4. Employ in lifelong learning and serve the community as ethical and responsible professionals.
- DO5. Develop Professional competencies through academic research.

Departmental Learning Outcomes

Departmental learning outcomes will enable its stakeholders to exhibit:

- DLO1. Knowledge of theoretical concepts and their practical implication.
- DLO2. Enhanced numerical, quantitative and analytical skills.

DLO3. Exposure and experience towards commerce and industrial markets.

DLO4. Ability to apply fundamental, analytical, and critical thinking for effective decision-making.

DLO5. Strong moral and ethical values and demonstrates socially responsible citizens.

General Teaching Methodology

Lectures, workshops, discussions, and presentations are planned as class activities. All students are advised to participate in said activities, failing which students will suffer in respect of learning and grades. Consistent with the course objectives, lectures will address learning objectives associated with weekly topics (as outlined in the weekly schedule), including basic principles and working examples. While lectures will closely parallel material contained in assigned readings, they are not substitutes. In particular, the lectures will clarify, expand and where necessary, update the material contained in assigned readings.

Attendance Policy

75% attendance in a course is mandatory to become eligible to appear in the final examination, failing which, the student will be awarded 'F' grade in the course. 'F' grade will be treated as a normal 'F' grade earned by a student by failing in a course and it will carry all penalties associated with it.

Plagiarism Policy- Masters and Bachelors Programs

- a) All theses and Final Seminar papers are to be run through Turnitin by QEC. The focal person of each department/campus will work as a liaison between students and QEC.
- b) A student has to submit a hard copy and soft copy to the Focal Person, to be passed on to QEC.

- c) There is a provision of only Two ATTEMPTS (First Submission + Revision Attempt) for achieving below 19% of similarity index. Failing to do so will result in the case being forwarded to BASR.
- d) All course assignments, project reports, term papers, etc. should be run through Turnitin by relevant Instructors ONLY. There is a provision of only TWO ATTEMPTS (First Submission + One Attempt) for bringing the work within limit of below 19% of similarity index. Failing to do so will result in Minor, Moderate or Major Penalty) The Turnitin Originality reports of all course assignments, project reports, term papers, etc. should be appended with the result/evaluation submitted to Department/Examination section. Results of students will be withheld whose Turnitin Originality reports are not attached with the course assessment sheet/award list.

Penalties for Student

The penalties for plagiarism cases will be applicable after a student/researcher has availed NUML's prescribed number of attempts, for improving his/her work. The penalties for such cases fall into the following three categories.

Minor Penalties (applicable to all course assignments, project reports, term papers, etc.) A minor penalty will be applied if a student's work is found to be copied (up to 50%), even after he/she has availed the TWO ATTEMPTS for improving it. This will result in an award of Zero Marks in the work (course assignments, project reports, term papers, etc.). The course instructor has to inform HoD/Dean and Examination Branch (in writing) about such cases, with evidences appended. The instructor must make a red entry in award list and counsel the student as well.

Moderate Penalties (applicable to all works other than Thesis) 6 A moderate penalty will be applied if a student's work is found to be copied (more than 50%), even after he/she has availed the TWO ATTEMPTS (First Submission + One Attempt) for improving it. This presupposes that the student

would have received a minor penalty, of an award of zero marks, already. Moreover, a warning letter will be issued to the student, with a copy sent to parents/guardian.

Major Penalty (applicable to Thesis at all levels) A major penalty is for plagiarism cases, concerning Thesis at all levels. This penalty is applicable when a student/researcher has availed Two ATTEMPTS (First Submission + one Attempts) for improving his/her work and failed to do so, according to HEC's prescribed standards. This entails the case to be put forward to Plagiarism Standing Committee (PSC) for further disciplinary action. *Note: No other penalty will be applicable in Plagiarism cases, except the ones mentioned above.

**Note Plagiarism guidelines as per NUML policy.*

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Semester – I

CODE	Course	CREDITS
CAMT-101	Business Mathematics	3
CAHU-101	Functional English	3
CAAC-121	Principles of Accounting	3
CAIT-121	Introduction to IT	3
CAEC-121	Microeconomics	3
CAMG-121	Principles of Management	3

Course Title: Business Mathematics

Course Code: CAMT-101

Credit Hours: 3 - 0

Course Instructor: Syed Ali Azfer

Mode of Contact:

You can contact your course instructor in the following ways:

Email: saazfer@numl.edu.pk

Meeting: By appointment via e-mail

PREREQUISITES: As a mathematics course, you must have an understanding of basic arithmetic and algebra skills.

Textbook: Business Mathematics by Frank.S.Budnick 4th Edition.

Reference Material: Business Mathematics by Gary Clendenen and Stanley A. Salman 13th edition

Course Description: This course is designed to serve as a fundamental course for mathematics needed for business students and solving application based problems. This course applies students' interpretation of basic mathematical concepts to common business usage covering such topics as linear equation, system of linear equations, different functions, financial mathematics, time value money, matrices, derivatives, and optimization. The majority of class time will be spent in lecture discussing the various ways to solve real time problems and their application.

Course Objectives: The course objectives are

- i. To understand the concept of linear equation and its application, how to determine the linear equation by using different realistic situation/conditions, impact of variables by using slope intercept form of equation.

- ii. To understand the System of Linear Equation by having different scenario/conditions and find out the combination/solution set.
- iii. To use different methodologies which is more appropriate to find out the solution set by using system of linear equation.
- iv. Understanding the mathematical functions, principles and techniques that are useful in business management.
- v. To develop analytical skills so to analyze break even condition by using graphical representation.
- vi. Understanding the concepts of matrices and its applications.
- vii. Understanding the concepts of simple interest, compound interest, annuities, discounted cash flows and its business applications
- viii. Derivatives and its role in business and economic approach

Course Learning Outcomes: Upon completion of this course, students will be able to:

- i. How to formulate and solve linear equation and find out the relationship among the variable by using slope.
- ii. System of linear equation by using scenario/application based problems and applying different methodologies which is deemed appropriate
- iii. Mathematical Function, and types of functions
- iv. How to analyse break even condition by using graphical representation
- v. Compute simple interest, compound interest, annuities and their present/future value
- vi. Perform Cost benefit analysis by using capital budgeting technique (NPV)
- vii. Solve Matrices and its application based questions.
- viii. Derivatives & its business applications

ASSESSMENT INSTRUMENT WITH WEIGHTS:

SNR	ITEMS	MARKS
1	Mid Term Exam	30
2	End Term Exam	50
3	Internal Evaluation Breakdown	
	Quiz(s)	

	Assignments(s)		
	Class Participation		
	Présentations		
	Case Discussion		
	Lab Work/Practical Project		
	Any Other		
	Total	20	20
	GRAND TOTAL		100

COURSE CONTENTS:

Lecture	Scheduled Topic	Learning Activity	Assessment Activity	PLO ¹	CLO	Thinking Level
01	Course Overview, Basic algebraic manipulations. Addition, subtractions, multiplication and addition algebraic terms, polynomials?	Lecture		PLO 1	CLO 1	Knowledge
02	Basic Concepts of Equation, Linear equations containing 1 or more independent variables. Operation on Linear Equations. Numerical Problems and Business relating applications. (Chapter 2)	Lecture		PLO 1	CLO 1	Knowledge
03	Slopes and its interpretation, y-intercept and its interpretations. X-intercept and its interpretation. Graphical presentation of linear equations.(Chapter	Lecture		PLO 1	CLO 1	Comprehension

04	Slopes and its interpretation, y-intercept and its interpretations. X-intercept and its interpretation. Graphical presentation of linear equations. (Chapte	Lecture		PLO 1	CLO 1	Comprehension
05	Formation of linear equations using point slope form, Slope-Intercept form and two points form. Interpretation of slope, x-intercept and y-intercept. (Chapter 2)	Lecture		PLO 1	CLO 1	Comprehension
06	Formation of linear equations using point slope for Slope-Intercept form and two points form. Interpre of slope, x-intercept and y-intercept. (Chapter 2)	Lecture	Assignment 1 Quiz 1	PLO 1	CLO 1	Comprehension
07	System of Linear equation equations & their applications in business & economics, equations with two unknown and its methods, their solutions & applications. (Chapter 3)	Lecture		PLO 1	CLO 2	Comprehension
08	System of Linear equation equations & their applications in business & economics, equations with two unknown and its methods, their solutions & applications. (Chapter 3)	Lecture		PLO 1	CLO 2	Comprehension
09	System of Linear equation equations & their applications in business & economics, equations with two unknown and its methods, their solutions & applications. (Chapter 3)	Lecture		PLO 1	CLO 2	Comprehension
10	System of Linear equation equations & their applications in business & economics, equations with two unknown and its methods, their solutions & applications. (Chapter 3)	Lecture		PLO 1	CLO 2	Comprehension

11	Linear Function, Revenue, Cost, Profit & its applications in Business problems. (Chapter 5)	Lecture		PLO 1	CLO 3	Comprehension
12	Linear Function, Revenue, Cost, Profit & its applications in Business problems. (Chapter 5)	Lecture	Assignment 2 Quiz 2	PLO 1	CLO 3	Comprehension
13	Introduction to Break-Even Analysis, Concept of Break Even analysis, Business related Problems. (Chapter 5)	Lecture		PLO 5	CLO 4	Analysis
14	Introduction to Break-Even Analysis, Concept of Break Even analysis, Business related Problems. (Chapter 5)	Lecture		PLO 5	CLO 4	Analysis
15	Interests. Simple interests & applications. Simple discounts. Compound interests & applications. Cor discounts. (Chapter 8)	Lecture		PLO 1	CLO 5	Knowledge
16	Interests. Simple interests & applications. Simple discounts. Compound interests & applications. Cor discounts (Chapter 8)	Lecture		PLO 2	CLO 5	Knowledge
17	Annuities and its future value. Calculation of interest: annually, semiannually, quarterly and monthly. (Chapter 8)	Lecture		PLO 1	CLO 5	Comprehension
18	Annuities and its future value. Calculation of interest: annually, semiannually, quarterly and monthly. (Chapter 8)	Lecture		PLO 1	CLO 5	Comprehension
19	Discounted Cash inflows, Net Present values. (Chapter 8)	Lecture		PLO 4	CLO 6	Application
20	Discounted Cash inflows, Net Present values.	Lecture	Quiz 3	PLO 4	CLO	Application

	(Chapter 8)				6	
21	Matrix algebra, Operations on matrices. Inverse of a (2×2) & (3×3) matrix. (Chapter 9)	Lecture		PLO 1	CLO 7	Knowledge
22	Matrix algebra. Cramer's Rule for (2×2) & (3×3) matrix. (Chapter 9)	Lecture		PLO 1	CLO 7	Knowledge
23	Derivatives & its basic rules. (Chapter 15)	Lecture	Assignment 3	PLO 1	CLO 8	Knowledge
24	Derivatives & its basic rules. (Chapter 15)	Lecture		PLO 1	CLO 8	Knowledge
25	Derivatives & its basic rules. (Chapter 15)	Lecture		PLO 1	CLO 8	Knowledge
26	Applications of Maxima & Minima with graphical display in business problems. (Chapter 16)	Lecture		PLO 1	CLO 8	Comprehension
27	Applications of Maxima & Minima with graphical display in business problems. (Chapter 16)	Lecture		PLO 1	CLO 8	Comprehension
28	Applications of Maxima & Minima with graphical display in business problems. (Chapter 16)	Lecture		PLO 1	CLO 8	Comprehension

Course Title: Introduction to Information Technology

Course Code: CAIT-121

Credit Hours: 3+0

Course Instructor: CS-111

Mode of Contact:

You can contact your course instructor in the following ways:

Email: abc@numl.edu.pk

Meeting: By appointment via e-mail

PREREQUISITES: none

Textbook:

'Using Information Technology 11th Edition by Brian K. Williams and Stacey Sawyer'

Reference Material:

World Wide Web

"Computer Fundamentals" by P.K. Sinha

The instructor may provide additional cases, handouts, self-assessment quizzes and exercises, as considered necessary.

COURSE DESCRIPTION / OBJECTIVES:

This course is designed to introduce the basic concepts and working of today's Internet and its impact on individuals, society and organizations. The topics covered in this course include wired and wireless networks, software and hardware components, database fundamentals, desktop and web applications, human computer interactions and some economic and legal issues related to modern age of computers.

Course Learning Outcomes: After successful completion of this course, students will be able to:

- Explain information technology and understand its role in the modern age society.
- Identify the many uses for a computer.
- Identify the communication networks.
- Identify operating systems for workstations and servers.
- Describe the purpose and functions of communication hardware.
- Analyze information gathered online to solve a problem.
- Understand the basic concepts of MS Office tools.

ASSESSMENT INSTRUMENT WITH WEIGHTS:

SNR	ITEMS	MARKS
1	Mid Term Exam	30
2	End Term Exam	50
3	Internal Evaluation Breakdown	
	Quiz(s)	5
	Assignments(s)	5
	Class Participation	
	Présentations	5
	Case Discussion	
	Lab Work/ Practical Project	5
	Any Other	
	Total	20
	GRAND TOTAL	100

COURSE CONTENTS:

Lecture	Scheduled Topic	Learning	Assessment	PLO	CLO	Thinking
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	Activity	Activity		Level
01	<u>Introductions to Computer Basics and IT</u>	Lecture	PLO 2	CLO 1 Knowledge
02	Information Technology Basics and Importance	Lecture	PLO 2	CLO 1 Knowledge
03	Internet and the World Wide Web	Lecture	PLO 3	CLO 2 Knowledge
04	Physical Connections Wired Vs Wireless	Lecture	PLO 3	CLO 3 Comprehension
05	Data Transmission Speeds and Satellite Wireless Communication	Lecture	Assignment 1 Quiz 1 PLO 3	CLO 5 Comprehension
06	TCP/IP Model and Internet Service Providers	Lecture	PLO 2	CLO 5 Comprehension
07	Systems Software (Operating Systems)	Lecture	Assignment 2 PLO 2	CLO 4 Comprehension
08	Services of an Operating System	Lecture	PLO 2	CLO 4 Knowledge
09	Applications Software (Utility Programs)	Lecture	PLO 2	CLO 2 Comprehension
10	Various Ways to Obtain a Software	Lecture	PLO 2	CLO 2 Comprehension
11	Hardware the CPU and Storage	Lecture	PLO 2	CLO 5 Comprehension
13	Hardware the Input and Output	Lecture	PLO 2	CLO 5 Comprehension

14	Introduction to Microsoft Office Suite (Word, Excel, PowerPoint)	Lecture / Practical		PLO 2	CLO 7	Knowledge
15	MS Excel Practical	Lecture / Practical	Quiz 2	PLO 2	CLO 7	Application
16	MS PowerPoint Practical	Lecture / Practical	Project	PLO 2	CLO 7	Application
17	Analog Vs Digital Signals, Modems	Lecture		PLO 2	CLO 5	Comprehension
18	Network and its Types, Benefits of a Network	Lecture		PLO 8	CLO 3	Comprehension
19	Network Structures and Components of a Network	Lecture		PLO 8	CLO 3	Knowledge
20	Network Linking Devices and Network Topologies	Lecture		PLO 8	CLO 3	Knowledge
21	Introduction to Databases and its Storage Hierarchy	Lecture		PLO 2	CLO 2	Comprehension
22	Database Management Systems and its Benefits	Lecture	Assignment 3	PLO 2	CLO 6	Evaluation
23	Components of DBMS and Database Models	Lecture		PLO 2	CLO 6	Analysis
24	Data Mining and Artificial Intelligence	Lecture		PLO 2	CLO 6	Creation
25	Manipulating Digital Data (Audio, Video, Text, Graphics)	Lecture		PLO 2	CLO 6	Creation

26	Threats to Computers and Communication Systems	Lecture		PLO 8	CLO 3	Comprehension
27	Safeguarding Computers and Communication Systems, Quality of life issues	Discussion	Presentation	PLO 8	CLO 3	Comprehension
28	Systems Development (Six Phases of System Analysis and Design)	Lecture		PLO 2	CLO 6	Analysis

Course Title: Principles of Accounting

Course Code: CAAC-121

Credit Hours: 3+0

Course Instructor: Muhammad Irfan Khadim

Mode of Contact"

You can contact your course instructor in the following ways:

Email: ikhadim@numl.edu.pk

Meeting: By appointment via e-mail

PREREQUISITES: None

Textbook: "FINANCIAL & MANAGERIAL ACCOUNTING (The Basis for Business Decisions' - 15th edition (Chapter 1_5)

Authors: Robert F. Meigs Walter B Meigs Jan R. Williams Susan F. Haka Mark S. Bettner Joseph V. Carcello

Reference Material: Fundamentals of Accounting by Libby & Libby (8th Edition)

Course Description: Fundamentals of Accounting is a course that covers the fundamentals of accounting with the newcomer in mind. Accounting is more than just memorizing terms and procedures. This course assumes students have no prior knowledge about accounting or finance, and delivers lessons and examples to build accounting skills. Specifically, this class addresses accounting terminology, revenue, expenses, net income, the accounting equation, debits, credits, and balancing the accounting formula, the accounting structure, the accounting cycle, journals, ledgers, the trial balance and more. It also guides students to learn how to read financial statements properly, and how to grab meaningful information from the balance sheet, income statements and cash flow statements.

Course Objectives:

The objective of this course is as under:

1. To provide an introductory knowledge of accounting to first-Semester students.
2. While a general overview of accounting principles relating to the preparation of financial and managerial reports will be presented, the primary focus is to illuminate how accounting information is utilized by a variety of stakeholders in planning, controlling and investing decisions.
3. After completing this course, students will have a solid understanding of accounting in today's world.
4. They will understand how and why financial transactions are documented, they will know what cash flow is and how to improve it, and they will know what profit is, how it's interpreted and what influences its growth

Course Learning Outcomes: Upon completion of this course, students will be able to:

1. Identify why accounting is a necessary skill.
2. Summarize the history of accounting.
3. Identify and describe assets, liabilities and owners' equity.
4. Recognize and compare the major financial reports.
5. Describe and create a company's Income Statement.
6. Compare and contrast a company's revenue, expenses, income, and retained earnings.
7. Solve worksheet problems involving income statements, revenue, expenses, and net income.
8. Identify the key elements of a Balance Sheet.
9. Balance the accounting equation and properly chart debits and credits.
10. Describe the key elements of bookkeeping.
11. Avoid the pitfalls of bad bookkeeping habits.
12. Describe the accounting cycle.

ASSESSMENT INSTRUMENT WITH WEIGHTS:

SNR	ITEMS	MARKS	
1	Mid Term Exam	30	
2	End Term Exam	50	
3	Internal Evaluation Breakdown		
	Quiz(s)	5	
	Assignments(s)	5	
	Class Participation	5	
	Présentations	5	
	Case Discussion		
	Lab Work/Practical Project		
	Any Other		
	Total	20	20
	GRAND TOTAL	100	

COURSE CONTENTS:

Lecture	Scheduled Topic	Learning Activity	Assessment Activity	PLO ²	CLO	Thinking Level
01	<u>Introduction to Accounting.</u>					
	<ul style="list-style-type: none"> ■ Accounting Information. ■ Types of Accounting Information. ■ Role of Accounting Information in making decisions. ■ Importance of Accounting Information for internal and external users. ■ Accounting Systems. 	Lecture		PLO 1	CLO 1	Knowledge

02 Introduction to Accounting.

- Basic Terms. Business and its types.
- Types of Accounts (Assets, Liabilities Capital, Expense and Revenue.
- Types of Accounts.
- Accounting Cycle.
- Accounting Period, Fiscal Year
- Credit, Debit,

Lecture

Quiz # 1

PLO 1

CLO
3Knowledge

03 Accounting cycle (Basics)

- How to balance the fundamental accountin equation;
- Debits and Credits;
- Double Entry Accounting; Diagrams and Ch Real World Example;

Lecture

PLO 1

CLO
3Comprehension

04 Accounting cycle (Basics)

- Cash and credit transaction.
- Effect of Transactions on Accounting Equation.
- Source Documents
- General Journal. Journalizing the events of increase in capital, increase and decrease in Assets and Liabilities.

Lecture

Q & A

PLO 1

CLO
9Knowledge

05 Accounting cycle (Journal)

- General Journal. Accrual Basis Accounting

Lecture

PLO 1

CLO
10Comprehension

06 Accounting cycle (Journal)	Lecture & Case		PLO 1	CLO 10	Comprehension
<ul style="list-style-type: none"> ■ Applying Matching and Realization principle ■ Recognizing expenses and Revenue. 					
07 Accounting cycle (Ledger)	Lecture		PLO 1	CLO 12	Comprehension
<ul style="list-style-type: none"> ■ General Journal and its relationship to ledger. ■ Posting (Process of transferring information from the journal to the individual accounts in the Ledger. ■ Types of Ledgers. 					
08 Accounting cycle (Trial Balance)	Lecture	Assignment 1	PLO 1	CLO 10	Comprehension
<ul style="list-style-type: none"> ■ Trial Balance, Its Uses and Limitations. ■ Errors in trial balance, suspense account 					
09 Accounting cycle (Financial Statements)	Lecture	Quiz # 2	PLO 2	CLO 4	Comprehension
<ul style="list-style-type: none"> ■ Financial Statements. Nature and general purpose of Financial Statements. Relevant Accounting Principles 					
10 Accounting cycle (Financial Statements)	Lecture		PLO 4	CLO 5	Comprehension
<ul style="list-style-type: none"> ■ Purpose of the Income Statement; Multi-Step Income Statement; What are Retained Earnings, Revenue, Expenses, Net Income, Income Tax 					
11 Accounting cycle (Financial Statements)	Lecture	Assignment 2	PLO 4	CLO 8	Comprehension
<ul style="list-style-type: none"> ■ Statement of Retained Earnings and 					

Classified Balance Sheet.

- Relation of Income statement, Statement of Owners Equity and Balance Sheet.
-

12 Accounting cycle (Financial Statements)

- Incomplete Income statement and balance sheet
- Rectifying errors in income statement and balance sheet

Lecture & Case
let

PLO 4

CLO
8

Comprehension

13 Accounting cycle (Financial Statements)

- Rectifying errors in income statement and balance sheet
- Accounting principles and conventions

Lecture

Quiz 3

PLO 4

CLO
8

Comprehension

14 Accounting cycle

Practice from journal to Balance Sheet. Accounting

Lecture

PLO 2

CLO
8

Comprehension

15 Accounting cycle (Adjusting Entries)

- Need for adjusting entries,
- Types of Adjusting Entries.
- The concept of Depreciation.
- Accumulated Depreciation. Book Value. Contra Asset Account. Depreciate able Assets. Useful Life.

Lecture

PLO 2

CLO
6

Knowledge

16 Accounting cycle (Adjusting Entries)

- Converting Assets to Expenses;
- Prepaid Expenses, Accrued Expenses

Lecture

Q & A

PLO 2

CLO
6

Comprehension

17 Accounting cycle (Adjusting Entries)

Lecture

Assignment 3

PLO 2

CLO

Comprehension

<ul style="list-style-type: none"> ■ Converting liabilities to Revenue. ■ Accruing uncollected revenue. 					6	
18 Accounting cycle (Adjusted Trial Balance)						
<ul style="list-style-type: none"> ■ Purpose of Adjusted Trial Balance. ■ Effects of Adjusting Entries on Financial Statements 	Lecture	Quiz 4	PLO 2	CLO 7,8	Comprehension	
19 Accounting cycle (Supplemental Topic)						
<ul style="list-style-type: none"> ■ Preparing a Work Sheet and its uses. 	Lecture		PLO 2	CLO 7	Comprehension	
20 Accounting cycle (Closing Entries)						
<ul style="list-style-type: none"> ■ Closing Temporary Accounts. 	Lecture	Q & A	PLO 2	CLO 12	Comprehension	
21 Accounting cycle (After Closing Trail balance)						
<ul style="list-style-type: none"> ■ Prepare after closing trail balance 	Lecture	Quiz 5	PLO 2	CLO 12	Comprehension	
22 Accounting for Merchandising Concerns						
<ul style="list-style-type: none"> ■ Introduction to Merchandising Concerns. ■ Operating cycle of Merchandising Companies 	Lecture		PLO 1	CLO 1	knowledge	
23 Accounting for Merchandising Concerns						
<ul style="list-style-type: none"> ■ Journal Entries in Periodic & Perpetual Systems 	Lecture	Q & A	PLO 1	CLO 10	Comprehension	
24 Accounting for Merchandising Concerns'						
<ul style="list-style-type: none"> ■ Credit terms, Cash discounts, ■ Returns of Unsatisfactory ,Merchandising Exercise 	Lecture	Q & A	PLO 2	CLO 10	Comprehension	

25 Accounting for Merchandising Concerns ■ Special cases in Merchandising Companies Net method.	Lecture & Case let		PLO 1	CLO 10	Comprehension
26 Accounting for Merchandising Concerns ■ Special cases in Merchandising Companies Net method.	Lecture	Assignment 4	PLO 1	CLO 10	Comprehension
27 Accounting for Merchandising Concerns ■ Practice Questions and cases	Lecture	Quiz 6	PLO 2	CLO 10	Comprehension
28 Cases Discussions/ Projects/ Presentation	Presentations	Q & A	PLO 3	CLO 1-12	Application
29 Cases Discussions/ Projects/ Presentation	Presentations	Q & A	PLO 3	CLO 1-12	Application
30 Cases Discussions/ Projects/ Presentation	Presentations	Q & A	PLO 3	CLO 1-12	Application ion
31 Cases Discussions/ Projects/ Presentation	Presentations	Q & A	PLO 3	CLO 1-12	Application
32 Revision	Lecture		PLO 3	CLO 1-12	Comprehension

- Q & A for orally ask questions from previous lecture.
- Case let: a small case discuss in the book.

Course Title: Functional English

Course Code: CAHU-101

Credit Hours: 3+0

Course Instructor: Ambrina Qayyum

Mode of Contact"

You can contact your course instructor in the following ways:

Email: aqayyum@numl.edu.pk

Meeting: By appointment via e-mail

Prerequisites: None

Textbook:

1. English for Undergraduates by D. H. Howe
2. Oxford Practice Grammar by John Eastwood

Reference Material:

1. A Practical English Grammar by Thomson and Martinet

Course Description: This course is designed to provide students coming from diverse backgrounds of commerce, science and humanities language skills for effective oral and written communication. The textbooks used for teaching this course expose students to a variety of contents in English language followed by exercises on grammar, vocabulary, pronunciation, speaking, reading and writing skills.

Course Objectives: The course objectives are

- To expose students to a variety of content in English language.
- 1. To develop the listening skills of students so that they can decipher the spoken form of English.
- 2. To practice different speaking skills in English language.
- 3. To read and interpret various texts written in English language.
- 4. To construct grammatically correct sentences in English language.
- 5. To speak and write coherently and cohesively in English language.
- 6. To learn new words of English and use them appropriately in speech and writing.

Course Learning Outcomes: Upon completion of this course, students will be able to:

- To listen and decipher spoken forms of English language.
- To pronounce words in English language correctly.
- To construct grammatically correct oral and written sentences.
- To read and interpret text written in English language.
- To write sentences and paragraphs in English language coherently and cohesively.
- To tell and write stories.
- To write and reply letters.
- To write different types of essays.

ASSESSMENT INSTRUMENT WITH WEIGHTS:

SNR	ITEMS	MARKS
1	Mid Term Exam	30

2	End Term Exam	50
3	Internal Evaluation Breakdown	
	Quiz(s)	
	Assignments(s)	
	Class Participation	
	Présentations	
	Case Discussion	
	Lab Work /Practical Project	
	Any other	
	Total	20
	GRAND TOTAL	100

COURSE CONTENTS:

Lecture	Scheduled Topic	Learning Activity	Assessment Activity	PLO	CLO	Thinking Level
01	Unit 1 of English for Under Graduates	Lecture/ Discussion/ Public speaking		PLO 7	CLO 1-5 and 7	Knowledge/ Comprehension/Application
02	<u>Units 1 and 2 of Oxford Practice Grammar</u>					
	Individual students introduce themselves before the class	Lecture/Discussion		PLO 7	CLO 3	Knowledge/Application
03	Unit 2 of English for Under Graduates	Lecture/ Discussion		PLO 7	CLO 1-5	Knowledge/Comprehension/Application

	My first day in NUML discussion in pairs				and 8	
04	Units 4 and 5 of Oxford Practice Grammar My first day in NUML discussion in pairs	Lecture/ Discussion		PLO 3	CLO 3	Knowledge/Application
05	Unit 3 of English for Undergraduates	Lecture/ Discussion		PLO 3	CLO 1-5 and 7	Knowledge/Comprehension/ Application
06	Units 6 and 7 of Oxford Practice Grammar	Lecture/ Discussion		PLO 3	CLO 3	Knowledge/Application
07	Extended Reading from English for Under Graduates a. Early autumn b. Plan of Attack	Lecture/ Discussion	Test of Units 1and 2 of English for Undergraduates	PLO 3	CLO 4 and 8	Comprehension
08	Units 8 and 9of Oxford Practice Grammar	Lecture/Discussion		PLO 3	CLO 3	Knowledge/Application
09	<u>Unit 4 of English for Undergraduates</u>	Lecture/Discussion		PLO 3	CLO 1- 5and 8	Knowledge/Comprehension/Application
10	<u>Units 10 and 11 of Oxford Practice Grammar</u>	Lecture/Discussion	Test of grammar	PLO 3	CLO 3	Comprehension/ Knowledge /Application

	Extended Reading from English for Undergraduates					and 4
	a. Cripple					
	b. Man and Nature					
11	Unit 5 of English for Undergraduates	Lecture/ Discussion		PLO 3	CLO 1-5	Knowledge/Comprehension/Application
12	Units 12 and 13 of Oxford Practice Grammar	Lecture/Discussion	Test of Units 3 and 4 of English for Undergraduates	PLO 3	CLO 3	Knowledge/Application
13	Unit 6 of English for Undergraduates	Lecture/Discussion		PLO 3	CLO 1-5 and 8	Knowledge/Comprehension/Application
14	Units 14 and 15 of Oxford Practice Grammar Practice of Public Speaking	Lecture/Discussion	Test of grammar	PLO 3	CLO 3	Knowledge/Application
MID TERM EXAMS						
15	Unit 7 of English for Undergraduates	Lecture/Discussion		PLO 3	CLO 1-5	Knowledge/Comprehension/Application
16	Unit 18 of Oxford Practice Grammar	Lecture/ Discussion		PLO 3	CLO 3	Knowledge/Application
17	Unit 8 of English for Undergraduates	Lecture/Discussion		PLO 3	CLO 1-5	Knowledge/Comprehension/Application

					and 6	
18	Units 22 and 23 of Oxford Practice Gram	Lecture/Discussion	Test of Units 6 and 7 of English for Undergraduates	PLO 3	CLO 3	Knowledge/Application
19	Extended Reading from English for Undergraduates a. My Fifty Years in Lahore b. A Geography Lesson	Lecture/Discussion		PLO 3	CLO 1-5	Comprehension
20	Units 24, 25 and 26 of Oxford Practice Grammar	Lecture/Discussion		PLO 3	CLO 3	Knowledge/Application
21	Unit 9 of English for Undergraduates	Lecture/Discussion		PLO 3	CLO 1-5 and 7	Knowledge/Comprehension/Application
22	Unit 144 of Oxford Practice Grammar Practice of Public Speaking	Lecture/Discussion		PLO 3	CLO 3	Knowledge/Application
23	Unit 10 of English for Undergraduates	Lecture/Discussion		PLO 3	CLO 1-5	Knowledge/Comprehension/application
24	Unit 145 of Oxford Practice Grammar	Lecture/Discussion	Test of Units 8 and 9 of English	PLO 3	CLO 1-5	Knowledge/Comprehension/Application

		for Undergraduates				
25	Unit 11 of English for Undergraduates	Lecture/Discussion		PLO 3	CLO 1-5	Knowledge/Comprehension/Application
26	Unit 146 of Oxford Practice Grammar	Lecture/Discussion	Test of Grammar	PLO 3	CLO 3	Knowledge/Application
27	Extended Reading from English for Undergraduates a. Just Like Home b. Presents from my Aunts in Pakistan	Lecture/Discussion		PLO 3	CLO 1-5	Knowledge/Comprehension/Application
28	Unit 147 of Oxford Practice Grammar Reading extracts from English newspapers	Lecture/Discussion		PLO 3	CLO 3 and 4	Knowledge/ Comprehension/Application
29	<u>Extended reading from English for Undergraduates</u> <u>Wedding in the Flood</u>	Lecture/Discussion		PLO 3	CLO 1-5	Knowledge/Comprehension/Application
30	Units 148 and 149 of Oxford Practice Grammar	Lecture/Discussion	Test of Grammar	PLO 3	CLO 3	Knowledge/Application
31	Appendix 1 of English for Undergraduates	Lecture/Discussion		PLO 3	CLO 1-5	Knowledge/Comprehension/Application

32 Appendix 2 of English for
Undergraduates

Lecture/Discussion

PLO
3

CLO
1-5

Knowledge/Comprehension/Application

FINAL EXAMS

Course Title: Microeconomics

Course Code: CAEC-121

Credit Hours: 3+0

Course Instructor:

Mode of Contact"

You can contact your course instructor in the following ways:

Email: friaz@numl.edu.pk

Meeting: By appointment via e-mail

PREREQUISITES: None

Textbook:

ECONOMICS by Sameulson Nordhaus. 19th Edition. By McGraw Hills Publications.

Mankiw ,N. Gregory Microeconomics (Latest Edition),, Harvard University press.

Microeconomic Analysis by Hal Varian.

Reference Material:

Modern Economic Theory: Micro and Macro Analysis by K.K. Dewett.

Course Description:

This is the first course that undergraduates take in economics. The purpose of the course is to give students a careful understanding of the principles of economics that are applied to the functions of individual decision makers, both consumers and producers, within the larger economic system. In this course, students will learn to apply an analytical approach to the study of how individuals and societies deal with the fundamental problem of scarce resources. This approach is applied to everyday decisions faced by individuals as they try to maximize their utility, to businesses that try to maximize profits and to the whole of society as it attempts to use its resources efficiently.

Course Objectives: The course objectives are

7. To provide an introduction to a broad range of economic concepts, theories and analytical techniques to the students.
8. To understand the analysis of choices made by individual decision-making units (households and firms).
9. To analyze market, supply and demand model in which trade-offs and choices will be considered through comparison of costs and benefits of actions.
10. To develop reasoning and analytical skills among the students.

Course Learning Outcomes: Upon completion of this course, students will be able to:

11. Apply economic reasoning to the analysis of selected contemporary economic problems.
12. Understand how households (demand) and businesses (supply) interact in various market structures to determine price and quantity of a good produced.
13. Understand the links between household behaviour and the economic models of demand.
14. Relate the basic economic theory and principles to current microeconomic issues and evaluate related public policy.
15. Understand the efficiency and equity implications of market interference, including government policy.
16. Apply economic reasoning to individual and firm behaviour.

ASSESSMENT INSTRUMENT WITH WEIGHTS:

SNR	ITEMS	MARKS	
1	Mid Term Exam	30	
2	End Term Exam	50	
3	Internal Evaluation Breakdown		
	Quiz(s)		
	Assignments(s)		
	Class Participation		
	Présentations		
	Case Discussion		
	Lab Work/Practical Project		
	Any Other		
	Total	20	20
	GRAND TOTAL	100	

COURSE CONTENTS:

Lecture	Scheduled Topic	Learning Activity	Assessment Activity	PLO ³	CLO	Thinking Level
	Introduction to the concept of Scarcity <ul style="list-style-type: none"> ■ Micro & Macro Economics. ■ Basic terms of microeconomics: Basic wants, Goods & Services, Consumption, Utility. 	Lecture		PLO 1	CLO 1	Knowledge
01	<u>The Central Concepts of Economics</u>	Lecture		PLO 1	CLO 1	Comprehension

- Three Basic problems of Economic organization.
- Positive vs. Normative Economics.
- **Market, Command, and Mixed Economies**

02 The Production Possibility Frontier

- Input & Output
 - Opportunity Costs
 - Applications of PPF
- Lecture
- PLO 1 CLO 1 Comprehension
-

03 Demand

- Defining Demand & Law of Demand
 - Demand Schedule
 - Assumptions of Demand
 - Factors Affecting Demand
- Lecture
- PLO 1 CLO 1,2 Comprehension
-

04 Demand

- Shift in Demand curve and Movement along the curve
 - Market Demand
 -
- Lecture
- PLO 1 CLO 1,2 Comprehension
-

05 Supply

- Difference between Stock & Supply
 - Supply & Law of Supply
 - Assumptions of Supply
- Lecture
- PLO 1 CLO 1,2 Comprehension
-

06 Supply

- Factors Affecting Supply
- Lecture Quiz 1 PLO 1 CLO 1,2 Comprehension
-

- Shift in Supply curve and Movement along the curve
- Equilibrium of Demand & Supply
- Effects of shift in Demand & Supply

07 Elasticity of Demand

- Introduction to the concept of Elasticity
- Definition of Elasticity of Demand
- Determinants of Elasticity of Demand Lecture
- Mathematical calculation of Ed
- Graphical representation of Ed

PLO 1,2 CLO 2,3 Comprehension

08 Elasticity & Revenue

- Definition of Revenue Lecture
- Relation between Ed & Revenue

PLO 1,2 CLO 1 Comprehension

09 Elasticity of Supply

- Definition of Elasticity of Supply
- Determinants of Elasticity of Supply Lecture
- Mathematical calculation of Es
- Graphical representation of Es

PLO 1,2 CLO 1 Comprehension

10 Applications of Elasticity

- The Economics of Agriculture Lecture
- Impact of tax on price & quantities

Assignment 1 PLO 4 CLO 5 Comprehension

11 Cross Elasticity

- Cross Elasticity of Demand Lecture

PLO 1,2 CLO 1 Comprehension

- Mathematical calculation of Cross Elasti

12 Demand & Consumer Behavior

- Choice and Utility Theory
 - Marginal Utility and the Law of Diminishing Marginal Utility
- Lecture Assignment 2
Quiz 2 PLO 1 CLO 3,5 Comprehension

13 Demand & Consumer Behavior

- An Alternative Approach: Substitution Effect and Income Effect
 - From Individual to Market Demand
 - Demand Shifts: Substitutes and Complements
 - Income Elasticity: Normal Goods & Inferior Goods
- Lecture PLO 1,3 CLO 3,5 Knowledge

14 Demand & Consumer Behavior

- Indifference Curve Analysis. Characteristics of indifference curves.
 - Indifference curve for substitutes, complement goods
 - Concept of Budget line, Changes in Budget line to Income change & Price change.
- Lecture PLO 1,3,4 CLO 3,5 Knowledge

15 Production Function

- Production Function Definition
 - Total Product, Average Product & Marginal Product
 - Law of Diminishing Returns
- Lecture PLO 1,2 CLO 6 Knowledge

16 Production Function

Returns to Scale Technological Change Short
run & Long run, Productivity & Aggregate
Production function Lecture

PLO 1,2 CLO 6 Comprehension

17 Economic Analysis of Costs

- Total Costa
 - Fixed Cost
 - Variable Cost
 - Marginal Cost
 - AFC, AVC, AC
 - Relation between AC & MC
- Lecture

PLO 1,2,3 CLO 6 Comprehension

18 Economic Analysis of Costs

- Diminishing Returns & U-shaped
Curves.
 - Link between production and costs.
- Lecture

PLO 1,2,3 CLO 6 Comprehension

19 Behavior of Competitive Firms.

- Perfect Competition Definition
 - Characteristics of Perfect Competition
 - Demand Curve in Perfect Competition
- Lecture

PLO 1,2 CLO 6 Comprehension

20 Behavior of Competitive Firms.

- Price & Output Determination in short-
run
 - Normal Profit
 - Abnormal Profit
 - Loss
- Lecture

PLO 1,2,3 CLO 6 Comprehension

- Shut-down Point
- Price & Output Determination in long-run

21 Supply behavior in Competitive Firms

- Derivation of short-run Supply curve
- Special Cases of Competitive Markets:
 - Derivation of long-run Supply curve under Constant Cost Industry
 - Derivation of long-run Supply curve under Increasing Cost Industry
 - Back-ward Bending Supply Curve

Lecture

Quiz 2

PLO 3

CLO 6

Comprehension

22 Patterns of Imperfect Competition

- Definition of Imperfect Competition
- Types of Imperfect Competition
- Demand Curve under Imperfect Competition

Lecture

PLO 1

CLO 6

Comprehension

23 Patterns of Imperfect Competition

- Marginal Revenue & Monopoly
- Sources of Market Imperfections
- Natural Monopolies

Lecture

PLO 1

CLO 6

Comprehension

24 Patterns of Imperfect Competition

- Profit Maximizing Conditions.
- Monopoly Equilibrium

Lecture

Assignment 2

PLO 3

CLO 5

Comprehension

25 Behavior of Imperfect Competitors

- Market Power

Lecture

PLO 3

CLO 6

Knowledge

■ Theories of Imperfect Competition

26 Behavior of Imperfect Competitors

■ Collusive Oligopoly

Lecture

PLO 3,4

CLO 6

Knowledge

■ Price Discrimination

27 Revision

PLO 8

CLO
1,2,5,6

Comprehension

28 Final project presentations

Presentations

PLO 7,8

CLO 1

Creation

29 Final project presentations

Presentations

PLO 7,8

CLO 1

Creation

Course Title: Principles of Management

Course Code: CAMG-12

Credit Hours: 3+0

Course Instructor:

Mode of Contact"

You can contact your course instructor in the following ways:

Email: sidraswati@numl.edu.pk

Meeting: By appointment via e-mail

PREREQUISITES: Integrates the study of management principles with the development of leadership, teamwork, and interpersonal skills

Textbook: Stephen P. Robbins, Mary Coulter, Management. 11th edition.

Reference Material:

- **Courtland L. Bovee, John V Thill. Marian Burk Wood, George P. Thill, Management, international Edition.**
- **Analytical discussions on "Seven Habits of highly Effective People" by Stephen R. Covey and "Six Thinking Hats" by Edward Debono.**

Course Description: This is the introductory course in management. The course is designed to provide students with an overview of the management functions and its role in organizations and society. The course aims to provide students with the basic managerial knowledge necessary for Business students. The course focuses on providing students with analytical, developmental, managerial and technical skills that relate to managerial positions in organizations. This course is an introduction to the critical management skills involved in planning, organizing, controlling, leading and decision making in an organization. It provides a framework for understanding issues involved in both managing and being managed, and it will help you to be a more effective contributor to organizations that you join. This course develop a "systems" view of organizations that examine organizations as part of a context, including but not limited to environment, strategy, structure, tasks, people and outputs.

Course Objectives: The course objectives are

Gain practical skills and personal attributes and competencies that is required for managerial position.

Describe the four management functions of planning, organizing, leading, and controlling

Outline the historical evolution of management theories. E. Explain how decisions are made within an organization and how those decisions are communicated to the various stakeholders

Understand analytical, developmental, managerial and technical skills relate to Managing organizations

Describe the effective management skills needed to maximize individual and organizational productivity related to the internal and external environment and issues of ethics and social responsibility

Course Learning Outcomes:

After completing this course the students will be able to:

CLO1: Understand the management theories and manager's role in organization.

CLO2: Comprehend managerial roles and managerial functions

CLO3: Differentiate among different functions of manager and to make decisions accordingly.

CLO4: Recognize the contemporary issues of management at each level.

CLO5: Building critical thinking method relevant to the managerial problems and issues in organization.

ASSESSMENT INSTRUMENT WITH WEIGHTS:

SNR	ITEMS	MARKS
1	Mid Term Exam	30
2	End Term Exam	50
3	Internal Evaluation Breakdown	
	Quiz(s)	

	Assignments(s)		
	Class Participation		
	Présentations		
	Case Discussion		
	Lab Work/Practical Project		
	Any Other		
	Total	20	20
	GRAND TOTAL		100

COURSE CONTENTS:

Lecture	Scheduled Topic	Learning Activity	Assessment Activity	PLO⁴	CLO	Thinking Level
01	Foundation of management. Definition Scope and Function of Management.	Lecture		PLO 1	CLO 1	Knowledge
	Different levels, Roles and Skills of Management, Management & Organization.	Lecture		PLO 2	CLO 2	Comprehension
02	Current trends & Issues of Management; workforce diversity, globalization.	Lecture		PLO 1	CLO 2	Comprehension
03	IT development, Knowledge Management, Innovation and Creativity etc.	Lecture		PLO 2	CLO 2	Comprehension
04	Management theories and perspectives. Evolution of Management Theories.	Lecture		PLO 2	CLO	Comprehension

					2	
05	Scientific Management, Administrative Management, Bureaucratic Management.	Lecture		PLO 2	CLO 2	Comprehension
06	Behavioral theories, Hawthorne Studies, System Approach, Contingency Approach.	Lecture	Assignment 1 Quiz 1	PLO 2	CLO 2	Comprehension
07	Organizational culture & environment: Different Views and Sources of Culture.	Lecture		PLO 1	CLO 2	Comprehension
08	External & Internal Environmental Factors, Task & Mega Environment.	Lecture		PLO 1	CLO 2	Comprehension
09	Corporate social responsibility, Views on CSR	Lecture		PLO 2	CLO 2	Comprehension
10	Ethics in management, factors affecting ethics and improving ethical behaviors.	Lecture		PLO 3	CLO 2	Comprehension
11	Managing Change and Innovation The Change Process	Lecture		PLO 1	CLO 2	Comprehension
12	Two Views of the Change Process Types of Organizational Change	Lecture	Assignment 2 Quiz 2	PLO 1	CLO 2	Comprehension
13	What Is Organizational Change? Types of Change Managing Resistance to Change Why Do People Resist Change?	Lecture		PLO 2	CLO 3	Knowledge
14	Decision making: Decision making process of eight steps and its Conditions.	Lecture		PLO 1	CLO 3	Knowledge
15	Decision Making Errors and Biases, Types of Problems and Respective Decisions.	Lecture		PLO 1	CLO 3	Knowledge

16	Foundation of planning: Conceptual View of Planning and its Purpose and importance.	Lecture	PLO 2	CLO 3	Comprehension
17	Challenges and Types of Planning, Types and characteristics of Goals and Plans.	Lecture	PLO 1	CLO 2	Comprehension
18	Developing Organizational Goals. Traditional Approach and MBO	Case Discussion	PLO 2	CLO 2	Comprehension
19	Organizing; Foundation of Organizational Structure and design, Contingency Factors.	Lecture	PLO 1	CLO 3	Comprehension
20	Types of Organizational Structure, Departmentalization & Chain of Command.	Lecture	PLO 1	CLO 3	Comprehension
21	Span of Control & Formalization, Centralization and Decentralization, Work division	Lecture	PLO 1	CLO 3	Comprehension
22	Mechanistic & Organic Organizations, Traditional & Contemporary Designs.	Lecture	PLO 1	CLO 3	Comprehension
23	Environmental Uncertainty, Scanning and dynamism effects on Organizational Design.	Case Discussion	PLO 2	CLO 3	Comprehension
24	Manager as a leader	Lecture	PLO 2	CLO 3	Comprehension
25	Diffrence between leader and manager	Lecture	PLO 1	CLO 1	Knowledge
26	Leadership issues in 21 st century	Lecture	PLO 1	CLO 4	Knowledge
27	Case study from book on leadership	Case Discussion	PLO 2	CLO 3	Comprehension

28	Foundation of Control: Importance of Control, Control Process of different steps.	Lecture	PLO 2	CLO 1	Knowledge
29	Elements, Approaches and Types of Controlling, Organizational Performance	Lecture	PLO 2	CLO 3	Comprehension
30	Measures to Control Organizational Performance. Control Strategies for deviations.	presentation	PLO 2	CLO 3	Comprehension
31	Final Project	Presentations	PLO 3	CLO 5	Creation
32	Final Project	Presentations	PLO 3	CLO 5	Creation

Semester - II

CODE	COURSE	CREDITS
CAHU-102	Business Communication & Professional Speech	3
CAAC-141	Financial Accounting	3
CAMK-221	Principles of Marketing	3
CAFI-121	Intro. to Business Finance	3
CAMT-102	Statistics and Probability	3
CAEC-101	Macro Economics	3

Course Title: FINANCIAL ACCOUNTING

Course Code: CAAC-141

Credit Hours: 3 + 0

Course Instructor:

Mode of Contact:

Prerequisites:

- The student should have passed principles of accounting

RECOMMENDED TEXTBOOK:

Text Book:

- ACCA recommended text books for Financial Accounting(FFA/F3) by Kaplan Publishers and Bpp Publishers.
- Financial & Managerial Accounting (19th Edition) by Jan R Williams, Susan F Haka. Mc-Graw Hill Companies Incorporation (Publisher)

Reference books:

- Fundamentals of Accounting by Libby & Libby (8th Edition)
- Intermediate Accounting by Donald Kieso. John Wiley & Sons Inc.

COURSE DESCRIPTIONS/OBJECTIVES:

This course is designed to introduce students to fundamental accounting concepts, conventions, principles, and procedures to develop skills in double entry accounting procedures in relation to companies. Students develop the skills necessary to prepare and analyze the financial

statements of a public corporation. Topics include the conceptual framework; understanding the working of accounting standards; the accounting cycle; financial statements; internal control and bank reconciliations; receivables; inventory; long-term assets including intangibles; liabilities including bonds payable; shareholders' equity, dividends. The ultimate target is to make student prepare and ready to analyze the problem, situation and apply their requisite accounting knowledge to tackle the problem and devise good solution.

Course Objectives and Learning Outcomes:

The course aims at developing an understanding and appreciation of the principles and concepts of Financial Accounting and its applications to the business situations. This course will enable students to understand and distinguishing the elements of financial statements and the accounting procedures for it. After completing this course students will be able to:

- Develop the understanding the fundamental accounting principles and concepts with their applicability
- Transactions recording in general journal, prepare ledger accounts of merchandizing concern.
- Prepare trial balance, year-end adjustments; prepare adjusted trial balance of merchandizing concern.
- Prepare financial statements merchandizing concern in accordance with IAS 1
- Compute inventory by using different valuation methods in accordance with IAS 2
- Prepare cash flow in accordance with IAS 7
- Understand the property, plant and equipment and apply various depreciation methods
- Prepare reconciliation statement of various types required for controlling
- Learn the accounting for issuance of shares and other accounting aspects related to company.

ASSESSMENT INSTRUMENT WITH WEIGHTS:

SN R	ITEMS	MARKS
1	Mid Term Exam	30
2	End Term Exam	50
3	Internal Evaluation Breakdown	
	Quiz(s)	
	Assignments(s)	
	Class Participation	
	Présentations	
	Case Discussion	
	Lab Work/Practical Project	
	Any Other	
	Total	20
		0
	GRAND TOTAL	100

COURSE CONTENTS:

Lecture	Scheduled Topic	Learning Activity	Assessment Activity	PLO	CLO	Thinking Level
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01	<ul style="list-style-type: none"> ■ Introduction to Fundamental Principles ■ Introduction to concept used in accounting. 	Lecture		PLO 2	CLO 1	Comprehension
02	<ul style="list-style-type: none"> ■ Understanding the need of Inventories in merchandising concerns. ■ Understand Accounting for Inventories 	Lecture		PLO 2	CLO 2 and 5	Comprehension
03	<ul style="list-style-type: none"> ■ IAS 2: Inventories: Measurement issues 	Lecture		PLO 2	CLO 5	Comprehension
04	<ul style="list-style-type: none"> ■ IAS 2: Inventories: Valuation and Recognition 	Lecture		PLO 2	CLO 5	Comprehension
05	<ul style="list-style-type: none"> ■ Practice Questions and numerical of the above 	Lecture		PLO 2	CLO 5	Comprehension
06	<ul style="list-style-type: none"> ■ IAS 16:Accounting for Property, Plant and Equipment ■ Understand the difference between capital and revenue expenditures. Measurement and recognition of non-current assets 	Lecture	Quiz 1	PLO 2	CLO 7	Comprehension
07	<ul style="list-style-type: none"> ■ IAS 16:Accounting for Property, Plant and Equipment ■ Understand the need to charge depreciation and practicing the methods of depreciation in accordance with IAS 16. 	Lecture		PLO 2	CLO 3 and 7	Comprehension
08	<ul style="list-style-type: none"> ■ IAS 16:Accounting for Property, Plant and Equipment ■ Revising the estimates as per IAS 16. 	Lecture		PLO 2	CLO 2 and 7	Comprehension
09	<ul style="list-style-type: none"> ■ Recording and reporting disposal of Non-current assets 	Lecture		PLO 2	CLO 2 and 7	Comprehension
10	<ul style="list-style-type: none"> ■ Accounting treatments for revaluation of non-current assets and subsequent procedures after revaluation. 	Lecture	Assignment 1	PLO 2	CLO 3 and 7	Comprehension
11	<ul style="list-style-type: none"> ■ Accounting treatments for disposal of revalued non-current assets. 	Lecture		PLO 2	CLO 3 and 7	Comprehension
12	<ul style="list-style-type: none"> ■ Practice questions for Property, Plant, and Equipment 	Lecture		PLO 2	CLO 7	Comprehension
13	<ul style="list-style-type: none"> ■ Accounts receivables: 	Lecture	Assignment 2 Quiz 2	PLO 2	CLO 2 & 3	Comprehension

	<ul style="list-style-type: none"> ■ Accounts receivable & allowance for doubtful accounts, writing off an uncollectible A/R by Aging method, writing off an uncollectible A/R by Direct method. 					
14	<ul style="list-style-type: none"> ■ Accounts receivables: ■ Practice Questions and Revision 	Lecture		PLO 2	CLO 2 & 3	Comprehension
15	<ul style="list-style-type: none"> ■ Introduction to company accounts. ■ Introduction to sources of finances for companies. 	Lecture		PLO 2	CLO 2 and 9	Comprehension
16	<ul style="list-style-type: none"> ■ Accounting treatment for sources of finances for companies. 	Lecture		PLO 2	CLO 2 and 9	Comprehension
17	<ul style="list-style-type: none"> ■ Understanding corporate taxation system. ■ Accounting treatment for company taxation. 	Lecture		PLO 2	CLO 3	Comprehension
18	<ul style="list-style-type: none"> ■ Practice questions for company accounts and company taxation. 	Lecture		PLO 2	CLO 2 and 3	Comprehension
19	<ul style="list-style-type: none"> ■ Cash Control and Bank Reconciliation Statement; ■ What is cash book and bank statement, reasons for the difference between both the books, why to reconcile both books, ■ Purpose for making bank reconciliation statement. 	Lecture		PLO 2	CLO 8	Comprehension
20	<ul style="list-style-type: none"> ■ Control accounts reconciliations 	Lecture	Assignment 3	PLO 2	CLO 8	Comprehension
21	<ul style="list-style-type: none"> ■ Introduction to IAS 1; ■ Preparing and presentations of financial statements. 	Lecture		PLO 2	CLO 3 and 4	Comprehension
22	<ul style="list-style-type: none"> ■ Preparing financial statements of merchandising concern including SoP&L, SoFP, SoE and note to the accounts 	Lecture		PLO 2	CLO 3 and 4	Comprehension
23	<ul style="list-style-type: none"> ■ Practice question for IAS 1. 	Lecture		PLO 2	CLO 4	Comprehension

24	■ Introduction to Statement of cash flows in accordance with IAS 7	Lecture	Quiz 3	PLO 2	CLO 6	Comprehension
25	■ Preparing Statement of cash flows	Lecture		PLO 2	CLO 6	Comprehension
26	■ Introduction to Consolidated Statement of Financial Position as per IFRS 10	Lecture		PLO 2	CLO 2 and 9	Comprehension
27	■ Introduction to Consolidated Statement of Profit and Loss as per IFRS 10	Lecture		PLO 2	CLO 2 and 9	Comprehension
28	■ Need for Consolidated Statement in accordance with IFRS 10	Lecture		PLO 2	CLO 9	Comprehension

Course Title: Business Communication and Professional Speech

Course Code: CAHU-102

Credit Hours: 3+0

Course Instructor: Ambrina Qayyum

Mode of Contact: You can contact your course instructor in the following ways:

Email: aqayyum@numl.edu.pk

Meeting: By appointment via e-mail

Prerequisites: None

Textbooks:

1. Business English and Communication (8th edition) by Lyn R. Clarke
2. Business Communication: Strategy and Skill by Mary Munter
3. Effective Business Communication (International 7th edition) by Herta A. Murphy
4. Business and Administrative Communication (5th edition) by Kitty O. Locker
5. Oxford Practice Grammar by John Eastwood

Reference Material:

1. Business Communication (3rd edition) by Kitty O. Locker
2. Business Communication Today (7th edition) by Courtland L. Bovee
3. Communicate! (10th edition) by Rudolph F. Verderber

Course Description: This course is designed to enable students to understand the process of communication and its importance in professional and administrative work. The students should be able to differentiate between communication inside and outside the organization. They execute the importance of interpersonal communication in meetings and working in groups and communicating effectively both verbally and non-verbally in professional situations. Besides the students understand the process of public speaking and especially giving oral presentations and demonstrate their knowledge in persuasive and informative speeches. The students should understand the significance of inter-cultural communication in the contemporary age and learn how to communicate effectively with people from other cultures. They learn documentation by writing letters, memorandums and reports. This course also prepare students for job hunting by teaching them writing resumes and letters of application and preparing them for appearing in interviews.

Course Objectives: The course objectives are to

- Provide students language skills for effective verbal and non verbal organizational communication.
- Communicate effectively and professionally in situations with culturally diverse audience.
- Decipher and prepare business documents such as letters, memorandums and reports.

Course Learning Outcomes: Upon completion of this course, students will be able to:

- Describe the process of communication and use verbal and nonverbal communication effectively.
- Identify and effectively employ various tools of communication used inside and outside an organization, namely letters, memorandums etc.
- Prepare and execute oral presentations: informative and persuasive.
- Identify and accommodate cultural differences effectively in various business and professional situations.
- Select and execute strategies for effective interpersonal communication: business and group meetings.
- Interpret and prepare short and long business reports.
- Write resume, letter of application and prepare for interviews.
- Speak and write correct sentences in English language.

ASSESSMENT INSTRUMENT WITH WEIGHTS:

SNR	ITEMS	MARKS
1	Mid Term Exam	30
2	End Term Exam	50
3	Internal Evaluation Breakdown	
	Quiz(s)	
	Assignments(s)	
	Class Participation	
	Présentations	
	Case Discussion	
	Lab Work /Practical Project	
	Any other	
	Total	20
	GRAND TOTAL	100

CONTENTS:

Lecture	Scheduled Topic	Learning Activity	Assessment Activity	PLO	CLO	Thinking Level
	<u>01 The Process of Communication and its components including participants, context, message, channels, noises and feedback.</u>	Lecture/Discussion		PLO 7	CLO 1	Knowledge
02	How business communication is	Lecture/Discussion		PLO	CLO	Knowledge

	different from other forms of communication. Seven Cs of communication.		7	1	
03	Verbal communication and uses of language. How can one speak more clearly?	Lecture/ Discussion	PLO 7	CLO 1	Knowledge
04	Nonverbal communication or NVC. Body motions, self-presentation and use of Environment in NVC tense. Units 83 and 84 of Oxford Practice Grammar.	Lecture/Discussion	PLO 7	CLO 1 and 7	Knowledge/ Application
05	<u>Communication inside an organization: horizontal and vertical. Communication outside an organization: managing news media, managing corporate news, role of company's spokesperson and managing crisis communication</u>	Lecture/Discussion	Test on communication: verbal and nonverbal PLO 7	CLO 2	Knowledge
06	Effects of technology on business writing. Writing effective emails.	Lecture/ Discussion	PLO 7	CLO 2 and 7	Knowledge/Application

07	Layout and design of business letters. Organizational plans of good and bad r messages. Reading sample business lette	Lecture/ Discussion	Test on Grammar	PLO 7	CLO 2	Knowledge /Comprehension/Application
	Writing good and bad news messages					
08	Organizational plans of neutral and pers messages : direct and indirect Reading sample business letters Writing neutral and persuasive messages	Lecture/Discussion		PLO 7	CLO 2 and 7	Knowledge/Comprehension/Application
09	Memorandums: definition, difference between letter and memorandum, parts of memorandum Reading different memorandums Interpersonal Unit 54 of Oxford Practice Grammar	Lecture/Discussion		PLO 7	CLO 2 and 7	Knowledge/Comprehension/Application
10	Rearranging and writing memorandums Units 55 and 56 of Oxford Practice Grammar	Lecture/Discussion		PLO 7	CLO 2 and 7	Knowledge/Comprehension /Application
11	Interpersonal Communication: importance of listening and working in groups and	Lecture /Discussion	Test on grammar	PLO 7	CLO 5	Knowledge

teams

12	Conducting Business Meetings Difference between meeting and presentation Writing agenda and minutes of meetings	Lecture/Discussion		PLO 7	CLO 5	Knowledge
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13	Role of chairperson and participants in a meeting	Lecture/Discussion	Test on writing letters and memos	PLO 7	CLO 5	Knowledge
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14	Mock business meeting	Lecture/Discussion		PLO 7	CLO 5	Application
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MID TERM EXAMS

15	Oral Presentation: definition, purposes, f	Lecture/Discussion		PLO 7	CLO 3	Knowledge
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16	Oral Presentation: plan, opening, closing, organizing content, visuals, answering questions	Lecture/ Discussion		PLO 7	CLO 3	Knowledge
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17	Persuasive and informative speaking Reading and analyzing speeches	Lecture/Discussion		PLO 7	CLO 3	Knowledge/Comprehension/Application
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18	Definition of intercultural communication Factors contributing to importance of intercultural Differences in cultures	Lecture/Discussion	Test on Oral Presentation	PLO 7	CLO 4	Knowledge
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Improving inter-cultural communication						
19	Purposes and style of business reports Formats and types of short reports: infor feasibility, recommendation and justifica Reading and analyzing sample short rep	Lecture/Discussion		PLO 7	CLO 6	Comprehension/Application
20	Parts of a long report: title, letter or memorandum of transmittal, table of contents, list of illustrations, executive summary and body of report	Lecture/Discussion	Test on inter- cultural communication	PLO 7	CLO 6	Knowledge
21	Individual students give oral presentatio	Discussion		PLO 7	CLO 3	Application
22	Preparing resumes Definition, types, parts of resumes Units 60 and 61 of Oxford Practice Grammar	Lecture/Discussion		PLO 7	CLO 6and 7	Knowledge
23	Reading sample resumes Writing resumes Units 62 Oxford Practice Grammar	Lecture/Discussion		PLO 7	CLO 6and 7	Knowledge/Comprehension/ Application
24	Letters of Application Definition, types	Lecture/Discussion	Test on Report Writing	PLO 7	CLO 6	Knowledge
25	Reading sample letters of application Writing letters of application	Lecture/Discussion		PLO 7	CLO 6	Knowledge/Comprehension/Application

26	Preparing resumes and writing letters of application using the information given	Lecture/Discussion	PLO 7	CLO 6	Application
27	Interview Definition and types	Lecture/Discussion	PLO 7	CLO 6	Knowledge
28	Role of interviewee	Lecture/Discussion	PLO 7	CLO 6	Knowledge
29	<u>Role of interviewer</u>	Lecture/Discussion	PLO 7	CLO 6	Knowledge
30	Reading and analyzing sample interviews	Discussion	PLO 7	CLO 6	Comprehension/Application
31	Mock interviews	Lecture/Discussion	PLO 7	CLO 6	Application
32	Mock interviews	Lecture/Discussion	PLO 7	CLO 6	Application

FINAL EXAMS

Course Title: Introduction to Business Finance

Course Code: CAFI-121

Credit Hours: 3+0

Course Instructor:

Mode of Contact"

You can contact your course instructor in the following ways:

Email:

Meeting: By appointment via e-mail

PREREQUISITES: As a finance course, you must have an understanding of Principles of Accounting

Textbook:

- Fundamentals of Financial Management Van C. Horne 13th Edition (or latest edition)

Reference Material:

- Financial Management by Brigham and Houston 13th edition (or latest edition)
- Principles of Managerial Finance/Lawrence J. Gitman, Chad J. Zutter.—13th ed.

Course Description: This is a basic course in Business Finance for BS A&F program. The main objective of this course is to prepare students to understand the concept of business finance, the corporate objectives and the basic terminology of business finance, the preparation of the time value of money, present and future value of money, then how to evaluate annuity concept in it. How to evaluate the capital projects, calculation of the cost of capital and optimal capital structure?

Course Objectives: The objective of this course is to enable students;

- to understand the basic concepts of business finance.
- to understand the concept of the time value of money.
- to illustrate and analyze the working capital management principles.
- to illustrate the concept of basic capital budgeting techniques.

Intended Course Learning Outcomes: After studying this course the students would be able to:

- understand and be able to strategically analyze the difference between investment decisions and financial decisions.
- analyze the impact of time value of money decisions on the business problems.
- analyze the profitability and liquidity position of the business problems.
- analyze the capital budgeting techniques of the business problems.

ASSESSMENT INSTRUMENT WITH WEIGHTS:

SNR	ITEMS	MARKS	
1	Mid Term Exam	30	
2	End Term Exam	50	
3	Internal Evaluation Breakdown		
	Quiz(s)		
	Assignments(s)		
	Class Participation		
	Présentations		
	Case Discussion		
	Lab Work/Practical Project		
	Any Other		
	Total	20	20
	GRAND TOTAL		100

COURSE CONTENTS:

Lecture	Scheduled Topic	Learning Activity	Assessment Activity	PLO	CLO	Thinking Level
01	■ <u>Overview of the Course</u>	Lecture		PLO 1	CLO 1	Knowledge
02	■ <u>Goals of a Financial Manager, Finance and Accounting. What is financial management?</u>	Lecture		PLO 1	CLO 1	Comprehension
03	■ Goal of the firm, difference between profit maximization and shareholders wealth maximization, agency problems	Lecture		PLO 1	CLO 1	Comprehension
04	■ Types of Business Organizations; Sole Proprietorship, Partnership and Corp	Lecture		PLO 1	CLO 1	Knowledge
05	■ Financial Markets, Money market vs capital markets; primary markets vs secondary Market	Lecture		PLO 1	CLO 1	Knowledge
06	■ Flow of Funds between different markets and role of Financial Intermediations	Lecture	Quiz 1	PLO 1	CLO 1	Comprehension
07	■ Concept of Time Value of Money, Discussi Time Line its importance	Lecture		PLO 1	CLO 2	Comprehension
08	■ Difference between Present Value and Compound Value	Lecture		PLO 4	CLO 2	Comprehension
09	■ Concept of Annuity, Different types of Annuities, Distinguish between an "ordinary annuity" and an "annuity due	Lecture		PLO 4	CLO 2	Comprehension

10	■ How to calculate the required rate of return in an Annuity	Lecture	Assignment 1	PLO 4	CLO 2	Comprehension
11	■ Types of Loans; Pure Discount Loans, Interest-only Loans and Amortization of Loan	Lecture		PLO 1	CLO 2	Comprehension
12	■ Amortization of Loan Schedule, Effective Annual Rate	Lecture		PLO 4	CLO 2	Comprehension
13	■ Valuation of Long Term Securities, Basic Concepts of Valuations, Different Types of Bonds on the Basis of Valuations	Lecture	Assignment 2 Quiz 2	PLO 1	CLO 2	Comprehension
14	■ Perpetuity, Coupon Bonds	Lecture		PLO 4	CLO 2	Comprehension
15	■ Concept of Yield to Maturity (YTM)	Lecture		PLO 4	CLO 2	Comprehension
16	■ Concept of Yield to Call	Lecture		PLO 4	CLO 2	Comprehension
17	■ Valuation of Stock: Types of Stocks	Lecture		PLO 1	CLO 2	Knowledge
18	■ Special Cases: Perpetuity, Constant Growth Model	Lecture		PLO 4	CLO 2	Comprehension
19	■ Non-Constant Growth model: 2- Stage growth Model	Lecture		PLO 4	CLO 2	Comprehension
20	■ Components of Required Rate of Return of a Stock	Lecture	Assignment 3	PLO 4	CLO 2	Comprehension

21	■ Principles of Working Capital Management: Profitability and Liquidity	Lecture		PLO 1	CLO 3	Comprehension
22	■ Classification of Working Capital, Financing Current Assets	Lecture		PLO 1	CLO 3	Comprehension
23	■ Cash and Marketable Securities Management: Motives for Holding Cash	Lecture		PLO 1	CLO 3	Knowledge
24	■ Investment in Marketable Securities: Three Segments	Lecture	Quiz 3	PLO 1	CLO 3	Knowledge
25	■ Capital Budgeting Process: Discounted verses non-Discounted Techniques	Lecture		PLO 4	CLO 4	Comprehension
26	■ Application of Capital Budgeting Techniques: Payback Period Method	Lecture		PLO 4	CLO 4	Comprehension
27	■ Internal Rate of Return Method, Multiple IRR	Lecture		PLO 4	CLO 4	Comprehension
28	■ Net present value method, Profitability Index	Lecture		PLO 4	CLO 4	Comprehension

Course Title: Principles of Marketing

Course Code: CAMK-221

Credit Hours: 3+0

Course Instructor:

Mode of Contact:

You can contact your course instructor in the following ways:

Email:

Meeting: By appointment via e-mail

PREREQUISITES: As a marketing course, you must have an understanding of Principles of Management

Textbook:

Principles of Marketing, by Philip Kotler, & Gary Armstrong 17th Edition.

Reference Material:

- Philip Kotler, Gary Armstrong, Ehsan Ul Haq *Principles of Marketing, A South Asian Perspective 13th edition*, PEARSON.
- *Marketing* by Michael J . Etzel , Bruce J. Walker and William Stanton , International Edition

Course Description: This course is designed to serve as an introduction to the basic principles of marketing, practices, and the application of these practices. This course examines our present-day marketing system from a managerial point of view and has a current events component to help emphasize the marketing principles in today's business world. Subjects covered include consumers, market research and target markets, feasibility

analysis, products, promotion, channels of distribution, pricing, international marketing and use of technology in marketing. The majority of class time will be spent in lecture discussing the various solutions to marketing cases by the application of marketing principles.

Course Objectives: The course objectives are

1. To understand how organizations identify customers and their needs/wants.
2. To comprehend marketing decisions, based upon the combination of product, price, promotion, and distribution elements.
3. To understand how marketing is carried out by an organization to meet the requirements of domestic and international buyers, both households and businesses, within the bounds of ethics and the legal environment.
4. To apply key frameworks and methods, and develop analytical skills to solve marketing problems.
5. To provide a firm foundation in marketing theory and marketing practices.
6. To relate the impact of marketing and its integration with the major/specialization or field of interest.

Course Learning Outcomes: Upon completion of this course, students will be able to:

1. Understand and make appropriate use of marketing terms.
2. A comprehensive understanding of the basic principles and tools of marketing.
3. Marketing themselves more effectively in their professional and personal lives.
4. Demonstrate the ability to critically evaluate a marketing program from consumer and marketing practitioner viewpoints, including consideration of ethical implications.
5. Communicate clearly, in an organized fashion, the concepts of marketing
6. Demonstrate an understanding of how marketing fits with the other business disciplines within an organization.

ASSESSMENT INSTRUMENT WITH WEIGHTS:

SNR	ITEMS	MARKS
1	Mid Term Exam	30

2	End Term Exam		50
3	Internal Evaluation Breakdown		
	Quiz(s)		
	Assignments(s)		
	Class Participation		
	Présentations		
	Case Discussion		
	Lab. Work/Practical Project		
	Any Other		
	Total	20	20
	GRAND TOTAL		100

COURSE CONTENTS:

Lecture	Scheduled Topic	Learning Activity	Assessment Activity	PLO	CLO	Thinking Level
01	Basic concepts of marketing <u>What Is Marketing?</u> <ul style="list-style-type: none"> ■ Marketing Defined ■ The Marketing Process ■ Understanding the Marketplace and Customer Needs 	Lecture		PLO 1	CLO 1	Knowledge
02	<u>Designing a Customer-Driven Marketing Strategy</u> <ul style="list-style-type: none"> ■ Selecting Customers to Serve 	Lecture		PLO 1 & 2	CLO 2	Comprehension

- **Choosing a Value Proposition**
- **Marketing Management Orientations**
- **Preparing an Integrated Marketing Plan and Program**
- Building Customer Relationships

03 Designing a Customer-Driven Marketing Strategy

- **Capturing Value from Customers**
- **Creating Customer Loyalty and Retention** Lecture
- **Growing Share of Customer**
- **Building Customer Equity**

PLO 2 CLO 2 Comprehension

04 **The Changing Marketing Landscape**

- The Uncertain Economic Environment
- The Digital Age Lecture
- Rapid Globalization
- Sustainable Marketing

PLO 1 & 7 CLO 2 Comprehension

05 **Company and Marketing Strategy**

- Defining a Market-Oriented Mission
- Setting Company Objectives and Goals
- Designing the Business Portfolio
- Planning Marketing: Partnering to Build Customer Relationships Lecture
- Partnering with Other Company Depart
- Partnering with Others in the Marketing System

PLO 2 CLO 2 & 4 Comprehension

06 Marketing Strategy and the Marketing Mix

- Customer-Driven Marketing Strategy
 - Developing an Integrated Marketing Mix
 - Managing the Marketing Effort
 - Marketing Analysis
 - Marketing Planning
- Lecture PLO 2 CLO 2 Comprehension
-

06 Marketing Strategy and the Marketing Mix

- Marketing Implementation
 - Marketing Department Organization
 - Marketing Control
 - Measuring and Managing Return on Marketing Investment
- Lecture Assignment 1 Quiz 1 PLO 2 CLO 2 Comprehension
-

07 Analyzing the Marketing Environment

- The Microenvironment
 - The Company
 - Suppliers
 - Marketing Intermediaries
 - Competitors
 - Publics
 - Customers
- Lecture PLO 2 CLO 2 & 6 Comprehension
-

07 The Macro-environment

- The Demographic Environment
 - The Economic Environment
 - The Natural Environment
 - The Technological Environment
- Lecture PLO 1 & 2 CLO 2 & 6 Comprehension
-

- The Political and Social Environment
- The Cultural Environment
- Responding to the Marketing Environm

08 Marketing Information and Customer Insights

- **Marketing Information and Customer Insights**
- **Assessing Marketing Information Needs**

Lecture

PLO 1, 2
& 4

CLO 2
& 4

Comprehension

Developing Marketing Information

- **Internal Data**
- **Competitive Marketing Intelligence**

08 Marketing Research

- **Defining the Problem and Research Objectives**
- **Developing the Research Plan**
- **Gathering Secondary Data**
- **Primary Data Collection**
- Interpreting and Reporting the Finding

Lecture

PLO 2

CLO 2
& 4

Comprehension

09 Implementing the Research Plan

- Analyzing and Using Marketing Information
- Customer Relationship Management
- Distributing and Using Marketing Information
- Big Data and Marketing Analytics
- Other Marketing Information Considerations

Lecture

PLO 3

CLO 2
& 4

Comprehension

10 Consumer buying behavior and Characteristics Affecting Consumer Behavior

- What are consumer markets and consumer buying behavior?
- Cultural Factors
- Social Factors
- Personal Factors
- Psychological Factors

Lecture

PLO 1 &
7

CLO 2

Comprehension

11 Types of Buying Decision Behavior

- Complex Buying Behavior
- Dissonance-Reducing Buying Behavior
- Habitual Buying Behavior
- Variety-Seeking Buying Behavior

Lecture

PLO 1 &
7

CLO 2

Comprehension

12 Class activity (The Bridge)/ Tata Nano; the people's car

- Focus on consumer needs
- Manage key stakeholders
- Incorporate consumer/individual behavior

Class

Activity/Case

Discussion

PLO 2, 3,
4 & 5CLO 4,
5 & 6

Critical thinking and Managing relations

***Discussion on project guidelines**

13 Customer-Driven Marketing Strategy

- Market Segmentation
 - Segmenting Consumer Markets
 - Segmenting Business Markets
 - Segmenting International Markets

Lecture

Assignment 2
Quiz 2

PLO 1

CLO 2

Comprehension

- Requirements for Effective Segmentation

14 Market Targeting

- Evaluating Market Segments
 - Selecting Target Market Segments
 - Differentiation and Positioning
 - Positioning Maps
 - Choosing a Differentiation and Positioning Strategy
 - Communicating and Delivering the Chosen Position
- Lecture
- PLO 2 CLO 2 & 4 Knowledge & Analysis

Mid Term Examination

15 Products, Services, and Brands

- Products, Services, and Experiences
 - Levels of Product and Services
 - Product and Service Classifications
 - Product and Service Decisions
 - Individual Product and Service Decision
 - Product Line Decisions
 - Product Mix Decisions
- Lecture
- PLO 1 & 2 CLO 2 & 4 Knowledge

16 Services Marketing

- The Nature and Characteristics of a Service
 - Marketing Strategies for Service Firms
 - Branding Strategy: Building Strong Brands
 - Brand Equity
 - Building Strong Brands
- Lecture
- PLO 1 CLO 2 & 3 Knowledge

□ Managing Brands

17	Coca-Cola India's Frozen Dessert Plan Heats Up Competition	Case Discussion	PLO 2	CLO 3, 4 & 5	Comprehension
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18 Pricing: Understanding and Capturing Customer Value 1

- What Is a Price?
- Major Pricing Strategies
- Other Internal and External Considerations Affecting Price Decisions
- Overall Marketing Strategy
- Overall Marketing Strategy, Objectives, Mix
- Organizational Considerations
- The Market and Demand
- The Economy
- Other External Factors

Lecture	PLO 1	CLO 2	Comprehension
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19	Nestlé's Maggi: Pricing and Repositioning a Recalled Product	Case Discussion	PLO 2	CLO 3, 4 & 5	Comprehension
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20 Marketing Channels: Delivering Customer Value

- Supply Chains and the Value Delivery Network
- The Nature and Importance of Marketing Channels
- How Channel Members Add Value
- Number of Channel Levels
- Channel Behavior and Organization

Lecture	PLO 1	CLO 2 & 3	Comprehension
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- Channel Behavior
- Vertical Marketing Systems
- Horizontal Marketing Systems
- Multichannel Distribution Systems
- Changing Channel Organization
- Channel Design Decisions
- Analyzing Consumer Needs
- Setting Channel Objectives
- Identifying Major Alternatives
- Evaluating the Major Alternatives
- Designing International Distribution Channels

21 Channel Management Decisions

- Selecting Channel Members
- Managing and Motivating Channel Mer
- Evaluating Channel Members
- Public Policy and Distribution Decisions
- Marketing Logistics and Supply Chain Management Lecture
- Nature and Importance of Marketing Lc
- Goals of the Logistics System
- Major Logistics Functions
- Integrated Logistics Management

Assignment 3 PLO 1 & CLO 2
 Quiz 3 2 & 3 Comprehension

22 Integrated Marketing Communications

- The New Marketing Communications Model Lecture
- The Need for Integrated Marketing Communications

PLO 1 & CLO 2,
 3 3 & 4 Comprehension

- A View of the Communication Process
- Steps in Developing Effective Marketing Communication
- Identifying the Target Audience
- Determining the Communication Objectives
- Designing a Message
- Choosing Media
- Selecting the Message Source
- Collecting Feedback

23 Setting Promotion Budget

- Setting the Total Promotion Budget
- Shaping the Overall Promotion Mix
- Integrating the Promotion Mix
- Socially Responsible Marketing Communication
- Advertising and Sales Promotion
- Personal Selling

Lecture

PLO 1

CLO 2
& 3

Comprehension

24 Sustainable Marketing: Social Responsibility and Ethics

Lecture

PLO 2 &
3

CLO 3,
4 & 5

Comprehension

25 Class Activity (Managing PR Challenges)

- Focused on managing situations where bad word of mouth has caused distrust among customers.
- Collaborative learning

Class Activity

PLO 2, 3
& 6

CLO
3,4 & 5

Critical thinking and
Communication skills

26 Socially Responsible Marketing

Lecture

PLO 2 &
6

CLO 3

Comprehension

27 **Final Project**

Presentations

PLO 3, 4
& 5

CLO 5
& 6

Creation

28 **Final Project**

Presentations

PLO 3, 4
& 5

CLO 5
& 6

Creation

Final Term Examination

Course Title: Statistics and Probability

Course Code: CAMT-102

Credit Hours: 3+0

Course Instructor: Rabia Azeem

Mode of Contact"

You can contact your course instructor in the following ways:

Email: razeem@numl.edu.pk

Meeting: By appointment via e-mail

PREREQUISITES

The prerequisites for this course are learning of probability theory and basic statistical knowledge.

Textbook

- 1) Kenkel J. L. "Introductory Statistics for Management and Economics" 3rd ed. PWS-KENT Publishing Company, Boston, 1989.
- 2) Walpole R. E. "Introduction to Statistics" 3rd ed ; Macmillan Publishing Co.NY 1982.
- 3) Freund J. E. "Elementary Business Statistics, the Modern Approach", 6 th ed. Prentice Hall, (1990).

Reference Material

Applied Statistics for Social and Management Sciences by Abdul Quader Miah, 2016.

Course Description

This course deals with the learning and applications of descriptive statistics: this course gives introduction to statistics and its methods. Probability and Statistics gives the understanding to link the concepts and to apply the theory on data in order to solve the research problems. In the first half of the course, we will focus on describing and exploring the basic descriptive measures of data and numerical applications. In the second half of the course, we will give a detailed study of probability theory and we will also learn some statistical distributions and their research applications. Basic statistical softwares like SPSS and Excel will be used to handle the data.

Course Objectives

The course objectives are

- This course introduces Probability and Descriptive statistics with applications. Understand the Measures of Central Tendencies and Measures of Dispersion and discuss some of the issues and problems associated with collecting and interpreting the concerned data, and basic statistical studies.
- A deep understanding of formulas of Probability and the area where it is needed.
- Understand the concepts of Probability, Random variables and their Distributions, Discrete and Continuous probability distributions, in particular the Binomial distribution and Normal distribution.
- Understand the concepts of Estimation (Confidence Intervals) and Hypothesis testing for population Averages and percentages. An introduction to linear regression is also the demand of the course.
- The main objective is to provide students with the foundations to introduction to statistical inference mostly used in business and economics.

Course Learning Outcomes

Upon completion of this course, students will be able to:

- Understand the descriptive statistics and their measures.
- Learning the mathematical formulas of descriptive measures for different forms of data.
- Application and interpretation of basic statistical measures on different data sets.
- Analyze the relationship between the variables by correlation analysis and regression analysis.
- Deep understanding of formulas of probability and the areas where it is needed.

- Random variable, probability Distributions and their applications.
- Understanding of Discrete probability distribution and their numerical examples.
- Understanding of Continuous probability distribution and their numerical examples.
- Foundation to introduction to statistical inference mostly used in Finance and business.

ASSESSMENT INSTRUMENT WITH WEIGHTS

SNR	ITEMS	MARKS	
1	Mid Term Exam	30	
2	End Term Exam	50	
3	Internal Evaluation Breakdown		
	Quiz(s)		
	Assignments(s)		
	Class Participation		
	Présentations		
	Case Discussion		
	Lab Work/Practical Project		
	Any Other		
	Total	20	20
	GRAND TOTAL		100

COURSE CONTENTS

Lecture	Scheduled Topic	Learning	Assessment	PLO ⁵	CLO	Thinking

		Activity	Activity		Level
01	Introduction to Statistics				
	<ul style="list-style-type: none"> ■ Statistics as a subject its importance and Applications. ■ Types of Statistics ■ Data, Forms of Data and Variables 	Lecture	PLO 1	CLO 1	Knowledge
02	Graphical Representations of Data				
	<ul style="list-style-type: none"> ■ Histogram, Frequency Polygon and Pie chart ■ Concept of Frequency Distribution ■ Class Boundaries, Tally Bar and frequency table. ■ Concept of Cumulative Frequency. 	Lecture	PLO 1	CLO 1	Knowledge
03	Measures of central Tendencies				
	<ul style="list-style-type: none"> ■ Mean, its Concept, its Applications, its mathematical formulas under different forms of data (Grouped and Ungrouped Data) and their Numerical Examples related to Business and Finance. 	Lecture	PLO 2	CLO 1,2,3	Knowledge and Application
04	Measures of central Tendencies				
	<ul style="list-style-type: none"> ■ Median, its Concept, its applications, its mathematical Formulas under different forms of data (Grouped and Ungrouped 	Lecture	PLO 1	CLO 1,2,3	Knowledge and Application

Data) and their Numerical Examples related to Business and Finance.

05 Measures of central Tendencies

- Mode, its Concept, its applications, its mathematical Formulas under different forms of data (Grouped and Ungrouped Data) and their Numerical Examples related to Business and Finance.

Lecture

PLO 2

CLO
1,2,3

Knowledge and Application

06 Quartiles, Deciles and Percentiles

- Quantiles and their numerical examples
- Empirical Relation between Mean, Median and Mode. Quantiles.

Lecture

PLO 2

CLO
1,2,3

Knowledge and Application

07 Measures of Dispersion

- Concept of variation, Range, its Application Mathematical Formulas under different forms of data (Grouped and Ungrouped Data) and Numerical Examples related to Business and Finance.

Lecture

Assignment 1
Quiz 1

PLO 2

CLO
2,3

Knowledge and Application

08 Measures of Dispersion

Standard Deviation and Variance their Applications, Mathematical Formulas under different forms of data (Grouped and Ungrouped Data) and their Numerical Examples related to Business and Finance.

Lecture

PLO 2

CLO
2,3

Knowledge and Application

09 Measures of Dispersion

- Coefficient of variation, its Applications, Mathematical Formula.

Lecture

PLO 5

CLO
1,3

Comprehension

	<ul style="list-style-type: none"> ■ <u>Comparisons of two or more than two data sets to check consistency of data.</u> 					
10	<u>Introduction to Probability</u> <ul style="list-style-type: none"> ■ <u>Concept of probability</u> ■ <u>Statistical Experiment</u> ■ <u>Sample Space</u> ■ <u>Event</u> 			PLO 5	CLO 5	Comprehension
11	<u>Mathematical Definition of Probability</u> <ul style="list-style-type: none"> ■ <u>Mutually Exclusive Events</u> ■ <u>Non-Mutually Exclusive Events</u> ■ <u>Exhaustive Events</u> ■ <u>Definition and formula of probability</u> 	Lecture		PLO 5	CLO 5	Comprehension
12	<u>Addition Laws of Probability</u> <ul style="list-style-type: none"> ■ <u>Concept and formula of Addition law of probability for mutually Exclusive Events.</u> ■ <u>Questions related to the mentioned Addition law.</u> 	Lecture		PLO 1,2,5	CLO 5	knowledge and Application
13	<u>Addition Laws of Probability</u> <ul style="list-style-type: none"> ■ <u>Concept and formula of Addition law of probability for non-mutually Exclusive Events.</u> ■ Questions related to the mentioned Addition law. 	Lecture	Assignment 2 Quiz 2	PLO 1,2,5	CLO 5	knowledge and Application
14	<u>Multiplication Laws of Probability</u> <ul style="list-style-type: none"> ■ Multiplication law for Independent events ■ Multiplication law for Dependent events 	Lecture		PLO 1,2,5	CLO 5	knowledge and Application

15 Conditional Probability

- Probability of dependent events
 - Application and interpretation in business related problems
- Lecture

PLO 5,6,7 CLO 5 Comprehension and Application

16 Application of Probability

- Application of Probability in different fields
 - Application and interpretation in business and finance related problems
- Lecture

PLO 5,6,7 CLO 5 Comprehension and Application

17 Random Variables

- Discrete Random Variables, Examples and Applications
 - Continuous Random Variables, Examples and Applications
- Lecture

Assignment 3
Quiz 3

PLO 4 CLO 6 Comprehension

18 Discrete Random Variable Distributions

- Binomial Distribution
 - Binomial Distribution Examples and its Application
 - Density Function
 - Mean and variance of a random variable
- Lecture

PLO 4 CLO 6,7 Comprehension

19 Discrete Random Variable Distributions

- Poisson Distribution
 - Poisson Distribution Examples and its Application
 - Density Function
 - Mean and variance of a random variable
- Lecture

PLO 4 CLO 6,7 Comprehension

20 Discrete Random Variable Distributions					
<ul style="list-style-type: none"> ■ Binomial Distribution and its numerical Questions ■ Poisson Distribution and its numerical Questions 	Lecture		PLO 4,5	CLO 6,7	Analysis and Application
21 Continuous Random Variable Distributions					
<ul style="list-style-type: none"> ■ Normal Distribution ■ Normal Distribution Examples and its Application ■ Density Function ■ Mean and variance of a random variable 	Lecture		PLO 1,3	CLO 6,8	Knowledge
22 Continuous Random Variable Distributions					
<ul style="list-style-type: none"> ■ Properties of Normal Distribution ■ Standard Normal Distribution 	Lecture		PLO 4	CLO 6,8	Comprehension
23 Continuous Random Variable Distributions					
<ul style="list-style-type: none"> ■ Normal Distribution and its numerical Questions 	Lecture	Assignment 4 Quiz 4	PLO 4,5	CLO 6,8	Analysis and Application
24 Regression					
<ul style="list-style-type: none"> ■ Concept of Regression ■ Scatter diagram ■ Simple linear Regression model 	Lecture		PLO 1,3	CLO 4	knowledge
25 Regression					
<ul style="list-style-type: none"> ■ Regression Application ■ Simple linear regression model and numerical questions 	Lecture		PLO 4,5	CLO 4	Analysis and Application
26 Correlation	Lecture		PLO 1,3	CLO	knowledge

-
- Concept of Association
 - Correlation and its examples
 - Pearson Regression Correlation Coefficient
-

4

27 Correlation

- Simple linear regression model and numerical questions

Lecture

PLO 4,5

CLO
4

Analysis and Application

28 Viva

Lecture

Evaluation

Course Title: Macroeconomics

Course Code: CAEO-101

Credit Hours: 3+0

Course Instructor:

Mode of Contact"

You can contact your course instructor in the following ways:

Email:

Meeting: By appointment via e-mail

PREREQUISITES: Microeconomics, Mathematics & Statistics

Textbook:

ECONOMICS by Sameulson Nordhaus, 19th Edition. By McGraw Hills Publications.

Mankiw, N. Gregory; Principles of Macroeconomics (Latest Edition)., Harvard University press.

Reference Material:

Modern Economic Theory: Micro and Macro Analysis by K.K. Dewett.

Course Description: This course studies the aggregate behavior of an economy. The course is an introduction to economic analysis of key macroeconomic conditions like output, employment, inflation, interest rates and exchange rates. The important elements of the course include measurement of macroeconomic variables, the development of models and theories to explain the behavior of macroeconomic variables, the use of empirical evidence in evaluating different models, and the role of government policy in seeking to influence macroeconomic outcomes. The course will

provide students with a framework for understanding the workings of the whole economy and the various interactions among households, business and governments.

.Course Objectives: The course objectives are

17. To identify the microeconomic foundations of the macroeconomy and explain how these foundations inform the performance of the macroeconomy
18. To identify essential statistical measures for assessing economic performance, secure economic data from established economic sources, utilize these data to describe changes in an economy over time.
19. To explain contemporary theories of economic growth, evaluate these theories in light of economic performance, and apply one or several of the theories to predict economic performance.
20. To elucidate the full aggregate demand/aggregate supply model and explain its origins, uses, and limitations.
21. To develop a full model illustrating the connection of the financial sector to the macroeconomy and describe the components of the financial sector, how they have evolved, and what factors have influenced their evolution.
22. To analyze and evaluate alternative models explaining the role of fiscal and monetary policy in the domestic and international macroeconomies

Course Learning Outcomes: Upon completion of this course, students will be able to:

23. To include creative thinking, innovation, inquiry, and analysis, evaluation and synthesis of information.
24. To include the manipulation and analysis of numerical data or observable facts resulting in informed conclusions.
25. Understand the basics of how the economy works in the aggregate level.
26. Learn to read and interpret the empirical information in macroeconomic data, graphical displays, and tables.
27. Analyze the current international macroeconomic issues and policy debates.

ASSESSMENT INSTRUMENT WITH WEIGHTS:

SNR	ITEMS	MARKS
1	Mid Term Exam	30
2	End Term Exam	50

3	Internal Evaluation Breakdown		
	Quiz(s)		
	Assignments(s)		
	Class Participation		
	Présentations		
	Case Discussion		
	Lab Work/Practical Project		
	Any Other		
	Total	20	20
	GRAND TOTAL		100

COURSE CONTENTS:

Lecture	Scheduled Topic	Learning Activity	Assessment Activity	PLO ⁶	CLO	Thinking Level
	An Overview of Macroeconomics					
	<ul style="list-style-type: none"> ■ Difference between Micro & Macroeconomics. ■ <u>Three Basic Goals of Macroeconomics</u> 	Lecture		PLO 1	CLO 3	Knowledge
01	An Overview of Macroeconomics					
	<ul style="list-style-type: none"> ■ <u>Objectives & Instruments of Macroeconomics.</u> 	Lecture		PLO 1	CLO 3	Comprehension

■ Instruments of Macroeconomics

■ **Measuring Economic Success**

02 An Overview of Macroeconomics

■ Fiscal Policy

Tools of Fiscal Policy

Expansionary and contractionary Fiscal Policy

Lecture

PLO 1

CLO
3

Comprehension

03 An Overview of Macroeconomics

■ Monetary Policy

Tools of Monetary Policy

Expansionary and contractionary Monetary Policy

Lecture

PLO 1

CLO
3

Comprehension

04 An Overview of Macroeconomics

■ Aggregate Supply & Demand.

Supply shocks & Stagflation

Lecture

PLO 4

CLO
4

Comprehension

05 Measuring Economic Activity

■ GDP

■ Two Measures of National Product

Flow of Product Approach,

Earning or Cost Approach.

Lecture

PLO 1

CLO
3

Comprehension

06 Measuring Economic Activity

■ Real GDP vs. Nominal GDP

■ GDP Deflator

■ Components of GDP

Lecture

Assignment 1

PLO 1

CLO
3

Comprehension

07 Measuring Economic Activity

■ **Saving and Investment**

Lecture

PLO 1

CLO
3

Comprehension

■ **Beyond the National Accounts**

08 Measuring Economic Activity

- GNP, NDP, National Income, Disposable Income. Lecture Quiz 1 PLO 1 CLO 3 Comprehension
- Price indexes & inflation. CPI

09 Consumption & Investment

- **Budgetary Expenditure Patterns**
- The Consumption Function
- The Saving Function Lecture PLO 1 CLO 3 Comprehension
- Marginal Propensity to Consume
- Marginal Propensity to Consume

10 Consumption & Investment

- Determinants of Consumption Lecture PLO 1 CLO 3 Comprehension
- Alternatives of Saving

11 Consumption & Investment

- Definition of Investment
- Determinants of Investment Lecture PLO 1 CLO 3 Comprehension
- Investment Demand Curve
- Shift in Investment Demand Curve
-

12 Business Cycle & Aggregate Demand

- Business Cycle Lecture Assignment 2 PLO 1 CLO 3 Comprehension
- Features of Business Cycle
- Business Cycle Theories

13 Business Cycle & Aggregate Demand

- The Theory of Aggregate Demand Lecture PLO 1 CLO 3 Knowledge
- The downward sloping Aggregate Demand Curve

- Shifts in AD curve

14 Business Cycle & Aggregate Demand

Revision

Lecture

PLO 1

CLO
3

Knowledge

15 The Multiplier Model

- Definition of Multiplier
 - Output determined by Total Expenditures
- Lecture

PLO 1

CLO
3

Knowledge

16 The Multiplier Model

- Fiscal Policy in Multiplier Model
 - Fiscal Policy Multipliers
 - Government Expenditure Multiplier
 - Tax Multiplier
- Lecture

Quiz 2

PLO 1

CLO
3

Comprehension

17 Money and the Financial System

- Definition of Money
 - Functions of Money
 - Characteristics of Money
 - Evolution of Money
 - Barter System
 - Commodity Money
 - Fiat Money
- Lecture

PLO 1

CLO
3

Comprehension

18 Money and the Financial System

- Demand for Money
 - Two Sources of Money Demand
 - Supply of Money
- Lecture

PLO 1

CLO
3

Comprehension

23 Balance of Payment				
<ul style="list-style-type: none"> ■ Debit & Credit ■ Effects of change in trade ■ Purchasing Power Parity 		PLO 7	CLO 5	Comprehension
24 Unemployment				
<ul style="list-style-type: none"> ■ Definition of Unemployment ■ Measuring Unemployment ■ Impact of Unemployment 	Lecture	PLO 1	CLO 3	Comprehension
25 Unemployment				
<ul style="list-style-type: none"> ■ Okun's Law ■ Types of Unemployment 	Lecture	PLO 1	CLO 3	Knowledge
26 Revision				
27 Final Project Presentations	Presentations			Creation
28 Final Project Presentations	Presentations			Creation
29 Final Project Presentations	Presentations			Creation

Semester – III

CODE	COURSE	CREDITS
MTS-241	Statistical Inference	3
FIN-241	Financial Management	3
MKT-221	Principles of Marketing	3
HRM-211	Personal Management & Grooming	3
ACC-242	Advance Financial Accounting	3

Course Title: Advance Financial Accounting

Course Code: ACC-242

Credit Hours: 3+0

Course Instructor: Asad Yaqub

Mode of Contact"

You can contact your course instructor in the following ways:

Email: asad.yaqoob@numl.edu.pk

Meeting: By appointment via e-mail

PREREQUISITES: You must have an understanding of Financial Accounting

Textbook:

- Financial Accounting - Study Text from ACCA by Kaplan Publisher
- Financial Reporting – Study Text from ACCA by Kaplan Publisher

Reference Material:

- Financial Accounting, Second Edition, By David Annand

Course Description: Advanced financial accounting is designed to provide students with financial reporting and business skills that are applicable in an international professional environment. The subject is based on the International Accounting Standards (IASs) which are issued by the International Accounting Standards Board (IASB). Advanced financial accounting is a significant part of an entity's governance and accountability process, and compliance with the IASs is important because it results in the presentation of fairly stated financial statements. This course introduces the students to the fundamentals of the regulatory framework relating to accounts preparation and to the qualitative characteristics of useful information also drafting

financial statements and the principles of accounts preparation. The course then concentrates in depth on recording, processing, and reporting business transactions and events finally students will be requiring the preparation of simple consolidated financial statements from the individual financial statements of group incorporated entities.

Course Objectives and Learning Outcomes: This course will enable participants to draft financial statements in accordance with International Accounting Standards (IASs) which are required for preparation and presentation of financial outcomes of the entity. Moreover, this course is aimed to develop knowledge and understanding of the underlying principles and concepts relating to advance financial accounting and technical proficiency in the use of double-entry accounting techniques including the preparation of basic financial statements.. The course objectives are to:

- Discuss and apply a conceptual and regulatory framework for financial reporting.
- Understand the conceptual framework for financial reporting as well as regulatory framework for financial reporting.
- Account for transactions in accordance with International accounting standards.
- Prepare and present financial statements for single entities
- How to draft financial statements for Business combinations in accordance with IFRS.

ASSESSMENT INSTRUMENT WITH WEIGHTS:

SNR	ITEMS	MARKS
1	Mid Term Exam	30
2	End Term Exam	50
3	Internal Evaluation Breakdown	
	Quiz(s)	
	Assignments(s)	
	Class Participation	
	Présentations	
	Case Discussion	
	Lab Work/Practical Project	
	Any Other	

	Total	20	20
	GRAND TOTAL		100

COURSE CONTENTS:

Lecture	Scheduled Topic	Learning Activity	Assessment Activity	PLO	CLO	Thinking Level
01	<u>Conceptual Framework For Financial Reporting</u> ■ <u>Describe the conceptual framework of accounting.</u> ■ <u>Describe the IASB's standard setting process</u> ■ <u>Discuss the recognition criteria. Apply the recognition criteria to assets, liabilities, income and expenses.</u>	Lecture		PLO 2	CLO 1	Comprehension
02	■ <u>Describe the components of financial statements and explain the qualitative characteristics of financial statements.</u> ■ <u>Explain and compare the different measures methods</u>	Lecture		PLO 2	CLO 2	Comprehension
03	IAS2- Inventories ■ Apply the principles of inventory valuation in accordance with IAS 2 ■ Recognize the costs that should be included in inventory ■ Identify the impact of inventory valuation on reported profits and asset	Lecture		PLO 2	CLO 3	Comprehension

04 IAS16- Property, Plant and Equipment

- Capital V/s Revenue expenditures.
- Recording the depreciation charge on non-current.
- The process of revaluation, calculating and recording the depreciation on revalued assets.

Lecture

PLO 2 CLO 3 Comprehension

05 IAS 36: Impairment of Assets

- Define an impairment loss.
- Identify the circumstances that may indicate impairments to assets.

Lecture

PLO 2 CLO 3 Comprehension

06 ■ Describe what is meant by a cash generating unit.

- State the basis on which impairment losses should be allocated
- Practicing related problems

Lecture

Quiz 1

PLO 2 CLO 3 Comprehension

07 IAS 38: Intangibles

- Recognize the difference between tangible and intangible non-current assets.
- Define and explain the treatment of research costs and development costs in accordance with IAS 38
- Calculate the amounts to be capitalized or expensed with regard to R&D.

Lecture

PLO 2 CLO 3 Comprehension

08 ■ Explain the purpose of, calculate and account amortization of intangible asset

- Practicing related problems

Lecture

PLO 2 CLO 3 Comprehension

09 IAS 37: Payables, Provision and Contingent Liabilities

- Classify items as current or noncurrent liabilities
- Illustrate the different accounting treatments of 'provisions,' 'contingent liabilities,' and 'contingent assets'.

Lecture

PLO 2 CLO 3 Comprehension

-
- 10** ■ Calculate and record provisions and movements in provisions
- Practicing related problems

Lecture

Assignment

1

PLO 2 CLO 3 Comprehension

11 IAS 1: Presentation of Financial Statements

- Introduction to published accounts.
- Prepare a Single entity's financial statements in accordance with prescribed structure and contents in accordance with IAS.

Lecture

PLO 2 CLO 4 Comprehension

-
- 12** ■ Practice for preparation of single entity financial statements including SoP&L, SoFP, SoE and notes to accounts

Case Discussion

PLO 2 CLO4 Comprehension

-
- 13** ■ Further Practice questions for preparation of financial statements including all adjustments

Lecture

Assignment

2

Quiz 2

PLO 2 CLO 4 Comprehension

-
- 14** ■ Revision of Course before midterm exam.

Lecture

PLO 2 CLO 2,3 &4 Comprehension

15 IAS 10: Events after Reporting Period

Lecture

PLO 2 CLO 4 Comprehension

	<ul style="list-style-type: none"> ■ Explain the difference between adjusting and non-adjusting events. Identify the correct accounting treatment for events occurring after the year end. 					
16	<ul style="list-style-type: none"> ■ Practise for IAS 10 	Case Study		PLO 2	CLO 4	Comprehension
17	IFRS 17: Leases					
	<ul style="list-style-type: none"> ■ Define a finance lease and an operating lease ■ Understanding the difference between IAS 17 and IFRS 16. ■ Determine whether a lease is a finance lease or an operating lease 	Lecture		PLO 2	CLO 3	Comprehension
18	<ul style="list-style-type: none"> ■ Account for finance lease assets in the records of the lessee. ■ Account for operating lease assets in the records of the lessee. 	Lecture		PLO 2	CLO 3	Comprehension
19	<ul style="list-style-type: none"> ■ Explain the effect on the financial statements of a finance lease being incorrectly treated as an operating lease. 	Lecture		PLO 2	CLO 4	Comprehension
20	<ul style="list-style-type: none"> ■ Account for mid-year lease arrangements ■ Practice questions for Lease 1FRS17 	Lecture	Assignment 3	PLO 2	CLO 3	Comprehension
21	IAS 33: Earnings Per Share					
	<ul style="list-style-type: none"> ■ Define basic earnings per share (EPS). ■ Calculate EPS with a bonus issue during the year. ■ Calculate EPS with an issue at full market value during the year. ■ Calculate EPS with a Bonus issue during the 	Lecture		PLO 2	CLO 3	Comprehension

	year					
22	<ul style="list-style-type: none"> ■ Calculate basic EPS with a rights issue during the year. ■ Practice questions for IAS 33. 	Lecture		PLO 4	CLO 3	Comprehension
23	Simple Consolidated Financial Statements					
	<ul style="list-style-type: none"> ■ Define and describe the parent, subsidiary, control, consolidated or group financial statements, non-controlling interest, simple investment in the context of group accounting. 	Lecture		PLO 2	CLO 5	Knowledge
24	<ul style="list-style-type: none"> ■ Describe the components for preparing a consolidated statement of financial position including: Net Assets of subsidiary, Goodwill Calculations, Calculation of Non-Controlling Interest and Group retained earnings. 	Lecture	Quiz 3	PLO 2	CLO 5	Comprehension
25	<ul style="list-style-type: none"> ■ Describe the components of and prepare a consolidated statement of financial position or extracts thereof, including the adjustments: fair values, inter-company trading, unrealized profits, 	Lecture		PLO 2	CLO 5	Comprehension
26	<ul style="list-style-type: none"> ■ Solving the problems 	Lecture		PLO 2	CLO 5	Comprehension
27	<ul style="list-style-type: none"> ■ Describe the components of and prepare a consolidated statement of profit or loss and other comprehensive income or extracts thereof, including the 	Lecture		PLO 2	CLO 5	Comprehension

adjustments: inter-company trading,
unrealized profit,

- Mid-year acquisitions problems.
- Define and identify an associate. Describe the principle of equity accounting

28

- Solving the problems

Lecture

PLO 2 CLO 5 Comprehension

Course Title: Financial Management (BSAF 4 yrs)

Course Code: FIN-241

Credit Hours: 3

Course Instructor: Ms Iram Iqbal Qazi

Mode of Contact

You can contact your course instructor in the following ways:

Email: iiqazi@numl.edu.pk

Meeting: By appointment via e-mail

Prerequisite

This is a core course designed for BS students,. The course entitled Introduction to business finance is prerequisite of this course.

Textbook

- Fundamentals of Financial Management (13th Edition or latest) by James.C. Van Horne
- Financial Management by Brigham and Houston 13th edition (or latest edition)
- Foundations of Financial Management by Stanley Block and Geoffrey Hirt 11th Edition

Course Description

The ability to understand and communicate using financial information is a fundamental prerequisite to a successful career within a commercial environment. As a consequence, those beginning their professional journey need to rapidly acquire a broad understanding of the accounting discipline and an appreciation of its functions within an organisation. The goal of *Financial Management* is to provide participants how to interface with accounting and finance departments, help them to understand how firms meet their financial objectives utilizing financial decision-makings. This

course describes the corporation and its operating environment, it helps to understand how the finances of a company work, and how top management will be interfacing with finance. This course will also explain financial tools and techniques, which can be used to help firms maximize value by improving decisions relating to capital budgeting, capital structure and risk management. The course also lays a foundation for more complex financial topics that arise in additional elective courses in finance.

Course Learning Objectives (CLOs)

This course aims to provide students with understanding about:

- CLO 1. The basic concepts of financial Management
- CLO 2. Techniques and tools of financial Management
- CLO 3. Valuation of securities
- CLO 4. Risk tools and techniques
- CLO 5. Financial statement analysis
- CLO 6. Capital structure and Dividend Theories

Teaching & Learning Outcomes

On completion of this course students should be able:

- TLO 1. To understand various concepts of Financial management.
- TLO 2. To understand the tools and techniques used in financial management.
- TLO 3. To know about the analysis of financial statements.
- TLO 4. To do valuation of securities.
- TLO 5. To know about tools and techniques of risk.

TLO 6. To apprehend capital structure and dividend theories.

Teaching Methodology

Lectures, discussions and presentations are planned as class activities. All students are advised to participate in said activities, failing which students will suffer in respect of learning and grades. Consistent with the course objectives, lectures will address learning objectives associated with weekly topics (as outlined in the weekly schedule), including basic principles and working examples. While lectures will closely parallel material contained in assigned readings, they are not substitutes. In particular, the lectures will clarify, expand and where necessary, update the material contained in assigned readings. In addition to lectures, the following learning activities will remain the focus of students' attention.

Assesment Instruments with Weights

Assignment----- -----	5%
Quiz----- -----	10%
Presentations----- -----	5%
Mid Term Examination ----- -----	30%
Final Examination ----- -----	50%

TOTAL -----	100%

Course Contents

Lecture	Scheduled Topic	Learning Activity	Assessment Activity	PLO ⁷	CLO	Thinking Level
	<ul style="list-style-type: none"> ■ Introduction of Financial Management (Link with previous subject ITBF) 	Lecture		PLO 1	CLO 1	Knowledge
01	<ul style="list-style-type: none"> ■ Financial Management Decisions ■ Finance and Accounting. What is financial management? Difference between investing, financing and asset management decisions. Formation of companies/financial statements of companies Solution to end Questions 	Lecture		PLO 1	CLO 1	Comprehension
02	<ul style="list-style-type: none"> ■ Goal of the firm ■ Difference between profit maximization and shareholders wealth maximization, agency problems 	Lecture		PLO 1	CLO 1	Comprehension
03	<ul style="list-style-type: none"> ■ Time Value of Money ■ Concept of Time Value of Money, Discussion of Time Line its importance, Difference between Present Value and Compound Value concept, Simple and Compound Interest, Annuity, Discussion of Annuity (Overview only), 	Lecture	Assignment 1	PLO 2	CLO 2	Comprehension
04	<ul style="list-style-type: none"> ■ Long term securities ■ Valuation Of Bonds ■ Valuation of Long Term Securities, Basic Concepts of Valuations, Different Types of Bonds on the Basis of Valuations 	Lecture		PLO 2	CLO 3	Comprehension
05	<ul style="list-style-type: none"> ■ Rate of Return of Bonds 	Lecture		PLO 2	CLO	Comprehension

	<ul style="list-style-type: none"> ■ Yield to Maturity and Yield to Call, Components of Required Rate of Return of a Stock 				3	on
06	<ul style="list-style-type: none"> ■ Valuation of Stocks ■ Valuation of Stocks and Yields 	Lecture	Quiz 1	PLO 2	CLO 3	Comprehension
07	<ul style="list-style-type: none"> ■ Models for Valuation ■ Constant growth Models 	Lecture		PLO 2	CLO 3	Comprehension
08	<ul style="list-style-type: none"> ■ Models for Valuation ■ Non Constant growth model 	Lecture		PLO 2	CLO 3	Comprehension
09	<ul style="list-style-type: none"> ■ Risk and Return ■ Single Asset-Variance, Standard Deviation and Coefficient of Variation 	Lecture	Assignment 2	PLO 2	CLO 4	Comprehension
10	<ul style="list-style-type: none"> ■ Portfolio Risk and Return ■ Portfolio; Variance, Standard Deviation and Coefficient of Variation, Covariance and Correlation Coefficient 	Lecture		PLO 2	CLO 4	Comprehension
11	<ul style="list-style-type: none"> ■ Types of Risk ■ Difference between total risk, Systematic and non-systematic risk 	Lecture		PLO 2	CLO 4	Comprehension
12	<ul style="list-style-type: none"> ■ Models for risk The Capital-Asset Pricing Model (CAPM), 	Lecture	Quiz 2	PLO 2	CLO 4	Comprehension
13	<ul style="list-style-type: none"> ■ Models for risk ■ Arbitrage Pricing Theory 	Lecture		PLO 2	CLO 4	Comprehension
14	<ul style="list-style-type: none"> ■ Financial Statement Analysis ■ Discussion on financial statements and their analysis. Users of financial statements. 	Lecture		PLO 7	CLO 5	Comprehension
15	<ul style="list-style-type: none"> ■ Financial Statement Analysis ■ Common-Size and Index Analysis, Horizontal and Vertical Analysis 	Lecture		PLO 7	CLO 5	Comprehension
16	<ul style="list-style-type: none"> ■ Financial Ratios 	Lecture		PLO 7	CLO	Comprehension

	<ul style="list-style-type: none"> ■ Ratio analysis- Liquidity ratios, Debt or Leverage ratios, Coverage ratios 				5	on
17	<ul style="list-style-type: none"> ■ Financial Ratios ■ Profitability ratios: Gross profit ratio, net profit ratio, operating profit ratio. 	Lecture		PLO 7	CLO 5	Comprehension
18	<ul style="list-style-type: none"> ■ Financial Ratios Numerical ■ Numerical of Financial Ratios 	Lecture	Assignment 3	PLO 7	CLO 5	Comprehension
19	<ul style="list-style-type: none"> ■ Financial Ratios Numerical ■ Reverse Calculations to Make Financial Statements from Ratios 	Lecture		PLO 7	CLO 5	Comprehension
20	<ul style="list-style-type: none"> ■ Budgeting – Cash Budgets 	Lecture		PLO 2	CLO 1	Comprehension
21	<ul style="list-style-type: none"> ■ Risk in capital budgeting. ■ Concept of probability distribution, standard deviation, coefficient of variance. Probability distribution approach. 	Lecture		PLO 7	CLO 4	Comprehension
22	<ul style="list-style-type: none"> ■ Risk in Capital Budgeting ■ Decision tree approach. Calculation of coefficient of variance (Solution to relevant Question chapter 14 Van Horne) 					
23	<ul style="list-style-type: none"> ■ Risk in capital budgeting : Numerical 	Lecture		PLO 7	CLO 4	Comprehension
24	<ul style="list-style-type: none"> ■ Capital structure theories ■ Modigliani Miller theory ■ Pecking Order theory 	Lecture	Quiz 3	PLO 2	CLO 6	Comprehension
25	<ul style="list-style-type: none"> ■ Capital structure theories ■ Tax shield theory ■ Market timing theory 	Lecture		PLO 2	CLO 6	Comprehension
26	<ul style="list-style-type: none"> ■ Theories of Dividend Policies ■ Bird-in hand theory 	Lecture		PLO 2	CLO 6	
27	<ul style="list-style-type: none"> ■ Theories of Dividend Policies ■ Clintele theory ■ Signaling Theory 	Lecture		PLO2	CLO 6	

28	■ Working Capital Management (introduction only)	Lecture		PLO1	CLO1	

Note: *The course is planned for 30 students. In case of less or more than 30 students course plan will be changed by the instructor.*

Course Title: Principles of Marketing

Course Code: MKT-221

Credit Hours: 3+0

Course Instructor:

Mode of Contact:

You can contact your course instructor in the following ways:

Email:

Meeting: By appointment via e-mail

PREREQUISITES: As a marketing course, you must have an understanding of Principles of Management

Textbook:

Principles of Marketing, by Philip Kotler, & Gary Armstrong 17th Edition.

Reference Material:

- Philip Kotler, Gary Armstrong, Ehsan Ul Haq *Principles of Marketing, A South Asian Perspective 13th edition*, PEARSON.
- *Marketing* by Michael J . Etzel , Bruce J. Walker and William Stanton , International Edition

Course Description: This course is designed to serve as an introduction to the basic principles of marketing, practices, and the application of these practices. This course examines our present-day marketing system from a managerial point of view and has a current events component to help emphasize the marketing principles in today's business world. Subjects covered include consumers, market research and target markets, feasibility

analysis, products, promotion, channels of distribution, pricing, international marketing and use of technology in marketing. The majority of class time will be spent in lecture discussing the various solutions to marketing cases by the application of marketing principles.

Course Objectives: The course objectives are

7. To understand how organizations identify customers and their needs/wants.
8. To comprehend marketing decisions, based upon the combination of product, price, promotion, and distribution elements.
9. To understand how marketing is carried out by an organization to meet the requirements of domestic and international buyers, both households and businesses, within the bounds of ethics and the legal environment.
10. To apply key frameworks and methods, and develop analytical skills to solve marketing problems.
11. To provide a firm foundation in marketing theory and marketing practices.
12. To relate the impact of marketing and its integration with the major/specialization or field of interest.

Course Learning Outcomes: Upon completion of this course, students will be able to:

7. Understand and make appropriate use of marketing terms.
8. A comprehensive understanding of the basic principles and tools of marketing.
9. Marketing themselves more effectively in their professional and personal lives.
10. Demonstrate the ability to critically evaluate a marketing program from consumer and marketing practitioner viewpoints, including consideration of ethical implications.
11. Communicate clearly, in an organized fashion, the concepts of marketing
12. Demonstrate an understanding of how marketing fits with the other business disciplines within an organization.

ASSESSMENT INSTRUMENT WITH WEIGHTS:

SNR	ITEMS	MARKS
1	Mid Term Exam	30

2	End Term Exam		50
3	Internal Evaluation Breakdown		
	Quiz(s)		
	Assignments(s)		
	Class Participation		
	Présentations		
	Case Discussion		
	Lab. Work/Practical Project		
	Any Other		
	Total	20	20
	GRAND TOTAL		100

COURSE CONTENTS:

Lecture	Scheduled Topic	Learning Activity	Assessment Activity	PLO	CLO	Thinking Level
01	Basic concepts of marketing <u>What Is Marketing?</u>					
	<ul style="list-style-type: none"> ■ Marketing Defined ■ The Marketing Process ■ Understanding the Marketplace and Customer Needs 	Lecture		PLO 1	CLO 1	Knowledge
02	<u>Designing a Customer-Driven Marketing Strategy</u>					
	<ul style="list-style-type: none"> ■ Selecting Customers to Serve ■ Choosing a Value Proposition 	Lecture		PLO 1 & 2	CLO 2	Comprehension

- **Marketing Management Orientations**

- **Preparing an Integrated Marketing Plan and Program**

- Building Customer Relationships
-

03 Designing a Customer-Driven Marketing Strategy

- **Capturing Value from Customers**

- **Creating Customer Loyalty and Retention** Lecture

- **Growing Share of Customer**

- **Building Customer Equity**

04 **The Changing Marketing Landscape**

- The Uncertain Economic Environment

- The Digital Age Lecture

- Rapid Globalization

- Sustainable Marketing

05 **Company and Marketing Strategy**

- Defining a Market-Oriented Mission

- Setting Company Objectives and Goals

- Designing the Business Portfolio

- Planning Marketing: Partnering to Build Customer Relationships Lecture

- Partnering with Other Company Depart

- Partnering with Others in the Marketing System

PLO 2 CLO 2 Comprehension

PLO 1 & 7 CLO 2 Comprehension

PLO 2 CLO 2 & 4 Comprehension

06 Marketing Strategy and the Marketing Mix

- Customer-Driven Marketing Strategy
 - Developing an Integrated Marketing Mix
 - Managing the Marketing Effort
 - Marketing Analysis
 - Marketing Planning
- Lecture PLO 2 CLO 2 Comprehension
-

06 Marketing Strategy and the Marketing Mix

- Marketing Implementation
 - Marketing Department Organization
 - Marketing Control
 - Measuring and Managing Return on Marketing Investment
- Lecture Assignment 1 Quiz 1 PLO 2 CLO 2 Comprehension
-

07 Analyzing the Marketing Environment

- The Microenvironment
 - The Company
 - Suppliers
 - Marketing Intermediaries
 - Competitors
 - Publics
 - Customers
- Lecture PLO 2 CLO 2 & 6 Comprehension
-

07 The Macro-environment

- The Demographic Environment
 - The Economic Environment
 - The Natural Environment
 - The Technological Environment
- Lecture PLO 1 & 2 CLO 2 & 6 Comprehension
-

- The Political and Social Environment
- The Cultural Environment
- Responding to the Marketing Environm

08 Marketing Information and Customer Insights

- **Marketing Information and Customer Insights**
- **Assessing Marketing Information Needs**

Lecture

PLO 1, 2
& 4

CLO 2
& 4

Comprehension

Developing Marketing Information

- **Internal Data**
- **Competitive Marketing Intelligence**

08 Marketing Research

- **Defining the Problem and Research Objectives**
- **Developing the Research Plan**
- **Gathering Secondary Data**
- **Primary Data Collection**
- Interpreting and Reporting the Finding

Lecture

PLO 2

CLO 2
& 4

Comprehension

09 Implementing the Research Plan

- Analyzing and Using Marketing Information
- Customer Relationship Management
- Distributing and Using Marketing Information
- Big Data and Marketing Analytics
- Other Marketing Information Considerations

Lecture

PLO 3

CLO 2
& 4

Comprehension

10 Consumer buying behavior and Characteristics Affecting Consumer Behavior

- What are consumer markets and consumer buying behavior?
- Cultural Factors
- Social Factors
- Personal Factors
- Psychological Factors

Lecture

PLO 1 &
7

CLO 2

Comprehension

11 Types of Buying Decision Behavior

- Complex Buying Behavior
- Dissonance-Reducing Buying Behavior
- Habitual Buying Behavior
- Variety-Seeking Buying Behavior

Lecture

PLO 1 &
7

CLO 2

Comprehension

12 Class activity (The Bridge)/ Tata Nano; the people's car

- Focus on consumer needs
- Manage key stakeholders
- Incorporate consumer/individual behavior

Class

Activity/Case

Discussion

PLO 2, 3,
4 & 5CLO 4,
5 & 6

Critical thinking and Managing relations

***Discussion on project guidelines**

13 Customer-Driven Marketing Strategy

- Market Segmentation
 - Segmenting Consumer Markets
 - Segmenting Business Markets
 - Segmenting International Markets

Lecture

Assignment 2
Quiz 2

PLO 1

CLO 2

Comprehension

- Requirements for Effective Segmentation

14 Market Targeting

- Evaluating Market Segments
 - Selecting Target Market Segments
 - Differentiation and Positioning
 - Positioning Maps
 - Choosing a Differentiation and Positioning Strategy
 - Communicating and Delivering the Chosen Position
- Lecture
- PLO 2 CLO 2 & 4 Knowledge & Analysis

Mid Term Examination

15 Products, Services, and Brands

- Products, Services, and Experiences
 - Levels of Product and Services
 - Product and Service Classifications
 - Product and Service Decisions
 - Individual Product and Service Decision
 - Product Line Decisions
 - Product Mix Decisions
- Lecture
- PLO 1 & 2 CLO 2 & 4 Knowledge

16 Services Marketing

- The Nature and Characteristics of a Service
 - Marketing Strategies for Service Firms
 - Branding Strategy: Building Strong Brands
 - Brand Equity
 - Building Strong Brands
- Lecture
- PLO 1 CLO 2 & 3 Knowledge

□ Managing Brands

17	Coca-Cola India's Frozen Dessert Plan Heats Up Competition	Case Discussion	PLO 2	CLO 3, 4 & 5	Comprehension
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18 Pricing: Understanding and Capturing Customer Value 1

- What Is a Price?
- Major Pricing Strategies
- Other Internal and External Considerations Affecting Price Decisions
- Overall Marketing Strategy
- Overall Marketing Strategy, Objectives, Mix
- Organizational Considerations
- The Market and Demand
- The Economy
- Other External Factors

Lecture	PLO 1	CLO 2	Comprehension
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19	Nestlé's Maggi: Pricing and Repositioning a Recalled Product	Case Discussion	PLO 2	CLO 3, 4 & 5	Comprehension
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20 Marketing Channels: Delivering Customer Value

- Supply Chains and the Value Delivery Network
- The Nature and Importance of Marketing Channels
- How Channel Members Add Value
- Number of Channel Levels
- Channel Behavior and Organization

Lecture	PLO 1	CLO 2 & 3	Comprehension
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- Channel Behavior
- Vertical Marketing Systems
- Horizontal Marketing Systems
- Multichannel Distribution Systems
- Changing Channel Organization
- Channel Design Decisions
- Analyzing Consumer Needs
- Setting Channel Objectives
- Identifying Major Alternatives
- Evaluating the Major Alternatives
- Designing International Distribution Channels

21 Channel Management Decisions

- Selecting Channel Members
- Managing and Motivating Channel Mer
- Evaluating Channel Members
- Public Policy and Distribution Decisions
- Marketing Logistics and Supply Chain Management Lecture
- Nature and Importance of Marketing Lc
- Goals of the Logistics System
- Major Logistics Functions
- Integrated Logistics Management

Assignment 3 PLO 1 & CLO 2
 Quiz 3 2 & 3 Comprehension

22 Integrated Marketing Communications

- The New Marketing Communications Model Lecture
- The Need for Integrated Marketing Communications

PLO 1 & CLO 2,
 3 3 & 4 Comprehension

- A View of the Communication Process
- Steps in Developing Effective Marketing Communication
- Identifying the Target Audience
- Determining the Communication Objectives
- Designing a Message
- Choosing Media
- Selecting the Message Source
- Collecting Feedback

23 Setting Promotion Budget

- Setting the Total Promotion Budget
- Shaping the Overall Promotion Mix
- Integrating the Promotion Mix
- Socially Responsible Marketing Communication
- Advertising and Sales Promotion
- Personal Selling

Lecture

PLO 1

CLO 2
& 3

Comprehension

24 Sustainable Marketing: Social Responsibility and Ethics

Lecture

PLO 2 &
3

CLO 3,
4 & 5

Comprehension

25 Class Activity (Managing PR Challenges)

- Focused on managing situations where bad word of mouth has caused distrust among customers.
- Collaborative learning

Class Activity

PLO 2, 3
& 6

CLO
3,4 & 5

Critical thinking and
Communication skills

26 Socially Responsible Marketing

Lecture

PLO 2 &
6

CLO 3

Comprehension

27 **Final Project**

Presentations

PLO 3, 4
& 5

CLO 5
& 6

Creation

28 **Final Project**

Presentations

PLO 3, 4
& 5

CLO 5
& 6

Creation

Final Term Examination

Course Title: Statistical Inference

Course Code: MTS-241

Credit Hours: 3+0

Course Instructor: Zil-e-Huma

Mode of Contact"

You can contact your course instructor in the following ways:

Email: zhuma@numl.edu.pk

Meeting: By appointment via e-mail

PREREQUISITES: The prerequisites for this course are Probability and Statistics and basic mathematical knowledge.

Textbook:

- 2) Kenkel J. L. "Introductory Statistics for Management and Economics" 3rd ed. PWS-KENT Publishing Company, Boston, 1989.
- 2) Walpole R. E. "Introduction to Statistics" 3rd ed ; Macmillan Publishing Co.NY 1982.
- 3) "Elementary Statistics" by Allan G Blueman.

Reference Material:

Applied Statistics for Social and Management Sciences by Abdul Quader Miah, 2016.

Course Description: This course deals with the applications of descriptive statistics: that how we can use descriptive measures for the inferential purpose. Statistical Inference allows us to link the concepts and to apply the theory in order to solve the research problems. In the first half of the course, we will focus on using sample measures to infer something about the characteristics of a population. In the second half of the course, we will apply our inferential techniques to the existing research problems. Basic statistical softwares like SPSS and Excel will be used to handle the data.

Course Objectives: The course objectives are

- To develop the skills necessary to critically assess the statistical results.
- To discover some characteristics of a large population by using a small sample in order to generalize the result for the whole population.
- To find the estimates of the population parameters.
- To test the hypothesis and draw the conclusions about the population.

Course Learning Outcomes: Upon completion of this course, students will be able to:

- Understand the descriptive measures and their importance in inference.
- Demonstrate knowledge of sampling plan: implications and limitations of different sampling techniques.
- Construct the sampling Distribution and interpret its result.
- Analyze the relationship between the variables by using ranks of the variables.
- Distinguish between a sample statistic and a population parameter.
- Apply an appropriate estimating technique and interpret the results.
- Formulate the hypothesis, apply an appropriate test and draw the conclusion.

ASSESSMENT INSTRUMENT WITH WEIGHTS:

SNR	ITEMS	MARKS
1	Mid Term Exam	30
2	End Term Exam	50
3	Internal Evaluation Breakdown	
	Quiz(s)	
	Assignments(s)	
	Class Participation	
	Présentations	
	Case Discussion	
	Lab Work/Practical Project	
	Any Other	

	Total	20	20
	GRAND TOTAL		100

COURSE CONTENTS:

Lecture	Scheduled Topic	Learning Activity	Assessment Activity	PLO ⁸	CLO	Thinking Level
01	Basic concepts of Sampling	Lecture		PLO 1	CLO 1,5	Knowledge
	<ul style="list-style-type: none"> ■ Defining population, sample, parameter, Statistic 					
02	Importance of sampling	Lecture		PLO 1	CLO 2	Knowledge
	Types of Population with examples					
	<ul style="list-style-type: none"> ■ <u>Homogeneous and Heterogeneous</u> ■ <u>Finite and Infinite</u> ■ <u>Quantitative and Qualitative</u> 					
03	Concepts of Sampling	Lecture		PLO 1	CLO 2	Knowledge
	<ul style="list-style-type: none"> ■ Sampling unit ■ Sampling Frame ■ Sampling Design 					
04	Concepts of Sampling	Lecture		PLO 1	CLO 2	Knowledge
	<ul style="list-style-type: none"> ■ Sampling with and without replacement. ■ Probability and non-probability sampling 					
05	Types of Probability Sampling	Lecture		PLO 2	CLO 2	Knowledge and Application
	<ul style="list-style-type: none"> ■ Simple Random Sampling ■ Stratified Sampling 					

<ul style="list-style-type: none"> ■ Cluster sampling ■ Systematic Sampling 					
06 Types of Probability Sampling <ul style="list-style-type: none"> ■ Multiphase Sampling ■ Multi-stage Sampling ■ Sequential Sampling 	Lecture		PLO 2	CLO 2	Knowledge and Application
07 Types of Non-Probability Sampling <ul style="list-style-type: none"> ■ Purposive Sampling ■ Convenience Sampling ■ Quota Sampling ■ Snow Ball Sampling 	Lecture	Assignment 1 Quiz 1	PLO 2	CLO 2	Knowledge and Application
08 Types of Errors <ul style="list-style-type: none"> ■ Sampling Errors ■ Non-sampling Errors ■ Standard Error of Sampling Distribution ■ <u>Drawing with and without replacement samples from a finite population</u> 	Lecture		PLO 1	CLO 2	Knowledge
09 Sampling Distribution of Means <ul style="list-style-type: none"> ■ <u>Drawing samples of size 2 and 3 by using with and without replacement method</u> ■ <u>Finding the means of samples</u> 	Lecture		PLO 6	CLO 1,3	Comprehension
10 Sampling Distribution of Means <ul style="list-style-type: none"> ■ <u>Constructing a sampling distribution of means</u> 			PLO 6	CLO 3	Comprehension

- Verifying the results with the population

- Verify: $\mu_{\bar{x}} = \mu, \sigma_{\bar{x}}^2 = \frac{\sigma^2}{n}$ **(with**

replacement) and $\sigma_{\bar{x}}^2 = \frac{N-n}{N-1} \frac{\sigma^2}{n}$

(without replacement).

11 Sampling Distribution of Proportions

- Constructing a sampling distribution of Proportion

- Verifying the results with the population

Lecture

PLO 6

CLO
3

Comprehension

12 Sampling Distribution of Difference between Two Means

- Constructing a sampling distribution of difference between two means.

- Verifying the results with the population

Lecture

PLO 6

CLO
3

Comprehension

13 Rank Correlation

- Rank Correlation without ties
- Its application in business

Lecture

Assignment 2
Quiz 2

PLO 7

CLO
4

Analysis

14 Rank Correlation

- Rank Correlation with ties
- Its application in business

Lecture

PLO 7

CLO
4

Analysis

15 Statistical Inference (Estimation)					
<ul style="list-style-type: none"> ■ Defining Estimation ■ Estimate and Estimator ■ Point and interval Estimation ■ Qualities of a good Estimator 	Lecture		PLO 1	CLO 6	Knowledge
16 Interval Estimation					
<ul style="list-style-type: none"> ■ Construction of confidence intervals with different levels of significance ■ Importance of Interval Estimation ■ Application and interpretation in business related problems 	Lecture		PLO 6	CLO 6	Comprehension and Application
17 Confidence Interval for Population Mean					
<ul style="list-style-type: none"> ■ When population variance is known with large and small samples ■ When population variance is unknown with large and small samples 	Lecture	Assignment 3 Quiz 3	PLO 4	CLO 6	Comprehension
18 Confidence Interval for difference between two Population Means					
<ul style="list-style-type: none"> ■ When population variances are known and unknown(equal and unequal) for large and small samples 	Lecture		PLO 4	CLO 6	Comprehension
19 Confidence Interval for Population Proportion					
<ul style="list-style-type: none"> ■ Confidence intervals for proportion and difference between two proportions for large sample sizes. ■ Practical problems related to proportion. 	Lecture		PLO 4	CLO 6	Comprehension
20 Testing of Hypotheses	Lecture		PLO 1	CLO	Knowledge

<ul style="list-style-type: none"> ■ Concept of hypothesis ■ Types of Hypothesis: Null, Alternative, Simple and composite ■ Level of Significance ■ Test Statistics 				7	
21 Testing of Hypotheses <ul style="list-style-type: none"> ■ One tailed and two tailed tests ■ Acceptance region and rejection region ■ General Procedure for testing the Hypothesis 	Lecture		PLO 2	CLO 7	Knowledge
22 Testing of Hypotheses (z-test) <ul style="list-style-type: none"> ■ Concerning the population mean when population variance is known for large and small sample 	Lecture		PLO 4	CLO 7	Analysis
23 Testing of Hypotheses (t-test) <ul style="list-style-type: none"> ■ Concerning the population mean when population variance is unknown for small sample size 	Lecture	Assignment 4 Quiz 4	PLO 4	CLO 7	Analysis
24 Testing of Hypotheses (difference between means) <ul style="list-style-type: none"> ■ Concerning the difference between two population means when population variances are known and unknown (equal and unequal) for large and small sample sizes. 	Lecture		PLO 4	CLO 7	Analysis
25 Testing of Hypotheses (Proportions)	Lecture		PLO 4	CLO	Analysis

-
- Concerning the population proportion and difference between two population proportions
-

7

26 (χ^2 – test)

- Concept of Association of Attributes
- Goodness of fit
- Business related problems related to application of attributes

Lecture

PLO 4

CLO
7

Analysis and Application

27 Analysis of variance (ANOVA)

- Testing of hypothesis concerning more than one Means
- Real life application of F-test

Lecture

PLO 4

CLO
7

Analysis and Application

28 Viva/Revision

Lecture

Evaluation

Course Title: Personal Management & Grooming

Course Code: HRM-211

Credit Hours: 3+0

Course Instructor:

Mode of Contact:

You can contact your course instructor in the following ways:

Email: osama.hayat@numl.edu.pk

Meeting: By appointment via e-mail

PREREQUISITES: none

Textbook:

'Soft Skills'. Author: Manmohan Joshi.

'The John Adair Handbook of Management and Leadership'. Editor: Neil Thomas.

Reference Material:

The instructor may provide additional cases, handouts, self-assessment quizzes and exercises, as considered necessary.

COURSE DESCRIPTION / OBJECTIVES:

Personal grooming and social etiquettes are very important in projecting sound work culture, positive image, and strong branding for both individuals and organization. Every professional must make great effort to promote confidence, professionalism, sophistication, intelligence, and credibility. Given that the corporate world is fast-moving, fast-changing, individuals within the work context must learn the art of personal management through self-awareness and coping/ self-management skills. Personal management lays the groundwork for future work performance.

Without a strong foundation of personal management, individuals are limited in ability to achieve high performance. This course is designed to enable students understand the importance of social skills to develop the mindset of a great manager, change behavioral patterns and acquire the specific skills that will enhance their personal and professional presence

Course Learning Outcomes: After successful completion of this course, students will be able to:

- Understand the basics of personal management pertaining to Hard and Soft Skills.
- Reflect their learning potential through professional Behavior and Communication at the work place and learning of social etiquettes in workplace.
- Identify key elements associated with life changes and explain the dynamics of working as a team, instilling motivation, thinking optimistically, and serving as an efficient leader.
- Analyze the proper techniques used to promote effective communication, demonstrate accountability, and foster positive interpersonal relationships.
- Evaluate how attitude, personality, and goal-setting can have a direct effect on work performance and life plans.

ASSESSMENT INSTRUMENT WITH WEIGHTS:

SNR	ITEMS	MARKS
1	Mid Term Exam	30
2	End Term Exam	50
3	Internal Evaluation Breakdown	
	Quiz(s)	5
	Assignments(s)	5
	Class Participation	
	Présentations	
	Case Discussion	
	Lab Work/Practical Project	
	Any Other	10

	Total		20
	GRAND TOTAL		100

COURSE CONTENTS:

Lecture	Scheduled Topic	Learning Activity	Assessment Activity	PLO	CLO	Thinking Level
01	<u>Soft skills</u> <ul style="list-style-type: none"> • <u>Introduction</u> • <u>What are soft skills?</u> • <u>need for soft skills</u> 	Lecture		PLO 1	CLO 1	Knowledge
02	<u>Introduction to personal management need and importance of personal skills</u>	Lecture		PLO 1	CLO 1	Knowledge
03	Defining personality, its types + development	Lecture		PLO 1	CLO 1	Knowledge
04	Elements of personality development, Goal-setting, creativity, values	Lecture		PLO 2	CLO 2	Comprehension
05	Exercise: SWOT analysis	Lecture	Assignment 1 Quiz 1	PLO 2	CLO 2	Comprehension
06	Listening skills + effective speaking + presentation skills, interviews+ body language	Lecture		PLO 1	CLO 1	Comprehension
07	Conflict resolution + overcoming communication barriers	Lecture	Assignment 2	PLO 2	CLO 3	Comprehension

08	Interpersonal relationships + types, uses, factors	Lecture		PLO 1	CLO 1	Knowledge
09	Accommodating different styles in relationship and their consequences	Lecture		PLO 2	CLO 2	Comprehension
10	Team building, comfort zones, assertiveness, high-performance teams	Lecture		PLO 2	CLO 3	Comprehension
11	Exercise: Comfort zones/ Assertiveness steps + Self questionnaire on Verbal Skills	Lecture		PLO 2	CLO 2	Comprehension
12	Time management – priorities, time-audit, interruptions, planning	Lecture		PLO 1	CLO 1	Comprehension
13	Exercise: The Adair urgency/importance matrix.	Lecture		PLO 2	CLO 3	Knowledge
14	Stress: definition, its signs + tackling the problem	Lecture	Quiz 2	PLO 1	CLO 1	Knowledge
15	Exercise: Five-point test –‘how topped up are your batteries?’	Lecture		PLO 1	CLO 3	Comprehension
16	Thinking skills – types, examples	Lecture		PLO	CLO 1	Comprehension
17	Categories of thinking – critical thinking, creative thinking.	Lecture		PLO 1	CLO 2	Comprehension
18	Emotional intelligence – defining EQ/EI + Golem model	Lecture		PLO 1	CLO 1	Knowledge
19	Exercise: The EQ self-assessment questionnaire	Lecture		PLO 1	CLO 5	Creation

20	Positive psychology – introduction + positive organization behavior theory (POB) vs negativity at the workplace + the H-R-W Model (self-development)	Lecture		PLO 1	CLO 1	Knowledge
21-22	Introduction to self-efficacy, hope, optimism, resilience. Exercise: 'Half empty or half-full' (short case, pg. 215 of Luthans' book: OB)	Lecture	Assignment 3	PLO 2	CLO 2	Comprehension
23	Workplace etiquettes + work behavior(email etiquettes etc) Examples & Exercise	Lecture		PLO 2	CLO 2	Comprehension
24	Personal etiquettes (table manners, dress etiquettes, social networking surrounding impact etc)	Lecture		PLO 2	CLO 3	Creation
25-26	How to Represent organization (as a NUML ambassadors)	Lecture		PLO 2	CLO 2	Knowledge
27	How to attend any official event(Seminar, Workshops, conferences etc)	Lecture	Presentation	PLO 2	CLO 5	Creation
28	Revision/ case/ discussion/ exercise	Discussion		PLO 1	CLO 5	Creation

Semester – IV

CODE	COURSE	CREDITS
ACC-243	Cost Accounting	3
HUM-203	Islamic Studies	3
HUM-204	Pakistan Studies	3
ECO-241	Money and Banking	3
LAW-221	Corporate Law	3
ITM-241	Management Information System	3

Course Title: Islamic Studies

Course Code: HUM-203

Credit Hours: 3+0

Course Instructor:

PREREQUISITES: none

Textbook:

Reference Material:

COURSE DESCRIPTION / OBJECTIVES:

1. To provide students a true understanding of faith in Islam and help them to perform their religious obligations in a most befitting manner.
2. To enable students comprehend the teachings of Quran and to follow these in their lives.
3. To enable students realize the benefits of leading their lives in accordance with the life of the Holy Prophet ﷺ.
4. To develop the values of sympathy, empathy and compassion among students.
5. To help students list out their rights alongside others' rights, which they are obliged to fulfil for accumulating their personal rights and respect.
6. To empower students in identification of their core values and their accomplishment.
7. To support students in development of their personal vision.
8. To enhance students' understanding on Islamic economical system.
9. To make the students humane and enjoy the real charms of prosperity.

Course Learning Outcomes:

At the end of the course, students would be able to:

CLO	Learning Domain
Explain the benefits of adhering to the teachings of Islam embedded in Quranic verses and Sunnah of the Holy Prophet ﷺ for leading a real prosperous life.	Cognitive
Apply the Islamic guidelines in fulfilment of religious obligations; identification of core values; articulation of multiple human roles in life; accruing personal rights through accomplishment of others' obligations; mutual respect and enforcement of mutual coexistence through emotional balance, as well as conflict avoidance / resolution; formulation of code of conduct	Affective
Exhibit the fundamentals of Islam in execution of Pillars of Islam; manifestation of sympathy, empathy, compassion and respect for all; thus lead a real meaningful and prosperous life.	Psychomotor

ASSESSMENT INSTRUMENT WITH WEIGHTS:

SNR	ITEMS	MARKS
1	Mid Term Exam	30
2	End Term Exam	50
3	Internal Evaluation Breakdown	

	Quiz(s)		5
	Assignments(s)		5
	Class Participation		
	Présentations		
	Case Discussion		
	Lab Work/Practical Project		
	Any Other		10
	Total		20
	GRAND TOTAL		100

Lecture	Scheduled Topic	Learning Activity	Assessment Activity	PLO	CLO	Thinking Level
01	<u>The Holy Quran</u>	Lecture		PLO 1	CLO 1	Knowledge
02	Basic concepts and historical perspective of the Holy Quran.	Lecture		PLO 1	CLO 1	Knowledge
03	Understanding of the Quran (Sura Hujurat).	Lecture		PLO 1	CLO 1	Knowledge
04	Eradications of Social evils	Lecture		PLO 2	CLO 2	Comprehension
05	Quranic verses on Compassion to make students awareness about enforcement of sympathy, empathy and compassion in the society in general and their personal lives in particular.	Lecture	Assignment 1 Quiz 1	PLO 2	CLO 2	Comprehension
06	Hadith & Sunnah of the Holy Prophet (pbuh)	Lecture		PLO 1	CLO 1	Comprehension
07	Hadith & Sunnah of the Holy Prophet (pbuh)	Lecture		PLO 1	CLO 1	Comprehension

	a. Basic concepts and historical perspective of Hadith.					
08	Translation and explanation of the selective Āhādīth with focus on Purity of Intent (Character).	Lecture	Assignment 2	PLO 2	CLO 3	Comprehension
09	Selected Ahadith (10) on Compassion, Welfare and Ethics to reinforce inculcation of sympathy, empathy and compassion among students.	Lecture		PLO 1	CLO 1	Knowledge
10	Seerat -ul-Nabī (ﷺ) Introduction to the life of the Holy Prophet ﷺ	Lecture		PLO 2	CLO 2	Comprehension
11	Planning and leading purposeful life.	Lecture		PLO 2	CLO 3	Comprehension
12	Inculcation of Sunnah of the Holy Prophet ﷺ in students' life.	Lecture		PLO 2	CLO 2	Comprehension
13	Formulation of their personal code of conduct taking lead from life of the Holy Prophet ﷺ.	Lecture		PLO 1	CLO 1	Comprehension
14	Human and minority rights in the light of Seerah	Lecture		PLO 2	CLO 3	Knowledge
15	Faith & Worship Pillars of Islam.	Lecture	Quiz 2	PLO 1	CLO 1	Knowledge
16	Understanding of Prayer, Zakat, Roza and Hajj.	Lecture		PLO 1	CLO 3	Comprehension
17	Human Rights and Obligations	Lecture		PLO	CLO 1	Comprehension
18	Identification of individual rights	Lecture		PLO	CLO 1	Comprehension
19	Identification of obligations towards o collective rights and duties.	Lecture		PLO 1	CLO 2	Comprehension
20	Maintenance of balance between among own rights an others obligations by defining different roles in life and ascertain / accomplish minimum essential performance	Lecture		PLO 1	CLO 1	Knowledge

21	Islamic Ethics and Values Identification of Core Values	Lecture		PLO 1	CLO 5	Creation
22	Understanding of Basic Islamic ethics	Lecture		PLO 1	CLO 1	Knowledge
23	Ethical Values according to the Quran and Sunnah	Lecture	Assignment 3	PLO 2	CLO 2	Comprehension
24	To know about foundational sources of Islam and Western ethics	Lecture		PLO 2	CLO 2	Comprehension
25	Human life purpose and Ethical Values	Lecture	Presentation	PLO 2	CLO 5	Creation
26	Roles and Minimum Essential Performance Levels.	Lecture	Presentation	PLO 2	CLO 5	Creation
27	Revelation and Ethical Values	Lecture	Presentation	PLO 2	CLO 5	Creation
28	Mawakhat e Madina (welfare aspect of Islamic Society	Lecture	Presentation	PLO 2	CLO 5	Creation

Conduct of Class

- Lectures shall be restricted to imparting of essential knowledge.
- Interactive sessions will be hallmark of teaching.
- All session shall culminate with tangent outcomes.
- Students shall be given small manageable project to present in next sessions.
- Projects, quizzes and assignments will be introduced to ensure optimum comprehension.

Course Outline

Serial	Unit	Lecture	Contents
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1.	Holy Quran	1&2	a. Basic concepts of Quran
			b. Historical perspective
			c. Revelation and Preservation of the Quran
			d. Compilation of Quran
		3&4	e. Quranic verses on eradication of social evils
		5&6	f. Quranic verses on Compassion

2.	Hadith & Sunnah	7	a. Difference between Hadith and Sunnah
		8	Basic concepts, historical perspective, types and importance of Hadith
		9	c. Introduction to six authentic books of Hadith
		10	Translation and explanation of the selected Āhādith with focus on Purity of Intent
		11	e. Concept of Ksab-e-Halal (legal earning) in Islam.
		12	Ten Ahadith on Compassion to reinforce inculcation of sympathy, empathy and compassion among students.
3.	<u>Seerat-ul-Nabī (ﷺ) and Human</u>	13	a. Basic concepts of the Seerat-ul-Nabī (ﷺ)

	<u>Rights</u>	14&15	Prophetic approaches to transform the society with focus on: <i>Methāq-e-Madina</i> : Foundation for multicultural society (minority rights). <i>Khutba-e-Hajjat al-Wada</i> : Islamic Charter of Human Rights Mawakhat e Madina (welfare aspect of Islamic Society
		16&18	c. Inculcation of Core Values.
		19&21	d. Purposeful life.
4.	Faith & Worship	22	a. The Spirit of Faith and Creeds
		23	b. The Spirit of Worship (Pillars of Islam)
		24&27	C. Practical Understanding of prayer.
5.	Islamic Culture and Civilization (Ethics and Values)	28	a. Islamic Core Values
		29&30	b. difference in Isalmic and Secular ethics
		31&32	Roles and Minimum Essential Performance Levels.

Reference and Recommended Books

1. AL-QURAN AL-KARIM, (English Translation, Abdullah Yusuf)(Islamabad: IRI,2004)
2. Dr. Sallābī, Ali Muhammad, The Noble life of the Prophet(ﷺ) (Riyadh : Darussalam, 2005)
3. Prof. Khursheed Ahmad, Islami Nazaryah Hayat(Karachi: University of Karachi, 2006)
4. Dr. Muhammad Hameedullah , 'Introduction to Islam, , IRI, Islamabad
5. Sayyed Mududi, Islami Tehzeeb Key Usool-O-Mabadi, Islamic Publications, Lahore
6. Mulana Safi-ur-Rehman Mubarak puri, Al-Raheeq Al-Makhtoom, Maktaba Salfia, Lahore
7. Dr. Mahmud Ali Sharqawi, Alami Tehzeeb per Islam key Asrat, Qasimululoom , Lahore
8. Dr. Khalid Alvi, Introduction to Hadith, IRI, International Islamic University , Islamabad
9. Imam Sharf-ud-Din , Arbaeen –e-Navavi, (Urdu translation), Darulandulus, Lahore
10. Dr. Zakir Naik, Forty Question on Islam (London: Islamic Research Foundation, 2003)
11. Dr. Mahmud Akhtar, Mayari Islamiyat (Lahore: Allied Book Centre , 2010)
12. Umar Chapra, Islam and the modern Economic Challenges (Islamabad: IPS, 2005)
13. Moulana Taqi Usmani, Islam aur Jadeed Maeshat o Tijarat(Karachi : Moarif -ul-Quran)
14. Dr. Muhammad Khahlil, Ilmi Islamiyat Lazmi, Ilmi kitab khana, Lahore
15. Dr. MD Zafar, ISLAMIC STUDIES COMPULSORY, Aziz Book depot, Lahore
16. Dr. Muhammad Hamidullah , Introduction to Islam, IRI.

17. Dr. Muhammad Hamidullah, The prophet of Islam: Prophet of migration, 1989.
18. Syed Abu al Aala Maoududi, Huma Rights in Islam, Isalmic Pupations, Lahore
19. Dr. Muhammad Tahir ul Qadri , Human Rights in Islam, Minhaj Books, Lahore
20. Muhammad Akram Khan, An introduction to Isalmic Economic System, IIIT. 1945.
21. Dr. Muhammad Tahir, development of child's personality from the Sunnah of the prophet Muhammad (peace be upon him) and psychology perspectives Islamic ethics and values , Conference: International Conference on Economics and Social Sciences Conference (ICESS) at Melbourne, Australia on August 2015.,pp. 23-30.
22. Adibah Binti Abdul Rahim , Understanding Islamic Ethics and Its Significance on the Character Building, International Journal of Social Science and Humanity, Vol. 3, No. 6, (2013): 508-513.

Course Title: Pakistan Studies

Course Code: HUM-204

Credit Hours: 3

Course Instructor:

Course Description

Pakistan Studies (Compulsory) has been developed in line with HEC guidelines on the subject and need analysis carried out at NUML Campuses for accruing optimum course outcomes. The course has been developed in Cognitive, Affective, as well as Psychomotor domains in following seven units with relevant content mentioned under each:

1. Historical Perspective

- a. Evolution and growth of Muslim society in the Subcontinent.
- b. Factors leading to Muslim nationalism in the Subcontinent.

2. Ideological Basis of Pakistan

- a. Definition, sources and significance of Ideology.
- b. Basis of Pakistan's Ideology with particular reference to the Values of Islam and economic deprivation of Muslims in Subcontinent.
- c. Two Nation Theory: Origin and Explication.
- d. Ideological rationale with special reference to Sir Syed Ahmad Khan, Allama Muhammad Iqbal and Quaid-e-Azam Muhammad

Ali Jinnah.

3. **Natural Environment**

- a. Landforms, climate and water resources.
- b. Environmental hazards and remedies.

4. **Government and Politics in Pakistan**

- a. Constitutional developments in Pakistan.
- b. Political development in Pakistan.

5. **Contemporary Pakistan (Issues and Prospects)**

- a. Geo-political significance of Pakistan.
- b. Economic potential and its utilization.
- c. Social issues, their gravity and resolution.
- d. World affairs: challenges and contributions.
- e. Human rights in Pakistan.

6. **Futuristic Outlook of Pakistan**. Vision 2025.

7. **Youth's Role in Development of Pakistan**

- a. Realization of National Motto "Unity, Faith & Discipline".

- b. Ascertaining individual contribution(s) towards Pakistan's prosperity.
- c. Impact based social activism.
- d. Identification of core values.
- e. Setting of vision(s).
- f. Formulation of Pakistani Youth's Code of Conduct.

Course Objectives

1. Inculcate a sense of gratitude to Allah Almighty for blessing us with an independent and sovereign country.
2. Underscore the importance of national integration, cohesion and patriotism.
3. Encourage traits of observation, creativity, analysis and reflection in students.
4. Promote an understanding of the ideology of Pakistan, the Muslim struggle for independence and endeavors for establishing a modern and welfare Islamic republic.
5. Acquaint students with Pakistan's historical, political and constitutional developments.
6. Lay emphasis on rights and obligations of citizens of an independent and sovereign state.
7. Study the issues arising in the modern age and posing challenges to Pakistan.
8. To make students understand the role they need to play in making Pakistan a leading country in the world.
9. Youth development.

Course Learning Outcomes (CLOs)

At the end of the course, students would be able to:

CLO	Learning Domain
<ul style="list-style-type: none"> • Explain Pakistan’s historical perspective; ideological basis; environmental outlook; political and constitutional developments; contemporary and future Pakistan. 	Cognitive
<ul style="list-style-type: none"> • Apply the guiding principle driven out from study of Pakistan’s history; ideology; environment; politics; constitutional developments; social and economic challenges in fulfilment of Pakistan’s Vision 2025 with special reference to the role of Pakistani youth. 	Affective
<ul style="list-style-type: none"> • Exhibit the impact based social activism to enable students play their respective role in development of prosperous Pakistan alongside their personal growth. 	Psychomotor

Relevance of Course to Real Life (Practical Applications)

The entire course revolves around real human life.

Assessment System

Relative grading system will be followed to award grades. Weightage is as under:

<u>Theoretical/Instruction</u>	<u>No</u>	<u>Percentage</u>
Assignments	4	5%
Quizzes / Class Activities	4	5%
Problem Based Activities (project)	3	10%
Midterm Exam	1	30%
End Semester Exam	1	50%
<u>Total</u>		<u>100%</u>

Conduct in the Class

- Lectures shall be restricted to imparting of essential knowledge only.
- Interactive sessions will be hallmark of teaching.
- All session shall culminate with tangent implementable outcomes.
- Students shall be given small manageable project to present in next sessions.

- Projects, quizzes and assignments will be introduced to ensure optimum comprehension.

Course Outline

Lectures	Units	Schedule Topics	Learning Activity	Assessment Activity	PLO	CLO	Thinking Level
01	Historical Perspective	a. Evolution and growth of Muslim society in Subcontinent.	Lectures		PLO 1	CLO1	Comprehension
02		b. Factors leading to Muslim nationalism in Subcontinent.	Lectures		PLO1	CLO 1	Comprehension
03 04	Ideological Basis of Pakistan	a. Definition, sources and significance of Ideology.	Lectures		PLO2	CLO2&1	Comprehension
05 06		b. Basis of Pakistan's Ideology with particular reference to the Values of Islam, economic deprivation of Muslims and role of All India Muslim League (AIML) in Subcontinent.	Lectures		PLO2	CLO2&1	Comprehension
07		c. Two Nation Theory: Origin and Explication.	Lectures		PLO2	CLO2&1	Comprehension
08		d. Ideological rationale with special reference to Sir Syed Ahmad Khan,	Lectures		PLO2	CLO2&1	Comprehension

		Allama Muhammad Iqbal and Quaid-i-Azam Muhammad Ali Jinnah.					
09	Natural Environment	a. Landforms, climate and water resources.	Lectures			CLO2	Comprehension
10		b. Environmental hazards and remedies.	Lectures			CLO2	Comprehension
11 12	Government and Politics in Pakistan	a. Constitutional developments in Pakistan.	Lectures		PLO1	CLO1	Knowledge
13		b. Political development in Pakistan.	Lectures		PLO1	CLO1	Knowledge
14	Contemporary Pakistan (Issues and Prospects)	a. Geo-political significance of Pakistan.	Lectures		PLO5	CLO1	Comprehension
15		b. Economic potential and its utilization.	Lectures		PLO5	CLO2	Knowledge
16 17		c. Social issues, their gravity and resolution.	Lectures		PLO4	CLO2	Analysis
18		d. World affairs: challenges and contributions.	Lectures		PLO7	CLO2	Analysis
19		e. Human rights in Pakistan.	Lectures			CLO1	Knowledge
20	Futuristic Outlook of Pakistan.	Pakistan's Vision 2025.	Lectures		PLO2	CLO2&3	Organization
21		a. Realization of National Motto "Unity, Faith & Discipline".	Lectures		PLO6	CLO2	Valuing

22 23	Youth's Role in Development of Pakistan	b. Ascertaining individual contribution(s) towards Pakistan's prosperity.	Lectures		PLO7	CLO2&3	Responding
24		c. Impact based social activism.	Lectures		PLO6&7	CLO3	Characterization
25		d. Identification of core values.	Lectures		PLO6	CLO3	Characterization
26		e. Setting of vision(s).	Lectures		PLO6	CLO2&3	Organization
27		f. Formulation of Pakistani Youth's Code of Conduct.	Lectures		PLO6&7	CLO2	Characterization
28		g. Social activities	Projects		PLO7	CLO3	

Recommended Books

1. Burki, Shahid Javed. *State and Society in Pakistan*, the MacMillan Press Ltd, 1980.
2. Akbar, S. Zaidi. *Issues in Pakistan's Economy*. Karachi: Oxford University Press, 2000.
3. S. M. Burke and Lawrence Ziring. *Pakistan's Foreign Policy: A Historical analysis*. Karachi: Oxford University Press, 1993.
4. Mehmood, Safdar. *Pakistan: Political Roots & Development*. Lahore, 1994.
5. Wilcox, Wayne. *The Emergence of Bangladesh.*, Washington: American Enterprise, Institute of Public Policy Research, 1972.
6. Mehmood, Safdar. *Pakistan Kayyun Toota*, Lahore: Idara-e-Saqafat-e-Islamia, Club Road.
7. Amin, Tahir. *Ethno - National Movement in Pakistan*, Islamabad: Institute of Policy Studies, Islamabad.

8. Ziring, Lawrence. *Enigma of Political Development*. Kent England: WmDawson & Sons Ltd, 1980.
9. Zahid, Ansar. *History & Culture of Sindh*. Karachi: Royal Book Company, 1980.
10. Afzal, M. Rafique. *Political Parties in Pakistan*, Vol. I, II & III. Islamabad: National Institute of Historical and cultural Research, 1998.
11. Sayeed, Khalid Bin. *The Political System of Pakistan*. Boston: Houghton Mifflin, 1967.
12. Aziz, K. K. *Party Politics in Pakistan*, Islamabad: National Commission on Historical and Cultural Research, 1976.
13. Muhammad Waseem, *Pakistan Under Martial Law*, Lahore: Vanguard, 1987.
14. Haq, Noor ul. *Making of Pakistan: The Military Perspective*. Islamabad: National Commission on Historical and Cultural Research, 1993.
15. Ziring, *Pakistan in 20th Century*.
16. Ian Talbot, *Pakistan: A Country*.
17. M. R. Kazmi, *A Concise History of Pakistan*, Karachi: OUP.
18. Hamid Khan, *Constitutional and Political History of Pakistan*.
19. Ali, Sheikh. Mubarak, "An Analytical Approach to the Economy of Pakistan", Karachi 1998.
20. Constitution of Islamic Republic of Pakistan PLD.
21. Dar, Saeeddudin Ahmed, "Ideology of Pakistan", NIHCR Islamabad 2000.
22. Hashmi, S.H., "The State of Social Sciences in Pakistan", COSS, Islamabad, 2001.
23. Iqbal, Ch., "Pakistani Society", Lahore 1998.
24. Mahmud, Safdar, "Pakistan's Political Roots and Development" Lahore 1994.

Course Title: Management Information System

Course Code: ITM-241

Credit Hours: 3+0

Course Instructor:

Mode of Contact: (WhatsApp only)

Prerequisites: Introduction to Information Technology

Course Description:

Information systems began as automation of office systems, and have grown into systems that assist managers to make decisions, systems that model successful business practices, and systems that transform the modern business into a resource and on the management of information technology. Coverage of the subject matter will be through lectures, class discussions, independent readings and research.

Course Objectives:

- Enlighten the Management Performance by Generating deeper understanding of information systems
- Applicability of IS in different business units.
- Help to understand the new dimensions of automated work and optimum decision making by generating the good quality DSS.

Course Learning Outcomes:

On successful completion of this course, students will be able to:

- Define and describe the role of strategy in business and for management for future initiatives. PLO1
- Comprehend and elaborate the theories, concepts and tools that support strategic management in organizations. PLO2
- Apply their theoretical learning experience into applied form. PLO3
- Play a leading role in setting organizational strategy both locally and globally and will participate in effective decision making towards organizational complexities. PLO4, PLO5
- Participate constructively in complex situations to complete shared tasks and meet agreed deadlines through utilizing their interpersonal skills while doing

team work PLO6, PLO7

Textbooks (or Course Materials) with latest Edition:

- "Management Information System, Managing the Digital Firm" by Kenneth C. Laudon, Jane P. Laudon 13th Global Edition

Reference Books:

- Research Articles

ASSESSMENT INSTRUMENT WITH WEIGHTS:

SNR	ITEMS	MARKS
1	MidTerm Exam	30
2	End Term Exam	50
3	Internal Evaluation Breakdown	
	Quiz(s)	
	Assignments(s)	
	Présentations	
	Case Discussion	
	Lab Work/Practical Project	
	AnyOther	
	Total	20
	GRAND TOTAL	100

COURSE CONTENTS:

Week	Lecture	Scheduled Topic	Learning Activity	Assessment Activity	PLO	CLO	Thinking Level
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1	1	<u>Introductions to information system</u>	Lecture		1	1, 2	Knowledge
	2	<u>Role of Information System in Business today</u>	Case		2,3,6	3,4	Application
2	3	<u>Business processes and Types of Information System</u>	Lecture	Quiz	1	1, 2	Knowledge
	4	<u>Systems for Collaboration and Social Business</u>	Case		2,3,6	3,4	Application
3	5	<u>The Information System Function in Business</u>	Lecture	Quiz	1	1, 2	Knowledge
	6	<u>Impact of Information System in Organizations and Business Firms</u>	Case	Project	2,3,6	3,4	Application
	7	<u>How to achieve Competitive Advantage by using Information Systems</u>	Lecture	Quiz	1	1, 2	Knowledge
4	8	<u>Information Technology Infrastructure</u>	Case	Assignment	2,3,6	3,4	Application
5	9	<u>Infrastructure Components</u>	Lecture	Quiz	1	1, 2	Knowledge
	10	<u>Contemporary Hardware Platform Trends</u>	Case		2,3,6	3,4	Application
6	11	<u>Contemporary Software Platform Trends and Management Issues</u>	Lecture	Quiz	1	1, 2	Knowledge
	12	<u>Organizing Data in Traditional File Environment</u>	Case		2,3,6	3,4	Application
7	13	<u>The Database approach to Data Management</u>	Lecture		1	1, 2	Knowledge
	14	Using Databases to Improve Business Performance and Decision Making	Case		2,3,6	3,4	Application
MIDTERM EXAMS							
8	15	Telecommunication and Networking in Today's Business World	Lecture		1	1, 2	Knowledge
	16	Communication Networks (Types, Structures, Topologies)	Case		2,3,6	3,4	Application
9	17	TCP/IP Model and The Global Internet, Assigning Presentation Topics (Four Groups)	Lecture		1	1, 2	Knowledge
	18	The Wireless Revolution (Cellular Networks, Wifi Standards, Wimax, Wireless Sensor Networks)	Case		2,3,6	3,4	Application
10	19	Malicious Software, Hackers and Computer Crime	Lecture		1	1, 2	Knowledge
	20	Business Value of Security and Control	Case		2,3,6	3,4	Application

11	21	Establishing a Framework for Security and Control	Lecture		1	1, 2	Knowledge
	22	Technologies and Tools for Protecting Information Resources, Group One Presentation	Case		2,3,6	3,4	Application
12	23	Intelligent Techniques for Managing Knowledge (Machine Learning, Fuzzy Logic, Neural Networks)	Lecture		1	1, 2	Knowledge
	24	Knowledge Work Systems and its Requirement, Examples of KWS, Group Two Presentation	Case		2,3,6	3,4	Application
13	25	Decision Making Process and Real World Decision Making	Presentation	Presentation	2,3,5,6	4, 5	Comprehension Creativity
	26	Business Intelligence in the Enterprise, Data Visualization, Visual Analytics and Geographic Information Systems, Group Three Presentation	Presentation	Presentation	2,3,5,6	4, 5	Comprehension Creativity
14	27	The Growth of International Information Systems					Knowledge
	28	Technology Issues and Opportunities for Global Value Chains, Group Four Presentation					Knowledge
ENDTERM EXAMS							

Course Title: Cost Accounting

Course Code: ACC-243

Credit Hours: 3+0

Course Instructor:

Introduction

This course describes the nature and purpose of cost accounting, analyzes the behavior of various types of costs; highlights common practices related to absorption, marginal, and standard costing; differentiate between job, batch, and process costing, and involves the preparation of cost statements, and project planning and control. This course builds upon the concepts and techniques to help plan, prepare, analyze, and control cost-driven activities. It enables the students to acquire the skills necessary to analyze and interpret accounting data.

Course Learning Objectives (CLOs)

This course aims to provide students with understanding about:

- CLO 7. Nature, purpose and the basic concepts of Cost Accounting
- CLO 8. Cost accounting activities related to material, labour and overheads
- CLO 9. Marginal and Absorption costing
- CLO 10. Job, batch and process costing
- CLO 11. Budgeting
- CLO 12. Standard Costing
- CLO 13. Service and operation costing

CLO 14. Alternative costing principles

Contacting the Module Instructor

You can contact your module instructor in the following ways:

Email: aabrar@numl.edu.pk

Meeting: By appointment via e-mail

Prerequisites

This is a core course designed for BS students. Fundamentals of Accounting & Financial Accounting are prerequisites for this course.

Teaching and Learning Outcomes

On completion of this course students should be able:

- TLO 7. To understand various concepts of Cost Accounting.
- TLO 8. To understand activities related to material, labour, and overheads.
- TLO 9. To understand Marginal and Absorption costing.
- TLO 10. To know Job, batch and process costing.
- TLO 11. To understand about Budgeting.
- TLO 12. To know and understand Standard costing.

TLO 13. To know and understand Service and operation costing.

TLO 14. To know about Alternative costing principles.

Teaching Methodology

There will be lectures, discussions, and presentations as part of the scheduled class activities. It is advised that all students participate in these activities; failing to do so will hurt their learning and GPAs. According to the course objectives, lectures will feature learning objectives for weekly topics (as mentioned in the weekly schedule), including essential ideas and real-world examples. Lectures are not a substitute for required readings, even though they will cover the same material. The information covered in the prescribed readings will be specifically expanded upon and, if necessary, updated throughout the lectures. In addition to lectures, the following learning activities will continue to be the main focus of the students' attention.

Assessment Scheme

Assignments ----- -----	10%
Quizes----- -----	10%
Mid Term Examination ----- -----	30%

Final Examination ----- -----	50%
TOTAL ----- -----	100%

Reading Materials

RECOMMENDED TEXTBOOKS:

- ACCA F2(MA/FMA) course book by Kaplan Publishers
- ACCA F2(MA/FMA) course book by BPP Publishers
- ACCA F2(MA/FMA) course book by Beker Publishers
- Cost Accounting by Matz, Usry Latest Edition Textbook.

Module Contents

Lecture	Scheduled Topic	Learning	Assessment	PLO ⁹	CLO	Thinking
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		Activity	Activity			Level
	<p>The nature and purpose of cost and management accounting:</p> <ul style="list-style-type: none"> • Distinguish between data and information • Identify and explain the attributes of good information • Compare and contrast financial accounting with cost and management accounting • Outline the managerial processes of planning, decision making and control • Explain the difference between strategic, tactical and operational planning 	Lecture		PLO 1	CLO 1	Comprehension
	<p>The nature and purpose of cost and management accounting:</p> <ul style="list-style-type: none"> • Distinguish between cost, profit, investment and revenue centers • Describe the differing needs for information of cost, profit, investment and revenue centers managers • Describe the purpose and role of cost and management accounting within organization's management information system • Explain the limitations of management information in providing guidance managerial decision making. 	Lecture		PLO 1	CLO 1	Comprehension
	<p>Types of cost and cost behavior:</p> <ul style="list-style-type: none"> • Explain and illustrate production and nonproduction costs • Describe the different elements of production cost – materials, labor and overheads 	Lecture		PLO 2	CLO 1	Comprehension

	<ul style="list-style-type: none"> Describe the different elements of nonproduction cost – administrative, selling, distribution and finance 					
	<p>Types of cost and cost behavior:</p> <ul style="list-style-type: none"> Explain the importance of the distinction between production and nonproduction costs when valuing output and inventories Explain and illustrate with examples classifications used in the analysis of the product/service costs including by function, direct and indirect, fixed and variable, stepped fixed and semi variable costs Describe and illustrate, graphically, different types of cost behavior 	Lecture		PLO 2	CLO 1	Comprehension
	<p>Types of cost and cost behavior:</p> <ul style="list-style-type: none"> Use high/low analysis to separate the fixed and variable elements of total costs including situations involving semi variable and stepped fixed costs and changes in the variable cost per unit Explain the advantages and disadvantages of using high low method to estimate the fixed and variable element of costing 	Lecture		PLO 2	CLO 1	Application
	<p>Accounting for inventory:</p> <ul style="list-style-type: none"> Describe the different procedures and documents necessary for the ordering, receiving and issuing of materials from inventory Identify, explain and calculate the costs of ordering and holding inventory (including buffer inventory) Describe and apply appropriate methods for establishing reorder levels where demand in the lead time is constant 	Lecture		PLO	CLO 2	Comprehension
	<p>Accounting for inventory:</p> <ul style="list-style-type: none"> Calculate and interpret the optimal order quantities 	Lecture		PLO 3	CLO 2	Comprehension

	<ul style="list-style-type: none"> • Calculate and interpret the optimal order quantities when quantity discounts are available • Produce calculations to minimize inventory costs when inventory is gradually replenished 					
	<p>Accounting for inventory:</p> <ul style="list-style-type: none"> • Calculate the value of closing inventory and material issues using LIFO, FIFO and average methods • Describe the control procedures used to monitor physical and 'book' inventory and to minimize discrepancies and losses • Interpret the entries and balances in the material inventory account. 	Lecture	Assignment 1	PLO 3	CLO 2	Application
	<p>Accounting for Labour:</p> <ul style="list-style-type: none"> • Calculate direct and indirect costs of labour • Explain the methods used to relate input labour costs to work done • Prepare the journal and ledger entries to record labour costs inputs and outputs • Interpret entries in the labour account 	Lecture		PLO 3	CLO 2	Comprehension
	<p>Accounting for Labour:</p> <ul style="list-style-type: none"> • Describe different remuneration methods: time-based systems; piecework systems and individual and group incentive schemes • Calculate the level, and analyse the costs and causes of labour turnover • Explain and calculate labour efficiency, capacity and production volume ratios 	Lecture		PLO 3	CLO 2	Application
	<p>Accounting for overheads:</p> <ul style="list-style-type: none"> • Explain the different treatment of direct and indirect expenses • Describe the procedures involved in determining production overhead absorption rates 	Lecture	Quiz 1	PLO 3	CLO 2	Comprehension

	<ul style="list-style-type: none"> • Allocate and apportion production overheads to cost centres using an appropriate basis • Reapportion service cost center costs to production cost centres (using the reciprocal method where service cost centres work for each other) 					
	<p>Accounting for overheads:</p> <ul style="list-style-type: none"> • Select, apply and discuss appropriate bases for absorption rates • Prepare journal and ledger entries for manufacturing overheads incurred and absorbed • Calculate and explain the under and over absorption of overheads 	Lecture		PLO 3	CLO 2	Application
	<p>Marginal and absorption costing:</p> <ul style="list-style-type: none"> • Explain the importance of, and apply, the concept of contribution • Demonstrate and discuss the effect of absorption and marginal costing on inventory valuation and profit determination • Calculate profit or loss under absorption and marginal costing 	Lecture	gment 2	PLO 4	CLO 3	Comprehension
	<p>Marginal and absorption costing:</p> <ul style="list-style-type: none"> • Reconcile the profits or losses calculated under absorption and marginal costing • Describe the advantages and disadvantages of absorption and marginal costing 	Lecture	2	PLO 4	CLO3	Application
	<p>Job, batch and process costing:</p> <ul style="list-style-type: none"> • Describe the characteristics of job costing, batch costing, process costing, describe situations in which each would be appropriate • Prepare cost records and accounts in job and batch costing situations • Establish job and batch costs from given information for process costing, explain the concepts of normal and abnormal losses and abnormal gains 	Lecture		PLO 4	CLO 4	Comprehension

	<p>Job, batch and process costing:</p> <ul style="list-style-type: none"> • Calculate the cost per unit of process outputs • Prepare process accounts involving normal and abnormal losses and abnormal gains • Calculate and explain the concept of equivalent units • Apportion process costs between work remaining in process and transfers of a process using the weighted average and FIFO method 	Lecture		PLO 4	CLO 4	Comprehension
	<p>Job, batch and process costing:</p> <ul style="list-style-type: none"> • Prepare process accounts in situations where work remains incomplete • Prepare process accounts where losses and gains are identified at different stages of the process • Differentiate between Job and Process costing <ul style="list-style-type: none"> ▪ Cost of Production Report 	Lecture		PLO 4	CLO 4	Application
	<p>Job, batch and process costing:</p> <ul style="list-style-type: none"> • Distinguish between byproducts and joint products • Value byproducts and joint products at the point of separation • Prepare process accounts in situations where byproducts and/or joint products occur. 	Lecture		PLO 4	CLO 4	Comprehension
	<p>Budgeting:</p> <ul style="list-style-type: none"> • Explain why organizations use budgeting • Describe the planning and control cycle in an organization • Explain the administrative procedures used in the budgeting process • Describe the stages in the budgeting process 	Lecture		PLO 4	CLO 5	Comprehension
	<p>Budgeting:</p> <ul style="list-style-type: none"> • Explain top down, bottom-up approaches to budgeting • Prepare sales budgets • Prepare functional budgets (production, raw materials usage and purchases, labor, variable, and fixed overheads) 	Lecture	Assignment 3	PLO 4	CLO 5	Application

	<ul style="list-style-type: none"> • Prepare cash budget 					
	<p>Budgeting:</p> <ul style="list-style-type: none"> • Prepare master budgets (income statement and statement of financial position) • Explain and illustrate 'what if' analysis and scenario planning • Explain the importance of flexible budgets in control • Explain the disadvantages of fixed budgets in control 	Lecture	Quiz 3	PLO 4	CLO 5	Application
	<p>Standard Costing:</p> <ul style="list-style-type: none"> • explain the purpose and principles of standard costing • explain and illustrate the difference between standard, marginal and absorption costing • establish the standard cost per unit under marginal costing and absorption costing 	Lecture		PLO 4	CLO 6	Comprehension
	<p>Standard Costing:</p> <ul style="list-style-type: none"> • calculate sales price and volume variances • calculate materials total, price, and usage variances • calculate labour total, price, and efficiency variances • calculate the variable overhead total, expenditure, and efficiency variances • calculate fixed overhead total, expenditure and, where appropriate, volume, capacity, and efficiency variances • interpret the variances 	Lecture		PLO 4	CLO 6	Application
	<p>Standard Costing:</p> <ul style="list-style-type: none"> • explain factors to consider before investigating variances (including the relative significance), • explain possible causes of the variances and 	Lecture	Assignment 4	PLO 4	CLO 6	Comprehension

	<ul style="list-style-type: none"> • recommend control action (potential action to eliminate variances) • explain the interrelationships between the variances • calculate actual figures or standard figures where the variances are given 					
	<p>Alternative costing principles:</p> <ul style="list-style-type: none"> • Explain activity-based costing (ABC) • Explain Target costing • Explain Life cycle costing and total quality management (TQM) • Differentiate ABC, target costing and life cycle costing from the traditional costing techniques 	Lecture	Quiz 4	PLO 2	CLO 8	Comprehension
	<p>Alternative costing principles:</p> <ul style="list-style-type: none"> • Compare cost control and cost reduction • Describe and evaluate cost reduction methods • Describe and evaluate value analysis 	Lecture		PLO 2	CLO8	Comprehension
	<p>Service and operation costing:</p> <ul style="list-style-type: none"> • Identify situations where the use of service/operation costing is appropriate • Illustrate suitable unit cost measures that may be used in different service/operation situations 	Lecture		PLO 4	CLO 7	Comprehension
	<p>Service and operation costing:</p> <ul style="list-style-type: none"> • Carry out service cost analysis in simple service industry situations. 	Lecture		PLO 4	CLO 7	Application

Note: The course is planned for 30 students. In case of less or more than 30 students course plan will be changed by the instructor.

Course Title: Money & Banking

Course Code: ECO-241

Credit Hours: 3+0

Course Instructor:

Mode of Contact"

You can contact your course instructor in the following ways:

Email: friaz@numl.edu.pk, amnasaleh@numl.edu.pk

Meeting: By appointment via e-mail

PREREQUISITES: The prerequisites for this course are Microeconomics, Macroeconomics and Introduction to Finance.

Textbook:

Modern Money and Banking by Roger LeRoy Miller, David D. VanHoose. McGraw Hills Publications.

The Economics of Money, Banking, and Financial Markets by Frederic S. Mishkin, Apostolos Serletis

Reference Material:

Money, banking and financial markets by Stephen G.Cecchetti.

Course Description: This course is an introduction to the behavioral science of economics which focuses on interest rates, the concept of money, exchange rates, and monetary policy. This course intends to enable students to understand modern financial and monetary systems. The course explains the historic role of money with its application in the modern economics. Furthermore, the contents explicitly explain role of banks, movement of funds among different economic agents and the impact of monetary policy.

Course Objectives: The course objectives are

- To develop the framework that will help students to understand the structure of financial markets, money & its components and how interest rates are determined.
- Understand importance of financial markets and financial institutions in the economy; operations of depository institutions; why they are regulated;
- Explain how a nation's money supply is determined; tools of monetary policy, role of central banks and the conduct of monetary policy

Course Learning Outcomes: Upon completion of this course, students will be able to:

- Understand and identify the importance and principles behind the working of financial system.
- Demonstrate knowledge about the evolution of financial markets and various credit instruments; and the evolution of money and its functions.
- Understand the determinants and term structures of interest rate
- Understand the importance and functions of Central Bank.
- Understand the working of monetary policy and its instruments.
- Appreciate the potential importance of monetary phenomenon in the economy.

ASSESSMENT INSTRUMENT WITH WEIGHTS:

SNR	ITEMS	MARKS
1	Mid Term Exam	30
2	End Term Exam	50
3	Internal Evaluation Breakdown	
	Quiz(s)	
	Assignments(s)	
	Class Participation	
	Présentations	
	Case Discussion	

	Lab Work/Practical Project		
	Any Other		
	Total	20	20
	GRAND TOTAL		100

COURSE CONTENTS:

Lecture	Scheduled Topic	Learning Activity	Assessment Activity	PLO ¹⁰	CLO	Thinking Level
	Basic concepts of money and banking					
	<ul style="list-style-type: none"> ■ Introduction to money and the financial system ■ Parts of the financial system ■ <u>The five core principles of money and banking</u> 	Lecture		PLO 1	CLO 1	Knowledge
01	<u>Nature & Functions of Money</u>					
	<ul style="list-style-type: none"> ■ <u>Meaning of money</u> ■ <u>Barter system and the difficulties of barter</u> ■ <u>Commodity money and Fiat money standards</u> 	Lecture		PLO 2	CLO 2	Knowledge
02	<u>The Evolution of money</u>					
	<ul style="list-style-type: none"> ■ Exchange costs and transaction costs ■ Exchange costs and the evolution of trading systems and money ■ Commodity money and commodity standards 	Lecture		PLO 2,3	CLO 2	Comprehension

03 The economics of commodity money system					
<ul style="list-style-type: none"> ■ Monopoly model of money ■ Seigniorage 	Lecture		PLO 2,3	CLO 2	Comprehension
04 Approaches to defining& approaching money					
<ul style="list-style-type: none"> ■ Transaction approach ■ Monetary approach 	Lecture		PLO 1,2	CLO 2	Comprehension
05 How the central bank measures money					
<ul style="list-style-type: none"> ■ Monetary base ■ M1 ■ M2 ■ M3 ■ Difference between M2 and M3 	Lecture		PLO 2,3	CLO 2	Comprehension
06 The future of money					
<ul style="list-style-type: none"> ■ The evolution of money ■ The cashless society 	Lecture	Assignment 1 Quiz 1	PLO 2	CLO 2	Comprehension
07 Financial instruments and Markets					
<ul style="list-style-type: none"> ■ Financial intermediation ■ Direct and indirect financing ■ Financial disintermediation 	Lecture		PLO 1,2,5	CLO 2	Knowledge
08 Use of financial instruments					
<ul style="list-style-type: none"> ■ <u>Types of securities</u> ■ <u>Equity vs debt instruments</u> ■ <u>Uses of Financial instruments, Underlying versus Derivative instruments</u> 	Lecture		PLO 4,5	CLO 2	Comprehension
09 Financial institutions and financial markets	Lecture		PLO 4,5	CLO 2	Comprehension

- Depository and Non-depository institutions
- Primary and secondary markets
- Capital and money markets

10 Bank

- Different types of banks
 - Functions of a commercial bank
- Lecture PLO 4 CLO 2 Knowledge

11 Thrift industry

- Origin of thrift industry
 - History of saving banks
 - Beginnings of saving and loan associations
 - Origin of credit unions
- Lecture PLO 4 CLO 2 Knowledge

12 Interest rates

- Introduction to interest rates
 - Nominal interest rate
 - Real interest rate
 - Prime rate
- Lecture Assignment 2 Quiz 2 PLO 6,7 CLO 3 Knowledge

13 Interest rate Calculations

- Nominal yield
 - Current yield
 - Yield to maturity
 - Present value of bond
- Lecture PLO 6,7 CLO 3 Comprehension

14 T-bills

- Treasury bill calculation
- Lecture PLO 6,7 CLO 3 Comprehension

<ul style="list-style-type: none"> ■ Coupon yield calculation for T-bill 				
15 Central bank <ul style="list-style-type: none"> ■ Introduction to Central banking ■ Importance of central bank ■ Functions of central bank 	Lecture	PLO 1,4	CLO 4	Knowledge
16 Monetary policy <ul style="list-style-type: none"> ■ Goals and objectives of monetary policy ■ Instruments of monetary policy 	Lecture	PLO 1,4	CLO 5	Knowledge
17 Credit Control Instruments <ul style="list-style-type: none"> ■ OMO ■ Discount window policy, ■ Reserve requirements and Margin Requirements 	Lecture	PLO 5	CLO 5	Comprehension
18 Money in traditional macroeconomic system	Lecture	PLO 5	CLO 5	Comprehension
19 Money demand function <ul style="list-style-type: none"> ■ Traditional and Keynesian money demand function ■ Supply of money 	Lecture	PLO 5	CLO 5	Comprehension
20 Interest rate determination <ul style="list-style-type: none"> ■ Equilibrium interest rate ■ Changes in interest rate 	Lecture	PLO 4,5	CLO 3,5	Comprehension
21 Introduction to Liquidity-Money <ul style="list-style-type: none"> ■ Derivation of LM schedule 	Lecture	PLO 4,5	CLO 5	Comprehension
22 Introduction to Investment-Saving <ul style="list-style-type: none"> ■ Derivation of IS schedule 	Lecture	PLO 4,5	CLO 5	Comprehension

23 IS-LM Equilibrium				
<ul style="list-style-type: none"> ■ Understanding how economy restores equilibrium in IS-LM model 	Lecture	PLO 5	CLO 5	Comprehension
24 Effects of Monetary policy in IS-LM model (expansionary and contractionary monetary policy effect)	Lecture	PLO 7,8	CLO 6	Comprehension
25 Fiscal Policy in IS-LM Model. Crowding out effect.	Lecture	PLO 7,8	CLO 6	Comprehension
26 Policy coordination	Lecture	PLO 7,8	CLO 5,6	Comprehension
27 Revision	Lecture	PLO 7	CLO 5,6	Comprehension
28 Final project presentations	Lecture	PLO 4,5	CLO 6	Creation
29 <u>Final project presentations</u>	Lecture	PLO 4,5	CLO 6	Creation

Course Title: Corporate Law

Course Code: LAW-221

Credit Hours: 3+0

Course Instructor: Shaukat Hayat

Mode of Contact

You can contact your course instructor in the following ways:

Email: shaoukat.hayat@numl.edu.pk

Meeting: By appointment via e-mail

Prerequisites:

The students are required to clear the 3rd semester of BSAF.

Text Books and Reading Material:

1. Companies Act, 2017.
2. Non-Banking Finance Companies (Companies Ordinance, 1984, Sections 282A to 282M).
3. Non-Banking finance Companies (Establishment and Regulation) Rules, 2003.
4. Modaraba Companies and Modaraba (Floatation and Control) Ordinance, 1980.
5. Securities and Exchange Ordinance, 1969.
6. Securities and Exchange Commission of Pakistan Act, 1997.
7. Listed Companies (Code of Corporate Governance) Regulation, 2017.

Course Descriptions/Objectives:

The course is designed for studying Tax laws for students of BS.Com classes

Course Objectives and Learning Outcomes:

- (1). To familiarize the students with the Income and Sales Tax Laws in Pakistan.
- (2). To introduce to students the important elements and aspects of tax system and authorities and their limits.
- (3). To equip the students with necessary skills to deal with the situations concerning the field of taxation.

By the end of this course the students should be able to know the legal provisions pertaining to the incorporation of companies as well as to apply them in their professional career.

Assessment Instrument with Weights:

SNR	ITEMS	MARKS	
1	Mid Term Exam	30	
2	End Term Exam	50	
3	Internal Evaluation Breakdown		
	Quiz(s)		05
	Assignments(s)		10
	Class Participation		
	Présentations		15
	Case Discussion		
	Lab Work/Practical Project		
	Any Other		
	Total	20	20
	GRAND TOTAL	100	

Course Contents

Lecture	Topic	Learning Activity	Assessment Activity	PLO	CLO	Thinking Level
1	Introduction to Pakistani Legal System-I	Lecture		PLO 3	CLO 2	Comprehension
2	Introduction to Pakistani Legal System-II	Lecture		PLO 1	CLO 2	Comprehension
3	Major Forms of Business Organization-I	Lecture		PLO 1	CLO 2	Comprehension
4	Major Forms of Business Organization-II	Lecture		PLO 1	CLO 2	Comprehension
5	Formation of a Company-I	Lecture		PLO 3	CLO 2	Comprehension
6	Formation of a Company-II	Lecture		PLO 3	CLO 2	Comprehension
7	Conversion of a Company of a Class into a Company of other Class	Lecture		PLO 3	CLO 2	Comprehension
8	Share Capital of a Company	Lecture		PLO 3	CLO 2	Comprehension
9	General Meetings of a Company-I	Lecture		PLO 3	CLO 2	Comprehension
10	General Meetings of a Company-II	Lecture		PLO 1	CLO 3	Comprehension
11	General Meetings of a Company-III	Lecture		PLO 3	CLO 2	Comprehension
12	Proceedings of General Meetings of a Company-I	Lecture		PLO 3	CLO 2	Comprehension
13	Proceedings of General Meetings of a Company-II	Lecture		PLO 3	CLO 2	Knowledge
14	Proceedings of General Meetings of a Company-III	Lecture		PLO 3	CLO 2	Knowledge
15	Company Directors-I	Lecture		PLO 3	CLO 2	Knowledge
16	Company Directors-II	Lecture		PLO 3	CLO 2	Comprehension
17	Company Directors-III	Lecture		PLO 3	CLO 2	Comprehension
18	Chief Executive Officer of Company	Lecture		PLO 3	CLO 2	Comprehension
19	Auditor of Company	Lecture		PLO 3	CLO 2	Comprehension
20	The Winding Up of Company-I	Lecture		PLO 3	CLO 2	Comprehension

21	The Winding Up of Company-II	Lecture		PLO 1	CLO 3	Comprehension
22	The Winding Up of Company-III	Lecture		PLO 3	CLO 2	Comprehension
23	Corporate Taxation	Lecture		PLO 3	CLO 2	Comprehension
24	Modaraba Companies	Lecture		PLO 3	CLO 2	Comprehension
25	Corporate Governance	Lecture		PLO 1	CLO 3	Knowledge
26	Stock Exchange	Lecture		PLO 3	CLO 2	Knowledge
27		Presentations		PLO 3	CLO 2	Comprehension
28		Presentations		PLO 1	CLO 3	Creation
29				PLO 1	CLO 3	Creation

Semester - V

CODE	COURSE	CREDITS
MGT-322	Business Research Methodology	3
ACC-344	Managerial Accounting	3
FIN-342	Financial Markets & Institutions	3
LAW-342	Corporate Tax (Pakistan)	3
MGT-311	Corporate Governance & Ethics	3
HRM-321	Human Resource Management	3

Course Title: Business Research Methodology

Course Code: MGT-322

Credit Hours: 3+0

Course Instructor: Ms. Fatima Shamim

Mode of Contact:

You can contact your course instructor in the following ways:

Email: fatimashamim@numl.edu.pk

Meeting: By appointment via email

PREREQUISITES: Students should know the basic research concept, especially in business.

Textbook:

Research Methods for Business, by Uma Sekeran 7th Edition

Reference Material:

- Saunders M, Lewis P & Thornhill A, 8th Edition, *Research Methods for Business Students*. Financial Times-Prentice Hall
- Bryman A, *Research Methods & Organisation Studies*, Unwin-Hyman Gill J & Johnson P, *Research Methods for Managers*, Paul Chapman Publishing

Course Description: Building on Principles of Research Design, this course aims to extend and deepen the understanding of different research approaches and methodologies to prepare students for research projects in their business discipline. After studying this course, students will receive an overview of the scientific research methods, research preparation, and communication styles used to disseminate research at the Undergraduate level. This course will assist students in identifying, discussing, and formulating a research problem, selecting and applying appropriate research approaches and methods of inquiry

(both quantitative and qualitative), and presenting their results. Successful completion of this course should be sufficient for students to undertake a research project.

Course Objectives: The course objectives are:

- To acquire skills for Identifying problem areas in organizational settings
- To plan, organize, design, and conduct research to help solve the specific problems .
- To understand how research contributes to business decisions and practices.
- To critically think about business research problems and various methods of approaching the issues.
- To develop skills and knowledge to discriminate "good" from "bad" research reported in academic, business, and trade journals.
- To critically evaluate the methods of research articles
- To write, present and publish research reports and articles

Course Learning Outcomes: Upon completion of this course, students will be able to:

1. CLO1. Understand and recognize the importance of research in the field (PLO 1).
2. CLO2. Identify practical problems of the real businesses and theoretical issues from the existing literature by following the standard process of business research (PLO 4).
3. CLO3. Build a theoretical framework and hypotheses to test the established relationships (PLO 3).
4. CLO4. Choose an appropriate sampling technique, research strategies, and scales for data collection (PLO 7).
5. CLO5. Apply relevant tests, interpret and present data, and discuss the findings in a parsimonious way to provide a solution to the business problems (PLO 6).

ASSESSMENT INSTRUMENT WITH WEIGHTS:

SNO	ITEMS	MARKS
1	Mid Term Exam	30
2	End Term Exam	50
3	Internal Evaluation Breakdown	
	Quiz(s)	
	Assignments(s)	
	Class Participation	
	Présentations	
	Case Discussion	
	Research Paper	
	Any Other	
	Total	20
	GRAND TOTAL	100

COURSE CONTENTS:

Lecture	Scheduled Topic	Learning Activity	Assessment Activity	PLO	CLO	Thinking Level
01	Introduction to Research <u>What is Research?</u>					
	<ul style="list-style-type: none"> ■ <u>Business Research Defined.</u> ■ <u>Types of Business Research.</u> ■ <u>Managers and research</u> ■ The Manager and the consultant researcher. ■ The Manager-Researcher Relationship 	Lecture		PLO 1	CLO 1	Knowledge

02 Introduction to Research**■ Internal Versus External consultants/Researchers****■ Research and Managerial Effectiveness****■ Ethics and Business Research**

Lecture

PLO 1

CLO 1

Comprehension

03 The scientific investigation**■ The Hall Marks of scientific research**

Lecture

PLO 1

CLO 1

Knowledge

04 Types of reasoning**■ Practical and Theoretical utility of research**Lecture and
Class Discussion

PLO 2

CLO 4, 6

Analyze

05 Hypothetico-deductive Method**■ The seven-step process in The Hypothetico-deductive Method**

Lecture

PLO 1

CLO 1

Knowledge

06 Identification of Broad Problem Area**Problem Statement****■ Problem statement defined****■ What makes a good problem statement**

Lecture

PLO 7

CLO 4

Knowledge

07 The research proposal

Lecture

Assignment 1

PLO 4

CLO 2

Knowledge

08 The Critical Literature Review**■ conducting a critical literature review****■ How to approach the literature Review**

Lecture

Quiz 1

PLO 1

CLO 1, 2

Comprehension

09 Source of literature

Lecture

PLO 1

CLO 1

Comprehension

■ **Evaluating and Documenting the literature review**

10 Theoretical Framework

- Defining theoretical framework

Type of Variables

- Definition and types of variables
- Dependent variable, Independent variable, Moderating variable, and Mediating variable

Lecture and Class Discussion

Assignment 2

PLO 1

CLO 3

Application

11 Hypotheses Development

Lecture and Class Discussion

Quiz 2

PLO 1

CLO 3

Application

12 Research Design

- Purpose of the Study
- Types of Study
- Researcher interference
- Study setting
- Unit of analysis
- Time horizon

Lecture

PLO 1

CLO 2, 4

Knowledge

13 Research Strategies

Lecture

PLO 1

CLO 4

Knowledge

14 Data Collection Methods

- Primary and secondary sources of data
- Interviewing
- Training interviewers

Lecture

Assignment 3

PLO 7

CLO 4

Knowledge

15 Data Collection Methods (Cont.)

Lecture

PLO 7

CLO 4

Knowledge

<ul style="list-style-type: none"> ■ The questioning technique ■ Face-to-face interviews ■ Telephone Interviews ■ Computer-assisted interviewing 						
16 Data Collection Methods: Questionnaires						
<ul style="list-style-type: none"> ■ Types of Questionnaire ■ Personality administered Questionnaire ■ Mail and electronic Questionnaire 	Lecture	Quiz 3	PLO 7	CLO 4	Knowledge	
17 Contents of Questionnaires						
<ul style="list-style-type: none"> ■ Principles of wording ■ Content and purpose of questions ■ Language and wording of questions ■ Types and forms of questions ■ Principles of measurement 	Lecture		PLO 1	CLO 4	Comprehension	
18 Measurement: Scaling, Reliability, Validity						
<ul style="list-style-type: none"> ■ Types of scales ■ Review of Scales 	Lecture		PLO 1	CLO 4	Knowledge	
19 Ranking Scales						
<ul style="list-style-type: none"> ■ Goodness of measures ■ Reliability 	Case Discussion		PLO 1	CLO 4	Knowledge	
20 Population and Sampling	Lecture		PLO 1	CLO 4	Knowledge	
21 Types of Probability Sampling	Lecture	Assignment 4	PLO 1	CLO 4	Knowledge	
22 Parameters and reasons of sampling and Data entry in SPSS	Lecture and Hands-on practice	Quiz 4	PLO 1	CLO 5	Analyze	
<ul style="list-style-type: none"> ■ Quantitative Data Analysis 						
23 Quantitative Data Analysis	Lecture and		PLO 1	CLO 5	Analyze	

24 Relationship between two nominal variable	Hands-on practice			
■ Reliability	Lecture and		PLO 1	CLO 5
■ Validity	Hands-on practice			Analyze
25 Correlation and Regression	Lecture and		PLO 1	CLO 5
	Hands-on practice			Analyze
26 Regression analysis and testing moderation and mediation in SPSS	Lecture and	Research paper submission	PLO 1	CLO 5
	Hands-on practice			Analyze
27 Research Paper presentation and discussion	Lecture		PLO 5	CLO 5
28 Research Paper presentation and discussion	Case Discussion		PLO 5	CLO 5

Course Title: Managerial Accounting

Course Code: ACC-344

Credit Hours: 3+0

Course Instructor:

Mode of Contact"

You can contact your course instructor in the following ways:

Email:

Meeting: By appointment via e-mail

PREREQUISITES: As a accounting course, you must have an understanding of Cost Accounting, Fundamentals of Accounting & Financial Accounting.

Textbook:

- Cost Accounting by Matz ,Usry Latest Edition Text book.
- Management Accounting by Kaplan Publishers, Latest Edition
- Performance Management by Kaplan Publishers, Latest Edition

REFERENCE BOOKS:

- Managerial Accounting By Garrison Noreen
- Cost Accounting A managerial Emphasis by Charles T. Horngren
- Management and Cost accounting By Colin Drury

Course Description:

Management accounting is related to use of accounting information for decision making. It mainly focused on timely information which enable organizations to estimate future costs years in advance. The information generated through management accounting is used by the internal management of the organization.

Course Objectives:

- Recognize the importance of management accounting in an organization and how it can be used within the context of the other functions of the company.
- Understand how cost consciousness is increased among operating units through the identification of cost and responsibility centers and the use of performance standards.
- Conduct cost analyses which facilitate the linkages among management control, program budgeting, and performance auditing.
- Emphasis on cost estimation for planning or control purposes, rather than on financial reporting.
- Costs are monitored to determine if they are reasonable for the activities performed.

Course Learning Outcomes:

- Identify and discuss the accounting information related to managerial decision-making.
- Explain, understand and apply advance costing and managerial accounting techniques
- Identify and apply appropriate budgeting techniques and methods for planning and control
- Compare actual costs with standard costs and analyze any variances
- Explain and apply performance measurements and monitor business performance

Course Learning Outcomes:

ASSESSMENT INSTRUMENT WITH WEIGHTS:

SNR	ITEMS	MARKS	
1	Mid Term Exam	30	
2	End Term Exam	50	
3	Internal Evaluation Breakdown		
	Quiz(s)		
	Assignments(s)		

	Class Participation		
	Présentations		
	Case Discussion		
	Lab Work/Practical Project		
	Any Other		
	Total	20	20
	GRAND TOTAL		100

COURSE CONTENTS:

Lecture	Scheduled Topic	Learning Activity	Assessment Activity	PLO ¹¹	CLO	Thinking Level
01	<ul style="list-style-type: none"> • Recap of Cost Accounting Course : The nature and purpose of cost and management accounting • Sources of data • Presenting information • Types of cost and cost behavior • Accounting For Inventory and labor 	Lecture		PLO 5	CLO 1	Knowledge
02	<ul style="list-style-type: none"> • Recap of Cost Accounting Course : • Accounting for Overheads • Basic Budgeting Techniques • Basic Cost accounting statements • Traditional Vs. Marginal Costing • Under and over Absorption 	Lecture		PLO 5	CLO 1	Knowledge
03	<ul style="list-style-type: none"> • Traditional and advanced costing 	Lecture		PLO 5	CLO 2	Knowledge

methods:

- Explain what is meant by the term cost driver and identify appropriate cost drivers under activity based costing (ABC)
 - Calculate costs per driver and per unit using (ABC)
-

04

Traditional and advanced costing methods:

- Compare ABC and traditional methods of overhead absorption based on production units, labour hours or machine hours
- Explain what is meant by the term 'target cost'
- Derive a target cost in both manufacturing and service industries
- Explain the difficulties of using target costing in service industries
- describe the target cost gap
- Suggest how a target cost gap might be closed

Lecture

PLO 4

CLO 2 Comprehension

05

Traditional and advanced costing methods:

- Explain what is meant by the term 'lifecycle costing' in a manufacturing Industry
- Identify the costs involved at different stages of the lifecycle
- Explain throughput accounting and the throughput accounting ratio (TPAR), and calculate and interpret, a TPAR

Lecture

PLO 5

CLO 2 Knowledge

06	<ul style="list-style-type: none"> • Traditional and advanced costing methods: • Suggest how a TPAR could be improved • Apply throughput accounting to a given multiproduct decision making problem. 	Lecture	Assignment 1 Quiz 1	PLO 5	CLO 2	Comprehension
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07	<ul style="list-style-type: none"> • Traditional and advanced costing methods: • Discuss the issues a business faces in the management of environmental costs • Describe the different methods a business may use to account for its envirocosts. Calculate and interpret the optimal order quantities • Calculate and interpret the optimal order quantities when quantity discounts are available • Produce calculations to minimize inventory costs when inventory is gradually replenished 	Lecture		PLO 5	CLO 2	Comprehension
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08	<ul style="list-style-type: none"> • Cost volume profit analysis: • Explain the nature of CVP analysis • Calculate and interpret breakeven point and margin of safety • Calculate the contribution to sales ratio, in single and product situations, and demonstrate an understanding of its use 	Lecture		PLO 4	CLO 2	Comprehension
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	<ul style="list-style-type: none"> Calculate target profit or revenue in single product situations, and demonstrate an understanding of its use 				
09	<ul style="list-style-type: none"> Cost volume profit analysis: Prepare break even charts and profit volume charts and interpret the information contained under single product situations Discuss the limitations of CVP analysis for planning and decision making for single product 	Lecture		PLO 4	CLO 2 Comprehension
10	<ul style="list-style-type: none"> Cost volume profit analysis: Calculate the contribution to sales ratio, in multiproduct situations, and demonstrate an understanding of its use Calculate target profit or revenue in multiproduct situations, and demonstrate an understanding of its use 	Lecture		PLO 4	CLO 2 Comprehension
11	<ul style="list-style-type: none"> Cost volume profit analysis: Prepare break even charts and profit volume charts and interpret the information contained for multiproduct situations Discuss the limitations of CVP analysis for planning and decision making under multiproduct situations 	Lecture		PLO 4	CLO 2 Comprehension
12	<ul style="list-style-type: none"> Capital budgeting : 	Lecture	Assignment 2	PLO 5	CLO 3 Comprehension

	<ul style="list-style-type: none"> • Discuss the importance of capital investment planning and control • Define and distinguish between capital and revenue expenditure • Outline the issues to consider and the steps involved in the preparation of a capital expenditure budget • Explain and illustrate the difference between simple and compound interest, and between nominal and effective interest rates • Explain and illustrate compounding and discounting • Explain the distinction between cash flow and profit and the relevance of cash flow to capital investment appraisal 	Quiz 2			
13	<ul style="list-style-type: none"> • Capital budgeting : • Identify and evaluate relevant cash flows for individual investment decisions • Explain and illustrate the net present value (NPV) and internal rate of return (IRR) methods of discounted cash flow • Calculate present value using annuity and perpetuity formulae 	Lecture	PLO 4	CLO 3	Knowledge
14	<ul style="list-style-type: none"> • Calculate NPV, IRR and payback (discounted and non discounted) 	Lecture	PLO 4	CLO 3	Knowledge

- Interpret the results of NPV, IRR and payback calculations of investment viability

15

- **Planning with limiting factors: (P. 91)**
- Select an appropriate technique, where there is one limiting factor/key factor, to achieve desired organizational goals.
- Determine the optimal production plan where an organization is restricted by a single limiting factor, including within the context of 'make' or 'buy' decisions.
- **Select an appropriate technique, where there are several limiting factors/key factors, to achieve desired organizational goals.**

Lecture

PLO 4

CLO 3 Knowledge

16

- **Planning with limiting factors:**
- Formulate a linear programming problem involving two products.
- Determine the optimal solution to a linear programming problem using a graphical approach.
- Use simultaneous equations to determine where the two lines cross to solve a multiple scarce resource

Lecture

PLO 4

CLO 3 Comprehension

problem.

- Explain shadow prices (dual prices) and discuss their implications on decision making and performance management in multiple limited resource situations.

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- **Planning with limiting factors:**
- Calculate shadow prices (dual prices) and discuss their specific implications on decision making and performance management.

- Explain the implications of the existence of slack, in multiple limited resource situations, for decision making and performance management.

Lecture

PLO 5

CLO 2 Comprehension

- Calculate slack and explain the specific implications of the existence of the slack for decision making and performance management

18

- **Pricing:**
- Explain the factors that influence the pricing of a product or service, e.g. costs, demand and competition

Case Discussion

PLO 4

CLO 4 Comprehension

- Define and explain the price elasticity of demand
 - From supplied data, derive and manipulate a straight-line
-

	demand equation				
	<ul style="list-style-type: none"> From supplied data, derive an equation for cost function excluding or including volume discounts (Page 129) 				
19	<ul style="list-style-type: none"> Pricing: Using data supplied or equations derived, advise on whether or not to increase production and sales levels considering incremental costs, incremental revenues and other factors (Page 131) 	Lecture	PLO 4	CLO 4	Comprehension
	<ul style="list-style-type: none"> Explain, using a simple example, all forms of cost plus pricing strategy (Page 132) Calculate, for given data, a price using a cost plus strategy Explain different pricing strategies (Pages 134-138) Homework 				
20	<ul style="list-style-type: none"> Pricing: Identify suitable pricing strategies for given situations from skimming, penetration, complementary product, product line, volume discounting Explain, using a simple example, a price discrimination pricing strategy Explain, using a simple example, a relevant cost pricing strategy Calculate, for given data, a price using a relevant cost strategy. 	Lecture	PLO 5	CLO 4	Comprehension
21	<ul style="list-style-type: none"> Budgeting: Explain why organizations use budgeting 	Lecture	PLO 5	CLO 3	Comprehension

-
- Explain how budgetary systems fit within the performance hierarchy
 - Describe the factors which influence behavior at work
 - Discuss the issues surrounding setting the difficulty level for a budget
 - Explain the benefits and difficulties of the participation of employees in the negotiation of targets
 - Explain and evaluate 'top down' and 'bottom up' budgetary systems; 'rolling', 'activity based', 'incremental' and 'zero based' budgetary systems.
-

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- **Budgeting:**
 - Explain and evaluate 'feed forward' budgetary control
 - Select and justify an appropriate budgetary system for a given organization
 - Describe the information used in various budgetary systems and the sources of the information needed
 - Explain the difficulties of changing a budgetary system and type of budget used
 - Explain how budget systems can deal with
-

Lecture

PLO 5

CLO 3 Comprehension

	<ul style="list-style-type: none"> uncertainty in the environment Explain the major benefits and dangers in using spreadsheets in budgeting. 			
23	<ul style="list-style-type: none"> Standard costing: Explain the purpose and principles of standard costing Explain and illustrate the difference between standard, marginal and absorption costing Establish the standard cost per unit under marginal costing and absorption costing 	Case Discussion	PLO 5	CLO 4 Comprehension
24	<ul style="list-style-type: none"> Calculate sales price and volume variances Standard costing: Calculate materials total, price and usage variances Calculate labour total, price and efficiency variances Calculate the variable overhead total, expenditure and efficiency variances Calculate fixed overhead total, expenditure and, where appropriate, volume, capacity and efficiency variances 	Lecture	PLO 5	CLO 4 Comprehension
25	<ul style="list-style-type: none"> Standard costing: Interpret the variances Explain factors to consider before investigating variances (including the 	Lecture	PLO 5	CLO 4 Knowledge

relative significance), explain possible causes of the variances and recommend control action (potential action to eliminate variances)

- Explain the interrelationships between the variances
- Calculate actual figures or standard figures where the variances are given
- Reconcile budgeted profit with actual profit under standard absorption costing
- Reconcile budgeted profit or contribution with actual profit or contribution under standard marginal costing.
 - Prepare control reports suitable for presentation to management

26

- **Performance measurement techniques:**
- Discuss the purpose of mission statements and their role in performance measurement
- Discuss the purpose of strategic and operational and tactical objectives and their role in performance measurement

Lecture

PLO 5

CLO 5 Knowledge

-
- Discuss the impact of economic and market conditions on performance measurement
 - Discuss the impact of government regulation on performance management
 - Discuss the relationship between short term and long term performance
 - Discuss and establish critical success factors and key performance indicators and their link to objectives and mission statements
-

27

- **Performance measurement techniques**
 - Establish critical success factors and key performance indicators in a specific situation
 - Discuss and calculate measures of financial performance (profitability, liquidity, activity and gearing) and nonfinancial measures
 - Discuss the importance of nonfinancial performance measure
 - Perspectives of the balanced scorecard
 - Discuss the advantages and limitations of the balanced scorecard
-

Case Discussion

PLO 5

CLO 5 Knowledge

- Describe performance indicators for financial success, customer satisfaction, process efficiency and growth
- Discuss the role of benchmarking in performance measurement

28

- **Performance measurement in specific situations:**

- Discuss measures that may be used to assess managerial performance and the practical problems involved
Profitability
- Calculate return on investment and residual income
- Explain the advantages and limitations of return on investment and residual income
- Describe performance measures which would be suitable in contract and process costing environments
- Describe performance measures appropriate for service industries
- Discuss the measurement of performance in service industry situations
- Discuss the measurement of performance in nonprofit seeking and

Lecture

PLO 4

CLO 5 Knowledge

publicsector organizations

- Economy, efficiency and effectiveness: explain the concepts of economy, efficiency and effectiveness
- Describe performance indicators for economy, efficiency and Effectiveness
- Establish performance indicators for economy, efficiency and effectiveness in a specific situation

29	Presentations	PLO 5	CLO 2	Creation
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30	Presentations	PLO 5	CLO 2	Creation
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Course Title: Corporate Tax Pakistan

Course Code: LAW-242

Credit Hours: 3+0

Course Instructor: Syed Ameer Hassan

Mode of Contact

You can contact your course instructor in the following ways:

Email: ameerhussain@numl.edu.pk

Meeting: By appointment via e-mail

PREREQUISITES

The students are required to clear the 4th semester of BSAF

Textbook:

Synopsis of Taxes in Pakistan by Mirza Munawar Hussain, Forty one Edition (updated edition), IBP Publications

Reference Material:

1. Synopsis of Taxes in Pakistan By Munawar Mirza (updated version)
2. Law & Practice of Income Tax (Income Tax Ordinance 2001 Amended up to date by: Huzaima & Ikram.
3. Hand of Income Tax (Income Tax Ordinance 2001 Amended up to date
by: Huzaima & Ikram.
4. Income Tax Rules 2002 Published by Federal Board of Revenue.
5. Federal Excise Act 2005
6. The Customs Act 1969

Course Description and Objectives:

The course is designed for studying Tax laws related to the corporate entities for the students of BSAF classes having great deal to cope with business related difficulties regarding tax matters. By keeping in view daily business matters and their effects regarding tax laws the objectives are as under:

1. To familiarize the students with the various Tax Laws related to the corporate entities in Pakistan.
2. To introduce to students the important elements and aspects of tax system and authorities and their limits.
3. To equip the students with necessary skills to deal with the situations concerning the field of taxation.

Course Learning Outcomes: The course is based on purely practical approach of tax matters regarding corporate sector business entities. It is useful for any legal activity which involves the business transactions and their impact on taxes either it is Pakistan source income or foreign source income. Upon completion of this course, students will be able to:

28. Know the legal terms used in tax laws i.e. Income Tax Ordinance 2001, Income Tax rules 2002, Federal Excise Act, 2005, The Customs Act, 1969
29. Develop the understanding the fundamental tax assessment principles and concepts with their applicability in case of deduction and collection of taxes by Federal board of Revenue.
30. know the legal provisions pertaining to the taxation of various business and corporate activities PLO3, CLO 2
31. apply them in their professional career and solve the tax relating problems PLO 1, CLO 3

ASSESSMENT INSTRUMENT WITH WEIGHTS:

SNR	ITEMS	MARKS	
1	Mid Term Exam	30	
2	End Term Exam	50	
3	Internal Evaluation Breakdown		
	Quiz(s)		
	Assignments(s)		
	Class Participation		
	Présentations		
	Case Discussion		
	Lab Work/Practical Project		
	Any Other		
	Total	20	20
	GRAND TOTAL		100

COURSE CONTENTS:

Lecture	Scheduled Topic	Learning Activity	Assessment Activity	PLO ¹²	CLO	Thinking Level
	<u>Income Tax Ordinance 2001</u>	Lecture		PLO 3	CLO 1	Knowledge
01	<u>The Central Concepts of Tax laws</u>					
	■ History of Income Tax Law.	Lecture		PLO 3	CLO 2	Knowledge
	■ Brief introduction of Income Tax Ordinance 2001.					

02 Chapter #1	<ul style="list-style-type: none"> ■ Definitions of Important Terminologies u/s to 2(35) ■ Definitions of Important Terminologies u/s 2 (36) to 2(74). 	Lecture		PLO 3	CLO 2	Comprehension
03 Chapter#3	<ul style="list-style-type: none"> ■ Scope of Income Tax law for companies ■ Tax on Dividend, accumulated Profits, Undistributed Profits 	Lecture		PLO 3	CLO 3	Comprehension
04 Chapter#3	<ul style="list-style-type: none"> ■ Tax on Income from Sukuks ■ Income Tax rates for Companies , Small Company, ■ General provisions Applicable to Incomes under FTR/PTR/STR 	Lecture		PLO 3	CLO 2	Comprehension
05 Chapter#4	<ul style="list-style-type: none"> ■ Exemptions and Deductions in Certain Cases ■ Reduction in Tax Rates of Certain Companies 	Lecture		PLO 3	CLO 4	Comprehension
06 Chapter#14,15	<ul style="list-style-type: none"> ■ Taxation of Insurance Business ■ Oil, Gas and Other Mineral Deposits 	Lecture	Quiz 1	PLO 3	CLO 2	Comprehension
07 Chapter#17,18	<ul style="list-style-type: none"> ■ Tax Credits to Certain Companies 	Lecture		PLO 3	CLO 2	Comprehension

■ Set-Off and Carry Forward of the Losses for Companies						
08 Chapter#19	■ Modes/Categories of payment/Collection of Tax	Lecture		PLO 3	CLO 2	Comprehension
	■ Deduction of Tax at Source					
09 Chapter#19	■ Advance Tax in case of AOP and Companies and its method	Lecture		PLO 3	CLO 2	Comprehension
10 Chapter#20	■ Assessment and its Types	Lecture	Assignment 1	PLO 1	CLO 3	Comprehension
11 Chapter# 20	■ Offshore Tax Evasion, ■ Liability in the case of a Private Cor	Lecture		PLO 3	CLO 2	Comprehension
12 Chapter#20	■ Returns by Companies	Lecture		PLO 3	CLO 2	Comprehension
13 Chapter#20	■ Preparation and Filing of the Returns Electronically	Lecture		PLO 3	CLO 2	Comprehension
14 Chapter#23	■ Appeals and Revisions ■ Appeals to Commissioner (Appeals) ■ Appeals to Appellate Tribunal, ■ Reference to the High Court and Appeal to the Supreme Court of Pakistan	Lecture		PLO 3	CLO 5	Knowledge
15	■ The Customs Act 1969	Lecture		PLO 3	CLO	Knowledge

	■ Introduction and some Important Definitions				1	
16	Chapter#44 ■ Scope of Customs Duties ■ Special Rates for Customs Duty ■ Customs Duty on Imported Goods	Lecture		PLO 3	CLO 2	Comprehension
17	■ Sales Tax Act 1990 ■ Definition of some Important Terminologies	Lecture		PLO 3	CLO 1	Knowledge
18	Chapter#29 ■ Scope of Sales Tax in Case of Companies ■ Further Tax and Extra Tax	Lecture		PLO 3	CLO 2	Comprehension
19	Chapter#32 Filing of Sales Tax Returns by Companies	Lecture		PLO 3	CLO 2	Comprehension
20	Chapter# ■ Offences and Penalties Under sales Tax Act.	Lecture		PLO 3	CLO 2	Comprehension
21	Chapter#35 ■ Refund and Recoveries of Sales Tax in Certain Cases	Lecture	Quiz 2	PLO 1	CLO 3	Comprehension
22	■ Federal Excise Act 2005 ■ Introduction and Definition of Some Important Terminologies	Lecture		PLO 3	CLO 2	Knowledge
23	Chapter#37 ■ Levy and Collection of FED	Lecture		PLO 3	CLO 2	Comprehension

■ Fixation of Tariff Values						
24	Chapter#37					
	■ Levy of Duty on Production Capacity	Lecture	Assignment 2	PLO 3	CLO 2	Comprehension
	■ Levy of Fixed Duty					
	■ Default Surcharge					
25	Chapter#37					
	■ Collection of Excess Duty	Lecture		PLO 1	CLO 3	Comprehension
	■ Adjustment of The Duty					
	■ Zero Rate of Duty					
26	Chapter# 37					
	■ Recoveries of Arrears of Duty	Lecture		PLO 3	CLO 2	Knowledge
	■ Filing of Return and Payment of Duty					
27	■ Quizzes/ Presentations					
				PLO 1	CLO 2	Creation
28	■ Quizzes/ Presentations					
		Presentations		PLO 1	CLO 3	Creation

Course Title: Corporate Governance and Ethics

Course Code: MGT-311

Credit Hours: 3+0

Course Instructor: Osama Hayat

Prerequisites:

Introduction to Business and Financial Reporting

COURSE DESCRIPTION/OBJECTIVES:

The value of a firm depends on good corporate governance practices protecting investors. Greater protection of shareholders lowers the cost of capital due to better risk mitigation. Thus, the set of governance practices, rules, and regulations that promote private sector investment and jobs creation also promote firm value. Topics include the role and responsibilities of shareholders (principals), the boards of directors (the principals' representatives), and the executive management (agent). They also include executive compensation policies, boardroom structure and practices, corporate disclosure and transparency, and the value of the shareholder vote. The course looks into corporate pyramidal structures, shareholders, board of directors, the risk management and internal control. It examines that how transparency, accountability, responsibility, and fair and equitable treatment of all shareholders help improve corporate governance and reduce agency conflicts between principals, management, and the board of directors.

COURSE LEARNING OUTCOMES:

After completing this course the students will be able to:

1. Understand the corporate governance and its approaches
2. Comprehend the Shareholders as a key player of corporate governance.
3. Understand the Types of Board and Role of Directors
4. Learn the financial reporting practices

5. Analyze the Risk Management Process and Internal Control
6. Understand the Corporate Social Responsibility and Importance of Business Ethics

RECOMMENDED TEXT BOOK:

1. Corporate Governance – An Introductory text for Pakistan By: Dr. Safdar Ali Butt (Latest Edition)

REFERENCE BOOKS / MATERIAL

- ✓ Business Ethics: Text and Cases for Pakistan
- ✓ Business Ethics by Joseph W. Weills. 5th Edition.
 - “A.C-Fernando (2006), Corporate Governance Principles, Policies and Practices,Pearson Education S. Asia.”
 - Handouts
 - Case studies

ASSESSMENT INSTRUMENT WITH WEIGHTS:

S.NO	Items	Marks
1.	Mid Term Exam	30
2.	End Term Exam	50
3.	Internal Evaluation Breakdown	
	Quiz(s)	
	Assignments(s)	
	Class Participation	
	Presentations	
	Case Discussion	
	Lab Work/Practical Project	
	Any Other	
	Total	20
		20

	Grand Total	100
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COURSE CONTENTS

Week No	Lecture No	TOPICS TO BE COVERED	Learning Activity	Assessment	PLO	CLO	Thinking Level
1.	1.	Corporate Governance <ul style="list-style-type: none"> • What is Corporate Governance? • What is a company? • Characteristics of a Company and Types of Companies • Why Corporate Governance is Important 	Lecture		1,5	CLO 1	Knowledge
	2.	Need for Corporate Governance <ul style="list-style-type: none"> • Need for Corporate Governance • Governance & Management 	Lecture		1	CLO 1,2	Knowledge
2.	3.	Approaches to Corporate Governance <ul style="list-style-type: none"> • Shareholders Approach • Stakeholders Approach • Which approach is best? 	Lecture/ Class Discussion	Quiz	4,5		Comprehension
	4.	Why is CG Important? <ul style="list-style-type: none"> • Good reputation is good business • Protection of stakeholders' interest • Support to capital markets • Support to society 	Lecture	Assignment	1,5	CLO 1,2	Knowledge

3.	5.	The Shareholders <ul style="list-style-type: none"> • Who is a shareholder? • Types of the shares • Features of Preference shares 	Lecture		1,5	CLO 2	Knowledge
	6.	<ul style="list-style-type: none"> • Classification of Shareholders • Internal & External Shareholders • Small & Large Shareholders • Corporate Shareholders 	Lecture	Quiz	1,4		Knowledge
4.	7.	The Board of Directors <ul style="list-style-type: none"> • Importance of the Board • The Board's Role • Board Types 	Lecture		1	CLO 3	Knowledge
	8.	The Board of Directors <ul style="list-style-type: none"> • Powers of the Board • Functions of a Board • Balance of Board 	Lecture		1,5		Knowledge
5.	9.	<ul style="list-style-type: none"> • Consequences of Imbalance • Good Board Room Practices • CEO Duality (Pros & Cons) 	Lecture		3,4,5	CLO 3	Knowledge
	10.	<ul style="list-style-type: none"> • Case Study Discussion-II (The case for Balanced Boards) 	Discussion	Assignment	4,5		Application

6.	11.	The Directors <ul style="list-style-type: none"> • Types of Directors • Executive Vs Non Executive Directors • Representative & Independent Directors • Independent Non-Executive Directors • De-facto directors • Shadow directors • Alternate directors 	Lecture		1,3	CLO 3	Knowledge
	12	The Directors <ul style="list-style-type: none"> • What should they have to be good directors? • Skill & Care Duty • Directors' Liability 	Lecture	Quiz	1,5		Knowledge
7.	13.	<ul style="list-style-type: none"> • Independent Non Executive directors • Test of Independence • Preserving Independence of INED's 	Lecture		1,5	CLO 3	Knowledge
	14.	<ul style="list-style-type: none"> • Main Role of INED's • Issues in Pakistan • Insider Trading & Market Abuse • Dominant Personality Issues 	Lecture		4,5		Knowledge
		Midterm Exam			1,5		
8.	15.	Ethics in Financial Reporting <ul style="list-style-type: none"> • Annual Report of a company • Financial Statements • Qualities of Financial Statements 	Lecture		4	CLO 4	Knowledge

	16	<ul style="list-style-type: none"> • Misleading Financial Statements • Audit Report and its Types • Creative Accounting • Ethical Approach to Financial Reporting 	Lecture/ Class Discussion	Assignment	4,5		Comprehen sion
9.	17	Internal Control <ul style="list-style-type: none"> • Objectives of Internal Control • Components of Internal Control • Roles and responsibilities • 	Lecture		2,3	CLO 5	Knowledge
	18	<ul style="list-style-type: none"> • Tools of Internal Control • Basic, Supervisory & Internal Checks • Whistle-blowing 	Lecture	Quiz	1,5		Knowledge
10.	19	Risk Management <ul style="list-style-type: none"> • Risk • Types of Risk • Risk Management Process 	Lecture		1,4,5	CLO 5	Knowledge
	20	<ul style="list-style-type: none"> • Risk Management Techniques • Risk Transfer Modes 	Lecture	Assignment	1,5		Knowledge
11.	21	<ul style="list-style-type: none"> • Corporate Social Responsibility • Defining CSR • Views on CSR • Principles of CSR 	Lecture		1	CLO 6	Knowledge

	22	<ul style="list-style-type: none"> • Case for CSR • Case Against CSR • Benchmarking in CSR 	Lecture		1,5		Knowledge
12.	23	<ul style="list-style-type: none"> • Case Study-I (The Johnson & Johnson Tylenol Crisis) 	Lecture /Discussion		4,5	CLO 6	Application
	24			Assignment	4,5		Application
13.	25	<ul style="list-style-type: none"> • Business Ethics • Evolution • Ethical Enforcement • Advantages of Business Ethics 	Lecture		1,5	CLO 6	Knowledge
	26	<ul style="list-style-type: none"> • Areas where ethical standards should be applied • Characteristics of an ethical organization • Roots of Unethical behavior 	Lecture		1,5		Knowledge
14.	27	<ul style="list-style-type: none"> • Aspects of Corporate Unethical Behaviour • How to Enforce Ethics in a company • Ethics Policy 	Lecture		4,5	CLO 6	Knowledge
	28	<ul style="list-style-type: none"> • Pakistani Scenario • How to Rectify the situation 	Lecture		1,5		Knowledge
15.	29 & 30	<ul style="list-style-type: none"> • Presentation / Revision 	Presentatio n				

Course Title: Human Resource Management

Course Code: HRM-321

Credit Hours: 3+0

Course Instructor:

Mode of Contact"

You can contact your course instructor in the following ways:

Email: sidraswati@numl.edu.pk

Meeting: By appointment via e-mail

PREREQUISITES: Integrates the study of management principles with the development of leadership, teamwork, and interpersonal skills

Textbook: Human resource Management by [David A. De Cenzo](#), [Stephen P. Robbins](#) 12th edition

Reference Material:

- Filippo, E.B. (1984): Personnel management (6th edition). Ny, Mcgrawhill
- Harriman, A. (1985): Women/ men Management, NY, Praeger
- Managing Human Resources by Wayne Cascio.
- Human Resource Management by De Cenzo Robbins
- Elements of Personnel Management by Pratt, K. J. and Bennett, S. G. Gee & Co.
- The International Journal of HRM
- Annual Review of Organizational Psychology and Organizational Behavior

Course Description: HRM is a course designed to provide basic and relevant knowledge about HRM in organizations. The student will learn about the evolution in human resources management as we know it today. Emphasis is placed on the modern day importance of HRM and the new “corporate view” of the function. Additionally, the student will be exposed to the view of HRM from the perception of both management and subordinate employees. The importance of maintaining fair and equitable compensation and benefit programs will be discussed. The student will be exposed to other critical areas of staffing, training and developing human potential, compensation, benefits, and performance management.

Course Objectives: The course objectives are

Examines the major areas of human resources administration including recruiting, salary administration, labor relations, benefits administration, employee relations, labor law, and organizational behavior

To increase the students understanding of the tools, techniques, procedures and programs used for managing human resources. The concept is to enlighten student so that they can see that even with all these resources mistakes are made.

To illustrate that managers in an organization uses principles, ideas, approaches and techniques from many different disciplines to make the best possible decision for employees.

To improve the students’ awareness that single perfect answer to organizational problems does not exist even in top multinational. Organizations. Thus an approach that considers the interaction of environment, the people and the situation is more meaningful in studying the subject.

Learn relevant HRM theory, policies and practices in the field of Human Resource Management and explain the role and importance of the human resources function in national and international organizations. Also learn how to recruit and select employees

Explain the strategic human resource management process and strategic role of HR manager.

Describe the purpose and process of designing and analyzing jobs, determining relative worth of jobs.

Explore the purpose and benefits of effective orientation, training, performance appraisal and describe how organizations reward employees that help in sustainability.

Discuss the importance of effective employee and labor relations and how organizations create a positive work environment.

Course Learning Outcomes:

CLO1: Understand managerial roles in human resource affairs;

CLO2: Comprehend HRM approaches to staffing, performance, compensation, and strategic issues;

CLO3: Develop a clear understanding of the specific functions and activities of HRM by analyzing real life business problems/issues;

CLO4: Provide knowledge of contemporary issues and practical techniques associated with effective practice of HRM.

ASSESSMENT INSTRUMENT WITH WEIGHTS:

SNR	ITEMS	MARKS	
1	Mid Term Exam	30	
2	End Term Exam	50	
3	Internal Evaluation Breakdown		
	Quiz(s)		
	Assignments(s)		
	Class Participation		
	Présentations		
	Case Discussion		
	Lab Work/Practical Project		
	Any Other		
	Total	20	20
	GRAND TOTAL	100	

COURSE CONTENTS:

Lecture	Scheduled Topic	Learning Activity	Assessment Activity	PLO ¹³	CLO	Thinking Level
01	The Dynamic Environment of HRM Understanding Cultural Environments	Lecture		PLO 1	CLO 1	Knowledge
		Lecture		PLO 2	CLO 2	Comprehension
02	Trends in HRM	Lecture		PLO 1	CLO 2	Comprehension
03	Global HRM Legal and ethical climate of HRM	Lecture		PLO 2	CLO 2	Comprehension
04	. Human Resource Planning	Lecture		PLO 2	CLO 2	Comprehension
05	Job Analysis	Lecture		PLO 2	CLO 2	Comprehension
06	Importance and uses of job analysis information, and methods of conducting a job analysis.	Lecture	Assignment 1 Quiz 1	PLO 2	CLO 2	Comprehension
07	Purpose of Job Analysis Job Descriptions Job Specifications Job Evaluations The Multifaceted Nature of Job Analysis Job Design Job Enrichment Flexible Work Schedules Job Design and Teams	Lecture		PLO 1	CLO 2	Comprehension

08	<u>Recruitment</u> <u>Factors That Affect Recruiting Efforts</u> <u>Constraints on Recruiting Efforts.</u>	Lecture		PLO 1	CLO 2	Comprehension
09	.Recruiting sources	Lecture		PLO 2	CLO 2	Comprehension
10	Foundations of Selection	Lecture		PLO 3	CLO 2	Comprehension
11	. Selection process	Lecture		PLO 1	CLO 2	Comprehension
12	Coaching, Designing effective training system, Training methods, Evaluating training program	Lecture	Assignment 2 Quiz 2	PLO 1	CLO 2	Comprehension
13	Coaching, Designing effective training system, Training methods, Evaluating training program(Continued)	Lecture		PLO 2	CLO 3	Knowledge
14	Performance management, Purpose of performance management	Lecture		PLO 1	CLO 3	Knowledge
15	Appraisal methods, Choosing a source of performance information,	Lecture		PLO 1	CLO 3	Knowledge
16	Approaches to measuring performance, Rater errors in performance management,	Lecture		PLO 2	CLO 3	Comprehension
17	International performance appraisal	Lecture		PLO 1	CLO 2	Comprehension
18	Employee separation and retention	Case Discussion		PLO 2	CLO 2	Comprehension

19	How to retain good employees,	Lecture	PLO 1	CLO 3	Comprehension
20	How to fire the unwanted stuff, Sources of Job dissatisfaction	Lecture	PLO 1	CLO 3	Comprehension
21	Pay structure decisions, Internal equity Recognizing employee contribution with pay	Lecture	PLO 1	CLO 3	Comprehension
22	External equity,	Lecture	PLO 1	CLO 3	Comprehension
23	Recognizing employee contributions with p Pay Program	Case Discussion	PLO 2	CLO 3	Comprehension
24	Employee Benefits	Lecture	PLO 2	CLO 3	Comprehension
25	Legally Required Benefits	Lecture	PLO 1	CLO 1	Knowledge
26	Case study from book	Lecture	PLO 1	CLO 1	Knowledge
27	Corporate social responsibility	Case Discussion	PLO 2	CLO 3	Comprehension
28	Managing Health and Safety Risks	Lecture	PLO 2	CLO 1	Knowledge
29	<u>Collective bargaining</u>	Lecture	PLO 2	CLO 3	Comprehension

30	Final project	presentation	PLO 2	CLO 3	Comprehension
31	Final Project	Presentations	PLO 3	CLO 5	Creation
32	Final Project	Presentations	PLO 3	CLO 5	Creation

Course Title: Financial Market and Institutions

Course Code: FIN-342

Credit Hours: 3+0

Course Instructor: Dr Shehla Akhtar

Mode of Contact"

You can contact your course instructor in the following ways:

Email: shakhtar@numl.edu.pk

Meeting: By appointment via e-mail

PREREQUISITES: As a finance course, you must have an understanding of Financial Accounting and Financial Management.

Textbook:

- Mishkin, S. and Eakins, G., "Financial Markets + Institutions", 9th Edition, Pearson Education (or latest edition)

Reference Material:

- Peter S. and Milton H. Marquis, Money and Capital Markets: Financial Institutions and Instruments in a Global Marketplace, 9th edition, McGraw-Hill/Irwin, ISBN 0-07-295739-5, 2006.
- "*Investment Analysis and Portfolio Management*" by Frank K. Reilly and Keith C. Brown (10th or latter edition)

Course Description: A survey of money and capital markets and the role they play in financial intermediation, capital formation, economic growth, monetary policy and business cycles. This course provides an overview of the global financial system, introducing the important institutional players, describing and classifying financial markets where institutions and individuals operate, and developing an analytical framework to understand the determinants of prices and yields at which financial transactions occur.

The course is roughly evenly split between institutional details concerning the organization of the contemporary financial system and the conceptual and analytical approaches used to understand past, current, and future developments in financial markets. The course provides an integrated analytical framework for understanding the effects of economic forces and economic policy on key financial market variables that determine the success of business strategies and present risks to firms or individuals from changes in interest rates, equity values, and exchange rates.

Course Objectives and Learning Outcomes: This course will introduce participants to the generally accepted knowledge and principles surrounding the field of Financial Markets and Institutions. Moreover, this course is aimed at study of the fundamentals of financial markets and financial instruments, the features of the formation of modern financial markets, on the practical application of financial instruments, the types of financial institutions and their roles and functions in the financial markets. Enabling the students to analyze, evaluate and synthesize both quantitative and qualitative financial information to influence problem solving and decision making. The course also aims to:

1. To enable the students to understand the financial environment and fundamental concepts of financial institutions and markets including the role of financial system in the economy.
2. To enable students to understand the operational and managerial mechanism of money, capital and other financial markets.
3. To enable the students to understand the financial mechanism and operational mechanism of various financial institutions.
4. Determine and analyze the appropriate measures of risk and return for various financial instruments. Understand the mechanics and regulation of financial securities and determine how the value of stocks, bonds, and other securities are calculated.
5. Explore the international integration of international financial markets and analyze the implications for financial managers.

ASSESSMENT INSTRUMENT WITH WEIGHTS:

SNR	ITEMS	MARKS
1	Mid Term Exam	30
2	End Term Exam	50
3	Internal Evaluation Breakdown	
	Quiz(s)	
	Assignments(s)	
	Class Participation	
	Présentations	
	Case Discussion	

	Lab Work/Practical Project		
	Any Other		
	Total	20	20
	GRAND TOTAL		100

COURSE CONTENTS

Lecture	Scheduled Topic	Learning Activity	Assessment Activity	PLO	CLO	Thinking Level
01	<u>Introduction</u>					
	<ul style="list-style-type: none"> ■ <u>Overview of the Course</u> ■ <u>Introduction to Financial Markets and Institutions</u> 	Lecture		PLO 2	CLO 1	Knowledge
02	<ul style="list-style-type: none"> ■ <u>Financial and economic mechanism</u> ■ <u>Why study financial markets and institutions</u> 	Lecture		PLO 2	CLO 1	Comprehension
03	Overview of the Financial System					
	<ul style="list-style-type: none"> ■ Institutions, processes and types of markets ■ Functions of Financial Markets ■ Structure of Financial Markets 	Lecture		PLO 2	CLO 1	Comprehension
04	<ul style="list-style-type: none"> ■ Function of Financial Intermediaries: Indire Finance ■ Types of Financial Intermediaries <ul style="list-style-type: none"> -Banking Sector Institutions -Other Financial Intermediaries ■ Regulations of the Financial System 	Lecture		PLO 2	CLO 3	Comprehension

05 Why Do Interest Rates Mean and What is Their Role in Valuation?						
<ul style="list-style-type: none"> ■ Measuring interest rates ■ Interests rates and their role in valuation 	Lecture		PLO 2	CLO 1	Comprehension	
06	<ul style="list-style-type: none"> ■ The distinction between real and nominal interest rates ■ The distinctions between interest rates and returns 	Lecture	PLO 2	CLO 1	Comprehension	
07	<ul style="list-style-type: none"> ■ Numerical of Security Valuation 	Lecture	PLO 4	CLO 4	Comprehension & Application	
08	<ul style="list-style-type: none"> ■ Interest rate, its determination and role of bank in regulating Interest rate 	Lecture	PLO 2	CLO 3	Comprehension	
09	<ul style="list-style-type: none"> ■ Efficiency of Financial Markets. ■ Role of central bank in economy 	Lecture	PLO 2	CLO 1	Comprehension	
10 The Money Market						
<ul style="list-style-type: none"> ■ Purpose and explanation of money market ■ Participants in the money market ■ Money Market Instruments ■ Comparing money market instruments 	Lecture		PLO 2	CLO 2	Comprehension	
11	<ul style="list-style-type: none"> ■ Valuation of Money Market Instruments (Numerical) 	Lecture	Assignment 1	PLO 4	CLO 4	Application
12 The Bond Market						
<ul style="list-style-type: none"> ■ Purpose of capital market ■ Capital Market participants 	Lecture		PLO 2	CLO 2 & 5	Comprehension & Analysis	

	<ul style="list-style-type: none"> ■ Capital Market Trading 						
13	<ul style="list-style-type: none"> ■ Various types of bonds and their character 	Lecture	Quiz 1	PLO 2	CLO 2		Comprehension
14	<ul style="list-style-type: none"> ■ Valuation of Bond Market Instruments (Numerical) 	Lecture	Assignment 2	PLO 4	CLO 4		Comprehension & Application
15	<p>The Stock Market</p> <ul style="list-style-type: none"> ■ Types of stocks ■ Characteristics of a good market ■ Importance of secondary market ■ Types of equity/stock markets <ul style="list-style-type: none"> -National stock exchanges -Regional stock exchanges -OTC market ■ How the market sets security prices ■ Trading systems <ul style="list-style-type: none"> -Pure auction market -Dealer market 	Lecture	Assignment 3	PLO 2	CLO 2 & 4		Comprehension & Application
16	<p>The Stock Market</p> <ul style="list-style-type: none"> ■ Updated trading systems <ul style="list-style-type: none"> -Super dot -Display Book ■ Electronic communication networks (ECN) ■ Exchange traded funds (ETFs) ■ Recent consolidations ■ Stock market indices 	Lecture	Presentation	PLO 2	CLO 2, 4 & 5		Comprehension, Application & Analysis
17	<p>The Stock Market</p> <ul style="list-style-type: none"> ■ Trading in the stock market 	Lecture		PLO 4	CLO 4		Application & Analysis

- Exchange Membership
- Major Types of Orders
- Margin transactions
- Exchange Market Makers

- Stock market performance in Pakistan

18 The Mortgage Markets

- What are mortgages?
- Characteristics of residential mortgage
- Types of mortgage loans
- Mortgage lending institutions
- Loan servicing

Lecture

PLO 2

CLO
2

Knowledge

- 19 ■ Valuation of mortgage instruments (Numerical)

Lecture

PLO 4

CLO
4

Application & Analysis

20 The Foreign Exchange Market

- Exchange rates in the long run
- Exchange rates in the short run: A supply and demand analysis
- Explaining changes in exchange rates

Lecture

PLO 2

CLO
2

Comprehension

- 21 ■ Solving the quantitative problems

Lecture

PLO 4

CLO
4

Comprehension

22 Banking and management of financial institutions

- The basic banking function & bank balance sheet
- General principles of bank management
 - Liquidity management
 - Asset & liability management

Lecture

PLO 2

CLO
5

Comprehension & Analysis

-Capital Adequacy Management

23 The mutual fund industry

- Basic financial intermediation function
- Organization structure
- Types of mutual funds (open ended & close ended Mutual funds)
- Ways to earn through mutual funds
- Investment objective classes of mutual funds
 - equity funds, bond funds, hybrid funds
 - capital & money market mutual funds
- Conflict of interest
- Mutual fund industry in Pakistan

Lecture &
Discussion

Assignment 4

PLO 2

CLO
5

Comprehension & Analysis

24 The Investment Banks

- Basic financial intermediation function
- Organization structure
- Functions of Investment Banks
 - Issuance, Pricing & Management of securities
 - Underwriting (Full commitment & Best Efforts Agreements)
 - Distribution of Securities
- Role in Mergers & Acquisitions
- Conflict of interest

Lecture

Assignment 5

PLO 2

CLO
4

Comprehension & Analysis

25 Brokerage Firms

- Basic financial intermediation function
- Structure & Function
- Types of Brokerage (Full service & Discount Brokers)

Lecture & Discussion

PLO 2

CLO
5

Comprehension & Analysis

Savings & Loan Associations/Credit Unions

- Objective & Intermediation Function
 - Principle-Agent Problem
 - Scope in Pakistan
-

26 Insurance Companies

- Basic financial Intermediation Function
- Fundamentals of Insurance
- Types of Insurance
- Adverse selection & Moral Hazard
- Techniques to prevent the Moral Hazard
- Insurance versus Takkaful Scope
- Insurance Sector in Pakistan

Lecture

Quiz 2

PLO 2

CLO
5

Comprehension & Analysis

27 Pension Funds, Finance Companies & Venture**Capital Firms**

- Basic intermediation function of the Above
 - Types of pension funds
 - Regulation of Pension funds
-

Lecture & Discussion

Assignment 6

PLO 2

CLO
5Comprehension, Analysis,
Synthesis
& Evaluation

-
- Scope, opportunities & future of pension funds, finance companies & Venture Capitalists in Pakistan
-

28 The Conventional Versus Islamic financial Institutions

- Basic conceptual difference
 - Recent Trends-Clients' shift?
 - Future of Conventional Financial Institutions versus Islamic financial system
 - Scope & Challenges for both in the economy of Pakistan
-

Lecture & Discussion

Assignment 7

PLO 2

CLO 5

Comprehension, Analysis, Synthesis & Evaluation

Semester – VI

CODE	COURSE	CREDITS
ACC-345	Audit & Assurance	3
FIN-343	Strategic Finance	3
MGT-341	Entrepreneurship	3
FIN-344	Islamic Banking & Finance	3
FIN-345	Financial Reporting & Analysis	3

Course Title: Audit and Assurance

Course Code: ACC-345

Credit Hours: 3

Course Instructor:

Mode of Contact:

You can contact your course instructor in the following ways:

Email:

Meeting: By appointment via e-mail

PREREQUISITES: As an Auditing course, you must have an understanding of Financial Accounting

Textbook:

Audit & Assurance Kaplan Publisher, Latest Edition, Kaplan Publisher 2020.

Reference Material:

Auditing Concepts and Methods, Douglas R. Carmicheal, John J. Willigham, Carlo A. Schaller, 1st Edition- The McGraw Hill, 2007.

Course Description:

- This course introduces students to the principles of external auditing and other assurance services. The practical aspects of the audit process will be considered including recent developments in the organization of the profession, the regulatory framework governing practitioners and factors affecting the future evolution of the practice of auditing and other assurance services.

Course Objectives: The course objectives are

- This course introduces students to fundamental Auditing concepts, principles, and procedures. It addresses issues concerning regulations, appointments of auditors, audit risk, Materiality and characteristics of evidence, internal control, analytical procedures, Computerized audit tools, fraud, audit report and auditing theory.
- Students will acquire the necessary skills in general audit principles and procedures with a slight bias towards financial statements audits. Additionally, the coverage of internal control will provide students with a general framework which is applicable in the establishment of any properly structured business. The course will lay the foundation and as a result it is the prerequisite for both External Auditing and Internal Auditing.

Course Learning Outcomes: Upon completion of this course, students will be able to:

- Understand the fundamentals of audit principles and procedures
- Explain why external audits and other types of assurance services are conducted
- Discuss the duties of auditors and other assurance providers and how these have changed over time
- Explain the meaning of concepts that are fundamental to auditing and assurance services, such as 'independence', 'evidence', 'risk', 'materiality'
- Describe, in general terms, the processes involved in auditing and other assurance services
- Distinguish between compliance and substantive testing and describe various audit tests
- Discuss the form, content and importance of the reports provided at the end of the audit or assurance service

ASSESSMENT INSTRUMENT WITH WEIGHTS:

SNR	ITEMS	MARKS
1	Mid Term Exam	30
2	End Term Exam	50
3	Internal Evaluation Breakdown	
	Quiz(s)	
	Assignments(s)	
	Class Participation	
	Présentations	

	Case Discussion		
	Lab Work/Practical Project		
	Any Other		
	Total	20	20
	GRAND TOTAL		100

COURSE CONTENTS:

Lecture	Scheduled Topic	Learning Activity	Assessment Activity	PLO ¹⁴	CLO	Thinking Level
01	<ul style="list-style-type: none"> Introduction to Audit & Assurance Objectives of Audit, Expectations from Auditors 	Lecture		PLO1	CLO1	Knowledge
02	<ul style="list-style-type: none"> General Principles governing an Audit of Financial Statements, Limitations of the Audit 	Lecture		PLO7	CLO1	Knowledge
03	<ul style="list-style-type: none"> Expectation Gap, Limited and reasonable Assurance 	Lecture		PLO1	CLO1	Knowledge
04	<ul style="list-style-type: none"> Regulatory Environment and its mechanism, Relationship between ISAs and National Standard 	Lecture		PLO1	CLO2	Comprehension

05	<ul style="list-style-type: none"> Statutory Regulations governing the appointment, resignation and removal of an auditor 	Lecture		PLO1	CLO2	Comprehension
06	<ul style="list-style-type: none"> Fundamentals of Ethics, Integrity, Confidence, Objectivity, Self-Review, Advocacy, Familiar threats. 	Lecture	Assignment 1 Quiz 1	PLO1	CLO3	Comprehension
07	<ul style="list-style-type: none"> Safeguards against Threats 	Lecture		PLO1	CLO3	Comprehension
08	<ul style="list-style-type: none"> Components of Audit Risks, Understanding nature of entity 	Lecture		PLO1	CLO4	Comprehension
09	<ul style="list-style-type: none"> Analytical Procedures 	Lecture		PLO7	CLO5	Comprehension
10	<ul style="list-style-type: none"> Materiality Concept 	Lecture		PLO7	CLO4	Comprehension
11	<ul style="list-style-type: none"> Materiality Concept 	Lecture		PLO7	CLO4	Comprehension
12	<ul style="list-style-type: none"> Responsibility of internal and external auditor for prevention and detection of fraud 	Lecture	Assignment 2 Quiz 2	PLO1	CLO3	Comprehension
13	<ul style="list-style-type: none"> Importance of planning of an audit, Overall Audit Strategy and plan, Interim Audit 	Lecture		PLO1	CLO1	Knowledge
14	<ul style="list-style-type: none"> Assertions Contained in Financial Statements 	Lecture		PLO7	CLO6	Comprehension
15	<ul style="list-style-type: none"> Procedures to obtain Evidence, Quality of an Evidence 	Lecture		PLO1	CLO4	Comprehension
16	<ul style="list-style-type: none"> Problems in review of accounting estimates and Inventory 	Lecture		PLO7	CLO6	Comprehension
17	<ul style="list-style-type: none"> Payables, Bank and Cash, Liabilities 	Lecture		PLO7	CLO6	Comprehension

Procedures					
18	• The Analytical Review Process, Formulating Expectations, Analytical Procedures and substantive tests	Lecture	PLO7	CLO6	Comprehension
19	• Computer assisted audit techniques (CAAT) and General Audit Software (GAS)	Lecture	PLO1	CLO1	Knowledge
20	• Significance of Going Concern	Lecture	PLO1	CLO1	Knowledge
21	• Importance of overall Review of Evidence obtained, Significance of uncorrected misstatements	Lecture	PLO1	CLO4	Comprehension
22	• Basic Elements of Audit report, Format of audit Report	Lecture	PLO1	CLO7	Comprehension
23	• Audit opinions in Audit Report	Lecture	PLO1	CLO7	Comprehension
24	• Objectives, Relevance, and importance of corporate Governance	Lecture	PLO1	CLO1	Knowledge
25	• Audit Committees roles and structures	Lecture	PLO1	CLO1	Knowledge
26	• Internal Audit and limitations of an internal audit	Lecture	PLO1	Cl03	Comprehension
27	• Outsourcing, advantages and disadvantages of outsourcing and internal audit	Lecture	PLO1	CLO3	Comprehension
28	• Summary of ISAs and IFRS	Lecture	PLO1	CLO1	Knowledge
29	Final Project	Presentations	PLO7	CLO7	Creation
30	Final Project	Presentations	PLO7	CLO7	Creation

Course Title: Strategic Finance**Course Code: FIN-434****Credit Hours: 3****Course Instructor:****Mode of Contact:**

You can contact your course instructor in the following ways:

Email:

Meeting: By appointment via e-mail

Prerequisites: As an advanced finance course, the student must have an understanding of Introduction to Business Finance and Financial Management.

Textbook / Reference Books:

- Financial Management: Theory and Practice by Brigham & Ehrhardt (13 ed.)
- Principles of Managerial Finance by Gitman & Zutter (13 ed.)
- The Analysis and Use of Financial Statements by White, Sondhi, & Fried (3rd ed.)
- Fundamentals of Corporate Finance by Ross, Westerfield, & Jordan (13 ed.)
- Strategic Finance by Dr. Safdar Ali Butt

Course Description:

Strategic decision-making requires managers to devise, select and implement investment strategies which fit their external and internal organizational environments. Financial information and an understanding of finance theory is key to the strategic decision making process. This course caters for all the financial decisions that influence firm value, ultimately translating into shareholder's worth.

Course Objectives:

CO 1: To provide textual theories of finance as a basis for financial decisions

CO 2: To enable students to solve strategic financial problems.

CO 3: To account for the long-term and short-term effects of financial decisions in the achievement of short-term and long-term objectives

CO 4: To enable students to strategically evaluate different decisions for enhancing value of the firm.

Course Learning Outcomes:

After completing this course, students will be able to:

CLO 1: Explain the financial theories and critique their relevance in the real-world economy.

CLO 2: Discuss, recommend and justify strategic financial decisions.

CLO 3: Understand the financial environment of the firms and make decisions to achieve the short-term and long-term objectives.

CLO 4: Evaluate the firm-level strategic decisions that affect the value of the firms.

ASSESSMENT INSTRUMENT WITH WEIGHTS:

SNR	ITEMS	MARKS	
1	Mid Term Exam	30	
2	End Term Exam	50	
3	Internal Evaluation Breakdown		
	Quiz(s)		
	Assignments(s)		
	Class Participation		
	Presentations		
	Case Discussion		
	Lab Work/Practical Project		
	Any Other		
	Total	20	20
	GRAND TOTAL		100

COURSE CONTENTS:

Lecture	Scheduled Topic	Learning	Assessment	PLO ¹⁵	CLO	Thinking

		Activity	Activity			Level
01	<ul style="list-style-type: none"> • Role of Financial Theory and Evidence • Building blocks of finance, Theories of Finance, • Savings and Investment Theory, Portfolio Theory 	Lecture		PLO 1	CLO 1	Comprehension
02	<ul style="list-style-type: none"> • Capital Structure Theories (Net Income approach, Net Operating Income approach, MM approach, traditional approach) 	Lecture		PLO 1	CLO 1	Comprehension
03	<ul style="list-style-type: none"> • Pecking Order theory, Trade-off theory, Free Cash flow theory, Dividend Theories (The dividend valuation model, The Gordon growth model) 	Lecture		PLO 1	CLO 1	Comprehension
04	<ul style="list-style-type: none"> • Modigliani and Miller's dividend irrelevancy theory), Clientele effect theory, bird in hand theory, • Asset Pricing Models, Efficient Capital Market Theory, Agency Theory, Signaling Theory 	Lecture		PLO 1	CLO 1	Comprehension
05	<ul style="list-style-type: none"> • Review of Time Value of Money and Valuation • Interest Rate, Simple interest verses compound interest, Annuities verses perpetuities • Simple compounding and discounting 	Lecture		PLO 2	CLO 2	Knowledge
06	<ul style="list-style-type: none"> • Future value of ordinary annuity and Future value annuity due, Present value of ordinary annuity or Present value of annuity due. Difference between uneven cash flows present and future values uneven cash flows, Amortization of Loans 	Lecture	Assignment 1 Quiz 1	PLO 2	CLO 2	Knowledge
07	<ul style="list-style-type: none"> • Case Study: A home investment decision dilemma 	Case Discussion		PLO 1	CLO 2	Comprehension
08	<ul style="list-style-type: none"> • Bond Valuation-Zero Coupon Bond, Non-Zero Coupon Bond, Yield-to-Maturity 	Lecture		PLO 2	CLO 2	Knowledge
09	<ul style="list-style-type: none"> • Valuation and Forecasting-Chapter 19 (Book-The analysis and use of financial statements by Sondhi & White, 3rd ed.) 	Lecture		PLO 2	CLO 2	Knowledge

	<ul style="list-style-type: none"> • Asset Based Valuation Models 					
10	<ul style="list-style-type: none"> • Discounted cash flow valuation models • The abnormal earnings or EBO Model, Forecasting models, • Practice Questions 	Lecture		PLO 2	CLO 2	Knowledge
11	<ul style="list-style-type: none"> • The Cost of Capital (Chapter 9, Financial Management: Theory and Practice-13th ed.) • Cost of Debt, Cost of Preferred Stock 	Lecture		PLO 2	CLO 2	Knowledge
12	<ul style="list-style-type: none"> • Cost of equity, WACC, The CAPM approach 	Lecture	Assignment 2 Quiz 2	PLO 2	CLO 2	Knowledge
13	<ul style="list-style-type: none"> • Capital Structure Decisions (Chapter 15- Ehrhardt & Brigham-13th ed.) • Capital Structure Theory • Capital structure evidence and implications 	Lecture		PLO 1	CLO 3	Knowledge
14	<ul style="list-style-type: none"> • Estimating the optimal capital structure • Practice questions 	Lecture		PLO 2	CLO 3	Knowledge
15	<ul style="list-style-type: none"> • Distributions to Shareholders: Dividend and Repurchases (Chapter 14, Ehrhardt & Brigham-13th ed.) • An overview of cash distributions • Procedure for cash distribution, Cash distribution and firm value 	Lecture		PLO 1	CLO 3	Knowledge
16	<ul style="list-style-type: none"> • Implications for dividend stability, • Residual Model in Practice • A tale of two cash Distributions - Dividend versus stock repurchases • Pros and cons of dividends and repurchases • Stock splits and stock dividends • Practice Questions 	Lecture		PLO 2	CLO 3	Comprehension
17	<ul style="list-style-type: none"> • Long-Term Financial Planning and Growth (Chapter 4, Fundamentals of Corporate Finance by Ross, Westerfield, & Jordan-13 ed.) • What Is Financial Planning? 	Lecture		PLO 1	CLO 3	Comprehension

	<ul style="list-style-type: none"> • Growth as a Financial Management Goal • Dimensions of Financial Planning • What Can Planning Accomplish? 					
18	<ul style="list-style-type: none"> • Financial Planning Models: A First Look • The Percentage of Sales Approach • External Financing and Growth • Practice Questions 	Lecture		PLO 2	CLO 4	Knowledge
19	<ul style="list-style-type: none"> • Corporate Valuation, Value-based Management and Corporate Governance (Chapter 13, Ehrhardt & Brigham-13th ed.) • Overview of Corporate Valuation • The Corporate Valuation Model 	Lecture	Assignment 3 Quiz 3	PLO 1	CLO 4	Comprehension
20	<ul style="list-style-type: none"> • Value-based Management • Practice Questions 	Lecture		PLO 2	CLO 4	Knowledge
21	<ul style="list-style-type: none"> • The Basics of Capital Budgeting: Evaluating Cash Flows (Chapter 10, Ehrhardt & Brigham-13th ed.) • An Overview of Capital Budgeting • Payback Period • Net Present Value (NPV) • Internal Rate of Return (IRR) 	Lecture		PLO 2	CLO 4	Knowledge
22	<ul style="list-style-type: none"> • Multiple Internal Rates of Return • Reinvestment Rate Assumptions • Modified Internal Rate of Return (MIRR) • NPV Profiles 	Lecture		PLO 2	CLO 4	Knowledge
23	<ul style="list-style-type: none"> • Profitability Index (PI) • Decision Criteria Used in Practice • Practice Questions 	Lecture		PLO 2	CLO 4	Knowledge
24	<ul style="list-style-type: none"> • Mergers, LBOs, Divestitures, and Business Failure (Chapter 18, Gitman & Zutter-13th ed.) • Merger Fundamentals • Terminology • Motives for Merging • Types of Mergers 	Lecture		PLO 1	CLO 4	Knowledge

25	<ul style="list-style-type: none"> • LBOs and Divestitures • Leveraged Buyouts (LBOs) • Divestitures 	Lecture	PLO 1	CLO 4	Knowledge
26	<ul style="list-style-type: none"> • Analyzing and Negotiating Mergers • Valuing the Target Company • Stock Swap Transactions 	Lecture	PLO 1	CLO 4	Knowledge
27	<ul style="list-style-type: none"> • Merger Negotiation Process • Holding Companies • International Mergers 	Lecture	PLO 1	CLO 4	Knowledge
28	<ul style="list-style-type: none"> • Business Failure Fundamentals • Types of Business Failure • Major Causes of Business Failure • Voluntary Settlements • Practice Questions 	Lecture	PLO 1	CLO 4	Knowledge

Course Title: Islamic Banking and Finance

Course Code: FIN 344

Credit Hours: 3+0

Course Instructor: Dr. Fauzia Mubarik

Mode of Contact:

You can contact your course instructor in the following ways:

Email: fmubarik@numl.edu.pk

Meeting: By appointment via e-mail

Prerequisites: Nil

Textbook:

- Accounting, Auditing and Governance Standards: For Islamic Financial Institutions (1422H - 2001) - by Abdul Malik Yousef Al Hamar Publisher AAOIFI.
- An Introduction to Islamic Finance by Muhammad Taqi Usmani, Latest Edition, Quranic Studies Publishers.

Reference Material:

- Meezan Bank's Guide to Islamic banking by Muhammad Imran Ashraf Usmani, Darul Ishaat
- Understanding Islamic Finance by Muhammad Ayub, Latest Edition

Course Description: Islamic banking and finance is one of the emerging fields of Business Administration. The concept of Islamic finance is as old as the trade itself but has deepened its roots in the modern world today because of some of the striking features such as riba-free transactions, asset-backed financing, equity based transactions, prohibition of gharar (uncertainty), prohibition of speculation and investment in halal businesses. It is

pertinent to orient the students with various modes of business transactions that are dominant in the capital markets today and for that the Islamic business transactions cannot be ignored.

Course Objectives: The objectives of the course are to enable students to;

BAFCLO1) Understand the key concepts of Islamic Banking and Finance.

BAFCLO2) Explain contemporary accounting practices for Islamic Financial Institutions.

BAFCLO3) Describe the separate accounting treatment of products of Islamic Finance under AAOIFI frameworks.

BAFCLO4) Analyze the structures of Islamic products/instruments operated in capital markets.

Course Learning Outcomes: Upon completion of this course, students shall be able to:

BAFCLO1) Understand the fundamental Islamic business, finance and investment principles.

BAFCLO2) Apply the accounting standards on the Islamic products based on various business problems.

BAFCLO3) Formulate and measure the operationalization of flow of Islamic business transactions.

BAFCLO4) Analytical interpretation and evaluation of Islamic products in light of the conventional products.

Assessment Instrument with Weights:

SNR	ITEMS	MARKS
1	Mid Term Exam	30
2	End Term Exam	50
3	Internal Evaluation Breakdown	
	Quiz(s)	
	Assignments(s)	

	Class Participation		
	Présentations		
	Case Discussion		
	Lab Work/Practical Project		
	Any Other		
	Total	20	20
	GRAND TOTAL		100

COURSE CONTENTS:

Lecture	Scheduled Topic	Learning Activity	Assessment Activity	PLO ¹⁶	CLO	Thinking Level
	<u>Introduction to Islamic Finance</u>					
	Basic Principles of Islamic Economic Set-Up: Belief in Divine Guidance, Capitalist and Islamic Economy	Lecture		PLO 1	CLO 1	Knowledge
01	Asset-Backed Financing, Capital and Entrepreneur, Overview on Present Practices and Performance of Islamic Banks	Lecture		PLO 1	CLO 1	Knowledge

02	Introduction of AAOIFI: Alternative Financial Reporting Framework –AAOIFI, Objectives and Conceptual Framework of AAOIFI, Organizational Structure of AAOIFI	Lecture		PLO 1	CLO 1	Knowledge
03	Aqid, Shariah, Ibadat and Muamalat	Lecture		PLO 1	CLO 1	Knowledge
04	Contd.) Concepts of Aqid, Shariah, Ibadat and Muamalat	Lecture		PLO 1	CLO 1	Knowledge
05	Riba and its types: Prohibition of Riba in Quran and Hadith	Lecture		PLO 1	CLO 1	Knowledge
06	Riba An Nasiyah and Riba Al Fadl	Lecture	Quiz 1	PLO 1	CLO 1	Knowledge
07	Musharakah: Basic Rules of Financing, Project Financing, Securitization of Musharakah	Lecture and Case Discussion	Assignment 1	PLO 2	CLO 2	Comprehension
08	Export Financing and Import Financing, Financing of the Working Capital,	Lecture		PLO 3	CLO 2	Comprehension
09	Sharing in the Gross Profit only,	Lecture		PLO 3	CLO 2	Comprehension
10	Objections on Musharakah Financing: Risk of Loss, Dishonesty, Secrecy of the Business,	Lecture		PLO 2	CLO 2	Comprehension

Clients' Unwillingness to Share Profits

11	Diminishing Musharakah: House Financing	Lecture	Quiz 2	PLO 3	CLO 3	Comprehension
12	Diminishing Musharakah: Business of Service , Trade	Lecture		PLO 3	CLO 3	Comprehension
13	Mudarabah, Rules of Mudarabah Financing	Lecture		PLO 3	CLO 3	Knowledge
14	Combination of Musharakah and Mudarabah	Case Discussion		PLO 3	CLO 3	Comprehension
15	Murabahah: Basic Rules of Sale, Bai'Muajjal	Lecture		PLO 3	CLO 2	Knowledge
16	Basic Features of Murabahah Financing, Securitization, Rebate on Earlier Payment	Lecture	Assignment 2	PLO 3	CLO 2	Comprehension
17	Some basic mistakes in Murabahah Financing	Lecture		PLO 2	CLO 2	Knowledge
18	Ijarah: Basis Rules of Leasing	Case Discussion		PLO 3	CLO 2	Knowledge
19	Lease as a Mode of Financing, Securitization of Ijarah, Head Lease	Lecture		PLO 3	CLO 3	Comprehension

20	Conditions of Salam and Parallel Salam	Lecture		PLO 3	CLO 2	Knowledge
21	Recognition and Measurement of Salam and Parallel Salam	Lecture		PLO 3	CLO 2	Comprehension
22	Istisna', Difference between Istisna' and Salam Difference between Istisna and Ijarah, Istisna as Mode of Financing	Lecture		PLO 2	CLO 2	Knowledge
23	Islamic Investment Funds: Equity Fund, Ijarah Fund	Lecture	Assignment 3	PLO 2	CLO 2	Comprehension
24	Commodity Fund, Murabahah Fund, Mixed Fund	Lecture	Quiz 3	PLO 2	CLO 2	Comprehension
25	Investment accounts: Sukuk and Takaful: Understand the Treatment of Investment Accounts under AAOIFI Framework	Lecture		PLO 4	CLO 4	Knowledge and Comprehension
26	Zakat Accounting, recognition and measurement of Zakat in businesses	Lecture		PLO 4	CLO 4	Comprehension

27 The Principle of Limited Liability,
Waqf, Bait-
ul-Mal and Joint Stock, Inheritance
under Debt

Lecture

PLO 2

CLO
2

Knowledge

28 Project Viva/Presentations

Course Title: Entrepreneurship

Code: MGT-341

Credit Hours: 3+0

Course Instructor: Ms. Javeria Shabbir

jshabbir@numl.edu.pk

Room 29, 1st Floor, Ibn e Khuldoon Block

Course Description:

- This course provides the students with an introduction to the concepts and capabilities necessary to successfully commercialize new ideas.
- Entrepreneurship is about more than coming up with an idea or starting a business. It is also about identifying and validating good opportunities and then creating, communicating, and capturing value from those opportunities over time. This includes new firms as well as firms in corporate and non-profit settings.
- This course will emphasize new venture formation.

Objectives:

- To understand and handle your own business. This course will equip the students with appropriate subject knowledge and practical skills for managing business investments and fundraising for start-ups.
- A thorough emphasis on writing the winning business plan and transforming the idea into a venture
- Initiate a start-up – to provide a sound platform for a successful business which will contribute and boost economic activity in Pakistan.

- The course aims to motivate and guide students to become successful entrepreneurs in offline and online business models.

Course Learning Outcomes:

By the end of this course, students are expected to:

- Recognize the nature of entrepreneurship and entrepreneurial processes
- Generate business ideas and Evaluate business opportunities
- Learn how to identify and solve major entrepreneurial issues (Feasibility of new venture)
- Gain first-hand experience of starting a new venture via developing a business plan.

Textbooks (or Course Materials) with latest Edition:

- Entrepreneurship: Successfully Launching New Ventures, 6th Edition. Bruce R. Barringer, Oklahoma State University R. Duane Ireland, Texas A&M University ©2019 | Pearson
- Entrepreneurship, 10th Edition, Robert D. Hisrich, Michael P. Peters, Dean A. Shepherd, McGraw Hill, 2017

Reference Books:

- Innovation and Entrepreneurship by Peter F. Drucker Harper Collins publishers UK
- Pattern of Entrepreneurship, Jack M. Kaplan
- Naqi, Dr. S. M, Entrepreneurship A Recipe for Economic Development: Lahore, Naqi Hyder & Associates
- Kuratko Donald F and Hodgetts (2001) Richard M, Entrepreneurship- A

ASSESSMENT INSTRUMENT WITH WEIGHTS:

SNR	ITEMS	MARKS
1	Mid Term Exam	30
2	End Term Exam	50
3	Internal Evaluation Breakdown	
	Quiz(s)	
	Assignments(s)	
	Présentations	
	Case Discussion	
	Lab Work/Practical Project	
	Any Other	
	Total	20
	GRAND TOTAL	100

COURSE CONTENTS:

Lecture	Scheduled Topic	Learning Activity	Assessment Activity	PLO	CLO	Thinking Level
01	Introduction <ul style="list-style-type: none"> ■ Introduction to Entrepreneurship ■ Nature and Importance of Entrepreneurship ■ Myths, Process of entrepreneurship 	Lecture and Discussion	Assignment 1 (Surah e Quraish) Presentation by 2 students (Success Story)	PLO 1	CLO 1	Knowledge
02	Religious Perspectives in entrepreneurship	Lecture and Discussion	Presentation by 2 students	PLO 6	CLO 1	Comprehension

	<ul style="list-style-type: none"> ■ Tafseer of Surah e Quraish ■ Holy Prophet Hazrat Muhammad s.a.w.w as a model entrepreneur) 		(Success Story)			
03 Ideas and Opportunities	<ul style="list-style-type: none"> ■ Recognizing Opportunities and Generating Ideas ■ Finding gaps ■ Sources and Methods of Generating Ideas 	Lecture and Discussion	Assignment 2 Ideas Diary – Write 10 Ideas everyday Presentation by 2 students (Success Story)	PLO 3	CLO 2	Comprehension
04 Ideas and Opportunities	<ul style="list-style-type: none"> ■ Brainstorming for Ideas 	Brainstorming	Presentation by 2 students (Success Story)	PLO 4	CLO 2	Application
05 Case Study Discussion Case - 1	<ul style="list-style-type: none"> ■ Local or International 	Case Study Discussion	Presentation by 2 students (Success Story)	PLO 5	CLO 3	Analysis
06 Ideas and Opportunities	<ul style="list-style-type: none"> ■ Brainstorming for Ideas 	Brainstorming	Presentation by 2 students (Success Story)	PLO 4	CLO 2	Application
07 Feasibility Analysis	<ul style="list-style-type: none"> ■ First - Screen Analysis – The Feasibility Analysis Tool 	Lecture and Discussion	Presentation by 2 students (Success Story) Quiz 1	PLO 4	CLO 2	Comprehension
08 Case Study Discussion Case - 2	<ul style="list-style-type: none"> ■ <u>Local or International</u> 	Case Study Discussion	Presentation by 2 students	PLO 5	CLO 3	Analysis

			(Success Story) Assignment 3 Interview the entrepreneurs			
09 Feasibility Analysis	<ul style="list-style-type: none"> Application of First Screen Analysis on the students' idea 	Presentations and Discussion	Presentation by 2 students (Success Story)	PLO 4	CLO 4	Application
10 Case Study Discussion Case 3	<ul style="list-style-type: none"> Local or International 	Case Study Discussion	Presentation by 2 students (Success Story)	PLO 5	CLO 3	Analysis
11 Business Model	<ul style="list-style-type: none"> Developing an Effective Business Model 	Lecture and Discussion	Presentation by 2 students (Success Story)	PLO 4	CLO 3	Comprehension
12 Business Plan	<ul style="list-style-type: none"> What is Business Plan Why Business Plan Contents of an effective business plan How to write a business plan 	Lecture and Discussion	Presentation by 2 students (Success Story) Quiz 2	PLO 4	CLO 4	Comprehension
13 Business Plan	<ul style="list-style-type: none"> Financial Plan Marketing Plan Operational Plan 	Lecture and Discussion	Presentation by 2 students (Success Story)	PLO 4	CLO 4	Comprehension
14 Case Study Discussion Case 4	<ul style="list-style-type: none"> Local or International 	Case Study Discussion	Presentation by 2 students	PLO 5	CLO 3	Analysis

(Success Story)

15 Funding and Financing for the Venture

- Personal Sources
- Love Money
- Bootstrapping
- Debt Financing
- Venture Capital
- Government Funding
- NGOs Funding

Lecture and Discussion

Presentation by 2 students (Success Story)

PLO 1

CLO 1

Knowledge

16 Financial Viability of the Venture

- Proforma Statements
- Break even analysis
- Sources and Uses of funds
- Ratio Analysis

Lecture and Discussion

Presentation by 2 students (Success Story) Quiz 3

PLO 4

CLO 4

Comprehension

17 Case Study Discussion Case 5

- Local or International

Case Study Discussion

Presentation by 2 students (Success Story)

PLO 5

CLO 3

Analysis

18 Intellectual Property

- Why intellectual property
- Copyrights
- Patents
- Trademarks
- Geographical Indications
- Trade Marks

Lecture and Discussion

Presentation by 2 students (Success Story)

PLO 1

CLO 1

Knowledge

<ul style="list-style-type: none"> ■ IPO Pakistan 						
19 Case Study Discussion Case 6 <ul style="list-style-type: none"> ■ Local or International 	Lecture and Discussion	Presentation by 2 students (Success Story)	PLO 5	CLO 3	analysis	
20 Business Registration and Documentation in Pakistan <ul style="list-style-type: none"> ■ Business Name Registration ■ NTN registration ■ Registration with SECP 	Lecture and Discussion	Presentation by 2 students (Success Story) Assignment No 4 – Register your business, obtain NTN	PLO 1	CLO 2	Comprehension	
21 Case study Discussion Case 7 <ul style="list-style-type: none"> ■ Local or International 	Case Study Discussion	Presentation by 2 students (Success Story)	PLO 5	CLO 3	Analysis	
22 Franchising <ul style="list-style-type: none"> ■ What is Franchising ■ Why franchising is important ■ Advantages and disadvantages 	Lecture and Discussion	Presentation by 2 students (Success Story)	PLO 1	CLO 1	Knowledge	

Quiz 4						
23 Franchising						
<ul style="list-style-type: none"> ■ Types of Franchising ■ Famous Franchising Arrangements in Pakistan 	Lecture and Discussion	Presentation by 2 students (Success Story)	PLO 1	CLO 1	Knowledge	
24 Case Study Discussion Case 8						
<ul style="list-style-type: none"> ■ Local or International 	Case Study Discussion	Presentation by 2 students (Success Story)	PLO 5	CLO 3	Analysis	
25 Role of SMEDA in SME development in Pakistan						
	Lecture and Discussion	Presentation by 2 students (Success Story)	PLO 2	CLO 3	Comprehension	
26 Case Study Discussion Case 9						
<ul style="list-style-type: none"> ■ Local or International 	Case Study Discussion	Presentation by 2 students (Success Story)	PLO 5	CLO 3	Analysis	
27 Role of Incubation Centers						
	Lecture and Discussion/Visit	Visit NUML BICON	PLO 6	CLO	Comprehension	
28 Meet the Entrepreneurs						
	Seminar		PLO 6	CLO	Comprehension	

			4	
29	<u>Meet The Entrepreneurs</u>	Seminar	PLO 6	CLO 4 Comprehension
30	Final Business Plan	Presentations	PLO 5	CLO 4 Synthesis
31	Final Business Plan	Presentations	PLO 5	CLO 4 Synthesis
32	Final Business Plan	Presentations	PLO 5	CLO 4 Synthesis

Course Title: Financial Reporting and Analysis

Course Code: FIN-345

Credit Hours: 3

Course Instructor:

Mode of Contact:

You can contact your course instructor in the following ways:

Email:

Meeting: By appointment via e-mail

PREREQUISITE

Fundamentals of Accounting, Financial Accounting, Cost Accounting, Introduction to Finance, Financial Management

COURSE DESCRIPTION:

This course is an introduction to financial statement analysis, aiming to provide you the basic skills and techniques to analyse financial statements for the purpose of valuation. You will learn how to evaluate financial statements and perform prospective, credit, and equity analyses. Students will also learn how to recast and adjust financial statements to obtain a better estimate of earning power.

COURSE OBJECTIVES:

Financial reports are the primary means by which managers communicate company results to investors, creditors and analysts. These parties use the reports to judge company performance, to assess creditworthiness, to predict future financial performance, and to analyse possible acquisitions and take-overs. Users of financial statements must be able to meaningfully interpret financial reports, construct measures of financial performance and analyse the reporting choices made by companies. Also, since company managers choose accounting techniques when making their reports, users must learn to undo the effects of these accounting choices. The purpose of this course is to give the foundation for such analysis.

COURSE LEARNING OUTCOMES:

On completion of this course unit, successful students will be able to:

1. Calculate and interpret a range of accounting ratios from the financial statements of large companies.
2. Appreciate the complex nature of real-life financial statement ratio calculations.

3. Understand the role of, and draw upon, the strategic (competitive and sustainability) context of a business in interpreting that business's financial statements.
4. Effectively interpret financial statements from the perspective of the forward-looking information needs of different stakeholders.
5. Understand a range of factors that can indicate the quality and reliability of financial statement information.
6. Appreciate the various sources of data that may be useful in analyzing the position, performance, and future prospects of a firm

RECOMMENDED TEXT BOOK:

- The Analysis and use of Financial Statements (3rd Edition) By:Gerald I. White, Ashwinpaul C. Sondhi, and Dov Fried.
- Financial Statement Analysis Using Financial Accounting Information (7th Edition) By: Charles H. Gibson

ASSESSMENT INSTRUMENT WITH WEIGHTS:

S.NO	Items	Marks
1.	Mid Term Exam	30
2.	End Term Exam	50
3.	Internal Evaluation Breakdown	
	Quiz(s)	
	Assignments(s)	
	Class Participation	
	Présentations	
	Total	20
	Grand Total	100

COURSE CONTENTS:

Lecture	Scheduled Topic	Learning Activity	Assessment Activity	PLO¹⁷	CLO	Thinking Level
01	Introduction to Analysis of Financial Statements, Utilization and Practicality of the Course	Lecture		PLO 1	CLO 5	Knowledge
02	Framework for Financial Statements Analysis Need for financial statement analysis, Users of financial statements Principal financial statements Qualitative characteristics of accounting data Chapter # 1 (Sondhi) Chapter # 1 (Gibson)	Lecture		PLO 1	CLO 5	Knowledge
03	Framework for Financial Statements Analysis.... GAAP Chapter # 1 (Sondhi) Chapter # 1 (Gibson)	Lecture		PLO 1	CLO 4	Comprehension
04	Accounting Policies and their Impact on Financial Analysis.... Overview of Accounting Cycle Auditor's Report and its types Chapter # 2 (Sondhi) Chapter # 2 (Gibson)	Lecture		PLO 1	CLO 4	Comprehension
05	Accounting Policies and their Impact on Financial Analysis....	Lecture		PLO 1	CLO 4	Comprehension

	The accrual concept of income Revenue recognition methods Percentage-of-Completion Method Completed contract method Chapter # 2 (Sondhi) Chapter # 2 (Gibson)					
06	Accounting Policies and their impact on Financial Analysis..... Nonrecurring items Adjustments for Nonrecurring items Management Discretion and Earnings Manipulation Chapter # 2 (Sondhi)	Lecture	Assignment 1 Quiz 1	PLO 1	CLO 4	Comprehension
07	Cash Flow Statement Analysis Need for a Cash Flow Statement Importance of Cash Flow Statement Chapter # 3 (Sondhi) Chapter # 11 (Gibson)	Lecture		PLO 4	CLO 3	Comprehension
08	Cash Flow Statement Analysis.... Basic Elements of Cash Flow statement Cash Flow Classification Issues Chapter # 3 (Sondhi) Chapter # 11 (Gibson)	Lecture		PLO 4	CLO 3	Comprehension
09	Cash Flow Statement Analysis.... Direct and Indirect cash flow method Preparation of Cash Flow Statement Chapter # 3 (Sondhi) Chapter # 11 (Gibson)	Lecture		PLO 4	CLO 3	Comprehension
10	Cash Flow Statement Analysis.... Analysis of cash flow information Free Cash Flows and Valuation Chapter # 3 (Sondhi) Chapter # 11	Lecture		PLO 4	CLO 3	Comprehension

	(Gibson)					
11	Foundations of Ratio and Financial Analysis Purpose and use of ratio analysis Cautionary Note Chapter # 4 (Sondhi) Chapter # 5 (Gibson)	Lecture		PLO 4	CLO 1	Comprehension
12	Foundations of Ratio and Financial Analysis..... Common size statements Vertical and Horizontal Analysis Case Study: Cooper Tire & Rubber Company. Chapter # 4 (Sondhi) Chapter # 5 (Gibson)	Lecture	Assignment 2 Quiz 2	PLO 4	CLO 1	Comprehension
13	Foundations of Ratio and Financial cont... Categories of ratios: Liquidity analysis Chapter # 4 (Sondhi) Chapter # 5 & 7 (Gibson)	Lecture		PLO 4	CLO 2	Comprehension
14	Foundations of Ratio and Financial cont... Activity analysis Profitability analysis Chapter # 4 (Sondhi) Chapter # 5 & 7 (Gibson)	Lecture		PLO 4	CLO 2	Comprehension
15	Foundations of Ratio and Financial cont... Long-term debt and solvency analysis Ratios: An integrated analysis Chapter # 4 (Sondhi) Chapter # 8 & 9 (Gibson)	Lecture		PLO 4	CLO 2	Comprehension
16	Foundations of Ratio and Financial cont...	Lecture		PLO 4	CLO	Comprehension

	Earnings per share and other ratios used in valuation				2
	Trend Analysis				
	Chapter # 4 (Sondhi) Chapter # 10 (Gibson)				
17	Foundations of Ratio and Financial cont... Operating and financial leverage				
	Leverage and its effect on earnings	Lecture	PLO 4	CLO 2	Comprehension
	Chapter # 4 (Sondhi) Chapter # 6 & 10 (Gibson)				
18	Foundations of Ratio and Financial cont... Operating and financial leverage				
	Leverage and its effect on earnings	Lecture	PLO 4	CLO 2	Comprehension
	Case Study: "The Case of the Beleaguered, Burgled Balance Sheet"				
	Chapter # 4 (Sondhi) Chapter # 6 & 10 (Gibson)				
19	Statement Analysis for Special Industries: Banks, Utilities, Oil and Gas,				
	Transportation, Insurance, Real Estate Companies	Lecture	PLO 4	CLO 4	Comprehension
	Chapter # 15 (Gibson)				
20	Statement Analysis for Special Industries: Banks, Utilities, Oil and Gas,				
	Transportation, Insurance, Real Estate Companies	Lecture	PLO 4	CLO 4	Comprehension
	Chapter # 15 (Gibson)				
21	Statement Analysis for Special Industries: Banks, Utilities, Oil and Gas,	Lecture	PLO 4	CLO 4	Comprehension

	Transportation, Insurance, Real Estate Companies Chapter # 15 (Gibson)				
22	Statement Analysis for Special Industries: Banks, Utilities, Oil and Gas, Transportation, Insurance, Real Estate Companies Chapter # 15 (Gibson)	Lecture	PLO 4	CLO 4	Comprehension
23	Analysis of Inventories Inventory and cost of goods sold: Basic relationships LIFO Versus FIFO: Income, Cash flow, and working capital effect Chapter # 6 (Sondhi) Chapter # 7 (Gibson, p. 265)	Lecture	PLO 4	CLO 5	Comprehension
24	Analysis of Inventories Inventory and cost of goods sold: Basic relationships LIFO Versus FIFO: Income, Cash flow, and working capital effect Chapter # 6 (Sondhi) Chapter # 7 (Gibson, p. 265)	Lecture	PLO 4	CLO 5	Comprehension
25	Analysis of Inventories cont... Adjustments from LIFO to FIFO Financial ratio: LIFO Versus FIFO Chapter # 6 (Sondhi) Chapter # 7 (Gibson, p. 265)	Lecture	PLO 4	CLO 5	Comprehension
26	Analysis of Inventories cont...	Lecture	PLO 4	CLO	Comprehension

	Adjustments from LIFO to FIFO				5	
	Financial ratio: LIFO Versus FIFO					
	Chapter # 6 (Sondhi) Chapter # 7 (Gibson, p. 265)					
27	Financial Planning and Forecasting Introduction to basic financial planning models					
	A simple financial planning model	Lecture		PLO 4	CLO 6	Comprehension
	The Percentage of sales approach					
	Chapter # 4 (Ross/Westerfield/Jordan) Chapter # 18 (Brealey/Myers/Marcus)					
28	Financial Planning and Forecasting..... Additional/External fund needed					
	Additional/External financing and growth	Lecture		PLO 4	CLO 6	Comprehension
	Chapter # 4 (Ross/Westerfield/Jordan) Chapter # 18 (Brealey/Myers/Marcus)					
29	Presentations			PLO 4	CLO 2	Creation
30	Presentations			PLO 4	CLO 2	Creation

Semester – VII

CODE	COURSE	CREDITS
FIN-446	Investment & Portfolio Management	3
SSC-401	Foreign Language (Chinese)	3
ACC-446	International Financial Reporting Standards	3
ACCT-471	Elective-I Advance Auditing & Assurance	3
FIN-462	Elective-II Financial Modeling	3
FIN-465	Equity Evaluation	3
ACCT-476	Accounting & Financial Information System	3

Course Title: Chinese Language

Course Code: SSC 401

Credit Hours: 3+0

Course Instructor: Naghman Ahmad

Mode of Contact:

You can contact your course instructor in the following ways:

Email: ngahmad@numl.edu.pk

Meeting: By appointment via e-mail

PREREQUISITES: none

Textbook:

New Practical Chinese Reader Volume I, Beijing Language and Culture Press, by Liu Xun

Reference Material:

The instructor may provide additional cases, handouts, self-assessment quizzes and exercises, as considered necessary.

COURSE DESCRIPTION / OBJECTIVES:

Chinese Language Course aims at acquisition of the usual basic language skills of reading, writing, speaking Chinese language at beginner level. Not only has it will nourish students ability to understand basic grammar but will also let students learn Chinese characters in order to be able to communicate effectively in real Chinese situations.

Course Learning Outcomes: After successful completion of this course, students will be able to:

- Acquire basic knowledge of Chinese language phonetics.
- Read Chinese pinyin and write very basic Chinese Characters
- Understand strokes of Chinese Characters' and write Chinese characters
- Some basic level Chinese language expressions and communication skills. Understand Chinese culture

ASSESSMENT INSTRUMENT WITH WEIGHTS:

SNR	ITEMS	MARKS
1	Mid Term Exam	30
2	End Term Exam	50
3	Internal Evaluation Breakdown	
	Quiz(s)	5
	Assignments(s)	5
	Class Participation	
	Présentations	
	Case Discussion	
	Lab Work/Practical Project	
	Any Other	10
	Total	20
	GRAND TOTAL	100

COURSE CONTENTS:

Lecture	Scheduled Topic	Learning Activity	Assessment Activity	PLO	CLO	Thinking Level
01	Introduction to Chinese Language Course Outline& Assessment Criteria	Lecture		PLO 1	CLO 1	Knowledge
02	Phonetics & Syllables Practice of Pinyin Chart	Lecture		PLO 1	CLO 1	Knowledge
03	Chapter 1: Nǐ hǎo 你好。 Hello! Text, New Words Grammar: Word order in Chinese.	Lecture		PLO 1	CLO 1	Knowledge
04	Text and Dialogues Exercise of 1 st Chapter	Lecture		PLO 2	CLO 2	Comprehension
05	Chapter 1: Nǐ hǎo 你好。 Hello! Text, New Words Notes on important sentences	Lecture	Assignment 1 Quiz 1	PLO 2	CLO 2	Comprehension
06	Chapter 2: Nǐ máng ma? 你忙吗? Are you busy? Text , New Words Notes on important sentences	Lecture		PLO 1	CLO 1	Comprehension
07	Make question answers from chapter 1 and 2	Lecture	Assignment 2	PLO 2	CLO 3	Comprehension
08	Pronunciation Drills Grammar : 1. Sentence with an adjectival Phrase	Lecture		PLO 1	CLO 1	Knowledge

2. "Yes-No" questions with "吗". Exercise of Chapter 2.						
09	Revision of first 2 Chapters 复习第一和第二课	Lecture		PLO 2	CLO 2	Comprehension
10	Syllables, Initials, Finals, Tones Basic sentence structure	Lecture		PLO 2	CLO 3	Comprehension
11	Chapter 3: Tā shì nǎ guó rén? 她是哪国人? What is her nationality? Text , New Words Notes Practice of Third tone Sandhi	Lecture		PLO 2	CLO 2	Comprehension
12	Grammar Tone Sandhi of "不". Exercise of Chapter 3	Lecture		PLO 1	CLO 1	Comprehension
13	Chapter 4: Rènshí nǐ hěn gāoxìng 认识你很高兴。 。 I am Glad to meet you. Text, New Words.	Lecture		PLO 2	CLO 3	Knowledge
14	Lesson no 3 new words, dialogues and text	Lecture	Quiz 2	PLO 1	CLO 1	Knowledge
15	Conversation practice Grammar 1. Sentences with "是" Translation practice from exercise.	Lecture		PLO 1	CLO 3	Comprehension
16	Revision of first 4 Chapters 复习第一到第四课	Lecture		PLO	CLO	Comprehension

					1	
17	Chapter 5: Cāntīng nǎr? 餐厅哪儿? Where is Dining Hall? Text, New Words, Notes	Lecture		PLO 1	CLO 2	Comprehension
18	Comprehensive practice. Questions with an interrogative pronoun	Lecture		PLO 1	CLO 1	Knowledge
19	Chapter No.6: Wǒmen qù yóuyǒng, hǎo ma? 我们去游泳, 好吗? Shall we go swimming? New Words, Text 1 Notes	Lecture		PLO 1	CLO 5	Creation
20	Chapter No.6: Wǒmen qù yóuyǒng, hǎo ma? 我们去游泳, 好吗? Shall we go swimming? New words, Text 2	Lecture		PLO 1	CLO 1	Knowledge
21	Make 15 to 20 Sentences with “是”	Lecture	Assignment 3	PLO 2	CLO 2	Comprehension
22	Revision of Chapters 5 & 6 复习第五和第六课	Lecture		PLO 2	CLO 2	Comprehension
23	Chapter 7: Nǐ rèn shì bù rèn shí tā? Do you know him? New words, Texts, Notes	Lecture		PLO 2	CLO 3	Creation
24-25	<ul style="list-style-type: none"> ○ Drills and practice ○ Grammar ○ V/A -not- V/A questions ○ Abbreviated sentences with “呢” 	Lecture		PLO 2	CLO 2	Knowledge

The position of “也” and “都” in sentence.

26-27	Introduce yourself in Chinese (zi wo jieshao)	Lecture	Presentation	PLO 2	CLO 5	Creation
28	Revision/ case/ discussion/ exercise	Discussion		PLO 1	CLO 5	Creation

Course Title: Investment & Portfolio Management**Course Code: FIN-446****Credit Hours: 3****Course Instructor:****Mode of Contact:**

You can contact your module instructor in the following ways:

Email:

Meeting: By appointment via e-mail

Prerequisites:

As an advanced accounting and finance course, the student must have an understanding of Principles of Accounting, Financial Accounting, Cost Accounting, Managerial Accounting, and Financial Management.

Textbook / Reference Books:

- "Investment Analysis and Portfolio Management" by Frank K. Reilly and Keith C. Brown (10th or latter edition)
- "Investments Analysis and Management" by Charles P. Jones
- "Investments" by BodieZvi, Kane Alex, and Marcus Alan

Course Description:

This course is intended to introduce the concepts and tools of security analysis and portfolio management. The course content covers market structure and trade execution, client characteristics and their effect on portfolio construction, the asset allocation decisions, the security allocation decisions by considering the risk and return, market efficiency and trading strategies. Major topics include estimation of capital market parameters, trade-off between risk and return, optimal portfolio selection, equilibrium asset pricing models, and delegated portfolio management. The course material is tilted heavily towards equity markets. In addition, selected topics related to portfolio risk management and portfolio performance evaluation will be discussed.

Course Objectives

This course aims to provide students with understanding about:

- CLO 1. The basic concepts of investment and portfolio management
- CLO 2. To study theory and empirical evidence relevant for portfolio management.
- CLO 3. To understand how an investment professional would allocate funds in a hypothetical portfolio.
- CLO 4. The development of techniques that should be part of the tool kit of those interested in becoming professional investors and/or researchers in finance.

Teaching Learning Objectives

On completion of this course students should:

- TLO1. Have an understanding of the nature of an investment, the characteristics of financial assets, the investment environment and its impact on the economy
- TLO2. Be able to describe the investment management process and understand the role of objectives and strategy in the portfolio construction process
- TLO 3. Be familiar with the concepts of modern portfolio theory and have an intuitive understanding of asset pricing models
- TLO 4. Have an understanding of the influence of macroeconomic and microeconomic factors on securities markets and the pricing of financial assets
- TLO 5 Be able to display competence in the use of various methods of fundamental analysis to value shares
- TLO 6. Understand various approaches used in portfolio management
- TLO 7. Understand the issues associated with the evaluation of portfolio performance and apply various performance evaluation techniques.

Teaching Methodology

Lectures, applied assignments from the market data, and discussions and presentations are planned as class activities. All students are advised to participate in said activities, failing which students will suffer in respect of learning and grades. Consistent with the course objectives, lectures will address learning objectives associated with weekly topics (as outlined in the weekly schedule), including basic principles and working examples. While lectures will closely parallel material contained in assigned readings, they are not substitutes. In particular, the lectures will clarify, expand and where necessary, update the material contained in assigned readings. In addition to lectures, the following learning activities will remain the focus of students' attention.

ASSESSMENT INSTRUMENT WITH WEIGHTS:

SNR	ITEMS	MARKS	
1	Mid Term Exam	30	
2	End Term Exam	50	
3	Internal Evaluation Breakdown		
	Quiz(s)		
	Assignments(s)		
	Class Participation		
	Presentations		
	Case Discussion		
	Lab Work/Practical Project		
	Any Other		
	Total	20	20
	GRAND TOTAL	100	

Module Contents

Lecture	Scheduled Topic	Learning Activity	Assessment Activity	PLO ¹⁸	CLO	Thinking Level
01	The Investment Setting					
	<ul style="list-style-type: none"> ■ Relationship between Risk and Return ■ Revisions of Finance basics ■ What is an investment 	Lecture		PLO 8	CLO 2	Comprehension

02 The Investment Setting	<ul style="list-style-type: none"> ■ Investments: background and issues ■ Measuring risk and return 	Lecture	PLO 8	CLO 2	Comprehension	
03 The Investment Setting	<ul style="list-style-type: none"> ■ Measures of historical/expected rates of return ■ Risk measures for historical/expected returns <ul style="list-style-type: none"> ▶ Determinants of required rates of return 	Lecture	PLO 8	CLO 2	Comprehension	
04 The Investment Setting	<ul style="list-style-type: none"> ■ Determinants of required rates of return ■ Nominal and real risk-free rate 	Lecture	PLO 8	CLO 2	Comprehension	
05 The Investment Setting	<ul style="list-style-type: none"> ■ Risk premium ■ Risk Premium and portfolio theory ■ Relationship between Risk and Return 	Lecture	PLO 8	CLO 2	Comprehension	
06 The Asset Allocation Decisions	<ul style="list-style-type: none"> ■ SML line ■ Changes in the SML line ■ Individual Investor Lifecycle 	Lecture	Assignment 1 Quiz 1	PLO 8	CLO 2	Comprehension
07 The Asset Allocation Decisions	<ul style="list-style-type: none"> ■ The Portfolio Management Process ■ The need for Policy Statement 	Lecture	PLO 8	CLO 2	Comprehension	
08 The Asset Allocation Decisions	<ul style="list-style-type: none"> ■ Input to the Policy Statement The importance of asset allocation ■ Objectives and Constraints of Institutional Investors 	Lecture	PLO 8	CLO 2	Evaluation	
09 Setting investment in a Global Market		Lecture	PLO 8	CLO	Evaluation	

2

- The case for global investments
- Global Investment Choices
- Fixed-Income Investments
- Equity Investments

10 ■ Special Equity instruments

- Options
- Futures Contracts

Lecture

PLO 8 CLO 2

Evaluation

11 Special Equity instruments

- Historical Risk and Return on Alternative Investments

Lecture

PLO 8 CLO 2

Knowledge

12 Organization and Functioning of Securities Markets

- What is Market?
- Types of Markets
- Money Vs Capital Markets
- Primary Vs Capital Markets
- Debt Vs Equity Markets
- Regional exchanges and the over-the-counter market

Lecture

Assignment 2
Quiz 2

PLO 8 CLO 2

Knowledge

13 Organization and Functioning of Securities Markets

- Detailed Analysis of Exchange Markets
- How Securities are traded
- Types of Orders
- Changes in the Securities Markets

Lecture

PLO 8 CLO 3

Knowledge

14 Security Market Indicator Series

- Uses of Security Market Indexes
- Differentiating Factors in Constructing Market Indexes
- Stock Market Indicator Series

Lecture

PLO 8 CLO 3

Knowledge

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15 Security Market Indicator Series				
<ul style="list-style-type: none"> ■ Value-Weighted Series ■ Price-Weighted Series ■ Un-weighted or Equal-Weighted Series 	Lecture	PLO 8	CLO 3	Knowledge
16 Security Market Indicator Series				
<ul style="list-style-type: none"> ■ Annual security risk-returns and correlations ■ Comparison of Indexes Over Time 	Lecture	PLO 8	CLO 3	Comprehension
17 Efficient Capital Markets				
<ul style="list-style-type: none"> ■ Why should capital markets be efficient? ■ Alternative efficient market hypotheses ■ Implications of efficient capital markets 	Lecture	PLO 8	CLO 3	Comprehension
18 Efficient Capital Markets				
<ul style="list-style-type: none"> ■ Tests and results of efficient market hypotheses ■ Weak form hypothesis: Tests and results ■ Semi-strong form hypothesis: Tests and results ■ Strong form hypothesis: Tests and results 	Lecture	PLO 8	CLO 3	Comprehension
19 An Introduction to Portfolio Management				
<ul style="list-style-type: none"> ■ Background assumptions ■ Markowitz portfolio theory 	Lecture	PLO 8	CLO 3	Comprehension
20 An Introduction to Portfolio Management				
<ul style="list-style-type: none"> ■ Risk and return of a portfolio ■ Measuring risk and return ■ Expected return for individual investment 	Lecture	PLO 8	CLO 3	Comprehension

21 An Introduction to Portfolio Management	<ul style="list-style-type: none"> ■ Expected return for a portfolio ■ Variance and standard deviation of return for an individual investment 	Lecture	PLO 8	CLO 3	Comprehension
22 An Introduction to Portfolio Management	<ul style="list-style-type: none"> ■ Variance and standard deviation of return for a portfolio ■ More than two assets portfolio and estimation issues 	Lecture	PLO 8	CLO 3	Comprehension
23 An Introduction to Portfolio Management	<ul style="list-style-type: none"> ■ The efficient frontier ■ The efficient frontier and investor utility 	Lecture	PLO 8	CLO 3	Comprehension
24 An Introduction to Asset Pricing Model	<ul style="list-style-type: none"> ■ Capital market theory: An overview ■ Risk-free asset 	Lecture	PLO 8	CLO 3	Comprehension
25 An Introduction to Asset Pricing Model	<ul style="list-style-type: none"> ■ Market portfolio ■ The Capital Asset Pricing Model: Expected return and risk 	Lecture	PLO 8	CLO 3	Comprehension
26 An Introduction to Asset Pricing Model	<ul style="list-style-type: none"> ■ Relaxing the assumptions 	Lecture	PLO 8	CLO 3	Comprehension
27 An Introduction to Asset Pricing Model		Lecture	PLO 8	CLO	Comprehension

<ul style="list-style-type: none"> ■ Differentiating borrowing and lending rate 				3
28 An Introduction to Asset Pricing Model <ul style="list-style-type: none"> ■ Transaction costs ■ Heterogeneous expectations and planning periods Taxes 	Lecture	PLO 8	CLO 3	Comprehension
29 Multifactor models of risk & Return <ul style="list-style-type: none"> ■ The market portfolio: theory versus practice 	Lecture	PLO 8	CLO 3	Comprehension
30 Multifactor models of risk & Return <ul style="list-style-type: none"> ■ Arbitrage Pricing theory 	Lecture	PLO 8	CLO 3	Comprehension
31 Multifactor models of risk & Return <ul style="list-style-type: none"> ■ Practical application of APT ■ Assumptions and using APT 	Lecture	PLO 8	CLO 3	Comprehension
32 Multifactor models of risk & Return <ul style="list-style-type: none"> ■ Comparison of different theories of Risk and return ■ Practical implication of theories 	Lecture	PLO 8	CLO 3	Comprehension

Note: The course is planned for 30 students. In case of less or more than 30 students course plan will be changed by the instructor.

The students who earn the BSAF degree will be able to (PLOs):

- i. Understand the key concepts of accounting and finance.
- ii. Describe the financial information standards, finance theories and practices of accounting and finance.
- iii. Enhance the cognitive ability to use the techniques and technologies novel in the field of accounting and finance.
- iv. Develop the analytical and critical skills to evaluate and solve the problems of accounting and finance.
- v. Plan, construct and design the decision making aspects of the accounting and finance problems encountered locally as well as globally.

- vi. Appraise measure and interpret the accounting inferential information based on the right concepts.
- vii. Apply the ethical traits inculcated to become socially responsible accounting and finance professionals.
- viii. Foster the interpersonal skills and the teamwork attributes.

Course Title: Advanced Audit & Assurance

Course Code: ACC-471

Credit Hours: 3

Course Instructor:

Mode of Contact:

You can contact your course instructor in the following ways:

Email:

Meeting: By appointment via e-mail

PREREQUISITES:

- Audit and Assurance
- Financial Reporting/Advance Financial accounting

Textbook:

- Advance Audit and Assurance by Kaplan Publishers
- Advance Audit Practices by ICAP
- Handbook of ISA's.

Reference Material:

- ACCA Advance Audit and Assurance course book by BPP Publishers
- IFRS issued by IASB
- ICAP financial reporting handbook

Course Objectives: The course objectives are

- Identify and formulate the work required to meet the objectives of audit assignments and apply the International Standards on Auditing.
- Identify and formulate the work required to meet the objectives of non-audit assignments.
- Evaluate findings and the results of work performed and draft suitable reports on assignments.
- Understand the current issues and developments relating to the provision of audit related and assurance services.

Course Learning Outcomes:

- Recognize the legal and regulatory environment and its impact on audit and assurance practice.
- Demonstrate the ability to work effectively on an assurance or other service engagement within a professional and ethical framework.
- Assess and recommend appropriate quality control policies and procedures in practice management and recognize the auditor's position in relation to the acceptance and retention of professional appointments.

ASSESSMENT INSTRUMENT WITH WEIGHTS:

SNR	ITEMS	MARKS	
1	Mid-Term Exam	30	
2	End Term Exam	50	
3	Internal Evaluation Breakdown		
	Quiz(s)		
	Assignments(s)		
	Class Participation		
	Présentations		
	Case Discussion		
	Lab. Work/Practical Project		
	Any Other		
	Total	20	20

	GRAND TOTAL	100
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COURSE CONTENTS:

Lecture	Scheduled Topic	Learning Activity	Assessment Activity	PLO ¹⁹	CLO	Thinking Level
01	• Recap of basic concepts of Audit and Assurance	Lecture		PLO1	CLO1	Knowledge
02	• Recap of basic concepts of Audit and Assurance	Lecture		PLO7	CLO1	Knowledge
03	• Recap of International Financial Report Standards	Lecture		PLO1	CLO1	Knowledge
04	<ul style="list-style-type: none"> • Regulation in a global economy: <ul style="list-style-type: none"> – Explain the need for laws, regulations, standards and other guidance relating to audit, assurance and related services. – Outline and explain the need for the legal and professional framework including public oversight and principles of corporate governance, the role of audit committees and 	Lecture		PLO1	CLO2	Comprehension

impact on audit and assurance practice.

05 • Regulation in a global economy:

- Explain current developments in auditing standards including the need for new and revised standards and evaluate their impact on the conduct of audits.

Lecture

PLO1

CLO2 Comprehension

- Discuss other current legal, ethical other professional and

practical matters that affect accountants, auditors, their employers and the profession.

06 • . Code of ethics and conduct:

- Explain the fundamental principles and conceptual framework approach.
- Identify, evaluate and respond to threa compliance with the fundamental princ 3) Discuss and evaluate the effectiveness available safeguards.

Lecture

Assignment 1
Quiz 1

PLO1

CLO3 Comprehension

07 • Code of ethics and conduct:

- Recognize and advise on conflicts in the application of fundamental principles.
- Discuss the relative advantages of an ethical framework and a rulebook.3) Identify and assess the relevant emerging

Lecture

PLO1

CLO3 Comprehension

ethical issues and evaluate the safeguards available. 4) Discuss IFAC developments

08 • Professional appointments

- Appointment, Tenure and Removal of an Auditor in accordance with Pakistan Law

Lecture

PLO1

CLO4 Comprehension

09 • Professional appointments

- Explain the matters to be considered and the procedures that an audit firm/professional accountant should carry out before accepting a specified new client/engagement including client acceptance, engagement acceptance, establish whether the preconditions for an audit are present, agreeing the terms of engagement.
- Recognize the key issues that underlie the agreement of the scope and terms of an engagement with a client.

Lecture

PLO7

CLO5 Comprehension

10 • Quality control

- Explain the principles and purpose of quality control of audit and other assurance engagements.
- Describe the elements of a system of quality control relevant to a given firm.
- Select and justify quality control

Lecture

PLO7

CLO4 Comprehension

procedures that are applicable to a given audit engagement.

- Assess whether an engagement has been performed in accordance with professional standards and whether reports issued are appropriate in the circumstances.

11	<ul style="list-style-type: none">• Money laundering:<ul style="list-style-type: none">– Define 'money laundering'.– Explain how international efforts seek to combat money laundering.	Lecture		PLO7	CLO4	Comprehension
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12	<ul style="list-style-type: none">• Money laundering:<ul style="list-style-type: none">– Explain the scope of criminal offences of money laundering and how professional accountants may be protected from criminal and civil liability.– Explain the need for ethical guidance in this area.	Lecture	Assignment 2 Quiz 2	PLO1	CLO3	Comprehension
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13	<ul style="list-style-type: none">• Money laundering:<ul style="list-style-type: none">– Describe how accountants meet their obligations to help prevent and detect money laundering including record keeping and reporting of suspicion to the appropriate regulatory body.	Lecture		PLO1	CLO1	Knowledge
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- Explain the importance of customer due diligence (CDD)/know your customer (KYC) information.
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14	<ul style="list-style-type: none"> • Money laundering: 				Comprehension
	<ul style="list-style-type: none"> – Recognize potentially suspicious transactions and assess their impact on reporting duties. 	Lecture		PLO7	CLO6
	<ul style="list-style-type: none"> – Describe with reasons the basic elements of an anti-money laundering program. 				

15	<ul style="list-style-type: none"> • Professional responsibilities and liabilities: 				Comprehension
	<ul style="list-style-type: none"> – Compare and contrast the respective responsibilities of management and auditors concerning compliance with laws and regulations in an audit of the financial statements and fraud & error. 				
	<ul style="list-style-type: none"> – Describe the auditors considerations of compliance with laws and regulations and plan audit procedures when noncompliance or fraud is discovered. 	Lecture	Mid Term Discussion	PLO1	CLO4
	<ul style="list-style-type: none"> – Define and clearly distinguish between the terms error, irregularity, fraud and misstatement. 				

16 • **Professional responsibilities and liabilities:**

- Describe the matters to be considered and procedures to be carried out to investigate actual and/or potential misstatements in a given situation.
- Explain how, why, when and to whom fraud & error and noncompliance should be reported and the circumstances in which an auditor should withdraw from an engagement.
- Discuss the current and possible future role of auditors in preventing, detecting and reporting error and fraud.
- Explain the other criteria for legal liability to be recognized and apply them to given situations.

Lecture

PLO7

CLO6 Comprehension

17 • **Planning, materiality and assessing the risk of misstatement:**

- Define materiality and performance materiality and demonstrate how it should be applied in financial reporting and auditing.
- Identify and explain business risks, audit risks and risks of material misstatement for a given assignment.
- Discuss and demonstrate the use of analytical procedures in the planning of an assignment.

Lecture

PLO7

CLO6 Comprehension

- Explain how the result of planning procedures determines the relevant audit strategy.

18 • **Planning, materiality and assessing the i misstatement:** Lecture

- Explain the planning procedures to an i audit Engagement.
- Identify additional information that ma required in order to effectively plan an assignment.
- Recognize matters that are not relevan the planning of an assignment.

Assignment 3 PLO7 CLO6 Comprehension

19 • **Evidence** Lecture Knowledge

- Identify and describe audit procedures to obtain sufficient audit evidence from identified sources.
- Identify and evaluate the audit evidence expected to be available to support the financial statement assertions and accounting treatments and support disclosures made in the notes to the financial statements

PLO1 CLO1

20 • **Evidence** Lecture Knowledge

- Apply analytical procedures to financial and nonfinancial data.
- Explain the specific audit problems and procedures concerning related party transactions.

PLO1 CLO1

- Recognize circumstances that may indicate the existence of un-identified related parties and select appropriate audit procedures.

21	<ul style="list-style-type: none"> • Evidence 	Lecture			
	<ul style="list-style-type: none"> – Evaluate the use of written management representations to support other audit evidence. – Recognize when it is justifiable to place reliance on the work of an expert. – Assess the appropriateness of the work of internal auditors and the extent to which reliance can be placed on it. 		PLO1	CLO4	Comprehension

22	<ul style="list-style-type: none"> • Completion: 	Lecture			
	<ul style="list-style-type: none"> – Evaluate the matters (e.g. materiality, risk and relevant accounting standards, audit evidence) in relation to the major balances and amounts included in the financial statements. – Explain the use of analytical procedures and checklists in evaluation and review. – Explain the auditor's responsibilities for corresponding figures, comparatives and other information 		PLO1	CLO7	Comprehension

23	<ul style="list-style-type: none"> • Completion: 	Lecture			
	<ul style="list-style-type: none"> – Apply further considerations and audit procedures relevant to initial engagements. – Discuss the courses of action available to an auditor if an inconsistency or misstatement of fact exists in relation to 		PLO1	CLO7	Comprehension

other information such as contained in the integrated report.

- Specify audit procedures designed to identify subsequent events.
- Identify and explain indicators that the going concern basis may be in doubt and recognize mitigating factors.
- Assess the adequacy of disclosures in financial statements relating to going concern and explain the implications for the auditor's report with regard to the going concern basis.

24

• **Auditors' reports**

Lecture

Knowledge

- Critically appraise the form and content of an auditor's report in a given situation.
- Recognize and evaluate the factors to be considered when forming an audit opinion and justify audit opinions that are consistent with the results of audit procedures.

PLO1

CLO1

25

• **Auditors' reports**

Lecture

Knowledge

- Assess whether or not a proposed audit opinion is appropriate.
- Advise on the actions which may be taken by the auditor in the event that a modified audit report is issued.
- Recognize when the use of an emphasis of matter paragraph and

PLO1

CLO1

other matter paragraph would be appropriate

26 • **Reports to those charged with governance** Lecture Comprehension

- Critically assess the quality of a report to those charged with governance and management.
- Advise on the content of reports to those charged with governance and management in a given situation.

PLO1 Clo3

27 • **Engagements other than external audit:** Lecture

- Describe the nature of audit related services, the circumstances in which they might be required and the comparative levels of assurance provided by professional accountants.
- Distinguish between audit related services and an audit of historical financial statements and an attestation engagement and a direct engagement.
- Plan review engagements, for example: a review of interim financial

PLO1 CLO3 Comprehension

information and a due diligence assignment

- Explain the importance of enquiry and analytical procedures in review engagements and apply these procedures.
- Describe the main categories of assurance services that audit firms can provide and assess the benefits of providing these services to management and external users.

28

• **Engagements other than external audit:**

- Describe the level of assurance for an engagement depending on the subject matter evaluated, the criteria used, the procedures applied and the quality and quantity of evidence obtained.
- Analyze the form and content of the professional accountants report for an assurance engagement as compared with an auditor's report.
- Discuss the effectiveness of the 'negative assurance' form of reporting and evaluate situations in which it may be appropriate to modify a conclusion.

Lecture

PLO1

CLO1 Knowledge

29

Final Project

Presentations

PLO7

CLO7 Creation

30 **Final Project**

Presentations

PLO7

CLO7 Creation

Course Title: Financial Modelling

Course Code: FIN-462

Credit Hours: 3

Course Instructor:

Mode of Contact:

You can contact your course instructor in the following ways:

Email:

Meeting: By appointment via e-mail

PREREQUISITES: As a Finance course, you must understand Financial Accounting, Financial Management, Financial Risk Management.

Textbook:

- Financial modeling by SIMON BENNINGA. (3rd Edition)

Course Description & Course Objectives: This course is built on finance theory, financial strategy, and quantitative analysis taught in pre-requisite courses. The course extensively uses Microsoft EXCEL to tackle several questions faced by financial analysts. Students learn how to:

- design and develop financial models for solving complex financial questions.
- to experience hand on practices on numerical analyses, graphical illustrations, and customized formatting that arise out of applications on forecasting financial statement.
- To estimate costs of capital, constructing efficient portfolio, computing covariance matrix, measuring value at risk, pricing financial & real options, and fixed income analytics.

Course Learning Outcomes:

After learning this course students would be able to:

- Understand formulas functions and commands of Excel for financial calculations.
- Confidently apply finance theory and concepts to construct spreadsheet model.
- Gain hands on experience in designing and implementing their own financial models

ASSESSMENT INSTRUMENT WITH WEIGHTS:

SNR	ITEMS	MARKS	
1	Mid Term Exam	30	
2	End Term Exam	50	
3	Internal Evaluation Breakdown		
	Quiz(s)		
	Assignments(s)		
	Class Participation		
	Présentations		
	Case Discussion		
	Lab Work/Practical Project		
	Any Other		
	Total	20	20
	GRAND TOTAL	100	

COURSE CONTENTS:

Lecture	Scheduled Topic	Learning Activity	Assessment Activity	PLO ²⁰	CLO	Thinking Level
01	<u>Introduction of course and course contents:</u> Excel Basic Features and Function	Lecture		PLO4	CLO1	Knowledge
02	Calculation and Operation of Arrays and Matrices Data Table Analysis	Lecture		PLO4	CLO1	Knowledge
03	<u>Basic financial calculations:</u> Present value and Net Present Value,	Lecture		PLO4	CLO1	Knowledge
04	Time Value of Money and Basic Valuation Future values and functions.	Lecture		PLO4	CLO1	Knowledge
05	<u>Calculating the Cost of Capital:</u> The Gordon Dividend Model Supernormal Growth and Gordon Dividend M	Lecture		PLO4	CLO2	Comprehension
06	Using the Capital Asset Pricing Model to Dete the Cost of Equity Calculation cost of Debt	Lecture	Assignment 1 Quiz 1	PLO5	CLO2	Comprehension
07	<u>Financial Statement Modeling:</u> Using Financial Statement Models for Valuation	Lecture		PLO4	CLO3	Comprehension

	How Financial Models Works: Theory and Initial Example.					
08	Measuring Free Cash Flow Notes on the Valuation Procedure	Lecture		PLO4	CLO3	Comprehension
09	<u>The Financial Analysis of Leasing</u> The Equivalent Loan Method The Lessor's Problem: Calculating the Highest Acceptable Lease	Lecture		PLO5	CLO1	Knowledge
10	Leasing and firm financing Asset residual values and other considerations	Lecture		PLO5	CLO1	Knowledge
11	<u>Portfolio Models</u> Computing Returns for a Portfolio Investment	Lecture		PLO5	CLO2	Comprehension
12	Calculation Risk for a Portfolio Efficient Portfolio Calculation	Lecture	Assignment 2 Quiz 2	PLO5	CLO1	Knowledge
13	<u>Estimating the CAPM model:</u> Estimating Beta and the Security Market Line	Lecture		PLO4	CLO2	Knowledge
14	Testing the Security Market Line	Lecture		PLO4	CLO2	Comprehension
15	<u>Estimating the CAPM model:</u> The Inefficiency of the "Market Portfolio"	Lecture		PLO4	CLO2	Comprehension
16	Testing of CAPM Model	Lecture		PLO4	CLO2	Comprehension
17	<u>Event Studies Analysis</u> Outline of an event study An initial Event study	Lecture		PLO4	CLO3	Comprehension

18	A Fuller Event study Using a two-factor model for event study	Lecture	PLO5	CLO2	Comprehension
19	<u>Regression Analysis</u>	Lecture	PLO4	CLO1	Knowledge
20	How to calculate regression beta line, coefficient	Lecture	PLO4	CLO1	Knowledge
21	<u>Testing of Regression Assumptions</u>	Lecture	PLO4	CLO1	Knowledge
22	<u>Testing of Regression Assumptions</u>	Lecture	PLO4	CLO1	Knowledge
23	<u>ARCH/GARCH Modeling</u>	Lecture	PLO4	CLO1	Knowledge
24	<u>ARCH/GARCH Modeling</u>	Lecture	PLO4	CLO1	Knowledge
25	<u>An introduction to Monte-Carlo Method:</u> Writing a VBA Method	Lecture	PLO5	CLO2	Knowledge
26	Investment and Retirement Monte-Carlo method	Lecture	PLO5	CLO2	Comprehension
27	<u>Value at Risk Analysis</u> Overview of VAR A really simple example	Lecture	PLO4	CLO3	Comprehension
28	The three-asset pricing model Simulating data: boot strapping	Lecture	PLO4	CLO3	Comprehension
29	Final Project	Presentations	PLO5	CLO3	Creation
30	Final Project	Presentations	PLO5	CLO3	Creation

Course Title: International Financial Reporting Standards (IFRS)

Course Code: ACC-446

Credit Hours: 3+0

Course Instructor: Asad Yaqub

Mode of Contact"

You can contact your course instructor in the following ways:

Email: asad.yaqoob@numl.edu.pk

Meeting: By appointment via e-mail

PREREQUISITES: You must have an understanding of Financial Accounting

Textbook:

- Financial Accounting - Study Text from ACCA by Kaplan Publisher
- Financial Reporting – Study Text from ACCA by Kaplan Publisher

Reference Material:

- Intermediate Accounting, Donald E. Kieso / Jerry J. Weygandt / Terry D. Warfield, John Willey & Sons, Latest Edition
- Financial Accounting and Reporting II, The Institute of Chartered Accountants of Pakistan (ICAP) Text Publication.

Course Description: International Financial Reporting Standard course is an advance course for advance financial accounting and it is designed to provide students with financial reporting skills that are applicable in an international professional environment. This course is designed to enable students to fulfill the supply of professional accountants in the market. This subject is based on the International Financial Reporting Standards (IFRSs) which are issued by the International Accounting Standards Board (IASB) and many international jurisdictions have adopted or are progressively

adopting the IFRSs. The course then concentrates in depth on recording, processing, and reporting business transactions and events finally students will be requiring the preparation of simple consolidated financial statements from the individual financial statements of group incorporated entities.

Course Objectives and Learning Outcomes: Members of the accounting profession who provide assurance services for financial reports also require a good understanding of the IFRSs thus this course will enable students to draft financial statements in accordance with International Accounting Standards (IASs) which are required for preparation and presentation of financial outcomes of the entity. Moreover, the students are expected to use knowledge and understanding of more advanced financial accounting, for preparing and interpreting financial statements in the context of practice. Topics include fair value, revenue, provisions and contingencies, income tax, non-current assets, intangible assets and goodwill, leases, employee benefits and financial reporting for single and group, and accounting for financial instruments. Students will be equipped with tools to guide ethical decision making in a professional context.

The course objectives are to:

- Evaluate the uses of the international regulatory framework, including international standards of accounting and auditing and comparative accounting systems and analysis in financial reporting
- Account for transactions in accordance with International IFRS Standards
- Learn about the standard disclosures and presentations
- Prepare group financial statements, in accordance with the requirements of the Companies Act, 2017, International Financial Reporting Standards (IFRS), International Accounting Standards (IAS) and IFAC Guidelines.
- Understand how associates and joint ventures are shown in the group accounts get acquainted with complex groups and business combinations with sub-subsidiaries and their accounting treatment in the group accounts.
- Understand the reporting requirements for listed and unlisted public limited companies
- Analyze and interpret the financial reports of listed and unlisted public limited companies and financial institutions.

ASSESSMENT INSTRUMENT WITH WEIGHTS:

SNR	ITEMS	MARKS
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1	Mid Term Exam		30
2	End Term Exam		50
3	Internal Evaluation Breakdown		
	Quiz(s)		
	Assignments(s)		
	Class Participation		
	Présentations		
	Case Discussion		
	Lab Work/Practical Project		
	Any Other		
	Total	20	20
	GRAND TOTAL		100

COURSE CONTENTS:

Lecture	Scheduled Topic	Learning Activity	Assessment Activity	PLO	CLO	Thinking Level
01	<u>Conceptual Framework For Financial Reporting</u>					
	<ul style="list-style-type: none"> ■ <u>Introduction to Financial Reporting, Financial Reporting Function, Financial Statements.</u> ■ <u>Introduction to Published Financial Statements as per IAS/IFRS. Accounting standards and</u> 	Lecture		PLO 2	CLO 1	Comprehension
02	<ul style="list-style-type: none"> ■ <u>Explain and compare the different measures methods including historical</u> 	Lecture		PLO 2	CLO 1	Comprehension

cost, fair value/current value, net realizable value (NRV) and present value (PV) of future cash flows.

- Describe the advantages and disadvantages of each of measurement methods.
- Describe the concepts of financial and physical capital maintenance.

03 IAS23- Borrowings

- Describe the Borrowings as per IAS 23.
- Accounting treatment of non-current assets as per IAS 23.

Lecture

PLO 2 CLO 2 Comprehension

04 IAS20- Government Grants

- Measurement and recognition issues relating to Governments grants as per IAS 20.

Lecture

PLO 2 CLO 2 Comprehension

05 ■ Practice questions for IAS 23 and IAS 20

Lecture

PLO 2 CLO 2 Comprehension

06 IAS 41: Agriculture

- Define key terms in relation to agriculture per IAS 41.
- Apply the principles of IAS 41 with regard to the valuation of agriculture items.

Lecture

Quiz 1

PLO 2 CLO 2 Comprehension

07 ■ Practice questions for IAS 41

Lecture

PLO 2 CLO 2 Comprehension

08 IAS 8: Accounting Policies, Changes in Account Estimates and Errors

- Describe how IAS 8 applies the principle of comparability where an entity changes its accounting policies.

Lecture

PLO 2 CLO 2 Comprehension

	<ul style="list-style-type: none"> Recognize and account for a prior period adjustment 					
09	<ul style="list-style-type: none"> Practice questions for IAS 8 	Lecture			PLO 2 CLO 2	Comprehension
10	IFRS 5: Non-Current Assets Held for Sale and Discontinued Operations					
	<ul style="list-style-type: none"> Explain the importance of identifying and reporting the results of continuing and discontinued operations. Define non-current assets held for sale. Account for non-current assets held for sale 	Lecture	Assignment 1		PLO 2 CLO 2	Comprehension
11	<ul style="list-style-type: none"> Define discontinued operations. Account for discontinued operations. Identify circumstances where separate disclosure of material items of income and expense is required. 	Lecture			PLO 2 CLO 2	Comprehension
12	<ul style="list-style-type: none"> Practice questions for NCA held for sale and Discontinued operations 	Lecture			PLO 2 CLO2	Comprehension
13	IAS 33: Earnings Per Share					
	<ul style="list-style-type: none"> Earnings Per Share: Scope, Objectives, and Implications Share issuance, Re-Issuance, Stock Options, Stock Splits 	Lecture	Assignment 2 Quiz 2		PLO 2 CLO 2 & 6	Comprehension
14	<ul style="list-style-type: none"> Calculating the diluted EPS in accordance with IAS 33 	Lecture			PLO 2 CLO 2 & 6	Comprehension
15	IFRS 9: Financial Instruments	Lecture			PLO 2 CLO 2	Comprehension

-
- Introduction to Financial assets and financial liabilities.
 - Define financial instruments in terms of financial assets and financial liabilities.
 - Distinguish between the categories of financial instruments
-

16 IAS 32: Financial Instruments presentation

- Indicate for the categories of financial instruments how they should be measured and how any gains and losses from subsequent measurement should be treated in the financial statements.
- Explain how fair value through profit or loss financial instruments should be measured and how any gains/losses from subsequent measurement should be treated in the financial statements

Lecture

PLO 2 CLO 3 Comprehension

17 IFRS 7: Financial Instruments Disclosures

- Distinguish between debt and equity capital.
- Account for the issue of redeemable preference shares and payment of preference share dividends
- Account for the issue of debt instruments with no conversion rights and the payment of interest.
- Account for compound instruments.

Lecture

PLO 2 CLO 3 Comprehension

	<ul style="list-style-type: none"> Account for the de recognition of financial instruments, including issues surrounding factoring. 					
18	<ul style="list-style-type: none"> Practise questions related to Financial Instruments 	Lecture			PLO 2 CLO 3	Comprehension
19	IFRS 15: Revenue from contracts <ul style="list-style-type: none"> Scope and objectives, accounting requirements for revenue, the five-step model framework, recognition of revenue, contract cost, implementation guidance. 	Lecture			PLO 2 CLO 2	Comprehension
20	<ul style="list-style-type: none"> Presentation of revenue from contracts in financial statements, impairment related to contracts, disclosures. 	Lecture	Assignment 3		PLO 2 CLO 3	Comprehension
21	IAS 21: The effects of changes in Foreign Exchange Rate <ul style="list-style-type: none"> Define presentation and functional currencies. Record transactions related to a foreign currency in Accordance with IAS 21. 	Lecture			PLO 2 CLO 2	Comprehension
22	<ul style="list-style-type: none"> Practice questions related to IAS 21 	Lecture			PLO 2 CLO 2	Comprehension
23	IFRS 10: Consolidated Financial Statements <ul style="list-style-type: none"> The concept of a group of companies, parent and the subsidiary company, control model, wholly owned and partially owned subsidiaries. 	Lecture			PLO 2 CLO 4	Comprehension

24	<ul style="list-style-type: none"> ■ Circumstances in which an entity is required to prepare and present consolidated financial statements. ■ Purpose and nature of consolidated FS, requirements to prepare consolidated accounts, group as a single economic entity. 	Lecture	Quiz 3	PLO 2	CLO 4	Comprehension
25	<ul style="list-style-type: none"> ■ Prepare a consolidated statement of financial position for a group ■ Calculation on consolidated retained earnings, pre-acquisition and post-acquisition profits other reserves, adjustment for acquisition-related costs, intangible assets and fair value adjustments. 	Lecture		PLO 2	CLO 4	Comprehension
26	<ul style="list-style-type: none"> ■ Prepare a consolidated statement of profit or loss for a simple group and a non-controlling interest. ■ Account for the effects of intra-group trading in the statement of profit or loss; prepare a consolidated statement of profit or loss for a simple group with an acquisition in the period and non-controlling interest, account for impairment of goodwill, prepare a 	Lecture		PLO 2	CLO 4	Comprehension

consolidated statement of profit or loss
and other comprehensive income.

27 IAS 28 Investments in Associates and Joint Ven

- Explain the principles and reasoning for the use of equity accounting.
- Prepare a consolidated statement of financial position to include a single subsidiary and an associate. Prepare a consolidated statement of profit or loss to include a single subsidiary and an associate.

Lecture

PLO 2 CLO 5 Comprehension

28 Interpretation of financial statements

- Analyze and interpret ratios to give an assessment of an entity's performance and financial position in comparison with another similar entity for the same period.
- Analyze and interpret ratios to give an assessment of an entity's performance and financial position in comparison with industry average ratios.
- Interpret an entity's financial statements to give advice from the perspective of different stakeholders

Lecture

PLO 6 CLO 7 Comprehension

Course Title: Equity Evaluation

Course Code: FIN-465

Credit Hours: 3

Course Instructor:

Mode of Contact:

You can contact your course instructor in the following ways:

Email: sasaeed@numl.edu.pk

Meeting: By appointment via e-mail

Prerequisites: This course is designed for the specialization of BS finance students. The course Introduction to business finance is prerequisite of this course.

Textbook / Reference Books:

- Pinto, Henry, Robinson and Stowe, **Equity Asset Valuation**, 2nd Edition, John Wiley & Sons, 2010.
- Damodaran, Aswath '**Investment Valuation: Tools and techniques for determining the value of any asset**' 2nd edition, 2002, John Wiley & Sons.
- Lundholm, R. and R.Sloan. 2007. **Equity Valuation and Analysis**. 2nd Edition.

Course Description

The course aims to prepare students to analyse the financial performance of firms, to assess their prospects and to estimate their valuation. The course is structured primarily from the point of view of investors and analysts, rather than from a company perspective. The course enable the participants to

analyse the financial performance of corporations from around the world, and to show the links between accounting statements, valuation methods and investment analysis. Participants will be comfortable reading financial statements, calculating and understanding accounting ratios, extracting accounting information to make forecasts and valuations. Participants will also gain an understanding of the limitations of financial statements and methods for evaluating the quality of these statements.

Course Learning Objectives

This course aims to provide students with understanding about:

- CLO 15. The basic concepts of Equity Valuation
- CLO 16. Equity valuation process
- CLO 17. Models of Equity valuation
- CLO 18. Equity valuation of organizations
- CLO 19. Valuation of other assets
- CLO 20. Techniques of risk in equity valuation
- CLO 21. Technical valuation

Teaching Learning Objectives:

On completion of this course students should be able:

- TLO 15. To understand various concepts of Equity valuation.
- TLO 16. To understand the process of Equity valuation.

TLO 17. To know about the models used for equity valuation.

TLO 18. To do valuation of different organizations.

TLO 19. To know the valuation of other assets.

TLO 20. To apprehend techniques of risk in equity valuation.

TLO 21. To have a basic idea of technical valuation

Teaching methodology

Lectures, discussions and presentations are planned as class activities. All students are advised to participate in said activities, failing which students will suffer in respect of learning and grades. Consistent with the course objectives, lectures will address learning objectives associated with weekly topics (as outlined in the weekly schedule), including basic principles and working examples. While lectures will closely parallel material contained in assigned readings, they are not substitutes. In particular, the lectures will clarify, expand and where necessary, update the material contained in assigned readings. In addition to lectures, the following learning activities will remain the focus of students' attention.

Assessment Instruments with Weights

Assignment----- -----	10%
Quiz/ presentation----- -----	10%

Mid Term Examination ----- -----	30%
Final Examination ----- -----	50%
TOTAL ----- -----	100 %

Course Contents

Lecture	Scheduled Topic	Learning Activity	Assessment Activity	PLO ⁱ	CLO	Thinking Level
01	<ul style="list-style-type: none"> ■ Introduction of equity valuation ■ Basic course outline, concepts. Importance of this course ■ Usefulness of this course 	Lecture		PLO 1	CLO 1	Comprehension
02	<ul style="list-style-type: none"> ■ Equity valuation principles and processes ■ What is value ■ Valuation process ■ Forecasting Company's performance ■ Analysis of Financial Reports 	Lecture		PLO 1	CLO 2	Comprehension
03	<ul style="list-style-type: none"> ■ Equity valuation principles and processes ■ Forecasting Approaches ■ Absolute Valuation Method 	Lecture	Assignment 1	PLO 2	CLO 2	Comprehension

	<ul style="list-style-type: none"> ■ Relative Valuation Method 					
04	<ul style="list-style-type: none"> ■ Return Concepts ■ Holding period return ■ Realized and expected return ■ Required return ■ Expected return estimation based upon intrinsic value 	Lecture		PLO 2	CLO 2	Comprehension
05	<ul style="list-style-type: none"> ■ Return concepts ■ Discount rate ■ Internal rate of return ■ Equity risk premium 	Lecture		PLO 2	CLO 2	Comprehension
06	<ul style="list-style-type: none"> ■ Models for equity valuation ■ CAPM ■ Multifactor models ■ Build up methods for required return on equity 	Lecture	Quiz 1	PLO 3	CLO 3	Comprehension
07	<ul style="list-style-type: none"> ■ Models for equity Valuation ■ Present Value Models ■ Valuation based on present value of future cashflows ■ Free cash flow to firms ■ Free cash flow to equity 	Lecture		PLO 3	CLO 3	Analyze& evaluate
08	<ul style="list-style-type: none"> ■ Models for Equity Valuation ■ Residual income model ■ Present value of FCFF ■ Present value of FCFE 	Lecture		PLO 3	CLO 3	Analyze& evaluate
09	<ul style="list-style-type: none"> ■ Market Models for Equity valuation ■ Price to earning ■ Price to book value 	Lecture	Assignment 2	PLO 3	CLO 3	Analyze& evaluate
10	<ul style="list-style-type: none"> ■ Market Models for Equity valuation 	Lecture		PLO	CLO	Analyze&

	<ul style="list-style-type: none"> ■ Price to sales ■ Price to cash flows ■ Price to dividend and dividend yield 			3	3	evaluate
11	<ul style="list-style-type: none"> ■ Market Models for Enterprise valuation ■ Enterprise value to EBITDA ■ Enterprise value to cash flow ■ Enterprise value to sales 	Lecture		PLO 3	CLO 3	Analyze& evaluate
12	<ul style="list-style-type: none"> ■ Private Company's Valuation ■ The scope of private company valuation ■ Reasons for performing value ■ Similarities and contrasts between private and public company 	Lecture	Quiz 2	PLO 4	CLO 4	Comprehension
13	<ul style="list-style-type: none"> ■ Private Company's Valuation ■ Private company valuation approaches ■ Earning approach method ■ Income approach methods 	Lecture		PLO 4	CLO 4	Analyze& evaluate
14	<ul style="list-style-type: none"> ■ Private Company's Valuation ■ Market based approach to private company ■ Asset based approach to private company valuations 	Lecture		PLO 4	CLO 4	Analyze& evaluate
15	<ul style="list-style-type: none"> ■ Valuation of Start-up firms ■ Information constraints ■ New paradigm or old principles: a life cycle perspective ■ Venture capital formation 	Lecture		PLO 4	CLO 4	Comprehension
16	<ul style="list-style-type: none"> ■ Valuation of Start-up firms ■ value drivers ■ incentives for managers ■ incentives for investors 	Lecture		PLO 4	CLO 4	Comprehension
17	<ul style="list-style-type: none"> ■ Valuation of real estates ■ real vs financial assets 	Lecture		PLO 4	CLO 4	Comprehension

	<ul style="list-style-type: none"> ■ discounted cash flow valuations 					
18	<ul style="list-style-type: none"> ■ Valuation of real estates ■ Comparable or relative valuations ■ Valuing real estates businesses 	Lecture	Assignment 3	PLO 4	CLO 4	Comprehension
19	<ul style="list-style-type: none"> ■ Valuation of other assets ■ Cash flow producing assets ■ Non-cash flow producing assets 	Lecture		PLO 4	CLO 5	Analyze& evaluate
20	<ul style="list-style-type: none"> ■ Valuation of other assets ■ Assets with option characteristics ■ Questions, numericals and examples 	Lecture		PLO 4	CLO 5	Comprehension
21	<ul style="list-style-type: none"> ■ Valuation on Acquisition and turnover ■ Background of acquisitions ■ Empirical evidence of the valuation on takeovers 	Lecture		PLO 4	CLO 5	Comprehension
22	<ul style="list-style-type: none"> ■ Valuation on Acquisition and turn over ■ Research article (Valuation Methods in Case of Merges and Acquisitions: A Review XiangxiangHua , YueShaob , YunwenXuc) its APA reference is ■ Hu, X., Shao, Y., &Xu, Y. (2022, March). Valuation Methods in Case of Mergers and Acquisitions: A Review. In <i>2022 7th International Conference on Financial Innovation and Economic Development (ICFIED 2022)</i> (pp. 3006-3010). Atlantis Press. The online reference of article is ■ https://www.atlantis-press.com/article/125971862.pdf 	Lecture & Presentation		PLO 6	CLO 5	Analyze& evaluate
23	<ul style="list-style-type: none"> ■ Valuation of equity in distress firm ■ Equity in highly leveraged distress firms ■ Implications of viewing equity as an option 	Lecture		PLO 4	CLO 5	Comprehension
24	<ul style="list-style-type: none"> ■ Valuation of equity in distress firm ■ Estimating the value of equity as an option ■ Consequences of decision making 	Lecture	Quiz 3	PLO 4	CLO 5	Comprehension

25	<ul style="list-style-type: none"> ■ Risk in Valuation ■ Probabilistic approach ■ Scenario analysis 	Lecture		PLO 4	CLO 6	Analyze& evaluate
26	<ul style="list-style-type: none"> ■ Risk in Valuation ■ Decision tree approach ■ Risk assessment approach: an overall probabilistic approach 	Lecture		PLO 4	CLO 6	Analyze& evaluate
27	<ul style="list-style-type: none"> ■ Technical Valuation ■ Technical trading 	Lecture		PLO 7	CLO 7	Comprehension
28	<ul style="list-style-type: none"> ■ Technical Valuation ■ Other aspects of valuation and closing thoughts 			PLO 7	CLO 7	Comprehension

Note: The course is planned for 30 students. In case of less or more than 30 students course plan will be changed by the instructor.

Course Title: Accounting & Financial Information System**Course Code:** ACCT-476**Credit Hours:** 3**Course Instructor:****Mode of Contact:**

You can contact your course instructor in the following ways:

Email:

Meeting: By appointment via e-mail

Prerequisites: As an advanced accounting and finance course, the student must have an understanding of Principles of Accounting, Financial Accounting, Cost Accounting, Managerial Accounting, and Financial Management.

Textbook / Reference Books:

- QuickBooks 2016 – the missing manual by Bonnie Biafore (For QuickBooks Desktop version)
- QuickBooks 2021 For Dummies by Stephen L. Nelson
- Mastering QuickBooks 2022 by Crystalynn Shelton, 3rd Edition (For QuickBooks Online version)

Course Description:

This course is based on accounting software named QuickBooks which has been designed for extensive learning and application of accounting. This course is a practical application of accounting concepts by utilizing QuickBooks software. This course mainly covers creating and maintaining company accounting information, customers and vendors database, inventory management, and payroll information, in addition to processing the accounting cycle. The course also focuses on the generation of accounting and financial reports and their application to business decisions. The course is aimed to develop an understanding of basic accounting concepts for use in a computerized accounting environment by utilizing QuickBooks and MS Excel.

Course Objectives:

CO 1: To introduce QuickBooks for setting up a company and creating backup/restore files.

CO 2: To discuss the basic financial accounting tools related to chart of accounts, customers, vendors, inventory, employees, sales, purchases, payroll, etc.

CO 3: To discuss the management of invoicing, account receivables, expenses, and inventory.

CO 4: To introduce the role of financial reports in business decision making.

Course Learning Outcomes:

CLO 1: Identify the basic QuickBooks features; basic screens, windows, and other tools used in the software.

CLO 2: Set up the chart of accounts (COAs) and manage records of customer, vendors, inventory, employees, sales, purchases, payroll, etc.

CLO 3: Managing invoicing, account receivables, expenses, and inventory.

CLO 4: Produce and evaluate the financial reports and discuss its significance for decision-making.

ASSESSMENT INSTRUMENT WITH WEIGHTS:

SNR	ITEMS	MARKS	
1	Mid Term Exam	30	
2	End Term Exam	50	
3	Internal Evaluation Breakdown		
	Quiz(s)		
	Assignments(s)		
	Class Participation		
	Presentations		
	Case Discussion		
	Lab Work/Practical Project		
	Any Other		
	Total	20	20
	GRAND TOTAL		100

COURSE CONTENTS:

Lecture	Scheduled Topic	Learning	Assessment	PLO ⁱⁱ	CLO	Thinking
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		Activity	Activity		Level
01	<ul style="list-style-type: none"> Revision of accounting concepts Introduction to softwares 				
	CHAPTER 1: Introduction to QuickBooks	Lecture		PLO 4	CLO 1 Knowledge
	<ul style="list-style-type: none"> Creating a Company File, Opening QuickBooks, Choosing a Start Date 				
02	<ul style="list-style-type: none"> Opening an Existing Company File Modifying Company Info File backup and restore 	Lecture		PLO 4	CLO 1 Knowledge
03	CHAPTER 3: Setting Up a Chart of Accounts				
	<ul style="list-style-type: none"> Acquiring a Chart of Accounts Planning the Chart of Accounts 	Lecture		PLO 4	CLO 2 Comprehension
04	<ul style="list-style-type: none"> Creating Accounts and Subaccounts Working with Accounts 	Lecture		PLO 4	CLO 2 Comprehension
05	CHAPTER 4: Setting Up Customers and Jobs				
	<ul style="list-style-type: none"> Working with the Customer Center Creating Customers in QuickBooks 	Lecture		PLO 4	CLO 2 Knowledge
06	<ul style="list-style-type: none"> Creating Jobs in QuickBooks 	Lecture	Assignment 1 Quiz 1	PLO 4	CLO 2 Knowledge
07	CHAPTER 4: Setting Up Vendors				
	<ul style="list-style-type: none"> Working with the Vendor Center Creating Vendors in QuickBooks 	Lecture		PLO 4	CLO 2 Knowledge
08	<ul style="list-style-type: none"> Working with Customers, Jobs, and Vendors 	Lecture		PLO 4	CLO 2 Knowledge
09	CHAPTER 5: Setting Up Items				
	<ul style="list-style-type: none"> What Items Do When You Don't Need Items Should You Track Inventory with Items? Planning Your Items 	Lecture		PLO 4	CLO 2 Knowledge
10	<ul style="list-style-type: none"> Creating Items, Service Items, Product Items, Other Types of Items Working with Items 	Lecture		PLO 4	CLO 2 Knowledge
11	CHAPTER 21: Working with Sales Tax				
	<ul style="list-style-type: none"> Setting Up Sales Tax 	Lecture		PLO 4	CLO 2 Knowledge

- Producing Reports of the Sales Tax You Owe
- Paying Sales Tax

12	CHAPTER 15: Doing Payroll		Assignment 2 Quiz 2	PLO 4	CLO 2	Knowledge
	<ul style="list-style-type: none"> • Getting Started with Payroll • Recording Transactions from a Payroll Service 	Lecture				
13	CHAPTER 10: Invoicing			PLO 4	CLO 3	Knowledge
	<ul style="list-style-type: none"> • Choosing the Right Type of Form • Sales Forms and Accounts • Creating Invoices 	Lecture				
14	<ul style="list-style-type: none"> • Creating Batch Invoices, Invoicing for Billable Time and Costs 	Lecture		PLO 4	CLO 3	Knowledge
15	CHAPTER 10: Invoicing (Contd.)			PLO 4	CLO 3	Knowledge
	<ul style="list-style-type: none"> • Estimating Jobs • Creating Progress Invoices • Handling Customer Refunds and Credits • Modifying Invoices 	Lecture				
16	CHAPTER 13: Managing Accounts Receivable			PLO 4	CLO 3	Comprehension
	<ul style="list-style-type: none"> • Receivables Aging • Receiving Payments for Invoiced Income • Applying Credits to Invoices When You Receive Payments 	Lecture				
17	CHAPTER 13: Managing Accounts Receivable (Contd.)			PLO 4	CLO 3	Comprehension
	<ul style="list-style-type: none"> • Discounting for Early Payment • Correcting Misapplied Customer Payments 	Lecture				
18	<ul style="list-style-type: none"> • Applying Finance Charges, Cash Sales, Making Deposit 	Lecture		PLO 4	CLO 3	Comprehension
19	CHAPTER 9: Paying for Expenses		Assignment 3 Quiz 3	PLO 4	CLO 3	Knowledge
	<ul style="list-style-type: none"> • When to Pay Expenses • Entering Bills • Recording a Deposit to a Vendor • Paying Your Bills 	Lecture				
20	<ul style="list-style-type: none"> • Writing Checks Without Entering Bills • Producing Checks • Paying Using Other Payment Methods 	Lecture		PLO 4	CLO 3	Knowledge

21	CHAPTER 20: Managing Inventory				
	<ul style="list-style-type: none"> • Setting Up Inventory Items • Purchasing Inventory • Selling Inventory • Running Inventory Reports 	Lecture	PLO 4	CLO 3	Comprehension
22	<ul style="list-style-type: none"> • Working with the Inventory Center • Performing a Physical Inventory • Adjusting Inventory in QuickBooks 	Lecture	PLO 4	CLO 3	Comprehension
23	CHAPTER 23: Tracking Finances with Reports and Graphs				
	<ul style="list-style-type: none"> • Finding the Right Reports • Running Reports • Adding Comments to Reports 	Lecture	PLO 7	CLO 4	Comprehension
24	<ul style="list-style-type: none"> • Printing and Saving Reports, Customizing Reports, Memorizing Reports 	Lecture	PLO 7	CLO 4	Comprehension
25	<ul style="list-style-type: none"> • Processing accounting cycle using Excel 	Lecture	PLO 4	CLO 4	Comprehension
26	<ul style="list-style-type: none"> • Producing financial statements using Excel 	Lecture	PLO 7	CLO 4	Comprehension
27	<ul style="list-style-type: none"> • Loan and lease amortization using Excel 	Lecture	PLO 4	CLO 4	Comprehension
28	Financial Statements Analysis using Case study through Excel				
	<ul style="list-style-type: none"> • Vertical Analysis • Horizontal Analysis • Ratios Analysis 	Case study	PLO 7	CLO 4	Comprehension

Semester – VIII

CODE	COURSE	CREDITS
MGT-442	Organizational Behavior	3
SSC-411	International Relation & Current Affairs	3
FIN-447	Financial Risk Management	3
FIN-462	Elective-III Financial Modelling	3
ACCT-471	Elective-IV Advanced Auditing & Assurance	3

Course Title: Organizational Behavior

Course Code: MGT-442

Credit Hours: 3+0

Course Instructor:

Mode of Contact:

You can contact your course instructor in the following ways:

Email: fatimashamim@numl.edu.pk

Meeting: By appointment via e-mail

PREREQUISITES: Student must have an understanding of Introduction to Business and principles of Management

Textbook:

Stephen P. Robbins, Timothy A. Judge; *Organizational Behavior, 15th edition*, PEARSON

Reference Material:

- Fred Luthans; *Organizational Behavior* 11th Edition McGraw Hill

Course Description: This course is designed to examine concepts in organizational behavior which provide students with in-depth understanding of human behavior issues in organizations. And to develop students' analytical and problem solving skills as they relate to organizational behavior issues. The course will help in developing the students' appreciation of the relevance of organizational behavior in understanding the effectiveness of organizations through analytical and problem solving skills as they relate to organizational behavior issues.

Course Objectives: The course objectives are

32. To understand how organizations identify their employees' behaviors and their wants/needs.
33. To comprehend organizational decisions, based upon the combination of individual factors including; attitudes, emotions, personalities, perceptions and motivation of self.
34. To understand organizations are aimed to meet the requirements of groups and teams collectively.
35. To understand why leadership is important in organization and to realize the positive political skills and proper use of power for effective organizations.
36. To apply key frameworks and methods, and develop analytical skills to solve organizational problems.
37. To provide you with a firm foundation in behavioral theories and practices.
38. To relate the impact of organizational behavior and its integration with Accounting and Finance.

Course Learning Outcomes: Upon completion of this course, students will be able to:

39. CLO 1. Understand the concepts of organizational behavior and its terms correctly (PLO 1).
40. CLO 2. A comprehensive understanding of the individual, group, and organizational factors of organizational behavior (PLO3).
41. CLO 3. Develop and equip themselves more effectively in their professional and personal lives according to the organizational needs (PLO 6).
42. CLO 4. Demonstrate the ability to critically evaluate organizational decisions from individual and group viewpoints, self-personality and leadership (PLO 4).
43. CLO 5. Imitate and implement the concepts of organizational behavior (PLO 2)
44. CLO 6. Demonstrate an understanding of how concepts of organizational behavior fit with the other disciplines within an organization (PLO 6).

ASSESSMENT INSTRUMENT WITH WEIGHTS:

SNR	ITEMS	MARKS
1	Mid Term Exam	30
2	End Term Exam	50
3	Internal Evaluation Breakdown	

	Quiz(s)		5
	Assignments(s)		5
	Class Participation		
	Présentations		
	Case Discussion		
	Lab Work/Practical Project		
	Any Other		10
	Total		20
	GRAND TOTAL		100

COURSE CONTENTS:

Lecture	Scheduled Topic	Learning Activity	Assessment Activity	PLO	CLO	Thinking Level
01	Basic concepts of management and its relevance to OB <u>What Is Organizational Behavior?</u> <ul style="list-style-type: none"> ■ <u>Organizational Behavior Defined</u> ■ <u>Challenges and Opportunities to OB</u> 	Lecture		PLO 1	CLO 1	Knowledge
02	<u>What Is Organizational Behavior?</u> <ul style="list-style-type: none"> ■ <u>Developing OB Model</u> ■ <u>Case Incident 2</u> 	Lecture & Case Discussion		PLO 2	CLO 1, 5, 6	Comprehension
03	<u>Diversity in Organizations</u> <ul style="list-style-type: none"> ■ <u>Levels of Diversity</u> ■ <u>Discrimination</u> ■ <u>Biographical Characteristics</u> 	Lecture		PLO 1	CLO 1	Knowledge

04 Diversity in Organizations					
■ Abilities					
■ Implementing Diversity Management Strategies	Lecture & Discussion		PLO 2	CLO 1, 5	Comprehension
Case Incident 2					
05 Attitudes and Job Satisfaction					
■ Components of Attitudes	Lecture		PLO 3	CLO 2	Knowledge
■ Major job Attitudes					
06 Attitudes and Job Satisfaction					
■ Job Satisfaction	Lecture & Case		PLO 3, 6	CLO 2, 6	Comprehension
■ Impact of Job Satisfaction	Discussion				
Case Incident 1					
07 Emotions and Moods					
■ Functions and Sources of Emotions	Lecture	Assignment 1 Quiz 1	PLO 1, 2	CLO 2, 3	Knowledge
08 Emotions and Moods					
■ Emotional Labor, Emotional Intelligence	Lecture & Case		PLO 1, 2	CLO 2, 3	Comprehension
■ Emotion Regulation	Discussion				
Case Incident 1					
09 Personality and Values					
■ Personality defined	Lecture		PLO 1	CLO 2	Knowledge
■ MBTI, Big Five and other Types					
10 Personality and Values					
■ Values	Lecture				
■ Person-Job fit, Person-Organization Fit	& Case		PLO 4	CLO 2, 3	Comprehension
Discussion on Ethical Dilemma	Discussion				
11 Perceptions	Lecture		PLO 2	CLO 2, 4	Knowledge

<ul style="list-style-type: none"> ■ Factors influencing Perceptions ■ Common Shortcuts in judging others 					
12 Perceptions					
<ul style="list-style-type: none"> ■ Decision Making ■ Decision Making Biases and Errors 	Lecture		PLO 1	CLO 1	Knowledge
13 Discussion on Ethical Dilemma Case Incident 2	Case Discussion	Assignment 2 Quiz 2	PLO 6	CLO 2, 6	Comprehension
14 Motivation					
<ul style="list-style-type: none"> ■ Hierarchy of Needs ■ Theory X and Theory Y ■ Goal Setting Theory ■ Equity/ Organizational Justice Theory ■ Expectancy Theory 	Lecture		PLO 1, 4	CLO 1, 4	Knowledge
15 Motivation					
<ul style="list-style-type: none"> ■ Job Characteristic Model ■ Using Rewards to Motivate Employees (Extrinsic & Intrinsic Rewards) 	Lecture		PLO 1	CLO 1,2	Knowledge
16 Case Incident 2	Case Discussion		PLO 2, 3	CLO 2,5	Comprehension
17 Groups					
<ul style="list-style-type: none"> ■ Stages of Group Development ■ Group Properties ■ Group Decision Making 	Lecture		PLO 1	CLO 1	Knowledge
18 Teams					
<ul style="list-style-type: none"> ■ <u>Types of Teams</u> ■ <u>Creating Effective Teams</u> 	Lecture		PLO 1	CLO 1	Knowledge

19	Experiential Exercise Ethical Dilemma	Case Discussion		PLO 4	CLO 4	Comprehension
20	<u>Communication</u> <ul style="list-style-type: none"> ■ <u>Organizational communication</u> ■ <u>Persuasive Communication</u> ■ <u>Barriers in Communication</u> 	Lecture		PLO 1	CLO 1, 2	Knowledge
21	Case Incident 2	Case Discussion	Assignment 3 Quiz 3	PLO 4	CLO 4	Comprehension
22	<u>Leadership</u> <ul style="list-style-type: none"> ■ Leadership defined ■ Ethics and Leadership ■ Trust and Leadership 	Lecture		PLO 1	CLO 2	Knowledge
23	<u>Leadership</u> <ul style="list-style-type: none"> ■ Challenges to Leadership ■ Creating Effective Leaders 	Lecture		PLO 1	CLO 2	Knowledge
24	Ethical Dilemma Case Incident 2	Case Discussion		PLO 4	CLO 4	Comprehension
25	Power and Politics <ul style="list-style-type: none"> ■ Bases of Power ■ Power Tactics 	Lecture		PLO 2	CLO 3	Knowledge
26	Politics <ul style="list-style-type: none"> ■ Organizational Politics ■ Causes and Consequences of Politics 	Lecture		PLO 1	CLO 1, 4	Knowledge
27	Ethical Dilemma	Case		PLO 4	CLO 4	Comprehension

Case Incident 1

Discussion

Course Title: Financial Risk Management**Course Code: FIN-447****Credit Hours: 3****Course Instructor:****Mode of Contact:**

You can contact your course instructor in the following ways:

Email:

Meeting: By appointment via e-mail

Prerequisites: Financial Management, Financial Accounting**Textbook / Reference Books:**

- Financial Markets & Institutions: An introduction to Risk Management Approach by Anthony Saunders and Marcia Millon Cornett
- Analysis of Derivatives by Don M. Chance

Course Description:

The course explains the risk management types and techniques and its application in the financial and nonfinancial institutions. The course discusses objectives of risk management, process and matrix of risk management. Key financial risks along with their relevant formulation and quantification helps students to grasp in depth risk calculations. Along side the financial risks, operational risk comprehensions are also included. Moreover, derivatives and their valuations cover sophisticated and advanced risk management tools.

Course Learning Objectives

This course aims to provide students with:

- CLO 22. Comprehension of basic concepts and categories of risks
- CLO 23. Understanding procedure and objectives of risk management process
- CLO 24. Analyzing the various types of risks through risk assessment models
- CLO 25. Applying risk models to quantify the uncertainty and losses
- CLO 26. Evaluate the risk level based on critical and analytical results of risk models and devise the hedging strategies

Teaching & Learning Outcomes:

On completion of this course students should be able:

- TLO 22. To understand various concepts of risk types and categories.
- TLO 23. To understand the process of risk management using sophisticated models.
- TLO 24. To know about the hedging strategies and risk management techniques

Teaching Methodology

Lectures, assignments, quizzes, discussions and presentations are planned as class activities. All students are advised to participate in said activities, failing which students will suffer in respect of learning and grades. Consistent with the course objectives, lectures will address learning objectives associated with weekly topics (as outlined in the weekly schedule), including basic principles and working examples.

Assessment Instruments with weights

SNR	ITEMS	MARKS	
1	Mid Term Exam	30	
2	End Term Exam	50	
3	Internal Evaluation Breakdown		
	Quiz(s)		
	Assignments(s)		
	Class Participation		
	Presentations		
	Case Discussion		
	Lab Work/Practical Project		
	Any Other		
	Total	20	20

	GRAND TOTAL	100
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Course Contents

Lecture	Scheduled Topic	Learning Activity	PLO	CLO	Thinking Level
01 Overview of course					
	<ul style="list-style-type: none"> ■ Overview of financial markets ■ Overview of financial institutions 	Lecture	PLO 1	CLO 1	Comprehension
02 Globalization					
	<ul style="list-style-type: none"> ■ Globalization of financial markets and institutions ■ Financial crises and financial institutions 	Lecture	PLO 1	CLO 1	Comprehension
03 Emerging trends in global financial market					
	<ul style="list-style-type: none"> ■ Financial technology ■ Artificial intelligence ■ Blockchain ■ Digital banks ■ Other trends in financial markets 	Lecture	PLO 1	CLO 1	Comprehension
04 Risk					
	<ul style="list-style-type: none"> ■ Definition of Risk ■ Types of risks and categories of risk 	Lecture	PLO 2	CLO 1	Comprehension
05 Objectives					
	<ul style="list-style-type: none"> ■ Pre-loss objectives of risk management ■ Post loss objectives of risk management 	Lecture	PLO 2	CLO 2	Comprehension
06 Risk Management					
	<ul style="list-style-type: none"> ■ Process of Risk Management ■ Matrix of Risk Management 	Lecture	PLO 2	CLO 2	Comprehension

07 Risk Management <ul style="list-style-type: none"> ■ Financial Risk Management ■ Types of risks incurred by Financial Institutions 	Lecture	PLO 2	CLO 2	Comprehension
08 Risk Estimation <ul style="list-style-type: none"> ■ Estimation techniques of risk management 	Lecture	PLO 2	CLO 3	Comprehension
09 Risk <ul style="list-style-type: none"> ■ Interest rate risk 	Lecture	PLO 2	CLO 3	Comprehension
10 Interest rate risk model <ul style="list-style-type: none"> ■ Repricing Model ■ Weaknesses of repricing model ■ Estimation of repricing GAP model 	Lecture	PLO 3,4	CLO 3,4	Evaluation
11 Interest rate risk model <ul style="list-style-type: none"> ■ Duration model ■ Estimation of duration model 	Lecture	PLO 3,4	CLO 3,4	Evaluation
12 Credit Risk <ul style="list-style-type: none"> ■ Credit Risk ■ 5 Cs of credit risk ■ Non-performing loans and provisions 	Lecture	PLO 3,4	CLO 3,4	Analyzing
13 Return and Risk <ul style="list-style-type: none"> ■ ROA ■ RAROC ■ Altman Z Score 	Lecture	PLO 3,4	CLO 3,4	Evaluation
14 Credit Risk <ul style="list-style-type: none"> ■ Ratios ■ Internal Credit Risk Rating System 	Lecture	PLO 3,4	CLO 3,4	Knowledge
15 Liquidity Risk	Lecture	PLO	CLO	Knowledge

<ul style="list-style-type: none"> ■ Causes of liquidity risk ■ Liquidity plan 		4	3	
16 Liquidity Risk <ul style="list-style-type: none"> ■ Liquidity Index ■ Financing GAP and Requirement 	Lecture	PLO 4	CLO 3,4,5	Anlayzing
17 Liquidity Risk and Market Risk <ul style="list-style-type: none"> ■ Estimation of liquidity risk ■ Managing Market Risk 	Lecture	PLO 4	CLO 3,4,5	Evaluation
18 Market Risk <ul style="list-style-type: none"> ■ Sources of market risk ■ Value at Risk 	Lecture	PLO 4	CLO 3,4	Comprehension
19 Operational risk <ul style="list-style-type: none"> ■ Operational risk ■ Types of Operational Risk ■ Practical aspects of operational risk 	Lecture	PLO 4	CLO 3	Comprehension
20 Derivatives <ul style="list-style-type: none"> ■ Introduction and history of derivatives ■ Pakistan's perspective of derivatives ■ How derivatives are traded ■ How derivatives are used 	Lecture	PLO 4	CLO 3,4	Comprehension
22 Futures <ul style="list-style-type: none"> ■ Types and advantages of futures 	Lecture	PLO 4	CLO 3,4,5	Anlayzing

<ul style="list-style-type: none"> ■ Disadvantages of futures ■ Generic pricing of futures 				
24 Futures and Forward <ul style="list-style-type: none"> ■ Generic valuation of futures ■ Types and advantages of forward ■ Disadvantages of forward 	Lecture	PLO 4,5	CLO 3,4,5	Analyzing
24 Futures and Forward <ul style="list-style-type: none"> ■ Comparison of future and forward ■ Generic pricing of forward 	Lecture	PLO 4,5	CLO 4,5	Evaluation
25 Forward <ul style="list-style-type: none"> ■ Valuation of forward ■ Generic pricing of forward 	Lecture	PLO 4,5	CLO 4,5	Evaluation
26 Options <ul style="list-style-type: none"> ■ Meaning and characteristics of options ■ Types of options 	Lecture	PLO 4,5	CLO 3	Comprehension
27 Options <ul style="list-style-type: none"> ■ Hedging using options 	Lecture	PLO 4,5	CLO 5	Application
28 SWAPS <ul style="list-style-type: none"> ■ Introduction to SWAPS ■ Caps ■ Floors ■ Collars 	Lecture	PLO 4,5	CLO 3	Comprehension

Note: The course is planned for 30 students. In case of less or more than 30 students course plan will be changed by the instructor.

Course Title: Advanced Auditing & Assurance

Course Code: ACCT-471

Credit Hours: 3

Course Instructor:

Mode of Contact:

You can contact your course instructor in the following ways:

Email:

Meeting: By appointment via e-mail

PREREQUISITES:

- Audit and Assurance
- Financial Reporting/Advance Financial accounting

Textbook:

- Advance Audit and Assurance by Kaplan Publishers
- Advance Audit Practices by ICAP
- Handbook of ISA's.

Reference Material:

- ACCA Advance Audit and Assurance course book by BPP Publishers
- IFRS issued by IASB
- ICAP financial reporting handbook

Course Objectives: The course objectives are

- Identify and formulate the work required to meet the objectives of audit assignments and apply the International Standards on Auditing.
- Identify and formulate the work required to meet the objectives of non-audit assignments.
- Evaluate findings and the results of work performed and draft suitable reports on assignments.
- Understand the current issues and developments relating to the provision of audit related and assurance services.

Course Learning Outcomes:

- Recognize the legal and regulatory environment and its impact on audit and assurance practice.
- Demonstrate the ability to work effectively on an assurance or other service engagement within a professional and ethical framework.
- Assess and recommend appropriate quality control policies and procedures in practice management and recognize the auditor's position in relation to the acceptance and retention of professional appointments.

ASSESSMENT INSTRUMENT WITH WEIGHTS:

SNR	ITEMS	MARKS	
1	Mid-Term Exam	30	
2	End Term Exam	50	
3	Internal Evaluation Breakdown		
	Quiz(s)		
	Assignments(s)		
	Class Participation		
	Présentations		
	Case Discussion		
	Lab. Work/Practical Project		
	Any Other		
	Total	20	20

	GRAND TOTAL	100
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COURSE CONTENTS:

Lecture	Scheduled Topic	Learning Activity	Assessment Activity	PLO ²¹	CLO	Thinking Level
01	• Recap of basic concepts of Audit and Assurance	Lecture		PLO1	CLO1	Knowledge
02	• Recap of basic concepts of Audit and Assurance	Lecture		PLO7	CLO1	Knowledge
03	• Recap of International Financial Report Standards	Lecture		PLO1	CLO1	Knowledge
04	<ul style="list-style-type: none"> • Regulation in a global economy: <ul style="list-style-type: none"> – Explain the need for laws, regulations, standards and other guidance relating to audit, assurance and related services. – Outline and explain the need for the legal and professional framework including public oversight and principles of corporate governance, the role of audit committees and 	Lecture		PLO1	CLO2	Comprehension

impact on audit and assurance practice.

05 • Regulation in a global economy:

- Explain current developments in auditing standards including the need for new and revised standards and evaluate their impact on the conduct of audits.

Lecture

PLO1

CLO2 Comprehension

- Discuss other current legal, ethical other professional and

practical matters that affect accountants, auditors, their employers and the profession.

06 • . Code of ethics and conduct:

- Explain the fundamental principles and conceptual framework approach.
- Identify, evaluate and respond to threa compliance with the fundamental princ 3) Discuss and evaluate the effectiveness available safeguards.

Lecture

Assignment 1
Quiz 1

PLO1

CLO3 Comprehension

07 • Code of ethics and conduct:

- Recognize and advise on conflicts in the application of fundamental principles.
- Discuss the relative advantages of an ethical framework and a rulebook.3) Identify and assess the relevant emerging

Lecture

PLO1

CLO3 Comprehension

ethical issues and evaluate the safeguards available. 4) Discuss IFAC developments

08 • Professional appointments

- Appointment, Tenure and Removal of an Auditor in accordance with Pakistan Law

Lecture

PLO1

CLO4 Comprehension

09 • Professional appointments

- Explain the matters to be considered and the procedures that an audit firm/professional accountant should carry out before accepting a specified new client/engagement including client acceptance, engagement acceptance, establish whether the preconditions for an audit are present, agreeing the terms of engagement.
- Recognize the key issues that underlie the agreement of the scope and terms of an engagement with a client.

Lecture

PLO7

CLO5 Comprehension

10 • Quality control

- Explain the principles and purpose of quality control of audit and other assurance engagements.
- Describe the elements of a system of quality control relevant to a given firm.
- Select and justify quality control

Lecture

PLO7

CLO4 Comprehension

procedures that are applicable to a given audit engagement.

- Assess whether an engagement has been performed in accordance with professional standards and whether reports issued are appropriate in the circumstances.

11	• Money laundering: <ul style="list-style-type: none">– Define 'money laundering'.– Explain how international efforts seek to combat money laundering.	Lecture		PLO7	CLO4	Comprehension
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12	• Money laundering: <ul style="list-style-type: none">– Explain the scope of criminal offences of money laundering and how professional accountants may be protected from criminal and civil liability.– Explain the need for ethical guidance in this area.	Lecture	Assignment 2 Quiz 2	PLO1	CLO3	Comprehension
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13	• Money laundering: <ul style="list-style-type: none">– Describe how accountants meet their obligations to help prevent and detect money laundering including record keeping and reporting of suspicion to the appropriate regulatory body.	Lecture		PLO1	CLO1	Knowledge
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- Explain the importance of customer due diligence (CDD)/know your customer (KYC) information.
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14	<ul style="list-style-type: none"> • Money laundering: 				Comprehension
	<ul style="list-style-type: none"> – Recognize potentially suspicious transactions and assess their impact on reporting duties. 	Lecture		PLO7	CLO6
	<ul style="list-style-type: none"> – Describe with reasons the basic elements of an anti-money laundering program. 				

15	<ul style="list-style-type: none"> • Professional responsibilities and liabilities: 				Comprehension
	<ul style="list-style-type: none"> – Compare and contrast the respective responsibilities of management and auditors concerning compliance with laws and regulations in an audit of the financial statements and fraud & error. 				
	<ul style="list-style-type: none"> – Describe the auditors considerations of compliance with laws and regulations and plan audit procedures when noncompliance or fraud is discovered. 	Lecture	Mid Term Discussion	PLO1	CLO4
	<ul style="list-style-type: none"> – Define and clearly distinguish between the terms error, irregularity, fraud and misstatement. 				

16 • **Professional responsibilities and liabilities:**

- Describe the matters to be considered and procedures to be carried out to investigate actual and/or potential misstatements in a given situation.
- Explain how, why, when and to whom fraud & error and noncompliance should be reported and the circumstances in which an auditor should withdraw from an engagement.
- Discuss the current and possible future role of auditors in preventing, detecting and reporting error and fraud.
- Explain the other criteria for legal liability to be recognized and apply them to given situations.

Lecture

PLO7

CLO6 Comprehension

17 • **Planning, materiality and assessing the risk of misstatement:**

- Define materiality and performance materiality and demonstrate how it should be applied in financial reporting and auditing.
- Identify and explain business risks, audit risks and risks of material misstatement for a given assignment.
- Discuss and demonstrate the use of analytical procedures in the planning of an assignment.

Lecture

PLO7

CLO6 Comprehension

- Explain how the result of planning procedures determines the relevant audit strategy.

18 • **Planning, materiality and assessing the i misstatement:** Lecture

- Explain the planning procedures to an i audit Engagement.
- Identify additional information that ma required in order to effectively plan an assignment.
- Recognize matters that are not relevan the planning of an assignment.

Assignment 3 PLO7 CLO6 Comprehension

19 • **Evidence** Lecture Knowledge

- Identify and describe audit procedures to obtain sufficient audit evidence from identified sources.
- Identify and evaluate the audit evidence expected to be available to support the financial statement assertions and accounting treatments and support disclosures made in the notes to the financial statements

PLO1 CLO1

20 • **Evidence** Lecture Knowledge

- Apply analytical procedures to financial and nonfinancial data.
- Explain the specific audit problems and procedures concerning related party transactions.

PLO1 CLO1

other information such as contained in the integrated report.

- Specify audit procedures designed to identify subsequent events.
- Identify and explain indicators that the going concern basis may be in doubt and recognize mitigating factors.
- Assess the adequacy of disclosures in financial statements relating to going concern and explain the implications for the auditor's report with regard to the going concern basis.

24

• **Auditors' reports**

Lecture

Knowledge

- Critically appraise the form and content of an auditor's report in a given situation.
- Recognize and evaluate the factors to be considered when forming an audit opinion and justify audit opinions that are consistent with the results of audit procedures.

PLO1

CLO1

25

• **Auditors' reports**

Lecture

Knowledge

- Assess whether or not a proposed audit opinion is appropriate.
- Advise on the actions which may be taken by the auditor in the event that a modified audit report is issued.
- Recognize when the use of an emphasis of matter paragraph and

PLO1

CLO1

other matter paragraph would be appropriate

26 • **Reports to those charged with governance** Lecture

Comprehension

- Critically assess the quality of a report to those charged with governance and management.
- Advise on the content of reports to those charged with governance and management in a given situation.

PLO1 Clo3

27 • **Engagements other than external audit:** Lecture

- Describe the nature of audit related services, the circumstances in which they might be required and the comparative levels of assurance provided by professional accountants.
- Distinguish between audit related services and an audit of historical financial statements and an attestation engagement and a direct engagement.
- Plan review engagements, for example: a review of interim financial

PLO1 CLO3 Comprehension

information and a due diligence assignment

- Explain the importance of enquiry and analytical procedures in review engagements and apply these procedures.
- Describe the main categories of assurance services that audit firms can provide and assess the benefits of providing these services to management and external users.

28 • **Engagements other than external audit:**

- Describe the level of assurance for an engagement depending on the subject matter evaluated, the criteria used, the procedures applied and the quality and quantity of evidence obtained.
- Analyze the form and content of the professional accountants report for an assurance engagement as compared with an auditor's report.
- Discuss the effectiveness of the 'negative assurance' form of reporting and evaluate situations in which it may be appropriate to modify a conclusion.

Lecture

PLO1

CLO1 Knowledge

29 **Final Project**

Presentations

PLO7

CLO7 Creation

30 **Final Project**

Presentations

PLO7

CLO7 Creation

Course Title: Financial Modelling

Course Code: FIN-462

Credit Hours: 3

Course Instructor:

Mode of Contact:

You can contact your course instructor in the following ways:

Email:

Meeting: By appointment via e-mail

PREREQUISITES: As a Finance course, you must understand Financial Accounting, Financial Management, Financial Risk Management.

Textbook:

- Financial modeling by SIMON BENNINGA. (3rd Edition)

Course Description & Course Objectives: This course is built on finance theory, financial strategy, and quantitative analysis taught in pre-requisite courses. The course extensively uses Microsoft EXCEL to tackle several questions faced by financial analysts. Students learn how to:

- design and develop financial models for solving complex financial questions.
- to experience hand on practices on numerical analyses, graphical illustrations, and customized formatting that arise out of applications on forecasting financial statement.
- To estimate costs of capital, constructing efficient portfolio, computing covariance matrix, measuring value at risk, pricing financial & real options, and fixed income analytics.

Course Learning Outcomes:

After learning this course students would be able to:

- Understand formulas functions and commands of Excel for financial calculations.
- Confidently apply finance theory and concepts to construct spreadsheet model.
- Gain hands on experience in designing and implementing their own financial models

ASSESSMENT INSTRUMENT WITH WEIGHTS:

SNR	ITEMS	MARKS	
1	Mid Term Exam	30	
2	End Term Exam	50	
3	Internal Evaluation Breakdown		
	Quiz(s)		
	Assignments(s)		
	Class Participation		
	Présentations		
	Case Discussion		
	Lab Work/Practical Project		
	Any Other		
	Total	20	20
	GRAND TOTAL	100	

COURSE CONTENTS:

Lecture	Scheduled Topic	Learning Activity	Assessment Activity	PLO ⁱⁱⁱ	CLO	Thinking Level
01	<u>Introduction of course and course contents:</u> Excel Basic Features and Function	Lecture		PLO4	CLO1	Knowledge
02	Calculation and Operation of Arrays and Matrices Data Table Analysis	Lecture		PLO4	CLO1	Knowledge
03	<u>Basic financial calculations:</u> Present value and Net Present Value,	Lecture		PLO4	CLO1	Knowledge
04	Time Value of Money and Basic Valuation Future values and functions.	Lecture		PLO4	CLO1	Knowledge
05	<u>Calculating the Cost of Capital:</u> The Gordon Dividend Model Supernormal Growth and Gordon Dividend M	Lecture		PLO4	CLO2	Comprehension
06	Using the Capital Asset Pricing Model to Dete the Cost of Equity Calculation cost of Debt	Lecture	Assignment 1 Quiz 1	PLO5	CLO2	Comprehension
07	<u>Financial Statement Modeling:</u> Using Financial Statement Models for Valuation How Financial Models Works: Theory and Initial Example.	Lecture		PLO4	CLO3	Comprehension

08	Measuring Free Cash Flow Notes on the Valuation Procedure	Lecture		PLO4	CLO3	Comprehension
09	<u>The Financial Analysis of Leasing</u> The Equivalent Loan Method The Lessor's Problem: Calculating the Highest Acceptable Lease	Lecture		PLO5	CLO1	Knowledge
10	Leasing and firm financing Asset residual values and other considerations	Lecture		PLO5	CLO1	Knowledge
11	<u>Portfolio Models</u> Computing Returns for a Portfolio Investment	Lecture		PLO5	CLO2	Comprehension
12	Calculation Risk for a Portfolio Efficient Portfolio Calculation	Lecture	Assignment 2 Quiz 2	PLO5	CLO1	Knowledge
13	<u>Estimating the CAPM model:</u> Estimating Beta and the Security Market Line	Lecture		PLO4	CLO2	Knowledge
14	Testing the Security Market Line	Lecture		PLO4	CLO2	Comprehension
15	<u>Estimating the CAPM model:</u> The Inefficiency of the "Market Portfolio"	Lecture		PLO4	CLO2	Comprehension
16	Testing of CAPM Model	Lecture		PLO4	CLO2	Comprehension
17	<u>Event Studies Analysis</u> Outline of an event study An initial Event study	Lecture		PLO4	CLO3	Comprehension
18	A Fuller Event study Using a two-factor model for event study	Lecture		PLO5	CLO2	Comprehension

19	<u>Regression Analysis</u>	Lecture		PLO4	CLO1	Knowledge
20	How to calculate regression beta line, coefficient	Lecture		PLO4	CLO1	Knowledge
21	<u>Testing of Regression Assumptions</u>	Lecture		PLO4	CLO1	Knowledge
22	<u>Testing of Regression Assumptions</u>	Lecture		PLO4	CLO1	Knowledge
23	<u>ARCH/GARCH Modeling</u>	Lecture		PLO4	CLO1	Knowledge
24	<u>ARCH/GARCH Modeling</u>	Lecture		PLO4	CLO1	Knowledge
25	<u>An introduction to Monte-Carlo Method:</u> Writing a VBA Method	Lecture		PLO5	CLO2	Knowledge
26	Investment and Retirement Monte-Carlo method	Lecture		PLO5	CLO2	Comprehension
27	<u>Value at Risk Analysis</u> Overview of VAR A really simple example	Lecture		PLO4	CLO3	Comprehension
28	The three-asset pricing model Simulating data: boot strapping	Lecture		PLO4	CLO3	Comprehension
29	Final Project	Presentations		PLO5	CLO3	Creation
30	Final Project	Presentations		PLO5	CLO3	Creation

Course Title: International Relation & Current Affairs

Code: SSC-441

Credit Hours: 3+0

Course Instructor:

Prerequisites:

Course Description:

The current debate is centered on International Relations and current affairs, its role in shaping the policies of a nation and at a larger level in affecting the trajectory of international politics. These days with the opinion split along the notions of traditional and nontraditional International Relations and current affairs as to which is more relevant to contemporary circumstances and which is more critical to design national policy and international environment.

- Evaluate the concept of International Relations and its role in the world politics.
- Analyze the international Relations beyond traditional politics.
- Evaluate the contemporary International Relations issues and their impact on global politics

Course Objectives:

- ✓ To inculcate reasoning among students to explore the realism of modern day IR in a global perspective
- ✓ To make the students compatible with the realm of survival in a globalized international structure
- ✓ Better conceptual and theoretical understanding of contemporary International Relations
- ✓ Familiarization with the Patterns of states interaction and interdependence in modern IR
- ✓ Clarity of mind and ideas to further explore the logics of the issues happening around the world

Course Learning Outcomes:

On successful completion of this course, students will be able to:

- Better conceptual and theoretical understanding of contemporary International Relations
- Familiarization with the Patterns of states interaction and interdependence in modern IR
- Clarity of mind and ideas to further explore the logics of the issues happening around the world

Textbooks (or Course Materials) :

- Jackson, Robert & Sorenson Georg, *Introduction to International Relations (6th Edition)*, UK: Oxford University Press. 2016.
- Goldstein, Joshua S., Jon C. Pevehouse, *International Relation (8th Edition)*. India: Pearson. 2011.

Reference Material:

- a. Baylis, John & Steve Smith (eds.), *The Globalization of World Politics*, (Oxford University Press, 2001).
- b. Schottle, Jan Aart, *Globalization: A critical Introduction*, Palgrave, MacMillan: 2000
- c. Hobert , Hindi., Josph Rotblat. *War No More: Eliminating Conflict in the Nuclear Age*, (London: Pluto Press, 2003)
- d. Brown, Chris. *Understanding International Relations (2nd edition)*. New York: Palgrave. 2001.
- e. Fukuyama, Francis. *The End of History and the Last Man*, London: Penguin, 1992.
- f. Huntington, S. P. *The Clash of Civilizations: Remaking of the World Order*. New York: 1993.
- g. Ali, Tariq. *The Clash of Fundamentalism: Crusades, Jihads and Modernity*. New York: Verso. 2002.
- h. Lloyd Armstrong & Redmond, "The New Regionalism", *International Organizations in World Politics*, 3r ed. (ch. 12)
- i. Oatley, T. *International Political Economy: Interests and Institutions in the Global Economy*. North Carolina: Pearson Education, USA. 2009.

ASSESSMENT INSTRUMENT WITH WEIGHTS:

SNR	ITEMS	MARKS
1	MidTerm Exam	30
2	End Term Exam	50

3	Internal Evaluation Breakdown		
	Quiz(s)		
	Assignments(s)		
	Présentations		
	Case Discussion		
	Lab Work/Practical Project		
	AnyOther		
	Total		20
	GRAND TOTAL		100

COURSE CONTENTS:

Week	Lecture	Scheduled Topic	Learning Activity	Assessment Activity	PLO	CLO	Thinking Level
1	1	<u>Introduction to International Relations</u>	Lecture		1	1, 2	Knowledge
	2	<u>Contemporary Global Politics</u>	Case		2,3,6	3,4	Application
2	3	Theoretical discourse of IR	Lecture	Quiz	1	1, 2	Knowledge
	4	Theoretical discourse of IR	Case		2,3,6	3,4	Application
3	5	Positivist Approaches	Lecture	Quiz	1	1, 2	Knowledge
	6	Realism Liberalism	Case		2,3,6	3,4	Application
4	7	Marxism	Lecture	Quiz	1	1, 2	Knowledge
	8	Feminism	Case	Assignment	2,3,6	3,4	Application

5	9	Contemporary Theoretical Debates and their Implications on World Politics	Lecture	Quiz	1	1, 2	Knowledge
	10	New World Order End of History The Clash of Civilization	Case		2,3,6	3,4	Application
6	11	The Complex Interdependence	Lecture	Quiz	1	1, 2	Knowledge
	12	The Coming Anarchy Challenges of Pluralism	Case		2,3,6	3,4	Application
7	13	Dynamics of International Security	Lecture		1	1, 2	Knowledge
	14	Power Transition Theory The Super Power's Rivalry: Rise of China Threat or Opportunity?	Case		2,3,6	3,4	Application
MIDTERM EXAMS							
8	15	Presentations	Presentations		1	1, 2	Knowledge
	16	Presentations	Presentations		2,3,6	3,4	Application
9	17	Presentations	Presentations		1	1, 2	Knowledge
	18	Presentations	Presentations		2,3,6	3,4	Application
10	19	The Globalization debate (Political, Cultural, Ideological & Social aspects of Globalization)	Lecture		1	1, 2	Knowledge
	20	The Globalization debate	Case		2,3,6	3,4	Application

(Political, Cultural, Ideological & Social aspects of Globalization)						
11	21	The issue of Nuclear Non-Proliferation: Iran's Nuclear Program	Lecture	1	1, 2	Knowledge
	22	The issue of Nuclear Non-Proliferation: Iran's Nuclear Program	Case	2,3,6	3,4	Application
12	23	Non Traditional security: Water Crisis, Energy Crisis and Environmental Issues	Lecture	1	1, 2	Knowledge
	24	Non Traditional security: Water Crisis, Energy Crisis and Environmental Issues	Case	2,3,6	3,4	Application
13	25	Non Traditional security: Water Crisis, Energy Crisis and Environmental Issues	Case	2,3,5,6	4, 5	Comprehension Creativity
	26	The Clash of Civilizations: The West Vs Islam, the issue of Fundamentalism		2,3,5,6	4, 5	Comprehension Creativity
14	27	The politics of North-South: Capitalism & Democracy in the Developing World				Knowledge
	28	Post 9/11 Era: the Bush Doctrine & the issue of				Knowledge

Terrorism: Its implications
on the world politics

US Drawdown from
Afghanistan and Its
Implications, The role of
International Actors

ENDTERM EXAMS

The students who earn the /BAF degree will be able to (PLOs):

- i. Reflect competency in defining and stating the key concepts of accounting and finance through book reading, caselets, and flash cards.
- ii. Discuss the concepts and techniques of accounting and finance by rewriting, participating and browsing.
- iii. Transform and modify from rote learning to constructive usage of financial.
- iv. Discover the inferential demonstration of the concepts of accounting and finance in the real world.
- v. Take leading roles to devise, design and reconstruct the accounting and financial procedures
- vi. Develop and formulate the accounting cases based on the right concepts and write solutions.
- vii. Effectively communicate the 'most relevant' financial information.
- viii. The belief in teamwork to make robust decisions of the challenging finance issues related to the businesses worldwide.

Program Learning Outcomes - BSAF

Upon completion of the BSAF program, the graduates will be able to:

- BAFPLO1. Reflect competency in defining and stating the key concepts of accounting and finance through book reading, case letters, and flash cards.
- BAFPLO2. Discuss the concepts and techniques of accounting and finance by rewriting, participating and browsing.
- BAFPLO3. Transform and modify from rote learning to constructive usage of financial.
- BAFPLO4. Discover the inferential demonstration of the concepts of accounting and finance in the real world.
- BAFPLO5. Take leading roles to devise, design and reconstruct the accounting and financial procedures
- BAFPLO6. Develop and formulate the accounting cases based on the right concepts and write solutions.
- BAFPLO7. Effectively communicate the 'most relevant' financial information.
- BAFPLO8. The belief in teamwork to make robust decisions of the challenging finance issues related to the businesses worldwide.

THE END