ADMISSION GUIDE

LAHORE BUSINESS SCHOOL

1-Km Raiwind Road Lahore.
1-Km Defense Road, Off Raiwind Road, Near Bhoftian Chowk Lahore.
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### Admission Criteria

<table>
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<tr>
<th>Sr #</th>
<th>Programs</th>
<th>Admission Eligibility</th>
<th>Program Duration</th>
<th>No. of Courses</th>
<th>Total Cr. Hrs.</th>
<th>Fee</th>
</tr>
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<tr>
<td>1</td>
<td>Bachelor of Business Administration Honors - 4 Years Morning Program Specialization: Human Resource Management; Marketing; Finance; Supply Chain Management Venue: New campus (Mon to Friday)</td>
<td>Minimum 2nd division in F.A / F.Sc. / I.Com or equivalent GCE, A Level with at least three subjects, with an average of C grade, from HEC recognized university / college.</td>
<td>4 Years</td>
<td>45</td>
<td>136</td>
<td>722,300</td>
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<tr>
<td>2</td>
<td>Master of Business Administration 3.5 Years – Morning Program Specialization: Human Resource Management; Marketing; Finance; Supply Chain Management Venue: New campus (Mon to Friday)</td>
<td>Applicants with a minimum of 2nd division in a 2/3 year BBA / BS / BA / B.Com or equivalent degree from HEC recognized university / college.</td>
<td>3.5 Years</td>
<td>34</td>
<td>102</td>
<td>680,700</td>
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<tr>
<td>3</td>
<td>Master of Business Administration (after BBA Hons / B.Com Hons) 1.5 Years - Morning/Evening Program Specialization: Human Resource Management; Marketing; Finance; Supply Chain Management Venue: New campus (Mon to Friday)</td>
<td>Applicants with a minimum CGPA 2.50 or 2nd division in 4 year BBA / B.Com or equivalent business studies or commerce degree from HEC recognized university / college.</td>
<td>1.5 Years</td>
<td>12</td>
<td>36</td>
<td>219,100</td>
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<tr>
<td>4</td>
<td>Master of Business Administration (Non Business/Non-Commerce degree) 2 Years - Morning Program Specialization: Human Resource Management; Marketing; Finance; Supply Chain Management Venue: New campus (Mon to Friday)</td>
<td>Applicants with a minimum CGPA 2.50 or 2nd division in 4 year BA / BS / BSc non-business or non-commerce or equivalent degree from HEC recognized university / college.</td>
<td>2 Years</td>
<td>22</td>
<td>66</td>
<td>317,700</td>
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<td>5</td>
<td>Master of Business Administration - Executive 2 Years - Evening Program Specialization: Human Resource Management; Marketing; Finance; Supply Chain Management Venue: New campus (Mon to Friday)</td>
<td>At least 4 years working experience. A minimum of 2nd division in a 2/3 year BBA / BS / BA / B.Com or 14 years of education or equivalent degree from HEC recognized university / college.</td>
<td>2 Years</td>
<td>22</td>
<td>66</td>
<td>350,700</td>
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<tr>
<td>6</td>
<td>M. Phil in Management Sciences 2 Years Evening Program Specialization: Management; Human Resource Management; Marketing; Finance; Technology Management Venue: New campus (Mon to Friday)</td>
<td>BBA (Honors)/MBA / 16 years of education in Business Administration/Management Sciences from a chartered university with a minimum of 1st division or 3.0 CGPA.</td>
<td>2 Years</td>
<td>11</td>
<td>33</td>
<td>221,500</td>
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<tr>
<td>7</td>
<td>PhD Management 3 Years Evening Program Specialization: Management; Human Resource Management; Marketing; Finance; Technology Management Venue: New campus (Mon to Friday)</td>
<td>MBA 3.5 years with thesis , M. Phil / MS degree or 18 years of education in business with thesis in administration/management sciences from a chartered university with a minimum of 1st division or 3.0 CGPA.</td>
<td>3 Years</td>
<td>8 courses of 24 credit hours course work and 30 credit hours for dissertation</td>
<td>54</td>
<td>392,500</td>
</tr>
</tbody>
</table>

**BBA & MBA**  
Written Test  
M. Phil  
Written Test & Interview  
**PhD**  
Written Test, Presentation of Research Proposal and Interview
**Instructions for Applicants:**

1. Incomplete Admission Forms will be rejected. Documents once submitted are non-returnable.
2. The applicants are encouraged to read the following information before filling up the Admission Form carefully and avoid overwriting.
3. The applicant either male or female, who fulfills the requirements prescribed by the University and conditions mentioned in the prospectus, is eligible to apply for admission.
4. The selection of applicant shall be on merit, determined on the basis of marks obtained in the last examination, entry test and such other criteria as University may determine.
5. Application for admission must be made on the prescribed form annexed to the Prospectus which may be obtained from Admission Office on payment of Rs.1500/- during office hours. An applicant can also download the Admission Form from the University website and send it through courier. In such cases, he or she will send a bank draft of Rs. 1700/- in favour of “The University of Lahore”. The foreign applicants will send a bank draft of US$ 25/-.
6. An applicant can apply in four degree programs at a time. However, he or she will be charged Rs. 300/- per choice excluding the first one.
7. Certified photocopies of the following documents are required to be attached with the Admission Form:
   a) 02 colored passport size photographs  
   b) Metric, Inter, Bachelor and Master degrees  
   c) CNIC card of the applicant or Form B of applicant or his father
8. Don’t attach Domicile, Character and Hope Certificate with Admission Form.
9. In case, an applicant does not have certified copies of the required documents, the same may be attested by University Admission Officer on submission of the original documents.
10. Applicants awaiting final exam result or those who have appeared in supplementary exam are eligible to apply for admission. However, in such cases, they will be deprived of qualification weight-age and will be purely evaluated on the basis of their test score.
11. The applicants bearing O-Level, A-Level qualification or equivalent are required to submit their IBCC Equivalence Certificate in order to determine their eligibility. If an applicant fails to produce the same, he or she will not be given qualification weight-age.
12. The foreign applicants are required to attach the following additional documents with the Admission Form:
   a) Proof of Citizenship  
   b) Copy of Passport  
   c) Copy of Visa  
   d) Visa issuance and expiry proof  
   e) Copy of ID card
13. Please mention your mailing address clearly. The Admission Form must be filled and signed by the applicant.
14. In order to get admission in MS/M.Phil. Programs, the applicants are required to qualify UOL Entrance Test, Interview or both. The successful applicants will have to qualify NTS test after admission as per policy of HEC. If they fail to do the needful, they will not be issued degree and final transcript. For admission in Ph.D., GRE (subject) test is mandatory.
15. Hostel facility available for male & female. The rent per room is Rs. 9000/- per month (approx). The University transport is available throughout the Lahore City.
16. All admissions are granted on “Provisional” basis. It is the sole responsibility of the selected applicants to provide proof of their eligibility within 3 weeks of the declaration of the result failing which their admission will be cancelled.
17. The applicants are strongly encouraged to take special care of the fee deadlines otherwise he or she will be deprived of admission.
18. In order to avoid any inconvenience, please submit your Admission Form before the admission closing date.
19. The University is authorized to amend its rules including fee any time without prior intimation.
20. The University has not authorized any publisher or person for preparation of its Entrance Tests. So please be-aware of such elements.
21. Incomplete Admission Forms will be rejected. Documents once submitted are non-returnable.
SAMPLE ENTRY TEST – UNDERGRADUATE, BBA

Multiple Choice Questions

English Section

1. A teacher sits _____ a desk _______ the class.
   a) On, in front of
   b) At, in front of
   c) Over, up above
   d) With, over
   e)

2. He arrived _______ London _______ a cold day ______ November and stayed ____ a big hotel.
   a) In, on, on, at
   b) In, on, in, at
   c) On, in, on, at
   d) At, in, at, on

Reading Comprehension Section

Education is the instruction of the intellect in the laws of nature, under which name I include not merely things and their forces, but men and their ways; and the fashioning of the affections and of the will into an earnest and loving desire to move in harmony with those laws. For me, education means neither more nor less than this. Anything which professors to call itself education must be tried by this standard, and if it fails to stand the test, I will not call it education, whatever be the force of authority, or of numbers, upon the other side.

It is important to remember that, in strictness, there is no such thing as uneducated man. Take an extreme case. Suppose that an adult man, in the full vigor of his faculties, could be suddenly placed in the world, as Adam is said to have been, and then left to do as best he might. How long would he be left uneducated? Not five minutes. Nature would begin to teach him, through the eyes, the ear, the touch, the properties of objects. Pain and pleasure would be at his elbow, telling him to do this and avoid that; and by slow degrees the man would receive an education, which, if narrow, would be through, real, and adequate to his circumstances, though there would be no extras and very few accomplishments.

Questions:
   a) What does education mean?
   b) In what sense is there no such thing as an educated man?
   c) What would a man learn from nature, if he suddenly found himself in this world, like Adam, without any prior knowledge?

Mathematics Section

1. 1. The slope of the line through (4, 2) and (4, -2) is ______.
   a) 2
   b) 0
   c) 1
   d) -2

2. 2. The area of triangle is measured as ________.
   a) Length × Width × height
   b) 1 / 2 × Base × height
   c) Length × Width × height × Area
   d) Length × Width × 2
General Knowledge Section

1. ______ is the former speaker of national assembly of Pakistan.
   a) Asif Ali Zardari
   b) Dr. Fahmeeda Mirza
   c) Ch. Ameer Hussain
   d) Faisal Kareem Kundi

2. World's largest island, area wise is _______.
   a) Green Land
   b) Victoria
   c) Great Britain
   d) Borneo

SAMPLE ENTRY TEST – POST GRADUATE, MBA

Multiple Choice Questions

English Section

1. Eating, drinking, and __________ at night were among her pleasures.
   A. to stay up late
   B. to remain up late
   C. staying up late
   D. she liked staying up late

2. I think I’ll keep my coat, on I’m feeling a bit ______________.
   A. Chile
   B. Chilli
   C. Chilly
   D. Chillee

Reading Comprehension Section

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   without any prior knowledge?

Mathematics Section

1. Jim can fill a pool carrying buckets of water in 30 minutes. Sue can do the same job in 45 minutes. Tony can do the
   same job in 1 ½ hours. How quickly can all three fill the pool together?
A. 12 minutes  
B. 15 minutes  
C. 21 minutes  
D. 23 minutes

2. What is the area of the triangle below?
A. 22 cm²  
B. 33 cm²  
C. 44 cm²  
D. 50 cm²

General Knowledge Section

1. Geographical name of ________ is “Gift of Nile”.
   A. Spain  
   B. Egypt  
   C. Holland  
   D. Nepal

SAMPLE ENTRY TEST – POST GRADUATE, M. PHIL

Multiple Choice Questions

Management Section

1. An integrative _______ to management that supports the attainment of customer satisfaction through a wide variety of tools & techniques that result in high quality goods & services.
   A. Method  
   B. Way  
   C. Approach  
   D. Tool

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Finance Section

1. The exchange rate system in which a country allows the value of the currency to be determined by the market forces of supply and demand is known as _______.
   A. Currency board
   B. Floating exchange rate
   C. Target zone
   D. Pegged exchange rate system

2. ________ is a daily settlement feature of the currency futures exchange in which profits and losses are paid over every day at the end of trading.
   A. Open interest
   B. A margin call
   C. Marking to market
   D. A maintenance margin

Marketing Section

1. Which of the following is not a part of integrated marketing communication?
   A. Publicity
   B. Advertising
   C. Direct Marketing
   D. Customer Surveys

2. Company ABC is new in the market and wants to increase their customers with the help of marketing strategies. Which of the following is the best suitable strategy for this company?
   A. Product
   B. Place
   C. Price
   D. Promotion

Economics and Math Section

1. ________________ is an economic system based on private property and the market. It gives private property rights to individuals, and relies on market forces to coordinate economic activity.
   A. Socialism
   B. Feudalism
   C. Capitalism
   D. Mercantilism

2. Index of inflation measuring prices of a fixed “basket” of consumer goods, weighted according to each component’s share of average consumer expenditures is called ________________.
   A. Producer Price Index
   B. GDP deflator
   C. Consumer Price Index
   D. American Customer Satisfaction Index