



PROSPECTUS

**MBA EXECUTIVE
(EMBA)**

ADMISSIONS - 2013

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
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MESSAGE FROM VICE CHANCELLOR

It is indeed a matter of immense pleasure for me to know that the Karachi University Business School has launched Executive Master of Business Administration (EMBA) program. I welcome the new entrants at KUBS and expect them to gain higher managerial efficiency. EMBA program is essential for the persons who are in service.

The Karachi University Business School (KUBS) is already providing learning opportunity to students through different BBA Four Years, MBA Three & Half Year, MBA (Banking), MS, Ph.D. programs.

The EMBA is a unique program in the sense that it will help the students to acquire better professional qualities as managers. It is expected that after qualifying this program the students will be able to contribute for growth of their business as well as their own personally. I congratulate the Chairman and faculty of KUBS for the efforts exerted in starting the EMBA program and once again congratulate and welcome to new entrants of the program.

Prof. Dr. Muhammad Qaiser
Vice Chancellor

MESSAGE FROM DEAN

It is a pleasure and a pride for the Faculty of Management & Administrative Sciences, in particular, and for the University of Karachi, in general, that the Karachi University Business School is launching the MBA (Executive) program to prepare able graduates who will be availing executive responsibilities in the public, corporate and industry sectors in future. The demand of managers and executives in the business organizations located in the city of Karachi will be especially served by the young KUBS graduates by virtue of their quality and up-to-date education. It is hoped that by producing MBA (Executive) batches, the KUBS will be providing talented leader managers to the business, industry and public sectors in the field of management.

I would offer deep felicitations to Dr. Abdur Rehman Zaki, Chairman, Karachi University Business School for his industrious efforts to commence MBA (Executive) at his department. Special appreciation to Prof. Dr. Muhammad Qaiser, Vice Chancellor for his firm support for the new MBA program.

I wish all success of the program and am confident that KUBS will keep introducing new programs keeping in view the market demands of the economic hub of Pakistan and of the entire country.

Prof. Dr. M. Abuzar Wajidi
Dean

FROM THE DESK OF CHAIRMAN

This is indeed a great honor for me to announce that Karachi University Business School (KUBS) has launched its Executive Masters Business Administration (EMBA) Program. This program has been exclusively designed keeping in view the needs of the market as well as the individuals who wish to excel in their career. For the convenience of the students, the program will be held on Saturdays and Sundays.

The decision to start EMBA by KUBS is mainly due to the fact that only private universities are conducting classes. Ours is the only public university has take the step to start the program. In fact our respected Vice Chancellor Prof. Dr. Muhammad Qaiser has take keen interest starting EMBA. Realizing the difficulty that in-service candidates do not have much time to join the EMBA class during their working hours. Keeping in view Prof. Dr. Muhammad Qaiser the Vice Chancellor desired to provide the facility of EMBA education for the working managers which will be held on Sundays and Saturdays.

KUBS has the reputation of providing education of high standard with equal opportunity for all.

KUBS is already engaged with various teaching activities through its BBA (4 Years), MBA (3 ½ Years), MBA (Banking), MS and Ph.D. programs.

From the core of my heart, I welcome you all at KUBS, an institution wherein devotion to studies and excellence in education are considered as the prime objectives.

***Abdul Rehman Zaki
Ph.D. (Business Administration)
Chairman***

INTRODUCTION

Karachi University Business School (KUBS) was established in the academic year 1999-2000 because Institute of Business Administration (IBA a constituent of University of Karachi) was declared autonomous degree awarding institution.

KUBS with in short period of time has become well established institution with good reputation and high image in the business world. KUBS is presently offering a number of programs, namely BBA Four Years Program, MBA Morning Three & Half Years and Evening Five Years programs, MBA (Banking) Two Years Program (Morning & Evening) is being run in collaboration with Institute of Bankers Pakistan (IBP) and MS Program.

KUBS has plans to start short term certificate programs in the field of financial management, marketing communication, brand management, services marketing and MIS.

The KUBS is temporarily housed on first and Second floors of Commerce building.

The mission of KUBS is to develop the leaders who will make the difference in this time of extraordinary change throughout the world. We, at KUBS, are committed to impart to our students general management education focusing on building a deep understanding of business, teaching with skill and passion. We follow a field-based education pattern with emphasis on problem-focused research and the case method of instruction. We also intend to imbibe a sprit of entrepreneurship and creativity among our students and prepare them to keep pace the global community that is increasingly reliant on technology.

*We would like to congratulate our management, faculty, staff and students on winning the Asia's **Best Business School Award** under the category of "Innovation Leadership Award". The 2nd Asia's Best B-School Awards ceremony was held on July 22, 2011 in Singapore, where the award was presented to Dr. Abdul Rehman Zaki, Chairman Karachi University Business School (KUBS). KUBS was awarded for its tremendous contribution to the field of Business Management in the form of its highly qualified and shining graduates who are working in various reputable organizations all over the globe. Asia's Best B-School Awards' is an initiative of CMO Asia Advisory Board and Advisory Council of the World Brand Congress. Business schools from 25 countries were nominated and awarded under various categories.*

"We Prepare Right Leaders for the Right Organization"

OBJECTIVES

The goal of the Karachi University Business School is to promote a modern management profile, in which the gap between the theory and practice is narrowed down; to work on the integration between the academic and business community; to produce graduates with management information skill, and proactive attitudes to cope with the business environment.

The dynamic approach fastened by the KUBS, enable the faculty to maintain its competitive edge in the market, meet the 21st century managerial skills challenges and contribute to the welfare of society through various research works. KUBS equips its students with the necessary skills needed to enable them to contribute effectively in the modern business entities.

FACILITIES

Karachi University Business School (KUBS) is located in a serene corner of the University. It occupies space on the first and second floors of Commerce Building. The KUBS offers a well-equipped learning environment.

The library offers a comfortable and quite workspace with good number of books on business and professional journals. Business Periodicals both local and international are subscribed by the library. Students can also consult Dr. Mahmood Hussain Library of Karachi University, which has a large collection of books and reading material.

KUBS is also provided with a computer lab, which is equipped with open-access PCs with word processing, presentation, database and other software are available. Upgrading of lab and installment of new PCs is still in progress.

ATTENDANCE AND DISCIPLINE

All most full attendance is desirable in the interest of students themselves. However, leaving an allowance of exigencies like sickness, a minimum of 85% is required, according to the decision of Academic Council. Students having more than six absences in a course will not be allowed to take semester examination and he/she will get an "F" grade (failure) in the course concerned.

INTRODUCTION

Discipline in regularity of attendance and classroom teaching is strictly followed. Faculty members are responsible to monitor and assure that rules and regulations are strictly adhered to by the students.

Students are required to maintain discipline, and follow all the rules and regulations of the University of Karachi. On the whole, students should maintain proper decorum and academic atmosphere. They should also respect the policy of “No Smoking”. Students having mobile phones should keep them off during the class and any examination.

SEMESTER AND CREDITS

Academic year is divided in two parts of about four and a half months each. These parts are known as “semesters”. Subjects taught are known as “courses”. Students shall study five courses in a semester. Successful completion and passing of a course, involving three hours in a week, will mean that a student has earned three “credit points”. In each course there will be two periods of 75 minutes in a week.

STUDENTS BODY

The KUBS encourages a socially dynamic student's body. The Business Administration Students Society (BASS), run by the students, is in many ways the mainstay of social life for students. It provides many vital services and opportunities.

The main aims of the society are to look after students' interests and to provide social and recreational facilities for students. Working for the society is something beyond than just to organize events. The very process of planning, executing and controlling events require efficient decision-making capabilities of the members and hence increase their managerial skills. BASS is run by a Community having following members:

1. *President (Chairman of the KUBS holds this position)*
2. *Vice President*
3. *General Secretary*
4. *Treasurer*
5. *Executive Committee (consisting of 6 members)*

Members of executive committee will run forums assigned to them. The VP and the GS oversee and manage the students' activities. All students automatically become members of the BASS.

INTRODUCTION

BASS undertakes the activities including seminars, guest speaker sessions, picnics, ceremonies, sports etc. all of these activities are provided with ways to groom the students' skills and to establish their contacts in the intended profession.

Guest Speaker sessions are held throughout the semester, which brings in business and industry representatives to discuss various career paths, industries, functions and career-management issues.

TEACHING AND ASSESSMENT

- 1. Regular class teaching is by faculty members. Eminent faculty is also drawn from outside business organizations to share with students their practical experience specially in those courses which are practical oriented.*
- 2. Case studies, class presentations, Questions-answers session, seminars etc. are regularly conducted.*
- 3. Periodical assessment of student performance through terminal exams, and final exam is done. Term papers and research reports are also produced in almost all courses by the students.*

DEGREE PROGRAMS OFFERED

- 1. BBA Four Years Program (Morning & Evening)*
- 2. MBA One & Half Years Program after completion of BBA Four Years Program (Morning & Evening)*
- 3. MBA Three & Half Years Program (Morning)*
- 4. MBA Five Years Program (Evening)*
- 5. MBA (Banking) Two Years Program (Morning & Evening)*
- 6. MS Program*
- 7. MBA (Executive)*

SPECIFIC RESEARCH AREAS

With the starting of MS / Ph.D. programs we expect to extent research programs in future.

CAREER OPPORTUNITIES

Tremendous opportunities in the field of Banking, Finance, and Marketing in national and multinational organizations. Our graduates are in great demand and highly paid jobs are offered to them.

PROMINENT ALUMNI

It is highly significant to note that in a very short span of time KUBS graduates have got placements in leading local and multinational organizations both locally and globally. One of the most ambitious and successful achievement of the Department during the past few years has been the formation of a very active, vibrant and dynamic Alumni Association of Karachi University Business School. The Alumni Association recognizes alum who has utilized the Karachi University's experience to make an imprint on their profession or community. The Alumni is also distinguished by its tireless and continuous efforts to support the Management of University of Karachi in making the Alma'mater self sufficient in terms of resources and a real think tank for business sector. There are several project the Alumni has initiated which are giving benefit not just to KUBS but also to the whole University.

The Alumni team is headed by Mr.Mehmood Arshad who is the founder President of the forum and consist of nine core team members which include Ms.Reem Ehteram, Mr. Khakid Siddiqui, Mr. Farhan Khawaja, Mr. Adeel Akhter, Mr. Amir Zaib Khan, Mr. Saad Hassan, Mr. Amir Ahmed, Mr. Tanveer Sultan and Ms.Muzna Ahmed.

The KUBS Alumni Association plays a vital role in carrying out the mission of the University. The leadership role of an association is to encourage and promote the following:

- *Strengthening Industry-University linkage on strategic basis*
- *Assisting the Management of Karachi University Business School in keeping the standard and quality of education high.*
- *Supporting efforts of University's Management in resource mobilization on various fronts.*
- *Recruitment help with prospective students, especially those of high scholastic achievement*
- *Opportunities for professional development*
- *Student financial assistance*
- *Community service*

INTRODUCTION

- *Social events*
- *Intellectual stimulation and career counseling*

DISCIPLINE COMMITTEE

There is a discipline committee to maintain law and order situation and to ensure a proper academic environment. The committee takes notice of the cases of infringement of law and order and undesirable activities at the campus, and takes disciplinary action against the offenders. The Vice Chancellor is Chairman of this Committee while the Advisor, Student's Affairs its member secretary. The committee meets several times a year to review the prevailing law and order situation and other related matters and takes appropriate decisions.

If any candidate has secured admission on the basis of misinformation and/or fake documents, his/her admission will automatically be cancelled and suitable punitive action will be taken against him, which can extend upto being debarred from any educational institution for three years.

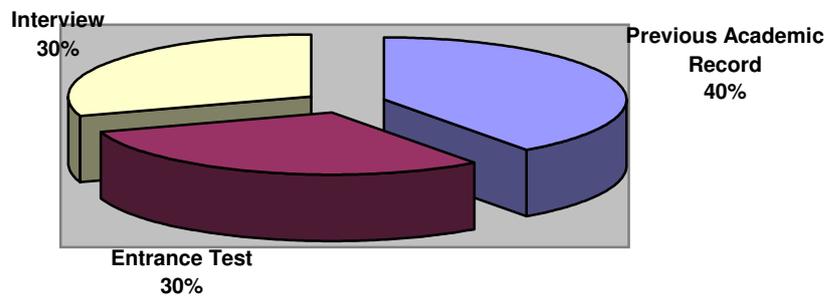
ADMISSIONS

ADMISSIONS

ADMISSION RULES

1. All Admissions are only on Merit basis.
2. Minimum 45% total marks or 2.2 CGPA in the last degree in any discipline from any university recognized by the HEC.
3. Four years working experience after acquiring 16 years education (BS or Masters' in any discipline.
4. Five years working experience after acquiring 14 years education (B.Com, BA, B.Sc., BBA (Honors), BCS (Honors), etc.).
5. Professional degree holder (BE, MBBS, LLB, CPA, CA, ACCA etc.) can also apply.
6. Minimum qualifying marks in the Entrance Test is 50%.
7. Merit list of candidates qualifying in the Entrance Test will be prepared for final selection as per following weightages:

Previous Academic Record	40%
Entrance Test	30%
Interview	30%



ADMISSIONS

Students, who have passed their requisite examinations from a board or University from places other than Karachi Board or University, will be required to have a Migration Certificate from their earlier Board or University.

Students, who have passed their prerequisite examinations from Private and Foreign Universities and Foreign Boards are required to obtain equivalence certificate from Karachi University.

ADMISSION PROCEDURE

AT THE TIME OF SUBMISSION OF FORM

1. *Powder Photocopy of National Identity Card.*
2. *Powder Photocopies of mark sheets and certificates of graduation, Intermediate, and Matriculation.*
3. *Four recent passport size photographs.*
4. *Students, who have passed their requisite examinations from Private and Foreign Universities and Foreign Boards are required to obtain equivalence certificate from Karachi University.*

INSTRUCTIONS FOR CANDIDATES WHOSE NAME APPEAR IN THE FINAL ADMISSION MERIT LIST

Candidates whose names appear in the final admission list will have to complete all formalities for admission within the stipulated time, otherwise their admission will lapse.

The following documents are to be submitted for completion of admission:

1. *The original marks sheets of the last examination (Non returnable).*
2. *Character certificate from the head of the institution last attended. For external candidates a character certificate from any gazetted officer (non returnable).*
3. *The National Identity Card of the Candidate, or in case candidate is below 18 years father's/mother's identity card with 'B' Form and their photocopies (the original will be returned after verification).*

ADMISSIONS

4. *The original certificate of Matric/H.S.C/ A / O Level, and an attested copy of the same. (The original documents will be returned).*
5. *10 recent passport size photographs.*
6. *Affidavit by Oath Commissioner on Judicial paper (sample is given in this booklet).*
7. *Original & Photocopy of Certificate of Hifz-e-Quran (only for Honors). The original will be returned after verification.*
8. *Payment of prescribed fee.*

After completion of the above formalities, the candidate will have to fill in an enrolment form. Under the University rules his/her admission will not be deemed complete until he/she receives his/her enrolment card.

NOTE

All admissions to EMBA two and a half year course of study are provisional, and subject to verification of documents. Admissions obtained through forged documents or incorrect statements shall be cancelled.

EMBA PROGRAM

EMBA PROGRAM

The Karachi University Business School (KUBS) has started EMBA Program from April 2013. The aims at preparing the students with knowledge which help them their professional life. The program is specifically designed for middle and senior level managers in order to equip them for better performance.

EMBA – 2½ YEARS PROGRAM

		Credit Hrs.	Semester
Core Courses	(16)	48	1 st to 4 th
Specialization Courses	(04)	12	3 rd and 4 th
Project Research Report	(01)	03	5 th
Thesis	(01)	03	5 th
Total		66	

FIRST YEAR EMBA

FIRST SEMESTER (EMBA – I)	
Course No.	Course Title
BA (E)–501	Financial Accounting
BA (E)–511	Business Economics
BA (E)–521	Business Mathematics
BA (E)–531	Business Management
BA (E)–541	Business Communication

SECOND SEMESTER (EMBA – II)	
Course No.	Course Title
BA (E)–502	Business Finance
BA (E)–512	Principles of Marketing
BA (E)–522	Human Resource Management
BA (E)–532	Cost & Managerial Accounting
BA (E)–542	Business Statistics

SECOND YEAR EMBA

FIRST SEMESTER (EMBA – III)	
Course No.	Course Title
<i>BA (E)–601</i>	<i>Management Information System</i>
<i>BA (E)–611</i>	<i>Production Management</i>
<i>BA (E)–621</i>	<i>Financial Management</i>
	<i>Elective – I</i>
	<i>Elective – II</i>

SECOND SEMESTER (EMBA – IV)	
Course No.	Course Title
<i>BA (E)–602</i>	<i>Marketing Management</i>
<i>BA (E)–612</i>	<i>Research Methodology</i>
<i>BA (E)–622</i>	<i>Strategic Management</i>
	<i>Elective – III</i>
	<i>Elective – IV</i>

THIRD YEAR EMBA

FIRST SEMESTER (EMBA – V)	
Course No.	Course Title
<i>BA (E)–701</i>	<i>Project Research Report</i>
<i>BA (E)–711</i>	<i>Thesis</i>

MARKETING SPECIALIZATION	
Course No.	Course Title
<i>BA (E)–603</i>	<i>Global Marketing</i>
<i>BA (E)–613</i>	<i>Export Marketing</i>
<i>BA (E)–623</i>	<i>Service Marketing</i>
<i>BA (E)–633</i>	<i>Brand Management</i>
<i>BA (E)–643</i>	<i>Strategic Marketing</i>
<i>BA (E)–653</i>	<i>Advertising & Promotion</i>
<i>BA (E)–663</i>	<i>Supply Chain Management</i>

FINANCE SPECIALIZATION	
Course No.	Course Title
<i>BA (E)–604</i>	<i>Security Analysis</i>
<i>BA (E)–614</i>	<i>Portfolio Investment Management</i>
<i>BA (E)–624</i>	<i>Corporate Finance</i>
<i>BA (E)–634</i>	<i>Analysis of Financial Statement</i>
<i>BA (E)–644</i>	<i>Treasury and Fund Management</i>
<i>BA (E)–654</i>	<i>Islamic Banking & Finance</i>

HR SPECIALIZATION	
Course No.	Course Title
<i>BA (E) – 605</i>	<i>Recruitment & Selection</i>
<i>BA (E) – 615</i>	<i>Performance & Appraisal Management</i>
<i>BA (E) – 625</i>	<i>Training & Development</i>
<i>BA (E) – 635</i>	<i>Succession Planning & Management</i>
<i>BA (E) – 645</i>	<i>Compensation & Benefits</i>
<i>BA (E) – 605</i>	<i>Recruitment & Selection</i>

EXAMINATIONS & GRADING SYSTEM

EXAMINATIONS AND GRADING SYSTEM

In the education of Business Administration, the Examination system is a continuous process; several quizzes (unannounced surprise short tests of 5 to 10 minutes each); periodical examinations of one and half-hour each; assignments, reports, presentations etc.; Final Term examination of three hours; comprehensive examination.

Students should take their studies seriously all the time during their studies, and not wait for final semester examination. Every student should keep a track of his performance in quizzes, assignments, and periodical examinations.

Final and overall grade will have the results or marks in all the following components.

- a) *Half Yearly Test*
- b) *Quizzes*
- c) *Mid Term*
- d) *Term Papers*
- e) *Presentation*
- f) *Case Study*
- g) *Comprehensive Exam*

FINAL GRADES WILL BE IN ALPHABETICAL FORM

GRADE	MARKS	GRADE POINTS
A⁺	90 and above	4.0
A	85 – 89	4.0
A⁻	80 – 84	3.8
B⁺	75 – 79	3.4
B	71 – 74	3.0
B⁻	68 – 70	2.8
C⁺	64 – 67	2.4
C	60 – 63	2.0
F	Below 60	0.0

Note: A student is required to maintain a minimum GPA of 2.2.

EXAMINATIONS & GRADING SYSTEM

In some cases, depending on overall record, a student with a GPA of 2 may be allowed to make up the deficiency, and improve his GPA as a probationary student. However, in such cases, it will take more than four years to complete the BS program.

SIMPLE EXPLANATION OF GPA

Over all performance of a student is measured in terms of Grade Point Average (GPA).

A simple explanation is presented below:

1. As mentioned earlier a course (subject) is taught for three hours (two classes of 1 ½ hours) each in a week. A student thus, earns 3 “credits” or “credit hours” in each course (subject).

Example is given:

Course	Credit Hours	Grade	Grade Point	Grade Point Product
1	3	A	4	12.0
2	3	B ⁻	2.8	8.4
3	3	C	2	6.0
4	3	C ⁺	2.4	7.2
5	3	C	2	6.0
6	3	F	Zero	Zero
7	3	F	Zero	Zero
Total	21		13.2	39.6

$$GPA = \frac{\text{Total Grade Point Products}}{\text{Total Credit Hours}}$$

$$GPA = \frac{39.6}{21}$$

$$GPA = 1.88$$

EXAMINATIONS & GRADING SYSTEM

A simpler way to calculate GPA (if all courses have 3 credit points) is:

- (i) Add up Grade Points.
- (ii) Divide the total by the number of courses (subjects).

For example:

$$\text{Total Grade Point} = 4 + 2.8 + 2 + 2.4 + 2 + 0 + 0 = 13.2$$

$$\text{GPA} = \frac{\text{Total Grade Point}}{\text{Total Number of Courses}}$$

$$\text{GPA} = \frac{13.2}{7}$$

$$\text{GPA} = 1.88$$

GPA is calculated for each semester and also for entire period of six semesters, for B.B.A. (Honors); and four semesters for MBA. In case of BS Four Years Program GPA will be calculated for each Semester and also for entire period of eight semesters.

FEE STRUCTURE

FEE STRUCTURE

<i>Registration / Admission Fee (only once)</i>	<i>Rs. 10,000</i>
<i>Tuition Fee (per course)</i>	<i>Rs. 12,500</i>
<i>Examination Fee (per course)</i>	<i>Rs. 1,000</i>
<i>Caution Money (only once)</i>	<i>Rs. 10,000</i>
<i>Total Fee per Semester (for five courses)</i>	<i>Rs. 62,500</i>

Note : The University may revise the above fees, as and when necessary.

FACULTY

FACULTY MEMBERS

<i>Prof. Dr. Abuzer Wajidi</i>	Dean Faculty of Management & Administrative Ph.D. (University of Karachi), FICM MA (University of Karachi)
<i>Dr. Abdul Rahman Zaki</i>	Chairman Ph.D. (Business Administration) M. Phil (University of Karachi) Master of Commerce, Faculty of Business Administration & Commerce (University of Karachi) Former Associate Professor, Department of Commerce, (University of Karachi) Former Evening Program Co-Ordinator, Department of Commerce, (University of Karachi)
<i>Prof. Dr. Ali Askari</i>	Adjunct Professor, Program Director Ph.D. (USA), MBA (Indiana – USA), M.Com. (Lucknow University), LLB (Lucknow University) Former Chairman, Department of Commerce (University of Karachi) Former Dean, Faculty of Business Administration, Ajman University, (Ajman, UAE) Former Chairman, Department of Marketing, HIMS, (Hamdard University)
<i>Ms. Shahnaz Baloch</i>	Assistant Professor MBA, (IBA, University of Sindh, Jamshoro) PGD, (Statistics) University of Karachi
<i>Dr. Muhammad Asim</i>	Assistant Professor Ph.D. (University of Karachi, MBA (KUBS), BE (NED University), M.Sc. (Petroleum Technology), University of Karachi
<i>Dr. Danish Ahmed Siddiqui</i>	Assistant Professor Ph.D. (University of Karachi, MBA (Hamdard)
<i>Mr. Shameel Ahmed Zubairi</i>	Lecturer MBA (Hamdard), B.Sc. (Physics) University of Karachi
<i>Mr. Shaikh Muhammad Fakhre Alam Siddiqui</i>	Lecturer MBA (Urdu University), B.Pharm (University of Karachi)
<i>Ms. Kauser Qureshi</i>	Lecturer MBA (Marketing), MA (Economics)

FULL TIME CO-OPERATIVE TEACHERS

<i>Mr. Sohaib-uz-Zaman</i>	MBA (KUBS)
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MBA Executive (EMBA)

FACULTY

VISITING FACULTY

Dr. Ayub Mehar	Director General (R & D) (The Federation of Pakistan Chambers of Commerce & Industry) Economic Advisor (SAARC Chamber of Commerce & Industry, Islamabad) Post Doc (Germany), Ph.D. (UK)
Dr. Mudassiruddin	Chairman/Professor (Department of Statistics) Ph.D. (Oxford) UK, M.Sc. (Statistics) University of Karachi
Dr. Murtaza Abbas Rizvi	Divisional Director/ Commercial Manager, A & D Division (Siemens Pakistan Engineering Co. Ltd.) Ph.D. (KUBS), MBA (IBA), ACA, CMA (UK), MFC (USA)
Mr. Abu Ahmed	Manager (Finance) MBA (IBA), M.Sc. Statistics, (University of Karachi)
Mr. Ali Asim	Group Product Marketing Manager (Dollar Industries) MBA (Marketing) SZABIST
Mr. Amir Salman	Senior Manager Sales & Marketing (CNS Engineering) MBA (Marketing)
Mr. Atif Ahmed Farooqi	Head of Trade Marketing (PTB Ulker) MBA (Marketing), Thames Valley University London, UK
Mr. Harris Alam	Divisional Head (State Bank of Pakistan) MBA (Hamdard)
Mr. Muhammad Naeem Ansari	Assistant Vice President (NBP) MBA (IBA)
Mr. Muhammad Naveed Alam	Deputy General Manager (Siemens Pakistan Engineering Co. Ltd.) M.Phil (Management Sciences), M.Com, ACCA, APA
Mr. Mujeeb Baig	Senior Vice President and Head Product Development & Research (MCB Bank Ltd.) MBA (Hamdard), PGD (Islamic Banking & Finance)
Mr. Omer Zubairi	Head of Finance (ASA) CIMA (UK), BBA (UK), ACA (UK)
Mr. Saad Zubairi	Business Manager Product & Brand Protection Division SICPA Inks Pakistan MBA (CBM)
Mr. Sharif Shafiq	Ex Director, NDFC MBA (IBA), Master of Business Education (Punjab University)

MBA Executive (EMBA)

ENTRANCE TEST

IMPORTANT INSTRUCTIONS

- 1) *Students will be required to write their Name, Father's name, and Form Number/Admit Card Number on the top.*
- 2) *Students should use black ballpoint pens, which will be provided to them.*
- 3) *The Students will be provided a blank sheet for rough work. Students should return the rough sheet, alongwith the test paper.*
- 4) *Sample Test given in the prospectus is only to give some idea about the Entrance test.*
- 5) *Students should concentrate on their own Test Book and not look at their neighbouring students.*
- 6) *Students should pay attention to instructions given in the Test Book.*
- 7) *Students should carefully listen to announcements made during the test.*
- 8) *Students are not allowed to bring mobile telephones calculators, or any other gadget in the examination hall.*
- 9) *Students should mark answers carefully, and neatly, and not try to change their answers by over writing.*
- 10) *Students should not leave their seats, until they are told to do so.*

SAMPLE TEST PAPER**GENERAL INSTRUCTIONS**

1. *The test is divided into several parts. Each part is composed of objective (multiple choice) questions.*
2. *You will begin a part or turn a page only when announced.*
3. *Possible answers are given in the form of (A) or (B) (C) or (D). You are expected to encircle the alphabet of the correct answer on your Answer Sheet. (only one alphabet). An example is given below:*

(A)
(B)
(C)
(D)
4. *A blank sheet will be provided for rough work with the answer sheet. You may use it for your convenience; but ensure that the rough sheet is returned along with the answer sheets.*
5. *It may be repeated that use of calculators, mobile telephones or any other gadget, is not allowed.*
6. *During the test do not talk, whisper or turn your head away from your own paper.*

PART – I (ENGLISH – VOCABULARY)

- *In this part of the test you will have questions like the ones given below.*
- *All answers must be given on the Answer Sheet.*
- *Your answers must be indicated by encircling the alphabets (A, B, C, D, etc.) and not by writing the words itself.*

Mention the correct meaning. (in the sentence)

1. **Sporadic**
 - a) *Intermittently*
 - b) *Permanent*
 - c) *Periodical*
 - d) *Special Nature*
2. **Licit**
 - a) *Large*
 - b) *Lazy*
 - c) *Lawful*
 - d) *Literary*
3. **Lack Luster**
 - a) *Back Ward*
 - b) *Lucky*
 - c) *Unimpressive*
 - d) *Wealthy Lot*
4. **Purported**
 - a) *Acknowledged*
 - b) *Apparent*
 - c) *Proposed*
 - d) *Supported*
5. **Polyandry**
 - a) *Highly Confusing*
 - b) *Many Dimensions*
 - c) *More Than One Husband*
 - d) *Unique Combination*
6. **Sarcasm**
 - a) *Futuristic*
 - b) *Ironic Language*
 - c) *Politeness*
 - d) *Surprising*

PART – II (ENGLISH – SENTENCE FORMATION)

- *In this part of the test you will have questions like the ones given below.*
- *All answers must be given on the Answer Sheet.*
- *Your answers must be indicated by encircling the alphabets (A, B, C, D, etc.) and not by writing the words itself.*

For each of the following, choose the most suitable answer.

1. *Philippines is a Unique Asian Country, because _____.*
 - a) *Former President Marcos and his wife Imanda were thrown out because they had lot of wealth from illegal means and corruption.*
 - b) *They had to live in exile in Hawaii. A part of their wealth was recovered from Swiss Bank.*
 - c) *Its population is by and large Christian, except some places in South, where Muslim population is active*
 - d) *It was a colony of America for 50 years.*
2. *Muslims all over the world complain against America and Say that _____.*
 - a) *Americans do not understand either Islam or Muslim.*
 - b) *American Government is unjust.*
 - c) *They are unnecessarily disliked and persecuted by Americans.*
 - d) *We are unnecessarily disliked and persecuted by Americans.*
3. *Developing Countries have a problem _____.*
 - a) *They does not have the will to develop.*
 - b) *They have very limited capital formation.*
 - c) *They have very low per capital income and thus have practically no room for capital formation.*
 - d) *Population was growing fast.*
4. *Some South Asian Countries face problems with their neighbours because____.*
 - a) *The largest country wants to dominate.*
 - b) *They never have adequate education*
 - c) *One country is larger than the other six countries in terms of populations.*
 - d) *Neighbours is always unsympathetic.*
5. *Economic progress of Pakistan depends on _____.*
 - a) *Consistent planning policies of the country.*
 - b) *Checking the increasing population.*
 - c) *Increasing industrialization of Capital goods.*
 - d) *Improving the balance of trade between industrialized countries.*

PART – III (ENGLISH – COMPREHENSION AND MEMORY)

- *In this part of the test you will have questions like the ones given below.*
- *All answers must be given on the Answer Sheet.*
- *Your answers must be indicated by encircling the alphabets (A, B, C, D, etc.) and not by writing the words itself.*

Read the following passage carefully, and then answer the following questions given below:

Aeroplanes are slowly driving me mad. I live near an airport, and sound of passing planes can be heard night and day. The airport was built during the war, but for some reason it could not be used then. Last year, however, it came into use. Over a hundred people must have been driven away from their homes by the noise. I am one of the few people left in the locality. Sometimes, I think this house will be knocked down by a passing plane. I have been offered a large sum of money to go away, but I am determined to stay here. Every body says I must be mad, and they are probably right.

1. The Writer is:

- a) *Very disturbed*
- b) *Going mad*
- c) *Very happy*
- d) *Scared*

2. People think that:

- a) *He is not a good neighbour*
- b) *It is a very noisy crowd*
- c) *House will be renovated*
- d) *House is haunted*

3. Number of people driven away was:

- a) *A little less than hundred*
- b) *Over hundred*
- c) *About four hundred*
- d) *A little over 500*

4. The writer was asked to go:

- a) *In exchange for some money*
- b) *Forcibly*
- c) *By persuasion*
- d) *Through a court order*

ENTRANCE TEST

PART – IV (GENERAL MATHEMATICS – SEQUENCE AND SERIES)

- In this part of the test you will have questions like the ones given below.
- All answers must be given on the Answer Sheet.
- Your answers must be indicated by encircling the alphabets (A, B, C, D, etc.) and not by writing the words itself.

This part of the test requires you to study a series of numbers. Understand the pattern, and identify the next number in the series.

1. 3 5 9 15 23 33 ?

- a) 30
- b) 43
- c) 45
- d) 55

2. 2 8 18 32 ?

- a) 38
- b) 48
- c) 50
- d) 64

3. 576 441 324 225 144 ?

- a) 64
- b) 72
- c) 81
- d) 100

4. 81 27 9 3 1 ?

- a) 0
- b) 3
- c) $1/3$
- d) $1/9$

5. 2 1.8 1.6 1.4 ?

- a) 1.0
- b) 1.1
- c) 1.2
- d) 1.3

ENTRANCE TEST

PART – V (GENERAL MATHEMATICS – WORD PROBLEMS)

- In this part of the test you will have questions like the ones given below.
- All answers must be given on the Answer Sheet.
- Your answers must be indicated by encircling the alphabets (A, B, C, D, etc.) and not by writing the words itself.

This part of the test consists of 15 word problems such as those shown in the examples below.

1. Men's white handkerchief cost Rs. 2.29 for 3. The cost per dozen is:
 - a) 6.87
 - b) 9.16
 - c) 13.74
 - d) 27.48
2. A piece of wood weighing 10 ounces is found to have a weight of 8 ounces after drying. The moisture content was:
 - a) 10%
 - b) 20%
 - c) 80%
 - d) 33.33%
3. A watch lost 1 minute 18 seconds in 39 days. How many seconds did it lose per day?
 - a) 2
 - b) 3
 - c) 5
 - d) 6
4. The shop declare a discount of 20% and later a discount of 15% after first discount. Total discount was:
 - a) 17.5%
 - b) 30%
 - c) 32%
 - d) 35%
5. The circumference the Circle is:
 - a) $\pi\sqrt{2}$
 - b) $2\pi\sqrt{2}$
 - c) $2\sqrt{2} / \pi$
 - d) $2\pi r$

ENTRANCE TEST

PART – VI (GENERAL MATHEMATICS – SIMPLE ARITHMETIC)

- In this part of the test you will have questions like the ones given below.
- All answers must be given on the Answer Sheet.
- Your answers must be indicated by encircling the alphabets (A, B, C, D, etc.) and not by writing the words itself.

1. $1.5 - 1.82 + 0.32$

- a) 0.00
- b) 0.01
- c) 0.10
- d) 0.32

2. $\frac{3}{48}$ is what part of $\frac{1}{12}$

- a) $\frac{1}{2}$
- b) $\frac{3}{4}$
- c) $\frac{4}{3}$
- d) 12

3. $1.02 \div 0.5$

- a) 0.52
- b) 0.76
- c) 2.04
- d) 3.05

4. $\frac{1}{2} + \frac{1}{2} \div \frac{1}{2} + \frac{1}{2}$

- a) $\frac{1}{2}$
- b) $\frac{1}{2}$
- c) 1
- d) 2

5. $5473 - - 2987$

- a) 2485
- b) 2486
- c) 2496
- d) 3486

PART – VII (GENERAL KNOWLEDGE)

- *In this part of the test you will have questions like the ones given below.*
- *All answers must be given on the Answer Sheet.*
- *Your answers must be indicated by encircling the alphabets (A, B, C, D, etc.) and not by writing the words itself.*

1. Rauf Denktash is a Muslim leader of:

- a) *Albania*
- b) *Bosnia*
- c) *Cyprus*
- d) *Turkey*

2. Taha Yasin Ramadan was a former:

- a) *Foreign Minister of Egypt*
- b) *Foreign Minister of Syria*
- c) *Secretary General of Arab League*
- d) *Vice President of Iraq*

3. Mr. Edward H. Seed, who died recently, was originally from:

- a) *Iraq*
- b) *Lebanon*
- c) *Palestine*
- d) *Syria*

4. Dr. David Kelly who died in a mysterious situation was:

- a) *American Professor of Political Science*
- b) *An Official of Pentagon*
- c) *A British Scientist*
- d) *A UN Expert*

5. What is the first name of Russian President the Mr. Putin:

- a) *Albert*
- b) *Michael*
- c) *Uri*
- d) *Vladimir*