

**COL MBA**

**AIOU**

**PROSPECTUS**

**2026**

**SPRING**



**Allama Iqbal Open University, Islamabad**

[www.aiou.edu.pk](http://www.aiou.edu.pk)

**PROSPECTUS**  
**OF**  
**MBA COL Programs**  
**FOR**  
**SEMESTER: SPRING, 2026**



**Directorate of International Collaboration  
& Exchange**

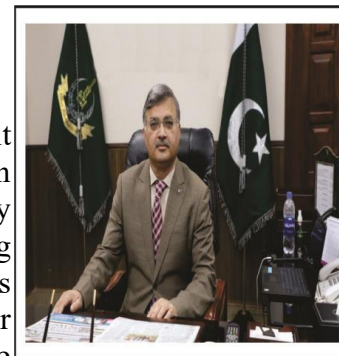
## Message

### THE WORTHY Vice-Chancellor

Dear Student,

السلام عليكم

Welcome to Allama Iqbal Open University (AIOU) is one of the mega universities of the world and it occupies a unique position in the education sector of Pakistan, because of its affordability and high quality distance and online academic programs. AIOU has now turned into the most favorite university of the country with high international repute. The university made a landmark progress by ensuring access to quality education for rural areas under-privileged students and the people of all ages particularly the females can now select and join the programs of their choice, while sitting at their residence and simultaneously with continuing their jobs. After assessing the success of many degree programs in Pakistan, AIOU is now going to offer a variety of range programs for the students residing worldwide. More than 1.3 million students are getting benefits from the high quality educational services of AIOU in all regions of the country through more than fifty regional offices of the university. It offers-suggests many undergraduate and postgraduate programs at rural and remote areas providing an unparalleled opportunity to all the poor and deprived segments of the society at an affordable cost. The university has recently digitalized all its student-support services for facilitating its students on priority basis. This digitization of the system, it is hoped, will enable AIOU students to get all discipline of educational programs using their Learning Management system (LMS) portal support online.



I welcome you to the postgraduate studies at AIOU and wish you a challenging yet successful journey ahead.

**Prof. Dr. Nasir Mahmood**  
**Vice Chancellor AIOU**

## **COMPLETE PROCEDURE TO ENROLL IN AIOU PROGRAMME AND SUBMISSION OF FORM IN AIOU ISLAMABAD**

**International & Overseas Students Shall Submit their Admission using Online System**

**Dear Applicant**

Allama Iqbal Open University and Directorate of International collaboration & Exchange welcome and thanks you for showing your interest in our programs. For online admission, please watch video guidelines:

Fresh Enrollment: <https://www.youtube.com/watch?v=14IPtu4vnk>

Continuing Students: <https://www.youtube.com/watch?v=d52VGci6XNQ>

Fee Depositing Process: <https://www.youtube.com/watch?v=A33WSSY9pbA&t=9s>

**THANKS AND LET US KNOW HOW WE CAN HELP OR GUIDE YOUR FURTHER**

**Admission Schedule for International student:**

From semester Autumn 2021, the AIOU has started offering of Matric, FA, Certificate Courses, Associate Degree, B.Ed, BS, BBA, PGD and MBA/MPA (COL) Level Programs for international students. Schedule of Admission is given below:

**1<sup>st</sup> January 2026 to 10<sup>th</sup> February 2026**

**Address:**

**Directorate of International Collaboration and Exchange**

Room No. 05, Block No. 25, Allam Iqbal Open University

Sector H-8, Islamabad, Pakistan

**Telephone:** 0092519572495

**Email:** [overseas@aiou.edu.pk](mailto:overseas@aiou.edu.pk)



## ALLAMA IQBAL OPEN UNIVERSITY

Allama Iqbal Open University, a mega university, was established in 1974 under an Act of Parliament. The main campus of the university is situated in sector H-8, Islamabad. It was the second Open university in the world and the first of its kind in Asia and Africa. The aim of establishing AIOU was to provide affordable and accessible education through distance learning at the doorsteps to those people who could not continue their educational journey through formal system of education. The University (AIOU) operates on semester-based system and admits students in Spring and Autumn semesters. Under-graduate admissions are offered in both the semesters whereas postgraduates are offered once a year. The undergraduate students are given course books especially prepared by the university on self-instructional principles. However, at post graduate level students are encouraged for self-study; therefore, no textbooks are provided.

At present, the AIOU is offering programs from Matric to Ph.D. level in diverse disciplines from four faculties. The AIOU is also offering four years under-graduate degrees in various disciplines.

Apart from curricular and extra-curricular activities during the academic year, the AIOU and its Regional Centers actively participate in the co-curricular activities by arranging educational and literary seminars, workshops, and conferences, attended not only by the students and faculties of the university, but also by the renowned dignitaries and scholars. For the science students and research scholars, a Science Complex has been built where they use the latest equipment of international standards for experiments and research. To meet the present-day challenges, internet facilities are also available in the student's hostel and the Central Library where computers have been provided to enable students to access the latest information available through open source databases.

Allama Iqbal Open University (AIOU ranked 1<sup>st</sup> among 66 Pakistani varsities recent Times Higher Education Impact Ranking 2023 (The's Ranking) in SGD-4 (Quality Education)





# We Made it

**THE** WORLD  
UNIVERSITY  
RANKINGS  
TIMES HIGHER EDUCATION



## SDG 4 - Quality Education

2022

Ranked 20th in  
Pakistan

Ranked 401 - 600  
Globally

2023

Ranked 1st in  
Pakistan

Ranked 25th  
Globally



Times Higher Education  
Impact Rankings 2024

**AIOU RANKED**

**#3** OVERALL  
IN PAKISTAN

**#1** SDG 4  Quality education

**#1** SDG 8  Decent work and economic growth

**#3** SDG 10  REDUCED INEQUALITIES

**#3** SDG 17  Partnerships for the goals

[TIMESHIGHereducation.com](https://www.timeshighereducation.com)







# AIOU RANKED

279 / 1745  
GLOBALLY

8TH/107  
IN PAKISTAN

2ND  
IN FEDERAL

UI GREENMETRIC  
WORLD UNIVERSITY RANKINGS



# AIOU AT A GLANCE

**Current Enrollment**  
**1,027,000**



**Faculties**  
**04**



**Academic Departments**  
**37**



**Regional Offices**  
**54**



**MINIMUM AND MAXIMUM TIME DURATION/SEMESTERS  
FOR THE COMPLETION OF FACE TO FACE PROGRAMME  
(From Spring 2021 Semester)**

Sr. #	Degree Level	Minimum Duration	Maximum Duration
1.	PhD	3 Years / 5 Semesters	8 Years*
2.	MS/MPhil/MSc (Hons)/MBA/COL MBA	2 Years / 4 Semesters	4 Years**

*\*&\*\* As per AIOU& HEC rules.*

The policy of Re-Appeal and Again Re-Appeal is being dis-continued and the concerned students will have to re-register/enroll or re-admit in the failed course(s).

## FACULTY OF SOCIAL SCIENCES & HUMANITIES



*Prof. Dr. Abdul Aziz Sahir*  
Dean, Faculty of Social Sciences & Humanities



First established in 1981 with five departments, the Faculty of Social Sciences and Humanities has, over the years, flourished to become, by far, the largest faculty of the University. It, today, consists of fifteen departments offering BS, MPhil and PhD programs in various disciplines of Social Sciences and

Humanities like, Business Administration, English Linguistics and literature, Commerce, Economics, Mass Communication, Sociology, Gender and Women Studies, Urdu, Library & Information Sciences, History, Pakistan Studies, International Relations, Psychology and Politics. Additionally, efforts are afoot to plan and launch post-graduate Programs in Pakistani Languages and Law. The Commonwealth-collaborated master's Programs in the areas of Business and Public Administration, which are specially tailored for the modern-day busy executives, were launched in Spring 2002 semester.

In tune with the government's policy of promoting and strengthening a culture of higher education and research in the country, the AIOU's Faculty of Social Sciences and Humanities has shown a lot of dynamism over the past few years. It has launched MPhil/PhD Programs in Iqbaliat, Urdu, Business Administration, LIS, English, Pakistan Studies and Mass Communication, Pakistani Languages, MPhil in Economics, History and Pakistan Studies. MS in Business Administration and Commerce. PhD in Business Administration, Applied Linguistics and English (Linguistics).

The Faculty of Social Sciences & Humanities also offers several bachelors' level Programs in such professional areas like bachelor's in Library & Information Sciences (BLIS), BS-Business Administration, BS Commerce, Sociology, Urdu, Pakistan Studies, History, Economics, Psychology, Politics, International Relations, English (Language and Literature) and Mass Communication. Thousands of students comprising all demographic grounds from all over the country, enroll each year in these bachelor's level Programs.

The faculty has expanded vitally, and its programs have gained a high popularity as is clear from rapidly rising trend of enrolment during the past decade. During the mentioned period under report, the faculty accorded high priority towards quality improvement and to modify its programs in accordance with the current challenges of 21<sup>st</sup> century.

The faculty currently planning and executing to launch Post-Graduate Programs in the disciplines of Political Science and International Relations, Psychology, Public Administration.



## DEPARTMENT OF BUSINESS ADMINISTRATION



### Message from the Chairman

The department of Business Administration was established in 1986, within a remarkably short span of time, raised to international prominence and earned widespread global recognition. Guided by an unwavering commitment to excellence, the Department draws its strength from a comprehensive range of academic programs, research, and the dedication of a world class faculty, complemented by a diverse student body.



The Department offers a full spectrum of degree programs, including PGD, Associate Degree, BBA, BS in Business Analytics, MBA, MS and PhD. In addition, we are proud to offer Executive master of Business Administration and Master of Public Administration (MPA) programs in collaboration with the Commonwealth of Learning. To expand global access to education, the Department also offers all of these programs except MS and PhD to international students through an advanced online teaching and learning platform.

Remaining at the forefront of educational development and contemporary business thinking, the Department of Business Administration is dedicated to producing graduates who are not only academically and professionally competent but also ethically grounded and socially responsible. Our graduates strive to make a meaningful and positive impact on the business world and the wider society.

***Prof. Dr. Syed Muhammad Amir Shah***  
***Chairman***

## **COMMONWEALTH MASTER OF BUSINESS ADMINISTRATION PROGRAM**

The COL MBA program offered by Allama Iqbal Open University (AIOU) are dynamic, globally recognized degree programs designed to cater to the needs of professionals seeking to advance their careers in management and public administration. The MBA program equips students with essential business acumen, strategic decision-making skills, and leadership capabilities to excel in the corporate world.

A hallmark of these programs is their internationally benchmarked curriculum, designed in collaboration with Commonwealth of Learning (COL) to align with contemporary business and public administration trends. They emphasize practical, case-based learning; ensuring students acquire not only theoretical knowledge but also

real-world problem-solving skills. Another distinctive feature is the affordability and accessibility, making quality education available to a broader audience.

Furthermore, the inclusion of research-driven projects empowers students to apply their learning in a practical context, while the flexibility of self-paced learning options ensures learners can balance their studies with professional and personal commitments. program emphasize practical knowledge, case-based learning, and research to ensure students gain a comprehensive understanding of their respective fields, making them competitive in local and international markets.

### **1. Objectives:**

The mission of Commonwealth MBA Program is to provide experienced executives and professional with an applied and integrative business/public management education that develops their critical thinking and leadership abilities for better management of resources.

### **2. Duration:**

As per guidelines of NCRC regarding Executive MBA Program. The revised scheme of studies is spread over 04 semesters covering 19 courses and 01 Research Project. The program consists of 63 credit hours. The minimum period required for its completion will be 2 years while maximum period 04 years. If student fails to complete the COL MBA/MPA Program in 04 years, the University shall not be liable to award the degree.

### **3. Eligibility:**

- Applicants having 16 years of education from any HEC

recognized institution with a minimum 50% marks or 2 CGPA would be eligible to apply.

- A minimum of 03 years Professional Experience.

#### 4. Scheme of Studies:

The detail of courses semester wise offering in Commonwealth MBA/MPA Program is as under.

##### Semester-I (Commonwealth MBA Program)

Sr.#	Course Title	Course Code	Credit Hours
1.	Managing Human Resource	6661	3
2.	Marketing Management	6662	3
3.	Accounting and Finance	6663	3
4.	Economic Environment for Business	6664	3
5.	Electronic Commerce	6665	3

##### Semester-II (Commonwealth MBA Program)

1.	Quantitative Techniques	6666	3
2.	Management Information System	6667	3
3.	Operations Management	6668	3
4.	Management and Organization	6669	3
5.	Project Management	6670	3

##### Semester-III (Commonwealth MBA Program)

1.	Research Methodology for Management Decision	6671	3
2.	Total Quality Management	6672	3
3.	Corporate Finance	6673	3
4.	International Marketing	6674	3
5.	Disaster Management	6675	3

##### Semester-IV (Commonwealth MBA Program)

1.	Strategic Management	6679	3
2.	Managerial Economics	6680	3
3.	Business Ethics	6681	3
4.	Business Sustainable Development	6682	3
5.	Research Project	6690	3

### Medium of Instruction

The medium of instruction and examination will be English only.

### Classes

Commonwealth MBA program have sixteen classes of three hours each for each course. The participation of the students in the classes is compulsory. The classes will be organized to provide the students with proper guidance in course contents through intensive lectures, **class assignments and presentations** etc. The program of the classes will be chalked out by the Department and intimated to students well in time. Midterm and Final term examinations will be conducted online.

### Evaluation Scheme

Assessment Component	Marks	Weight age in the Aggregate Result
Assignment No.1	100	10%
Assignment No.2	100	10%
Midterm	100	30%
Final Examination	100	50%

1. 75% attendance is mandatory in the classes to appear in the final examination.
2. AIOU rules will be applied for qualifying the course.

### RESEARCH PROJECT

The research project course is a distinct feature of the Commonwealth MBA/MPA Program. Students are required to submit project proposal/ synopsis to the COL MBA/MPA program office, AIOU Campus. This also allows them to contribute their own analysis and findings to the body of knowledge in Business Management or Public Administration domains.

Following are the requirements to be met by the students for opting and completing of project course CC- 6690.

1. The student must have a valid admission the Research Project Course(CC- 6690)
2. The student will have to contact the faculty member whom he/she is willing to work under his/her supervision.
3. The synopsis must be duly signed by the supervisor along with Supervisor consent form while submitting for Research Project Committee (RPC) approval.
4. Only upon the acceptance/approval of the proposal from RPC, the student will be allowed to start his/her research work.
5. Every draft (proposal and project) must be checked and signed by the supervisor before submission to the department.
6. Student needs to apply for extension through supervisor in case the project is submitted after six months from the date of topic notification. Extension fee paid challan must be submitted in department for extension notification.
7. The student will have to appear for viva voce in the



department in front of RPC members. Minimum 50% marks must be secured in viva voce to pass.

8. The supervisor must ensure that the student has incorporated the suggested changes by RPC before resubmission as per AIOU rules.

#### **Fee Tariff**

<b>Item</b>	<b>Fee</b>
<b>Registration Fee:</b> (At the time of 1 <sup>st</sup> Admission)	US\$ 50/-
<b>Admission Fee:</b> (At the time of 1 <sup>st</sup> Admission)	US\$ 50/-
<b>Per Course Fee:</b>	US\$ 100/-
<b>Total Fee for First Semester:</b>	<b>US\$ 600/-</b>

The University reserves the right to change the fee tariff in the coming semesters. This can be done without any prior notice as deemed fit for the expected expenditure which is to be incurred on the semester-based academic and operational activities of the program.

**In case of any query/information about the online admission form or any other questions please contact us at the following:**

#### **Directorate of International Collaboration & Exchange**

Phone: +92-51-9572495

email: [overseas@aiou.edu.pk](mailto:overseas@aiou.edu.pk)

## **GENERAL INFORMATION**

- i. The certificates/degrees of AIOU are equivalent to any other recognized Board/University.
- ii. A candidate is required to apply for admission (LMS) online only.
- iii. If an applicant does not receive any information regarding admission within three months from submission of application, he/she should presume no admission.
- iv. A course taken by any student cannot be changed during the semester. However, in real hardship cases, the change in courses will be allowed before the start of study period after deposit of prescribed fee. Study period schedule is available on AIOU website.
- v. The address of a student will not be changed during the semester.
- vi. On payment of the registration fee, each student will be issued a student ID. This number must be quoted in all the future correspondence along with the roll number, course(s), code numbers and semester.
- vii. Study material shall be available at the LMS (Aaghi Portal) and Website at their given addresses.
- viii. After confirmation of admission students are usually intimated about the part time tutors for each course through student CMS portal. If you do not found information about tutors, you are required to contact the Directorate of International Collaboration & Exchange immediately without any delay.
- ix. Rules and regulations framed, enhanced and changed from time to time by the authorities, bodies of the university will be effective as deemed necessary. The student will have to abide by all such rules and regulations from the date of their implementation.
- x. A student who fails in continuous assessment component is not eligible to reappear but will be allowed to re-register for the same course at its next offering semester by the university.
- xi. It is the responsibility of the student to remain in touch with the Directorate of IC&E regarding the selected programme.
- xii. A student already admitted to a programme or a specialization of a programme shall not be allowed to transfer or to get admission to another programme unless he/she formally postpones it till the completion of the new programme or withdraws from the previous programme.
- xiii. After completion of a programme successfully, a student has to apply to Controller of Examinations for issuance of certificate/degree.

- xiv. The university reserves the right to change the contents of this prospectus without any prior notice as per university policy.
- xv. The student must inform the Admission Department in writing about admission mistakes within the period of 15 days, which is not according to the admission form/ check list or mistake in name and address. No request for any change will be entertained after the stipulated period.
- xvi. Admission without prescribed fee, less fee or fee deposited after due date will not be considered in any case.
- xvii. In case of discrepancies in the name of student/ Father's name of the student or difference in name mentioned in his/her other educational certificates, the name on the Matric certificate of the student will be considered as correct name. The Examinations Department shall also issue certificate/ degree on the said name.
- xviii. In case provision of forged documents for admission, not only the admission will be refused to the applicant but the fee deposited by him/her will also be forfeited. The university may proceed further in the matter.
- xix. The degree/diploma/certificate of the student will be quashed:
  - i) If any mistake found in compilation or declaration of result at any stage.
  - ii) If any candidate found ineligible for a degree/ diploma/certificate during the cross verification process of result and documents at any stage.

- iii) If found that candidate submitted forged/fake/illegal document(s) in the University at any stage.

**Note:** Beware that University has not authorized any person or private institute to collect payment/forms. All the students are instructed to deposit fee by themselves. In case of any discrepancy in admission fee/ admission form the University will not be responsible and the student will have to face the consequences.

### **Availability of Learning Material**

- i. Learning material can be downloaded from university website: [www.aiou.edu.pk](http://www.aiou.edu.pk)
- ii. All learning material would be available online for international/overseas students after the commencement of classes.
- iii. Student shall download the learning material and tally with the course codes for which he/she had been registered in the semester.
- iv. Students can get their learning material through AAGHI LMS portal.

### **Procedure for Fee Payment**

International and Overseas Students will have to pay their fee Online as per Guided Procedure:

1. Go to [olpay.aiou.edu.pk](http://olpay.aiou.edu.pk)
2. Enter challan number and **click on "search"** button.
3. Check & tally your challan details with the generated challan then **click on "submit fee"** button.
4. Enter credit/debit card number, card holder name, expiry and CVV code (mentioned on back side of card).
5. **Click on "pay now"** button.
6. A successful payment notification will be appeared with an Order ID.
7. Write Order ID and Transaction Date on the space given below.
8. Save the Order ID in your record till confirmation of your admission.



### **REGULATIONS FOR REFUND OF ADMISSION FEE**

- |  |  |
|--|--|
| <p>(i) The Applicant/candidate/student who have submitted his/her fee for Admissions but do not wish to continue and applied for refund of fee before the start of his/her study period as per Academic Calendar available on the AIOU website corresponding to his/her respective semester i.e Autumn or Spring, the fees will be refunded after the deduction @ 10% of the total fee.</p> <p>(ii) The Applicant/Candidate who was not eligible but deposited the fee for admission and applied for refund within one year from the date of fee deposit, the fee shall be refunded after deduction @15% of total fee.</p> <p>(iii) The student who has deposited his/her fee in excess of due fee that total excess amount shall be refunded or adjusted as the case may be.</p> <p>(iv) The Treasurer Department shall verify the fee of students and shall send the case to the Audit Department for pre-audit.</p> | <p>(v) The cheque will be issued to the candidate by the Campus Payment Section (CPS), Treasurer's Department.</p> <p>(vi) In the case of death, the full fee will be refunded through crossed cheque in favour of the Blood Relative of deceased student, after fulfilling all the codal formalities. The refund case must be submitted within one year of fee deposit.</p> <p>(vii) In case the students who are not allowed/granted admission to a program offered by the University due to less enrollment/non formation of viable group/non offering of courses, full fee will be refunded to them.</p> <p>(viii) If the admission of an Applicant/Candidate is not matured due to any reason beyond the control of the University or due to unforeseen issues, the whole paid fee, without any deductions shall be refunded to the respective applicant/candidate. The refund case must be submitted within one year of fee deposit.</p> |
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**Note:** Beware that University has not authorized any person or private institute to collect payment All the students are instructed to deposit fee by themselves. In case of any discrepancy in admission fee/ admission form the University will not be responsible and the student will have to face the consequences.

### **REFUND OF OTHER FEE**

1. All kind of other fee including but not limited to Degree fee, Re-appear exams fee, change off name / father name, examiner registration fee, tutor registration fee, late assignment evaluation fee, analysis fee, rechecking of answer scripts fee, NOC fee, subject/group change fee, thesis evaluation fee, thesis extension fee, job fee, tender fee etc. will not be refunded. Only excess fee deposited will be refunded/ adjusted.
2. The extension in thesis fee in excess shall be refunded on approval of concerned Dean with certificate that fee was deposited in excess.
3. The amount deposited in university accounts by any person/firm (other than student), by mistake or in excess shall be refunded after verification of the amount deposited

### **IMPORTANT TELEPHONE NUMBERS**

Sr. #	Name	Telephone Nos.
1.	Director Admissions	+92-51-9250043 +92-51-9571501
2.	Controller of Examinations	+92-51-9250012 +92-51-9250013 (Fax)
3.	Director Students Affairs	+92-51-9572400 +92-51-9572401
<b>Directorate of International Collaboration &amp; Exchange</b>		
1.	Dr. Zahid Majeed Director <a href="mailto:Zahid_majeed@aiou.edu.pk">Zahid_majeed@aiou.edu.pk</a>	+92-51-9572450
2.	Sehrish Khan Assistant Director <a href="mailto:sehrish.khan@aiou.edu.pk">sehrish.khan@aiou.edu.pk</a>	+92-51-9572471
3.	Mr. Muhammad Ajab Superintendent <a href="mailto:overseas@aiou.edu.pk">overseas@aiou.edu.pk</a>	+92-51-9572495