

**ALLAMA IQBAL OPEN UNIVERSITY**  
(Directorate of Admission & Mailing)  
(Graduate Section)

Dated: **26-01-2017**

Subject: **ADMISSION IN SPRING 2017 SEMESTER FOR CONTINUING STUDENTS OF ASSOCIATE DEGREE (COMMERCE) PROGRAMME**

Dear Student,

The admission of Spring, 2017 semester is going to start from 1<sup>st</sup> February, 2017. The department of Commerce is offering the following courses in current semester.

**2<sup>nd</sup> SEMESTER**

SNO	CODE	COURSE TITLE	CREDIT HOURS	Fee
1	5411	Compulsory English-II	3	Rs: 910/-
2	5415	Sociology	3	Rs: 910/-
3	5401	Principles of Accounting	3	Rs: 910/-
4	5406	Micro Economics	3	Rs: 910/-
5	5405	Applied Math for Business & Social Sciences	3	Rs: 910/-
<b>Technology Fee</b>				Rs: 100/-
<b>Cost of admission form</b>				Rs: 15/-
<b>Total Fee</b>				Rs: 4665/-

**3<sup>rd</sup> SEMESTER**

SNO	CODE	COURSE TITLE	CREDIT HOURS	Fee
1	5409	Business Communication	3	Rs: 910/-
2	5410	Cost Accounting	3	Rs: 910/-
3	5412	Statistics for Management	3	Rs: 910/-
4	5407	Principles of Marketing	3	Rs: 910/-
5	5414	Principles of Management	3	Rs: 910/-
6	5416	Macro Economics	3	Rs: 910/-
<b>Technology Fee</b>				Rs: 100/-
<b>Cost of admission form</b>				Rs: 15/-
<b>Total Fee</b>				Rs: 5575/-

**Note:**

1. Select all courses from any one of the following specialization areas:
2. Do not select cross courses from multiple specializations; otherwise your admission form will not be entertained.

**Specialization Areas (Major Elective Courses)**

(Please select any one specialization group)

**4<sup>th</sup> SEMESTER**

**1. HOSPITAL MANAGEMENT**

SNO	CODE	COURSE TITLE	CREDIT	Fee
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			<b>HOURS</b>	
1	5413	Business Law	3	Rs: 910/-
2	5428	Hospital Management	3	Rs: 910/-
3	5429	Health Care Marketing	3	Rs: 910/-
4	5423	Social Policy and Strategy	3	Rs: 910/-
5	5440	Internship/ Project (3 Months)	6	Rs: 1820/-
<b>Technology Fee</b>				Rs: 100/-
<b>Cost of admission form</b>				Rs: 15/-
<b>Total Fee</b>				Rs: 5575/-

#### **4<sup>th</sup> SEMESTER**

##### **2. HOTEL MANAGEMENT**

<b>SNO</b>	<b>CODE</b>	<b>COURSE TITLE</b>	<b>CREDIT HOURS</b>	<b>Fee</b>
1	5413	Business Law	3	Rs: 910/-
2	5422	Food & Beverage Management	3	Rs: 910/-
3	5430	House Keeping Management	3	Rs: 910/-
4	5424	Front Office Management	3	Rs: 910/-
5	5440	Internship/ Project (3 Months)	6	Rs: 1820/-
<b>Technology Fee</b>				Rs: 100/-
<b>Cost of admission form</b>				Rs: 15/-
<b>Total Fee</b>				Rs: 5575/-

#### **4<sup>th</sup> SEMESTER**

##### **3. TOURSIM MANAGEMENT**

<b>SNO</b>	<b>CODE</b>	<b>COURSE TITLE</b>	<b>CREDIT HOURS</b>	<b>Fee</b>
1	5413	Business Law	3	Rs: 910/-
2	5425	Cultural Heritage of Pakistan	3	Rs: 910/-
3	5426	Tourism Management	3	Rs: 910/-
4	5427	Tour Guiding & Operation	3	Rs: 910/-
5	5440	Internship/ Project (3 Months)	6	Rs: 1820/-
<b>Technology Fee</b>				Rs: 100/-
<b>Cost of admission form</b>				Rs: 15/-
<b>Total Fee</b>				Rs: 5575/-

#### **4<sup>th</sup> SEMESTER**

##### **4. BANKING & FINANCE**

<b>SNO</b>	<b>CODE</b>	<b>COURSE TITLE</b>	<b>CREDIT HOURS</b>	<b>Fee</b>
1	5413	Business Law	3	Rs: 910/-
2	5417	Auditing	3	Rs: 910/-
3	5420	Banking Law and Practice	3	Rs: 910/-
4	5421	Islamic Banking	3	Rs: 910/-
5	5440	Internship/ Project (3 Months)	6	Rs: 1820/-
<b>Technology Fee</b>				Rs: 100/-
<b>Cost of admission form</b>				Rs: 15/-
<b>Total Fee</b>				Rs: 5575/-

**4<sup>th</sup> SEMESTER****5. ACCOUNTING & FINANCE**

SNO	CODE	COURSE TITLE	CREDIT HOURS	Fee
1	5413	Business Law	3	Rs: 910/-
2	5417	Auditing	3	Rs: 910/-
3	5418	Financial Accounting	3	Rs: 910/-
4	5419	Advance Accounting	3	Rs: 910/-
5	5440	Internship/ Project (3 Months)	6	Rs: 1820/-
<b>Technology Fee</b>				Rs: 100/-
<b>Cost of admission form</b>				Rs: 15/-
<b>Total Fee</b>				Rs: 5575/-

**4<sup>th</sup> SEMESTER****6. HUMAN RESOURCE MANAGEMENT**

SNO	CODE	COURSE TITLE	CREDIT HOURS	Fee
1	5413	Business Law	3	Rs: 910/-
2	5431	Human Resource Management	3	Rs: 910/-
3	5432	Organizational Behavior	3	Rs: 910/-
4	5423	Social Policy and Strategy	3	Rs: 910/-
5	5440	Internship/ Project (3 Months)	6	Rs: 1820/-
<b>Technology Fee</b>				Rs: 100/-
<b>Cost of admission form</b>				Rs: 15/-
<b>Total Fee</b>				Rs: 5575/-

**4<sup>th</sup> SEMESTER****7. IT MANAGEMENT**

SNO	CODE	COURSE TITLE	CREDIT HOURS	Fee
1	5413	Business Law	3	Rs: 910/-
2	3413	Data Commutation	3	Rs: 910/-
3	3414	Software Engineering	3	Rs: 910/-
4	5440	Internship/ Project (3 Months)	4(3+1)	Rs1820/-
<b>Technology Fee</b>				Rs: 100/-
<b>Cost of admission form</b>				Rs: 15/-
<b>Total Fee</b>				Rs: 4665/-

**NOTE:** Course Data Base-1 (3410) will be offered in Autumn semester.

**4<sup>th</sup> SEMESTER****8. MARKETING MANAGEMENT**

SNO	CODE	COURSE TITLE	CREDIT HOURS	Fee
1	5413	Business Law	3	Rs: 910/-
2	5435	Advertisement & Sale Promotion	3	Rs: 910/-
3	5434	Marketing Management	3	Rs: 910/-
4	5433	Marketing Research	3	Rs: 910/-
5	5440	Internship/ Project (3 Months)	6	Rs: 1820/-
<b>Technology Fee</b>				Rs: 100/-

	<b>Cost of admission form</b>	Rs: 15/-
	<b>Total Fee</b>	Rs: 5575/-

Fee for each course for Spring, 2017 semester has been mentioned against each group. If you intend to continue the program, you may fill in the enclosed admission form and deposit fee by Bank Challan, Allama Iqbal Open University, Islamabad through nominated Branches of National Bank of Pakistan and all Bank Branches of Habib Bank Ltd, Allied Bank Limited, Bank Alfiah Limited, Muslim Commercial Bank Limited and First Women Bank Limited. The last date for submission of admission form is **06-03-2017. Bank draft will not be accepted.**

Superintendent